

# U.S. Law Conference

**FRIDAY, OCTOBER 25** Roundtable Discussions 7:45 – 8:45 am ► Marriott Grand Ballroom 5-8

Number	Topic	Leader
1	Landlord Liens on Tenant's Personal Property	Christina Addy, Goulston & Storrs PC
2	You Want to Buy How Many Properties? Dos and Don'ts for Buying and Selling Dozens to Hundreds of Locations	Bailey Brook, Polsinelli
3	SNDA Issues and Solutions	Dennis Bower, ShopCore Properties
4	Negotiating Limitations on Guarantees	Chelsea Brewer, Arnall Golden Gregory LLP
5	Crisis in Retail: Trends in Bankruptcy to Address the Challenges	Richard Chesley, DLA Piper
6	Lease Terms to Address the Unexpected: How Medical Uses and the Cannabis Industry Are Changing Our Standard Provisions	Nancy Cundiff, Lewis Brisbois
7	From Clicks to Bricks: Recent Trends for the E-commerce Brand Opening a Brick and Mortar Location	J.J. Sherman, Law Offices of J. J. Sherman
8	Negotiating Renewal Options – What to Consider	Mark Daspit, Barto Zankel Bunzel & Miller
9	So Long LIBOR Topic: The Transition Away From LIBOR. There is \$8 Trillion in Outstanding Loans Pegged to LIBOR and the Plan to Transition Away from LIBOR Is Complicated	Bill Davis, Cozen O'Connor
10	To Collect, or Not to Collect – That is the Question (For Landlords When Their Tenants File for Bankruptcy)	Scott Fleischer, Barclay Damon LLP
11	End of Term Issues	Gary Friedland, ShopCore Properties
12	Behind Door No. 3: Street Deals	Andrea Gendel, Pryor Cashman LLP
13	Time Is of the Essence. Do We Really Want It in Leases?	Deborah Goldman, Joshua Stein PLLC
14	Accelerating Revolution of Retail Thanks to Mobile Devices	Jason E. Grinnell, Thompson Coburn LLP
15	More Please: Tenant's Expectations as to Retail Signage	Robert Gundlach Jr., Fox Rothschild LLP
16	Co-Working in a Retail World	Elizabeth Hamilton, Office Depot, Inc.
17	Putting the "Use" in Mixed-Use: Negotiating Leases to Protect Against Abutting Tenant Disputes	Jennifer L. Loli, Sherin & Lodgen LLP
18	Scalpel, Please. Slicing and Dicing—Unique Issues Related to Hospital and Medical Office Campuses	Mary Jane Judy, Polsinelli
19	Negotiating Guaranty Recourse Carve Outs (Loan Guaranties)	Maryam Karnib, Honigman LLP
20	Is a Cannabis Dispensary a Good Use for Your Shopping Center?	Steven Katkov, Cozen O'Connor
21	Last Call – Liquor Licensing Issues to Address and Pitfalls to Avoid	Dolores Kelley, Stark & Stark
22	Lessons Learned from Title Claim	Melanie Kido, CATIC
23	Cell Site Leasing	Linda Koffman, Gipson Hoffman & Pancione
24	Ground Floor Retail in Mixed-Use – How It Is Different and May Be Better Suited (or Not Depending on Your Opinion!) to Survive Than Malls/Strip Centers	Lisa Kolieb, Akerman LLP
25	What Is Subrogation, and Why Am I Waiving It: Understanding Indemnities and Waiver of Subrogation	Kathryn Kramer-Gaydos, Benesch
26	New Lawyer Roundtable: Communicating with Your Clients	John Kranyak, Skilken Gold
27	How to Manage Competing Demands for Parking	Doug Kunath, Salmon, Lewis & Weldon
28	Improving the Lease Negotiation Process (Efficiency in Process and Negotiation/Identifying the Real Issues for Each Party)	Jennifer Kypreos, Shutts & Bowen LLP

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29	Economic Terminations and Kickouts	Karen Levine, Watson Farley & Williams LLP
30	Is Zoning Killing Retail? A Zoning Case Study of Washington, DC, Arlington, VA, Montgomery County, MD, Philadelphia, PA and Los Angeles, CA	Samantha Mazo, Cozen O'Connor
31	P3s	Drew Melville, Melville Law, P.A.
32	Reuse of Antiquated Shopping Centers: Tools for Innovation!	Seth Merewitz, Best Best & Krieger
33	Prop. 65 and How It Impacts RE Issues [California Specific]	Janice Miller, Berke Miller Law Group, LLP
34	Five Medical Leasing Issues to Address for a Healthy Center	Thomas Onder, Stark & Stark
35	Drafting Indemnity Provisions – Your Indemnity Is Not My Remedy!	Damon Osborne, DLA Piper
36	E-Signatures	Margaret Peterson, Petersen Law
37	Legal Economics: How to Make Fixed Fee Arrangements Work for You and Your Attorney	Elisabeth Prescott, Kean Miller LLP
38	Recurring Maintenance Defects and Getting Your Money Back	Peter Wilcox-Jones, Ball Janik
39	Negotiating Warehouse Subleases for Inventory	Andrew Rapp, Fox Rothschild LLP
40	Challenges with Retail Leasing and Hotels	David Resnick, Robbins, Salomon & Patt, Ltd.
41	Following the Money When a Lease Implodes	Alana Rusin, Goulston Storrs
42	Emotional Support Animals in the Retail Environment	Katie Schuett, Thompson Hine LLP
43	Cannabis Leasing Issues	Sarah Shaw, Honigman LLP
44	Fighting City Hall: Legal Strategies for Project Approval	John Slagter, Tucker Ellis
45	Repurposing Retail and Thinking Outside of the Box: The Changing Landscape of Malls and Big Box Stores	Maxwell Stanfield, Meyer Unkovic & Scott
46	Opportunity Zones	Jarret Stephens, Norton Rose Fulbright US LLP
47	Anchors Away! Navigating Creative Uses Amid Tides of Change	Kelly Stohs, Polsinelli
48	Fuel Station/Convenience Store Leasing Topics	Patrick Sweeney, Stiko Bruno LLC
49	Managing Construction Risk in Work Letters	Bill Toliopoulos, Laurie & Brennan
50	Rogue Tenants	Chris Troutman, Seyfarth Shaw
51	Avoiding Costly Mistakes: The Importance of a Good Term Sheet	Michelle Walton, Taubman
52	Climate Change and Retail	Matthew Weinstein, Cozen O'Connor
53	Redevelopment Restrictions; Tenant's Perspective	Jacob Worrel, Kayne Law Group, Co., P.A.
54	Your Estoppel: What a Lender Wants	Nahal Zarnighian, Ballard Spahr
55	Leasehold Financing	Jennifer Zohorsky, Rosenberg Martin Greenberg, LLP
56	How to Avoid Leaving Money in the Walls	Adam Zwecker, Akerman LLP
57	Commission and Listing Agreements	Lee Walker, Morris, Manning & Martin LLP
58	So You Want to be a Speaker at Future ICSC Law Conferences?	David Rabinowitz, Goulston & Storrs PC