

AECRE's 19TH ANNUAL CONFERENCE

The Mirage

April 15-17, 2010

Las Vegas, Nevada

*THE STATE OF CORPORATE
REAL ESTATE IN THIS ECONOMY*



*International Association of Attorneys and
Executives in Corporate Real Estate*

Conference At-A-Glance

*April 15-17, 2010
The Mirage
Las Vegas, Nevada*

KEYNOTE SPEAKERS

Paul A. Berry, Vice President of Hotel Operations, ARIA Resort & Casino at CityCenter

Hon. Ross Miller, Secretary of State, Nevada

Hon. Oscar B. Goodman, Las Vegas Mayor

Presentations by Industry Leaders and Experts –

- **Corporate Real Estate in 2010: Current Trends and Concerns**
- **Renewable Energy: Sustainability and Corporate Real Estate**
- **Capital Markets: Status and Expectations**

Share Current Experiences –

- **Roundtables: Lease Audits, Ethics, Brownfields, Social Media and Marketing, and Real Estate Tax Appeal**
- **Workshops: Lease Renegotiations and International Real Estate Portfolios**

Earn CLE Credit *(See page 7 of this brochure)*

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Partner
Loeb & Loeb LLP

Conference Chairman



Lance Anderson
Shareholder
Miller Starr Regalia

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Janet Dudley - Formerly Director of Real Estate with
UPS Supply Chain Solutions

Mirela Gabrovska – MBG Consulting

Alexander Hamilton - Partner, MBV Law, LLP

Alan Kravets - President, Sheldon Good & Co.

Hans Lapping - Shareholder, Miller Starr Regalia

Drew McElligot - Director, Marcus & Millichap

Anne Morrison - Law Office of Anne D. Morrison

International Association of Attorneys and Executives in Corporate Real Estate

“To provide a collegial forum for real estate executives and attorneys to explore corporate real estate issues of common interest” – Mission Statement



1:00 *Opening Remarks* - **Melissa J. Copley**, AECRE Chairman

1:15 *Keynote Speaker* - **Paul A. Berry**, Vice President of Hotel Operations, ARIA Resort & Casino at, CityCenter, Las Vegas, NV

ARIA Resort & Casino at CityCenter is an \$8.5 billion, mixed-use urban resort destination on the Las Vegas Strip. Mr. Berry is responsible for strategic development of the luxury resort's hotel division including all aspects of rate, inventory and market mix management. CityCenter, a joint venture between MGM MIRAGE and Infinity World Development Corp, a subsidiary of Dubai World, opened in December 2009 to worldwide fanfare. Mr. Berry will be speaking to us about the transaction side of the project, the challenges he faced given the current economic and lending environment, and the unique features of the complex. CityCenter includes ARIA, a soaring 61-story, 4,004-room resort casino; luxury non-gaming hotels including Vdara and Las Vegas' first Mandarin Oriental; approximately 2,400 luxury residences; and Crystals, a 500,000-square-foot retail and entertainment district. CityCenter will feature a \$40 million public Fine Art Program with works by acclaimed artists and as planned, the 18-million-square-foot, multi-use project will become one of the world's largest environmentally sustainable urban communities.

2:00 *PANEL DISCUSSION* - **CORPORATE REAL ESTATE IN 2010: CURRENT TRENDS AND CONCERNS**

- * The effect of changing work styles and workplace needs.
- * Managing a corporate real estate portfolio in uncertain economic times: best strategies.
- * Structuring and negotiating lease transactions in the aftermath of the Great Recession: It's good to be a (credit) tenant!
- * Outsourcing: Still the trend in corporate America?

Moderator: **Timothy Osborn**, Sr. Corporate Attorney, Microsoft Corporation, Redmond, WA

Speakers:

Ann Bamesberger, Principal, Co3 Group, Ltd.

Richard A. Ingwers, Executive Vice President, Investment Sales, Capital Markets Group, Cushman and Wakefield of Northern California, San Jose, CA

David Nelson, Sr. Vice President & Director, Real Estate, Wells Fargo Bank, San Francisco, CA

3:30 **COFFEE BREAK**



3:45 *Workshops* (1 hour 15 minutes) Choose one and enter choice on registration form

1. ACHIEVING STABILITY AND PROFITABILITY IN UNCERTAIN TIMES: CUTTING EDGE LEASE RE-NEGOTIATION STRATEGIES

The recent changes in the economy are reshaping the strategies of owners and users of real estate and their lenders. This workshop explores the new dynamics of lease re-negotiation to maximize and maintain stability of economic benefits and expectations – including rent relief, tenant retention, and bankruptcy and lending issues. Find out the best strategies



being used by landlords, tenants and their property managers and attorneys to help them through these tough times.

Discussion Leaders:

Hans Lapping, Shareholder, Miller Starr Regalia, Walnut Creek, CA

Yvonne Jones, President/Principal, Zifkin Realty Group, LCC, Chicago, IL

2. MANAGING INTERNATIONAL REAL ESTATE PORTFOLIOS

- * New issues and challenges facing today's corporate real estate executives
- * Current practices and trends in the international forum
- * Realistic strategies and solutions

Discussion Leaders:

Paul Hanau, Associate General Counsel, Metropolitan Life Insurance Co., New York, NY

Jon Meisel, Executive Vice President, Jones Lang LaSalle, New York, NY

Anne Morrison, Law Office of Anne D. Morrison, Randolph, NJ

5:00 *Opening Reception*

Nevada Secretary of State Ross Miller will be speaking to us during the reception. The youngest Secretary of State in the country, Mr. Miller has embraced information technology to enhance the efficiency and effectiveness of every division in the office of Secretary of State. He has also used the resources of his office to expand the State's economic development efforts. Join us to meet this vibrant leader.



DINNER DINE-A-ROUNDS: Sign up at the registration desk to join other AECRE attendees for dinner tonight in small groups, after the Opening Reception. Individuals are responsible for their portion of the check.

Friday, April 16, 2010



7:30 CONTINENTAL BREAKFAST

8:00 *Roundtables* - Attend one topic today and another on Saturday at 10:00 a.m.

- * **Space is Money** - **Mirela Gabrovsk**a, MBG Consulting, Skokie, IL and **Marc Maiona**, Managing Member, CyberLease, LLC, Irvine, CA

Creative Lease Audit strategies can reduce occupancy costs and force landlords to adhere to the negotiated lease language. Learn how during the life of the lease operating expenses can go astray, how to detect issues with property management practices, and the details of conducting lease audits that result in cash savings for tenants.

- * **Ethics: Why Smart People Do Dumb Things** - Friday, April 16th only – **Nancy Rapoport**, Gordon Silver Professor, William S. Boyd School of Law, University of Nevada, Las Vegas, NV

Join Professor Rapoport, co-author of *Enron and Other Corporate Fiascos: The Corporate Scandal Reader*, in a spirited discussion of ethics, the human psyche, and lessons to be learned by the legal profession.



- * **Brownfields: Successful Strategies for Capturing Value and Mitigating Risk - Adam Meek**, CEO of Brownfield Management Associates, LLC (BMA) and Managing Environmental Counsel at Brown, Udell, Pomerantz & Delrahim, Ltd., Chicago, IL
Is your brownfield trash or treasure? Learn the top strategies in maximizing the untapped Value Recovery (VR) opportunities for sites with known or suspected contamination. This roundtable will help you to identify and execute successful VR opportunities for brownfields, manage the legal, financial and practical concerns, and mitigate future risk.
- * **Zero-to-60 Social Media - Andy Swindler**, President, Astek Consulting, Chicago, IL
Join Andy in an informative, fast-paced roundtable to help you rev up your marketing with powerful social media/networking tools and techniques. Even if you have never uttered a single Tweet, it's not too late to reach the growing audiences on Facebook, Twitter and other social media sites to turn them into clients. You'll have the opportunity to ask specific questions about techniques you're using or that you've heard about. Get a firm grasp on the concepts and tools you need to drive ongoing social media marketing. Explore case studies demonstrating successful efforts to monetize these online tactics.
- * **The Current Real Estate Collapse and Its Impact on Property Tax Appeal Litigation Saturday, April 17th only – Frank Ferruggia**, Partner, McCarter & English, Newark, NJ
This roundtable will discuss the declining commercial real estate market and the use of property tax appeals as an effective tool for reducing tax assessments and improving the bottom line: procedures, deadlines, strategies and pitfalls, led by a national practitioner with thirty years of experience.

9:15 **BREAK**



9:45 **AECRE Annual Meeting**

10:15 **PANEL DISCUSSION – RENEWABLE ENERGY: SUSTAINABILITY AND CORPORATE REAL ESTATE**

- * Trends in renewable energy: A case study on solar energy
- * Drivers impacting corporate America's adoption of renewable energy sources
- * Sustainability, corporate property and business practices

Moderator: Alexander Hamilton, Partner, MBV Law, LLP, San Francisco, CA

Speakers:

Jose Galindez, Founder and President, Solarpack Corporation Tecnologica, SL, San Francisco, CA & Seville, Spain

Vanessa Stewart, COO and Co-Founder, Soltage, Jersey City, NJ

William J. Worthen, Vice President, Simon & Associates, Inc., San Francisco, CA



11:45 LUNCH WITH GUEST SPEAKER THE HONORABLE MAYOR OSCAR B. GOODMAN
In April 2007, Mayor Oscar B. Goodman, the 19th mayor of Las Vegas and a JD from the University of Pennsylvania, captured 84 percent of the vote in his reelection effort to a third 4-year term. Join us to hear the Hon. Mayor Goodman passionately discuss the redevelopment of the Las Vegas Strip. In-House attendees will also convene for "hot topics."



1:00 AFTERNOON FREE

2:00 TOUR OF THE CITY CENTER COMPLEX
Our Keynote Speaker is arranging for a tour of the fabulous CityCenter. Join us for a walk-through. A meeting spot will be announced.

INFORMAL HIKING IN RED ROCK CANYON NATIONAL CONSERVATION AREA - Stop at the AECRE registration desk for more information. Red Rock is an area of world wide geologic interest and beauty.



7:00 Conference Dinner Party Cocktail Reception

8:00 Join Us for AECRE's 19th Annual Conference Dinner Party
Guests are welcome to attend our reception and dinner.
Please see the registration form to sign them up.

Saturday, April 17, 2010



7:30 CONTINENTAL BREAKFAST

8:00 PARTING REMARKS OF CHAIRMAN

8:15 PANEL DISCUSSION - CAPITAL MARKETS: THE EFFECT OF THE ECONOMY ON CORPORATE REAL ESTATE - RISK AND OPPORTUNITY

Our panel will be evaluating the effects of the current economic turmoil on corporate real estate and the strategies that corporate and other real estate sectors will have to implement in order to successfully navigate the choppy waters that capital markets have become. Additional speakers are being selected from the top disciplines to bring you the latest information and analysis.

Moderator: Drew McElligot, Director, Marcus & Millichap, Oak Brook Terrace, IL

Speakers:

A. Somer Hollingsworth, President and CEO, Nevada Development Authority, Las Vegas, NV
John Restrepo, Principal, Restrepo Consulting Group, Las Vegas, NV

9:45 BREAK



10:00 Roundtables - Certain topics will be repeated from Friday's 8:00 a.m. list so that attendees may participate in a second group discussion

11:30 Conference Concludes

1:00 Optional Golf Outing



Hotel and General Information



AECRE has designated The Mirage (3400 S. Las Vegas Blvd., Las Vegas, NV 89109 • 702.791.7111 – www.mirage.com) as our conference headquarters for this meeting. Guestrooms are available at \$145.00 single or double plus taxes and resort fee (\$15.00 per day – includes a variety of complimentary services). The hotel will make every effort to honor the group rate prior and post group dates based on availability. Note - these rates are only guaranteed until March 29th or until our block is full. Individuals are responsible for room, tax, fees and incidentals. Make your reservation online (visit our website for the link at aecre.org) or by calling the hotel at 1-800-499-6311 or 702-791-7444, or by fax at 702-791-7495. You must identify yourself with "AECRE". A deposit equal to one night's charges will be required to make a reservation. There is a 48 hour cancellation policy on sleeping rooms (or the deposit will be forfeited). Check-in is 3:00 pm and check-out is noon.

Ground Transportation



CLS (702-740-4545) is the hotel transportation service. A sedan through CLS will be \$85 for up to four people. A limo fits up to 6 and is \$97. CLS shuttle service is \$7 each way (upon arrival from the airport it will make numerous stops but departing to airport will go directly). Please arrange in advance of your trip. A cab from the airport costs approximately \$30-40. Dollar Rent-a-Car is on property, call the hotel at 702-791-7111, ext 7425. Parking is available for guests of the hotel on a complimentary basis. Valet gratuity is recommended but not required.

For Registered Guests of Our Attendees

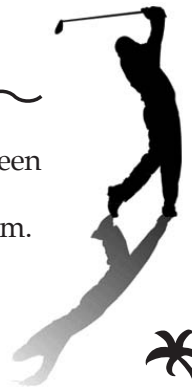


Thursday, April 15, 5:00 p.m. – Your guests are invited to join the meeting attendees at our **Opening Reception**. We will also be arranging for dinner groups at acclaimed local restaurants. Please make sure the meeting attendee or guest checks with the AECRE staff at the registration desk Thursday afternoon.

Friday, April 16, 7:00 p.m. - **Cocktails and Dinner Party** – Plan on attending AECRE's 19th Annual Conference Dinner Party – a time to relax, have some fun, and get to know your fellow AECRE meeting attendees and guests. We look forward to seeing you there. See registration form to sign up guests.

Saturday Afternoon Golf Outing

Join our Golf Outing Group at Painted Desert Las Vegas for a Four Person Scramble. Located approximately 25 minutes from the Mirage, the Jay Morrish designed 18 hole golf course's lush green fairways, greens and roughs, and the desert areas create desert beauty not found in many places. Greens fee and cart: \$80.00. First come first served - spots are limited. Sign up on registration form. **We will be releasing spaces back to the club 1 week prior. After that time no refunds will be available unless a substitution is made. **Transportation to the course is on your own.



Continuing Legal Education (CLE)

AECRE has applied to all states represented in our membership for approval of CLE credits for the Conference. For updated information, call the office at 815-464-6019. Last year's Conference was approved by the states that we applied to for an average of 8.5 general credit hours, with most approving 1.25 hours of ethics credit. We will work with attorneys for CLE credits from states not represented in our membership, on a retroactive basis following the Conference.

Cancellations



Substitutions are welcome at any time. Registration fees, less \$50, are refundable when cancellation is received no later than 5:00 p.m. Friday, April 9, 2010.



International Association of Attorneys and Executives in Corporate Real Estate



About
AECRE

The International Association of Attorneys and Executives in Corporate Real Estate ("AECRE") is a nineteen year old association whose central purpose is to provide a collegial forum for, and to improve the knowledge of, executives and attorneys involved in the legal issues of corporate real estate.

AECRE is a unique organization of highly experienced corporate and legal professionals focused on real estate matters. Specifically, AECRE has an impressive list of highly experienced corporate real estate executives, in-house real estate counsel, outside real estate counsel and professionals in real estate services.

Members are urged to participate in AECRE activities, including the Annual Conference in the late spring, the Fall Forum and other Regional Programs which all

feature speakers of national reputation. The primary purpose of AECRE's educational programming is to address issues impacting corporate real estate, in a practical manner. The conference includes numerous networking activities as well as recreational and educational programs of local interest. Other activities include a Newsletter featuring educational articles, updates on current legal developments, and information concerning the Association; an online Membership Directory which, with other information, shows the expertise of individual members; and the opportunity to earn CLE credits. AECRE's web site, at www.aecre.org contains conference and Fall Forum information, newsletters, an interactive Bulletin Board for members only, and information on our *Lease Negotiation Handbook* and its 2006 addendum.

REGULAR MEMBERSHIP \$380, NON PROFIT & ACADEMIC MEMBERSHIP \$190

ADDITIONAL MEMBERS FROM ORGANIZATIONS WITH ONE CURRENT MEMBER

AT THE REGULAR RATE, ARE PRICED AT \$200

FOR INFORMATION CONTACT AECRE AT

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