

**FIRST
TIMERS**

**NEXT
GENERATION**

The Law Conference Program Planning Committee is pleased to present the following programs, suited for all but strongly suggested for newer attendees of the Law Conference and those new to the retail legal industry. Each of these programs has been carefully

selected to provide a comprehensive and understandable background to a wide variety of issues. If you are new to the conference or the industry, don't pass up this outstanding opportunity!

WEDNESDAY, OCTOBER 28

2:00 – 3:15 PM

GENERAL SESSION

General Session 1

I Fought the Law and the Law Won: Recent Developments in the Law Impacting Shopping Centers

This general session will cover case law in the past year that is of interest on several levels. The panel will discuss trends in the law, as well as decisions that may validate or challenge current practices. Drafting tips to avoid issues found in the cases will also constitute an important part of the session.

Ann Peldo Cargile

Bradley Arant Boult Cummings, LLP
Nashville, TN

Brian D. Huben

Katten Muchin Rosenman LLP
Los Angeles, CA

Neil B. Oberfeld

Greenberg Traurig, LLP
Denver, CO

3:30 – 4:45 PM

GENERAL SESSION 2

The Insurance Master Class: Know What to Ask For and Get What You Bargained For

The panelists will first provide an overview of property and liability insurance, including business interruption and rent loss coverages. They will then suggest the best coverages and recommend contract provisions to require these coverages (and to receive the benefit of them when provided). The panelists will also describe the concerns raised by current insurance practices, including exclusions, proof of coverage problems, limited coverage provided to additional insured and loss payee parties, and problems in primary/excess coverage.

Charles E. Comiskey

RiskTech, Inc.
Houston, TX

Janet M. Johnson

Schiff Hardin LLP
Chicago, IL

Marie A. Moore

Sher Garner Cahill Richter Klein & Hilbert, L.L.C.
New Orleans, LA

5:00 – 6:30 PM

FIRST TIMERS & NEXT GENERATION ORIENTATION AND RECEPTION

Get inside tips on how to make the most of your first Law Conference at this special welcome reception. Long time attendees will host small discussion tables to share their insights and answer your questions. This is a great networking opportunity to kick off your conference experience. Business casual attire is recommended.

6:30 – 8:00 PM

WELCOME RECEPTION

It's the opening night of the conference and all registrants are invited to get together for cocktails and networking under the stars. Business casual attire is recommended.

THURSDAY, OCTOBER 29

7:45 – 8:45 AM

KEYNOTE SPEAKER



Commander Rorke T. Denver

Former U.S. Navy SEAL
Bestselling Author

An esteemed 13-year Navy SEAL, author of *Damn Few: Making the Modern SEAL Warrior*, and star of the hit film based on true events, *Act of Valor*, Commander Rorke T. Denver trains the men who become Navy SEALs – the most creative problem solvers and warriors on the modern battlefield. During his speech, Rorke will recount his epic tales of heroic action during his service abroad as a Navy SEAL and then apply the value of training, preparation, teamwork and motivation to the everyday work force. He will discuss benefits of mentorship and the “secret ingredient” for increasing productivity to further inspire any high-performing group to become modern day corporate warriors, ready to deliver lasting results.

THURSDAY, OCTOBER 29 continued**9:00 – 10:15 AM****SEMINAR 6****Leasing Boot Camp I: Negotiate a Lease Like a Jedi Wields a Light Saber**

This session will provide a comprehensive introduction to shopping center leasing for the attorney or leasing professional who is fairly new to the industry and for experienced individuals who would enjoy re-enforcing the basics. We will review the main issues of the lease from a landlord and tenant perspective, with an emphasis on issue-spotting and negotiation strategies, and will also point out issues which are specific to the shopping center industry. The new kid on the block will sound like a confident “old pro” in no time. This session will include discussion of possession, term, options, kickouts, rent, taxes, CAM, use, relocation rights and operating covenants.

Peggy M. Israel

National Retail Law Group
Baltimore, MD

Walker Kennedy, III

Woodbury Corporation
Salt Lake City, UT

10:30 – 11:45 AM**SEMINAR 9****Leasing Boot Camp II: Return of the Jedi**

This seminar will explore some of the most significant and most negotiated issues in retail leasing. The panelists will take on both sides of co-tenancies, kickouts, exclusives, radius restrictions, allowances, environmental provisions and other hotly debated issues. Learn what drives both sides of these dealbreaker issues.

Scott L. Grossfeld

Cox, Castle & Nicholson LLP
Los Angeles, CA

Stacy Moskowitz

Westfield, LLC
Los Angeles, CA

12:00 – 1:15 PM**WORKSHOP 20****It's a Balancing Act: Negotiating the Assignment and Subletting Clauses to Address All Interests**

Participants in this workshop will be asked to choose a side: landlord, tenant, or prospective assignee/sublessee, as we explore their competing interests, their rights in the absence of definitive lease language, and how they might fare under several different lease provisions. Issues include consent standards, recapture rights, sharing of transfer consideration, lease provisions personal to original tenant, exit strategies, etc. This will be an interactive workshop, so be ready to rumble!

David B. Franklin

Dentons US LLP
San Francisco, CA

Paul A. Ledbetter

Cinemark USA, Inc.
Plano, TX

3:00 – 4:00 PM**FIRST TIMERS & NEXT GENERATION RECEPTION**

Please join us for a friendly and informal gathering that will provide a comfortable way for you to meet new faces and network with your peers in a smaller social setting. Casual attire is recommended.

FRIDAY, OCTOBER 30**7:30 – 8:45 AM****ROUNDTABLE DISCUSSIONS**

We're excited to host a Roundtable for our First Timers & Next Generation attendees. You're also welcome to join one of over 60 other Roundtables for an interactive group discussion of various industry topics.

9:00 – 10:15 AM**GENERAL SESSION 5****Your Ethical House of Cards: Know When to Hold 'Em, Know When to Fold 'Em**

Our panelists will discuss a variety of ethical issues you are likely to encounter in your practice, and provide guidance on the best way to keep your house of cards in order. These issues range from multijurisdictional representations, to the unauthorized practice of law, to the ethical challenges in representing both the legal entity and its members. Lawyers need to deal with the cards they are dealt, but they need to do know the ethical lines in proceeding with these types of representations.

Kevin L. Shepherd

Venable LLP
Baltimore, MD

Aubrey Waddell

JLL
Atlanta, GA

Pamela L. Westhoff

Sheppard Mullin Richter & Hampton LLP
Los Angeles, CA

FRIDAY, OCTOBER 30 continued**10:30 – 11:45 AM****WORKSHOP 29****Purchase and Sale Agreements: Is My Contract Worth the Paper It Is Written On?**

This interactive workshop will delve into what purchase and sale contracts must contain and what should be avoided: representations, warranties and covenants, drafting “do’s” and “don’ts” and other essential and not-so-essential but advisable provisions. Real-life examples, cases and war stories will be liberally used, along with useful contract precedents.

Charles A. Brake, Jr.

Miller & Martin PLLC
Atlanta, GA

Gregory P. Pressman

Schulte, Roth & Zabel LLP
New York, NY

12:00 – 1:15 PM**SEMINAR 22****Lookin’ Out My Back Door: Lease Exit Strategies**

Although no one likes to anticipate failure, from the outset landlords and tenants alike need to consider how they may want to provide for a graceful exit when that shiny new lease has endured a few miles over bumpy roads. In this seminar, we will discuss various aspects of lease exit strategies, as well as typical and not-so-typical lease provisions giving one or both parties an “out.” Then we’ll go a step farther and discuss what might happen when some of those strategies are the subject of litigation.

Thomas B. Cahill

Thomas B. Cahill Attorney at Law
Naperville, IL

Howard K. Jeruchimowitz

Greenberg Traurig, LLP
Chicago, IL

John H. Lewis

Hartman Simons & Wood LLP
Atlanta, GA

7:00 – 10:00 PM**“A NIGHT IN TUSCANY” COCKTAIL RECEPTION
AND DINNER BUFFET**

It’s the final night of the conference and you won’t want to miss our themed reception to celebrate a taste of the sweet life – La Dolce Vita – Tuscan style. We will enjoy Tuscan inspired food and Italian music along with dancing, casino gaming and a closing slideshow highlighting some of our favorite moments and memories from the conference. Casual attire is recommended. *(The conference registration fee includes one dinner ticket. Additional dinner tickets for guests may be purchased. Please reference the registration form online at www.icsc.org/2015LC for pricing details.)*

SATURDAY, OCTOBER 31**8:00 – 9:00 AM****ROUNDTABLE DISCUSSIONS**

Saturday is our Leasing Symposium. Join one of over 20 Roundtables for an interactive group discussion of various leasing topics.

9:15 – 10:30 AM**SEMINAR 23****It’s All a Matter of Taste (and Evolution): Negotiating
Exclusives, Use Restrictions and Prohibited Uses in the
Modern Real World**

Please join us for an in-depth and lively discussion on negotiating the provisions of the retail lease that cover exclusive uses (nope, that’s what I do), use restrictions (not in my neighborhood) and prohibited uses (you can’t seriously want to do that!!!). We will explore landlord’s and tenant’s respective needs and positions concerning these provisions, including express remedies for violations, and address the new challenges presented by current retail trends (e.g., marijuana, medical or otherwise, is medical office a retail use).

Jason M. Ellis

Staples, Inc.
Framingham, MA

Michael L. Robertson

Smith, Robertson, Elliott & Douglas, L.L.P.
Austin, TX

Matthew I. Weinstein

Cozen O’Connor
Philadelphia, PA



Scan here for video testimonials from
2014 Law Conference attendees!