

USCGould
School of Law

USC GOULD SCHOOL OF LAW

2016 REAL ESTATE LAW AND BUSINESS FORUM

L.A.'s top experts join the best and brightest national speakers to fill you in on L.A.'s future:

Morning keynotes: **Stanley Gold** (Shamrock Holdings) • **Richard Ziman** (Rexford Industrial)

Luncheon keynote: **Kevin Demoff** (Los Angeles Rams)

- Stanley Iezman (American Realty Advisors)
- Professor George Lefcoe (USC)
- William Lenehan (Four Corners Property Trust)
- Spencer Levy (CBRE)
- William Lindsay (PCCP)
- Thomas McCarthy (McCarthy Cook)
- Wayne Ratkovich (The Ratkovich Company)
- Thomas Safran (Thomas Safran & Associates)
- Patricia Sinclair (Lincoln Property Company)
- Glenn Sonnenberg (Latitude Real Estate)
- William Witte (Related California)
- plus dozens of other real estate stars!

Audio
Recordings
Available!

grasp the future
of Los Angeles real estate

CONTINUING EDUCATION CREDITS AVAILABLE!

REGISTER ONLINE NOW AT

[HTTP://LAW.USC.EDU/CLE/REALESTATE](http://law.usc.edu/cle/realestate)

grasp the future of L.A. real estate

Experience the most valuable and highly-attended real estate law and business conference in Southern California. Get the latest industry trends, explore real-world strategies for dealing with major challenges and interact face-to-face with local public officials and nationally-known industry experts. Choose your focus – attend specialized programming blocks on finance, development or creatively-structured real estate strategies.

market yourself

Reconnect or make new connections with other opinion and thought leaders, trend setters, and real estate professionals looking to make a difference in Los Angeles at five networking events, including a special reception with champagne, mint juleps and New Orleans jazz. **We expect the Forum to sell out, so sign up now!**

sponsors

USC Gould gratefully acknowledges the sponsors of the 2016 Real Estate Law and Business Forum:

Akin Gump Strauss Hauer & Feld LLP	Kennerly, Lamishaw & Rossi LLP
Allen Matkins Leck Gamble Mallory & Natsis LLP	Latham & Watkins LLP
Alston & Bird LLP	Latitude Management Real Estate Investors, Inc.
American Realty Advisors	Lewis Brisbois Bisgaard & Smith LLP
Armbruster Goldsmith & Delvac LLP	Lincoln Property Company
Arthur J. Gallagher & Co. Real Estate & Hospitality Services	Manatt, Phelps & Phillips, LLP
Ballard Spahr LLP	Morrison & Foerster LLP
Lynn Williams and Jeff Welch of CBRE	Munger, Tolles & Olson LLP
Commerce Escrow, A Division of Opus Bank	Newmark Grubb Knight Frank
Cox, Castle & Nicholson LLP	Nossaman LLP
DLA Piper LLP (US)	O'Melveny & Myers LLP
Enenstein Ribakoff LaViña & Pham	Pircher, Nichols & Meeks
Frost/Chaddock Developers, LLC	Proskauer
Garrett & Tully, P.C.	Safarian Choi & Bolstad LLP
Gibson, Dunn & Crutcher LLP	Seyfarth Shaw LLP
Glaser Weil	Sheppard, Mullin, Richter & Hampton LLP
Goodwin Procter LLP	Shumener, Odson & Oh LLP
Greenberg Traurig, LLP	Sidley Austin LLP
Heritage Capital Ventures LLC	Skadden, Arps, Slate, Meagher & Flom LLP
Hill, Farrer & Burrill LLP	Stroock & Stroock & Lavan LLP
Holland & Knight LLP	Thomas Safran & Associates
	Wolf, Rifkin, Shapiro, Schulman & Rabkin, LLP

co-sponsors

USC Gould gratefully acknowledges the co-sponsors of the 2016 Real Estate Law and Business Forum:

Beverly Hills Bar Association	Los Angeles County Economic Development Corporation
Building Owners and Managers Association Greater Los Angeles	Los Angeles Headquarters Association (LAHQ)
Central City Association of Los Angeles	SPIRE – Stanford Professionals In Real Estate
Connect Media	Urban Land Institute Los Angeles
	USC Lusk Center for Real Estate

For a complete and up-to-date list of Forum sponsors and co-sponsors, please visit our website:
<http://law.usc.edu/cle/realestate>

Follow USC Gould Continuing Legal Education on



(@USCGouldCLE)

FEATURED Speakers



KEVIN DEMOFF

KEVIN DEMOFF

EXECUTIVE VICE PRESIDENT OF FOOTBALL OPERATIONS
CHIEF OPERATING OFFICER, LOS ANGELES RAMS

Kevin Demoff is in his seventh year as Executive Vice President of Football Operations & Chief Operating Officer with the Rams.

In this capacity, Mr. Demoff serves as a liaison to ownership on all operational matters. Mr. Demoff works closely with General Manager Les Snead and Head Coach Jeff Fisher to develop the club's strategic plan for player signings and player acquisitions. Mr. Demoff also oversees the Rams' entire business operation, including marketing and sales, finance, administration, communications, ticketing and community relations. While the Rams were in St. Louis, Mr. Demoff spearheaded the organization's efforts to become one of the community's strongest philanthropic partners, introducing a Staff Days of Service outreach program, among others.

Mr. Demoff has a bachelors' degree from Dartmouth College and an M.B.A. from the Tuck School of Business at Dartmouth.



STANLEY P. GOLD

STANLEY P. GOLD

CHAIRMAN, SHAMROCK HOLDINGS, INC.
OF COUNSEL, GANG, TYRE, RAMER & BROWN, INC.

Stanley P. Gold is the Chairman of the Board of Shamrock Holdings, Inc. and Of Counsel at the law firm of Gang, Tyre, Ramer & Brown, Inc. Shamrock is a diversified investment company wholly owned by the Roy E. Disney Family. Since its formation, Shamrock has managed transactions with an aggregate value in excess of \$3 billion.

Prior to joining Shamrock, Mr. Gold was a managing partner of Gang, Tyre, Ramer & Brown. During his business career, Mr. Gold served as President of Shamrock Broadcasting, Inc., President and then Chairman of Central Soya Company, Inc., Chairman of Enterra Corporation (NYSE/EN) and Chairman of Koor Industries Ltd. (NYSE/KOR), Chairman of Tadiran Communications, a Director of The Walt Disney Company (NYSE/DIS), Ansell, Ltd (ANN/ASX) and iPass Inc. (NASDAQ/IPAS).

Mr. Gold graduated from the University of California at Los Angeles (A.B., Political Science) and from the USC Gould School of Law (J.D.). He attended Cambridge University in England for postgraduate work.



RICHARD S. ZIMAN

RICHARD S. ZIMAN

CHAIRMAN, REXFORD INDUSTRIAL REALTY, INC.

Richard S. Ziman is Co-Founder and Chairman of Rexford Industrial Realty, Inc. (NYSE/REXR), one of Southern California's leading owners and operators of infill industrial real estate.

He was the Founding Chairman of AVP Advisors, the exclusive advisor of American Value Partners, an institutionally funded \$400 million real estate fund-of-funds. Mr. Ziman was also the Founding CEO and Chairman of New York Stock Exchange listed Arden Realty, Inc. which, until its \$5 billion merger with GE Capital (the largest single real estate transaction in the history of Southern California), was Southern California's largest owner and operator of office buildings, encompassing almost 20 million rentable square feet in 225 buildings.

Mr. Ziman received his B.A. and J.D. degrees from the University of Southern California.

2016 REAL ESTATE LAW AND BUSINESS FORUM

7:30 AM

Registration and Continental Breakfast

8:00 AM

Bonus Breakfast Session

Avoiding Ethical or Fiduciary Traps:

The Real Estate Transactional Attorney's Guide to
Navigating Ethical and Fiduciary Minefields

Learn about ethical issues faced by attorneys representing the partners and members in real estate partnerships, LLCs and real estate transactions and about fiduciary issues for partners and members. Ethical issues include the peril of representing multiple parties and the challenge of determining one's client. Fiduciary problems arise in transactions between the entity and an investor, business opportunities, partnership information, relationships among investors, and relationships between the entities and unadmitted owners. Find out how to navigate these tricky issues.

e 1 hour of MCLE legal ethics credit available

9:00 AM

Welcome and Opening Remarks

9:10 AM

Morning Keynote Presentation:

Conversations with Stanley Gold and Richard Ziman

Savvy investing depends upon thoughtful analysis of data and trends and translating these to strategy, often requiring a blend of opportunism and patience. Join **Stanley Gold** in a revealing interview about his 50 years of picking winners and avoiding losers, capitalizing on opportunity and avoiding "following the pack," as well as his perspectives as a member and former Chairman of the USC Board of Trustees on the development around USC and in downtown L.A. and as a director of The Walt Disney Company and Chairman of the Board of Shamrock Holdings (the Disney family investment company).

Dick Ziman, Chairman of Rexford Industrial Realty, is legendary for his timing. Twice, he assembled vast office building empires and liquidated each of them at market peaks. He will share his vision of his "how and why" of real estate, especially here in Southern California and perhaps the forks and turns in his professional road that got him there!

The last part of the session will be devoted to Q&A – don't be left behind and miss this unique opportunity to learn from two legends.

Kristin Adrian

General Counsel
Chief Compliance Officer
American Realty Advisors

Edward Gartenberg

Gartenberg Gelfand Hayton LLP

Tomas A. Ortiz

Garrett & Tully, P.C.

Howard J. Rubinroit

Sidley Austin LLP

MODERATOR

Peter J. Breckheimer II

Glaser Weil

Phillip G. Nichols

Co-Chair
Pircher, Nichols & Meeks

Glenn A. Sonnenberg

Co-Chair
President
Latitude Management
Real Estate Investors, Inc.

Leeanna Izuel

Executive Director
Associate Dean
Continuing Legal Education
USC Gould School of Law

Stanley P. Gold

Chairman
Shamrock Holdings, Inc.
Of Counsel
Gang, Tyre, Ramer & Brown, Inc.

Richard S. Ziman

Chairman
Rexford Industrial Realty, Inc.

INTERVIEWERS

George Lefcoe

Ervin and Florine Yoder
Chair in Real Estate Law
USC Gould School of Law

Glenn A. Sonnenberg

President
Latitude Management
Real Estate Investors, Inc.

10:30 AM

CONCURRENT SESSIONS**Economic Trends Nationally and in Southern California**

Real estate is local but the economy, demographics and the changing nature of real estate are national. Real estate developers, lenders and investors increasingly look to macroeconomic trends and indicators in making investment decisions. Spencer Levy, the head of research for CBRE, will share the latest in major economic and real estate trends both nationally and in California, including his perceptions of how changing demographics, the broadening of our “renter” nation and how creative office space and mixed use development are changing the investment market. Bill Lindsay, Partner in PCCP, among the savviest of real estate investors, will respond to Spencer’s observations and share how his analysis and impressions of the broader economy, demographics, job creation and evolution in the use of space inform his investment decisions.

Transportation and Development in the L.A. Region

If you build it they will come – if they’re not stuck in traffic. How will the real estate community benefit from the L.A. region’s unprecedented investment in transportation infrastructure and programs? Hear from public and private sector leaders on the improvements to multi-modal transportation infrastructure that will affect development in the L.A. region, including why TODs are dead and TOCs are here, how Measure R, SB 375 and SB 743 are changing public and private investments and regional planning, and why removing traffic lanes and eliminating maximum parking requirements really will improve congestion.

Spencer G. Levy

Head of Research, Americas
CBRE
Boston, MA

William R. Lindsay

Partner
PCCP, LLC

MODERATOR**Loryn D. Arkow**

Stroock & Stroock & Lavan LLP

Jenna Hornstock

Deputy Executive Officer,
Countywide Planning & Development
Los Angeles County Metro

Elisa L. Paster

Glaser Weil

Seleta Reynolds

General Manager
City of Los Angeles
Department of Transportation

Dan Rosenfeld

Director of Land Use Solutions
Community Partners

MODERATOR**Claire Hervey Collins**

Lewis Brisbois Bisgaard & Smith LLP

11:30 AM – Networking Break

11:45 AM

FINANCE TRACK SESSION 1A**What Commercial Real Estate Investors Need In Realty Purchases**

Commercial real estate investors approach acquisition underwriting, due diligence and lease negotiation priorities differently depending on their business models. The panel discussion will illustrate how these differences show up in the kinds of assets investors prefer, how they value those assets, their varying sensitivities to risk, the due diligence issues they emphasize, and the lease terms that matter the most and the least to them. The speakers on this panel, drawn from different types of investment firms, will illustrate the connection between investor types and transaction-specific deal-making and deal-breaking issues.

Michael A. Bruckner

Managing Director
Beacon Capital Partners, LLC

Stanley L. Iezman

Chairman and Chief Executive Officer
American Realty Advisors

Thomas McCarthy

Co-President
Co-Chief Investment Officer
McCarthy Cook & Co.

David A. Upshaw

Vice President and General Counsel
Irvine Company LLC

Alexander Vouvalides

Chief Investment Officer
Hudson Pacific Properties

MODERATOR**Peter J. Roth**

Allen Matkins Leck Gamble
Mallory & Natsis LLP

DEVELOPMENT TRACK SESSION 1B

Good News and Bad News:

Legal Impediments to Development

Take away information from experts on how recent legal developments will affect your projects. Learn about two recent U.S. Supreme Court opinions, one striking down an L.A. ordinance allowing police to check hotel guest registries without a warrant and another holding that a federal raisin price stabilization program is a taking. Then hear about three recent California Supreme Court opinions, one upholding San Jose's inclusionary housing ordinance requiring a 15% affordable housing set-aside, another holding that CEQA does not ordinarily require consideration of impacts that the existing conditions impose on future project users, and another discussing what CEQA documents need to include in their global climate change analyses. Finally, understand the trend toward "ballot box planning" and the increasing use of voters to approve or block development.

CREATIVELY-STRUCTURED REAL ESTATE TRACK SESSION 1C

How Hotel Brands Are Changing Neighborhoods and Neighborhoods Are Changing Hotel Development

Increasingly, hotels are becoming the anchors of walkable urban neighborhoods. Hotels are frontrunners of economic development, bringing jobs, drawing in outsiders and paying substantial local taxes, while making minimal demands for public services. Key players behind the Ace Hotel downtown, the new Edition hotel (a Marriott-Ian Shrager partnership) under construction at Sunset and Doheny, and the Downtown L.A. Proper hotel (part of Proper Hotels, a new lifestyle hotel brand from the founders of the Viceroy Hotel Group) will discuss how adjacent properties and neighborhoods have the most to benefit from nearby urban hotels, how new brands assume roles other than providing reservation, branding and management, and the challenges in catering to the as-yet-unknown brand standards of millennial clients.

12:45 PM

Luncheon and Keynote Address:

Coming Home: The Rams' Path to Inglewood

After a 20-year absence, pro football is returning to Los Angeles.

A new state-of-the-art stadium is being built in the heart of the 300-acre mixed use community planned for the former Hollywood Park racetrack in Inglewood. The stadium itself was approved using a novel voter-sponsored initiative in just 8 weeks. But that is only part of the story. Hear about the twists and turns in the path of the Rams' return: the challenges and hurdles; the breathtaking design of the new stadium; and the exciting programming planned for the venue in this fascinating 30 minute presentation.

2:10 PM

FINANCE TRACK SESSION 2A

Deconstructing Construction Loans

One look at all the cranes in downtown Los Angeles, West L.A. and Santa Monica (not to mention San Francisco and New York) makes it clear that we are in the "construction" phase of the real estate cycle. Construction lending is back in a big way. Get behind the curtain and delve into the market, the loan terms currently available, the issues that arise in the underwriting process, and legal issues and pitfalls, including guaranties, mechanics' lien priority and optional advance issues and stop notices. Join a lively and focused discussion valuable to principals and their advisors.

Michael M. Berger

Manatt, Phelps & Phillips, LLP

Amy E. Freilich

Armbruster Goldsmith & Delvac LLP

Christi Hogin

Jenkins & Hogin, LLP

MODERATOR

James L. Arnone

Latham & Watkins LLP

Brian De Lowe

President and Co-Founder, Proper Hotels
Principal, The Kor Group

Channing E. Henry

Founder, Alma Development, LLC

Jay B. Newman

Principal, Chief Operating Officer
The Athens Group

Meriem Soliman

General Counsel, Ace Hotel Group
New York, NY

MODERATOR

James M. Frost

Co-Founder
Frost/Chaddock Developers, LLC

Kevin Demoff

Executive Vice President of
Football Operations
Chief Operating Officer
Los Angeles Rams

Amy R. Forbes

Gibson, Dunn & Crutcher LLP

Steve Bram

Principal/Managing Director
George Smith Partners, Inc.

Thomas R. Fileti

Morrison & Foerster LLP

Hal Pohl

Senior Vice President
Wells Fargo Bank, N.A.

Ira J. Waldman

Cox, Castle & Nicholson LLP

MODERATOR

D. Eric Remensperger

Proskauer

DEVELOPMENT TRACK SESSION 2B

Tips on Affordable Housing

Get valuable tips from experts as they review four recently-completed California housing developments: the Village at Santa Monica (Santa Monica), the Dunbar Hotel (Los Angeles), Anchor Village (Stockton), and Hunters View (San Francisco). Get information from insiders about the innovative tools they used to deliver affordable units in these projects, including public-private partnerships, financing, density bonuses for inclusionary housing under SB 1818, Cap and Trade grants under SB 535, low income housing tax credits, and reduced parking requirements under SB 744.

Jack D. Gardner

President and Chief Executive Officer
The John Stewart Company
San Francisco, CA

Andrew David Gross

President
Thomas Safran & Associates Development, Inc.

Meea Kang

President and Co-Founder
Domus Development LLC
Davis, CA

Thomas L. Safran

Chairman
Thomas Safran & Associates

William A. Witte

Chairman and Chief Executive Officer
Related California

MODERATOR

J. David Hitchcock

Kennerly, Lamishaw & Rossi LLP

CREATIVELY-STRUCTURED REAL ESTATE TRACK SESSION 2C

Unlocking the Value of Corporate Real Estate:

Sale-Leasebacks and Property Spin-Offs to
Capitalize on Real Estate Value

Hear about the latest trends in sale-leaseback transactions and “opco/propco” deals in which companies spin off their real estate to a REIT and then master lease the property.

The panelists will delve into the nuts and bolts of sale-leasebacks and teach you about the spin-off transactions.

They will explore the strategic business and legal issues companies consider to determine how these structures can help maximize the value of real estate and provide “best-practice” insights for successful execution.

Nedra E. Austin

Executive Director and Senior Counsel
DineEquity, Inc.

Robert Bickel

Managing Director
JLL

William H. Lenehan

Chief Executive Officer
Four Corners Property Trust, Inc.
Mill Valley, CA

MODERATORS

George C. Fatheree, III

Skadden, Arps, Slate, Meagher & Flom LLP

Michele E. Williams

Sheppard, Mullin, Richter & Hampton LLP
Washington, D.C.

3:10 PM – Networking Dessert Break

3:25 PM

FINANCE TRACK SESSION 3A

Tectonic Shifts in Commercial Real Estate

Financing: It Is No Longer Business as Usual

Recent shifts in the capital markets have changed the paradigm for commercial real estate lending. Learn what you need to know to navigate the changes, including:

- (i) who fears and who benefits from interest rate changes, (ii) the impact of regulatory changes on construction, bridge, portfolio, and CMBS lending, (iii) how regulatory changes will affect banks, non-banks, CMBS, and debt funds, (iv) the coming CMBS consolidation, and (v) how increasing interest rates will affect cap rates and property values.

Susan J. Booth

Holland & Knight LLP

Gregg J. Loubier

Alston & Bird LLP

Adrian Metter

Senior Vice President
U.S. Bank

Chip Sellers

Executive Vice President
Latitude Management
Real Estate Investors, Inc.

Sarah Spyksma

Capital Markets Counsel
Wells Fargo Bank, N.A.

MODERATOR

Gary M. Tenzer

Principal/Managing Director
George Smith Partners, Inc.

DEVELOPMENT TRACK SESSION 3B

From Silicon Valley to Silicon Beach:

Evolution or Transformation?

The confluence of entertainment, media and technology is part of what makes Silicon Beach unique. These industries require different space, amenities and networking environments and are driving dynamic growth. This panel will discuss where the vision started, what environments are most attractive, and what happens next at Silicon Beach.

Carl Muhlstein

Managing Director
JLL

Wayne Ratkovich

President and Chief Executive Officer
The Ratkovich Company

Michael White

Managing Director
Gensler

MODERATOR

Patricia Sinclair

Senior Advisor
Lincoln Property Company

CREATIVELY-STRUCTURED REAL ESTATE TRACK SESSION 3C

Joint Venture Agreements:

Recent Trends and New Perspectives

Learn about the “balance of power” in joint venture agreements stemming from market forces in the current cycle. Who has the leverage and where are the hot button issues in today’s partnerships? The panelists also will analyze potentially shifting concerns and new ideas as investors and operators have an eye to the next cycle in the real estate market.

David A. Barksdale

Ballard Spahr LLP

Alex P. Jacobs

Pircher, Nichols & Meeks

Dean C. Pappas

Goodwin Procter LLP

MODERATOR

Stuart A. Graiwer

Gibson, Dunn & Crutcher LLP

4:25 PM – Passing Period

4:30 PM

CONCURRENT SESSIONS

The “Alternatives” in ADR: Factors to Consider When Determining How Best to Resolve a Real Estate Dispute

Nobody wants to think about a dispute when the contract is being negotiated, but consideration of the available dispute resolution options before closing the deal can later save time, money, and most importantly, the ill effects of an adverse decision. This panel of litigators and transactional attorneys will examine: (i) the procedural options to resolve potential disputes, including arbitration, judicial reference, and state and federal court proceedings, (ii) their pros and cons, (iii) the factors to consider when choosing the best option for the parties and the deal, (iv) the issues that may arise in negotiation, and (v) some specific dispute-related provisions you should consider in real estate contracts.

Be Quick and Stay Nimble in 2016:

A Lightning Round of New Developments in Real Estate

Our panelists will take you through a quick one-hour roundup of the recent trends and cutting edge issues in real estate transactions. Topics will include the latest in real estate crowdfunding, partnership liability in a changing real estate cycle, medical marijuana and real estate, ALTA surveys, the new Los Angeles earthquake retrofit ordinance, and public private partnerships.

Tim Farahnik

Seyfarth Shaw LLP

Robert J. Odson

Shumener, Odson & Oh LLP

Eric V. Rowen

Greenberg Traurig, LLP

MODERATOR

Bridget S. Johnsen

Sidley Austin LLP

Lewis G. Feldman

Chief Executive Officer
Heritage Capital Ventures LLC

Alexandra S. Glickman

Area Vice Chairman
Managing Director, Practice Leader
Arthur J. Gallagher & Co.

Douglas A. Praw

Holland & Knight LLP

Chris K. Safarian

Safarian Choi & Bolstad LLP

William S. Small

Enenstein Ribakoff LaViña & Pham

Gregory Thorpe

O’Melveny & Myers LLP

5:30 PM

Networking Reception: Mint Juleps, Champagne, and New Orleans Jazz

planning committee

Phillip G. Nichols

Co-Chair
Pircher, Nichols & Meeks

Glenn A. Sonnenberg

Co-Chair
President
Latitude Management
Real Estate Investors, Inc.

Leeanna Izuel

Executive Director
Associate Dean
Continuing Legal Education
USC Gould School of Law

Frederick L. Allen

Allen Matkins Leck Gamble
Mallory & Natsis LLP

John J. Allen

Allen Matkins Leck Gamble
Mallory & Natsis LLP

Keith M. Allen-Niesen

Manatt, Phelps & Phillips, LLP

Loryn D. Arkow*

Stroock & Stroock & Lavan LLP

Dennis B. Arnold

Gibson, Dunn & Crutcher LLP

James L. Arnone*

Latham & Watkins LLP

David A. Barksdale

Ballard Spahr LLP

W. Randall Boggan**Susan J. Booth**

Holland & Knight LLP

Peter J. Breckheimer II*

Glaser Weil

Joseph P. Byrne

Best Best & Krieger LLP

Meryl K. Chae

Skadden, Arps, Slate,
Meagher & Flom LLP

Alfred M. Clark

Locke Lord LLP

Claire Hervey Collins*

Lewis Brisbois Bisgaard & Smith LLP

Mona E. Dajani

Baker & McKenzie LLP

Dean E. Dennis

Hill, Farrer & Burrill LLP

Kevin M. Ehrhart

Latham & Watkins LLP

George C. Fatheree, III*

Skadden, Arps, Slate,
Meagher & Flom LLP

Lewis G. Feldman

Chief Executive Officer
Heritage Capital Ventures LLC

Amy R. Forbes

Gibson, Dunn & Crutcher LLP

Steven K. Fowlkes

President
R.W. Selby & Company, Inc.

James M. Frost*

Co-Founder
Frost/Chaddock Developers, LLC

Eric L. Garner

Best Best & Krieger LLP

Robert Garrett

Garrett & Tully, P.C.

Alexandra S. Glickman

Area Vice Chairman
Managing Director, Practice Leader
Arthur J. Gallagher & Co.

David A. Goldberg

Armbruster Goldsmith & Delvac LLP

Gail Goldberg

Executive Director
Urban Land Institute Los Angeles

Stuart A. Graiwer*

Gibson, Dunn & Crutcher LLP

Richard K. Green, Ph.D.

Director and Chair
USC Lusk Center for Real Estate

Timi Anyon Hallem

Manatt, Phelps & Phillips, LLP

Dean Heller

Seyfarth Shaw LLP

J. David Hitchcock*

Kennerly, Lamishaw & Rossi LLP

Stanley L. Iezman

Chairman and Chief Executive Officer
American Realty Advisors

Alex P. Jacobs

Pircher, Nichols & Meeks

Bridget S. Johnsen*

Sidley Austin LLP

Jeffrey C. Krause

Gibson, Dunn & Crutcher LLP

George Lefcoe*

Ervin and Florine Yoder
Chair in Real Estate Law
USC Gould School of Law

Daniel K. Liffmann

Sidley Austin LLP

Gregg J. Loubier*

Alston & Bird LLP

Karla N. MacCary

Nossaman LLP

Thomas J. Masenga

Seyfarth Shaw LLP

Michael E. Meyer

DLA Piper LLP (US)

George J. Mhlsten

Latham & Watkins LLP

O'Malley M. Miller

Munger, Tolles & Olson LLP

Tom Muller

Manatt, Phelps & Phillips, LLP

Robert J. Odson

Shumener, Odson & Oh LLP

Tomas A. Ortiz

Garrett & Tully, P.C.

Dean C. Pappas

Goodwin Procter LLP

Douglas A. Praw

Holland & Knight LLP

Michael W. Rabkin

Wolf, Rifkin, Shapiro,
Schulman & Rabkin LLP

Christian L. Redfearn

Associate Professor
Borstein Family Endowed
Professor of Real Estate
USC Sol Price School of Public Policy

D. Eric Remensperger*

Proskauer

Peter J. Roth*

Allen Matkins Leck Gamble
Mallory & Natsis LLP

Eric V. Rowen

Greenberg Traurig, LLP

Anita F. Sabine

Manatt, Phelps & Phillips, LLP

Chris K. Safarian*

Safarian Choi & Bolstad LLP

Peter Schwartz

General Counsel, US
Westfield Corporation

Kevin Shannon

President, West Coast Capital Markets
Newmark Grubb Knight Frank

Jesse Sharf

Gibson, Dunn & Crutcher LLP

Patricia Sinclair*

Senior Advisor
Lincoln Property Company

William S. Small

Enenstein Ribakoff LaViña & Pham

Kathleen Smalley

Locke Lord LLP

Hushmand Sohaili

Akin Gump Strauss Hauer & Feld LLP

Gary M. Tenzer*

Principal/Managing Director
George Smith Partners, Inc.

Gregory Thorpe

O'Melveny & Myers LLP

Michael R. Udell

Udell Wang LLP

Fernando Villa

Allen Matkins Leck Gamble
Mallory & Natsis LLP

Ira J. Waldman*

Cox, Castle & Nicholson LLP

Adam B. Weissburg

Cox, Castle & Nicholson LLP

Pamela L. Westhoff*

Sheppard, Mullin,
Richter & Hampton LLP

John W. Whitaker*

DLA Piper LLP (US)

Lynn A. Williams

Vice Chairman
CBRE

Gary York

Ballard Spahr LLP

Marc D. Young

Morrison & Foerster LLP

*Program Organizer



frequently asked questions

REGISTRATION

Your registration fee includes all Forum sessions, including the bonus breakfast session, the luncheon, networking refreshment breaks, the New Orleans jazz reception, continuing education credit and a download of the Forum Syllabus which will be distributed electronically before the Forum. **Register early to make sure you get a ticket!**

AUDIO RECORDINGS AND SYLLABUS

Audio recordings of most Forum sessions are available at a discount if you purchase a registration ticket. To purchase, see the registration page of this brochure or visit our website at <http://law.usc.edu/cle/realestate>.

Unable to attend the Forum? Audio recordings of most Forum sessions and the Forum syllabus materials are available for purchase. Visit our website at <http://law.usc.edu/cle/realestate> for more information or to purchase online.

CHECK-IN AND BADGE PICK-UP

Check-in opens at 7:30 AM with a continental breakfast. Badges will be held at Will Call, located in the Florentine Room on the third floor of the Jonathan Club.

DRESS CODE

The dress code for the Forum is traditional business attire. Jackets and ties for gentlemen are required in several areas of the Club in which the Forum sessions will be held. Most areas of the Club prohibit denim, jeans, T-shirts and athletic shoes; the Club may refuse admittance to those not meeting this dress code.

EXHIBITORS

Visit our website at <http://law.usc.edu/cle/realestate> or contact Wendy Willett at (213) 821-3579 with questions. Exhibitor space is limited, so sign up early!

LOCATION, PARKING AND ACCOMMODATIONS

The 2016 Real Estate Law and Business Forum will be held at:

Jonathan Club

545 South Figueroa Street
Los Angeles, CA 90071
Information: (213) 624-0881

Valet parking will be available at the Club for \$12 per vehicle. The Club parking attendants do not accept tips.

There are a limited number of rooms available at the Jonathan Club. To book a room, please contact Wendy Willett in the USC Gould Continuing Legal Education office at (213) 821-3579.

DIETARY RESTRICTIONS AND SPECIAL ACCESS NEEDS

Email us at cle@law.usc.edu or call (213) 821-3580 for assistance.

REFUNDS

Refund requests must be in writing and postmarked or emailed no later than **February 25, 2016** to:

USC Gould Continuing Legal Education
Real Estate Forum Refund
1149 South Hill Street, Suite 340
Los Angeles, CA 90015
Email: cle@law.usc.edu

Refund requests will be processed following the Forum. A processing fee of \$100 (\$25 for student registrations) will be deducted from all refunds.

QUESTIONS?

Call us at (213) 821-3580 or email cle@law.usc.edu.

MAILING LIST

Email clereg@law.usc.edu to join our mailing list and keep up-to-date on our programs.

continuing education credit

ATTORNEYS: USC Gould School of Law, a State Bar of California-approved provider, certifies that this activity qualifies for Minimum Continuing Legal Education credit in the amount of 7.75 hours, of which 1 hour applies to legal ethics credit. This event may meet the requirements for continuing legal education credits in other states. Please check with the State Bar Association or Supreme Court in the state in which you are seeking continuing legal education credits to see if this program is eligible.

e indicates number of hours of MCLE legal ethics credit available.

REAL ESTATE PROFESSIONALS: This program has been submitted to the California Bureau of Real Estate (CalBRE Sponsor No. 4187) under the designation of Consumer Service for 5 clock hours of credit. Approval by the California Bureau of Real Estate does not constitute an endorsement of the views or opinions that are expressed by the USC Gould School of Law or Forum instructors, authors or lecturers. It is the policy of the USC Gould School of Law Real Estate Law and Business Forum that in order to receive CalBRE credit, you must attend 90% of the approved clock hours and pass the exam administered at the Forum with a score of 70% or higher.

ACCOUNTANTS: This program meets the guidelines set by the California State Board of Accountancy in the amount of 6.5 hours.

registration form

USC GOULD SCHOOL OF LAW

2016 **REAL ESTATE LAW AND BUSINESS FORUM**

THURSDAY, MARCH 10, 2016

Jonathan Club, 545 South Figueroa Street, Los Angeles, CA 90071

Registrant Name: _____

Occupation/Title: _____

Organization/Law School: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Email: _____

Please Type or Print Clearly

☐ Check here if you prefer not to share your contact information with our sponsors or partners.

☐ Check here if you are a USC alumnus (Class of _____).

SELECT REGISTRATION TYPE

BASIC REGISTRATION

☐ \$379 Early-Bird Registration (sent on or before **February 19, 2016**)

☐ \$439 Standard Registration (sent after **February 19, 2016**)

SPECIAL REGISTRATION CATEGORIES

☐ \$329 Early-Bird Registration for co-sponsors and local bar association members
(sent on or before **February 19, 2016**)

☐ \$399 Standard Registration for co-sponsors and local bar association members
(sent after **February 19, 2016**)

Bar Association/Membership: _____

☐ \$150 Full-Time Law Student Registration

AUDIO RECORDING ADD-ON OPTION

☐ \$175 Audio Recordings of Select Forum Sessions (delivered post-Forum)
(must be purchased with a registration; see <http://law.usc.edu/cle/realestate> for details)

SELECT PAYMENT METHOD

1 Check: Mail checks payable to **USC Gould School of Law** with completed registration form to:
USC Gould Continuing Legal Education
Real Estate Forum Registration
1149 South Hill Street, Suite 340, Los Angeles, CA 90015

☐ Enclosed Check # _____ \$ _____

2 Credit Card: Register and pay online at <http://law.usc.edu/cle/realestate>
If you attended one of our recent Forums, an existing online account is linked to your email address.
Passwords can be reset or sent to you.

contact information

USC Gould School of Law – Continuing Legal Education

1149 South Hill Street, Suite 340, Los Angeles, California 90015

Telephone: **(213) 821-3580**

Email: **cle@law.usc.edu**

Facsimile: **(213) 821-3575**

Website: **<http://law.usc.edu/cle>**

Office hours are 9:00 a.m. to 5:00 p.m. Pacific time





USC University of
Southern California

Continuing Legal Education
USC Gould School of Law
1149 South Hill Street, Suite 340
Los Angeles, California 90015

NON-PROFIT ORGANIZATION
U.S. POSTAGE
PAID
UNIVERSITY OF
SOUTHERN CALIFORNIA

THURSDAY, MARCH 10, 2016

USC GOULD SCHOOL OF LAW

2016 REAL ESTATE LAW AND BUSINESS FORUM

grasp the future of Los Angeles real estate

The most highly attended real estate law and business conference in Southern California.
Can't-miss features: national speakers, bonus breakfast session and New Orleans jazz reception.

KEYNOTES:

Kevin Demoff

Executive Vice President of Football Operations
Chief Operating Officer, Los Angeles Rams

Stanley P. Gold

Chairman, Shamrock Holdings, Inc.
Of Counsel, Gang, Tyre, Ramer & Brown, Inc.

Richard S. Ziman

Chairman, Rexford Industrial Realty, Inc.

**We expect
a sellout
so sign up
now!**

REGISTER ONLINE AT

<http://law.usc.edu/cle/realestate>