

BY INVITATION ONLY

GEORGETOWN LAW
CONTINUING LEGAL EDUCATION

19TH ANNUAL

Advanced Commercial Leasing Institute

Designed for U.S. & Canadian commercial leasing professionals
with a minimum of ten years of experience

Wednesday – Friday, April 19-21, 2017

Georgetown University Law Center and 20 F Street Conference Center, Washington, DC



CLE

Up to **11.75 CLE credit hours** (based on a **60-minute** credit hour), including **1.0 hour** of ethics
Up to **14.1 CLE credit hours** (based on a **50-minute** credit hour), including **1.2 hours** of ethics

Wednesday, April 19

6:00 pm

Special Reception for First-Time Participants

6:30 pm

Welcome Reception and Institute Dinner

Sponsored by First American Title Insurance and First American Exchange Company

Thursday, April 20

7:30-8:00 am

Continental Breakfast

Sponsored by Advisors LLC

8:00-10:00 am

Lawyer, Lawyer! Space on Fire! What Happens When Your Building Burns Down

Natalie Vukovich, Session Leader
Richard D. Eckhard
Mark A. Senn
William Begal, Expert
Jill Dalton, Expert
Stephen Healey, Expert

- Examine “ordinary” damage and destruction (“D&D”) clauses and why they do not work
- Consider what a good clause should cover
- Analyze actual losses and protections offered by carefully crafted leases

10:00-10:15 am

Networking Break

10:15-11:15 am

Swinging without a Net: Multi-Jurisdictional Ethics

Desmond D. Connall, Jr., Session Leader
Elizabeth Hamilton
Thomas E. Spahn, Esq., Expert

- Examine Model Rule of Professional Conduct on Unauthorized Practice of Law and Multi-jurisdictional Practice of Law (Rule 5.5)
- Analyze rules for negotiating leases when not licensed in a certain jurisdiction
- Contrast ethical issues from in-house and law firm perspectives

11:20 am-12:50 pm

What Rights Do You Think You Have? Pitfalls of Negotiating Subleases

Richard C. Mallory, Session Leader
Abraham Costin
Andrew L. Herz

- Identify the stumbling blocks to a small sublease

- Contrast the pitfalls of a large sublease
- Explore equitable solutions to issues in subleasing

12:50-1:15 pm

Lunch Distribution

Sponsored by Legal Sea Foods

1:15-2:15 pm

America’s Best Real Estate Idea: The Creation of the National Park System

Steven D. Cohen, Session Leader

A speaker formerly with the National Park Service will discuss the unique challenges to the U.S. government in creating the National Parks

2:15-2:30 pm

Networking Break

2:30-4:00 pm

You Promised to Deliver WHEN? Construction Contract Terms that Create Confusion

Jeffery L. Hess, Session Leader
Joseph B. Conn
Martin H. Orlick
Patrick D. Blake, Esq., Expert

- Explore contract provisions that can create ambiguity
- Discuss how contract provisions affect the duties of parties
- Learn how to head off contractual disputes between parties

4:00-4:15 pm

Networking Break

4:15-5:30 pm

Let’s Get Street-Wise: What’s Different about Street Retail

Stephen J. Messinger, Session Leader
Joel R. Hall
David G. London
M. Rosie Rees

- Understand the unique financial issues in street retail
- Explore operational problems
- Discuss how street retail “fits” in the retail environment

Friday, April 21

8:00-8:30 am

Continental Breakfast

8:30-10:00 am

In the Blink of an Eye: “Pop Up” Leasing in an Evolving Retail Environment

Charles E. Schroer, Session Leader
Mindy Wolin Sherman
Bruce M. Smiley
Evans Harms, Esq., Expert

- Explore pop ups (food trucks, containers, etc.) and critical lease issues
- Discuss solutions to conflicts with REAs, covenants and existing leases
- Assess the role of social media and omnichannel retailing

10:00-10:10 am

Networking Break

10:10-11:40 am

Eat, Drink, and Draft Carefully: A Recipe for Restaurant Leases

Caryn Englander, Session Leader
Richard Heller
Celia C. Hitch
Warren J. Karp

- Examine sample exclusivity, permitted uses, and operating covenants
- Discuss a “tapas” of unique operating issues
- Evaluate a “buffet” of construction problems

11:40 am-12:00 pm

Lunch Distribution

Sponsored by: BCF Business Law, Daoust Vukovich LLP, McCarthy Tetrault LLP, Minden Gross LLP, Oxford Properties Group

12:00-1:15 pm

Luncheon Presentation: Invasion of the Technology Tenants, Part II

Steven D. Cohen, Session Leader
Anton Natsis, Esq., Allen Matkins Leck Gamble Mallory & Natsis LLP

1:15-1:30 pm

Networking Break

1:30-3:00 pm

Love it or List it! Change is Good! Repurposing an Asset

Laurent Roy, Session Leader
Andrea Geraghty
Suzy A. Reingold
Steven Denholtz, Expert

- Address repurposing challenges in a mixed use environment
- Understand how existing uses can block alternative uses
- Explore relocation & demolition provisions

Advisory Board

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DC, Washington, DC

Thomas E. Spahn, Esq.,
McGuireWoods LLP, Tysons, VA

Institute Details

Location of the Receptions and Institute Dinner

Georgetown University Law Center, 550 First Street, NW, Washington, DC 20001

Location of the Institute

20 F Street Conference Center, 20 F Street, NW, Washington, DC 20001

Hotel Reservations

A block of rooms has been held at Hyatt Regency Washington on Capitol Hill at a rate of \$239/night. These rooms will be held as a block, unless exhausted, until Wednesday, March 22, 2017, at which time they will be released to the general public.

Hyatt Regency Washington on Capitol Hill

400 New Jersey Avenue, NW, Washington, DC 20001
Reserve at: <http://bit.ly/ACLIHotel2017>

Disclaimer

Speakers are subject to change.

Special Needs or Dietary Restrictions

Email cle@law.georgetown.edu or call 202-662-9890.

Cancellations/Rain Checks/Substitutions

Cancellation and rain-check notices must be received by 5:00 pm ET on Wednesday, April 12, 2017 for a refund (less \$100 administrative fee). Rain checks for a future program will be granted for cancellations received after April 12, 2017 and prior to the start of the program.

Course Materials

Course materials will be available to you prior to the program. Registrants will receive an email from the Georgetown Law CLE office approximately one week before the program with additional instructions regarding how to access the course materials.

Satisfaction Guarantee

We are confident that you will value the information sharing and networking at the conference. However, if you feel you have not received your money's worth by the end of the program, please communicate with a member of our registration team before leaving the Institute. All refund requests will be reviewed carefully and are subject to approval by the Assistant Dean for Academic Conferences and Continuing Legal Education.

CLE Credits

Accreditation has been or will be requested for the Advanced Commercial Leasing Institute from most states and Canadian Provinces with mandatory continuing legal education requirements for 11.75 CLE credits (based on a 60-minute hour), including 1 ethics credit and 14. CLE credits (based on a 50-minute hour), including 1.2 ethics credits. Georgetown Law is an accredited CLE provider in most MCLE states. Georgetown Law CLE is a State Bar of California-approved MCLE provider. Please note that this program is eligible for only Nontransitional CLE credit in New York.

Some states and provinces require nominal accreditation fees. You will be asked to submit payment at the program's conclusion.

Questions? Contact Us

Georgetown Law CLE
600 New Jersey Avenue, NW
Washington, DC 20001
cle@law.georgetown.edu
202-662-9890

Registration Form

Registration for this event is by invitation only.

Advanced Commercial Leasing Institute April 19-21, 2017

PLEASE PRINT OR TYPE. Payment must accompany registration.

- \$1,595 Regular Registration
 \$1,295 Corporate Registration

Will you be attending the Wednesday evening events to be held at Georgetown University Law Center?

- Yes No

Please print clearly and list your name exactly as you would like it to appear on your program name badge.

- Mr. Ms.

Name

Email address (please print clearly)

Firm/Organization

Job Title

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Year of Law School Graduation _____

CLE credit? Yes No What state(s)/province(s)? _____ Bar number(s)? _____

Please select this box if you prefer not to share mailing address information with our sponsors.

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- 1. ONLINE** <http://bit.ly/ACLI17reg> (credit card registrations only)
- 2. MAIL** with check or purchase order payable to "Georgetown Law CLE" to the address below
Check enclosed # _____ **\$** _____ **Purchase Order attached #** _____
- 3. CALL** us at 202-662-9890

Georgetown University Law Center
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Thank You Georgetown Law CLE would like to thank **Caryn Englander** and **Mindy Wolin Sherman** for serving as Materials Coordinators, as well as **Bram Costin** and **Warren Karp** for serving as Hypothetical Editors. We would also like to thank **Elizabeth Hamilton** and **Rosie Rees** for serving as Topic Editors. Their contributions of time and energy have ensured outstanding topics, materials, and hypotheticals for the 2017 Advanced Commercial Leasing Institute.