

DOWNTOWN LOS ANGELES
MILLENNIUM BILTMORE HOTEL

THURSDAY
APRIL 24, 2008

USC | LAW UNIVERSITY of
SOUTHERN CALIFORNIA

USC GOULD SCHOOL OF LAW

2008 SYMPOSIUM ON REAL ESTATE LAW AND BUSINESS

Exploiting and Surviving the Winds of Change

JOIN NATIONALLY KNOWN SPEAKERS:

- Raphael Bostic • Harry Bruni • Frank Campbell
- Leslie Fairbanks • Eric Garcetti • Gail Goldberg
- Stephen Hopkins • Stanley Iezman • Larry Kosmont
- Joel Kotkin • Ronald Kravit • Randall Lewis
- Stanley Ross • Arturo Sneider • Jerry Snyder
- Glenn Sonnenberg • Brad Syverson • David Team
- plus many more!



This is the one real estate law and business conference
you can't miss!

CLE/DRE/CPE Credits Available!

REGISTER ONLINE NOW! <http://law.usc.edu/cle/realestate>

welcome

USC Gould School of Law invites you to participate in the most valuable and important real estate conference of the year.

Business Knowledge from Nationally Recognized Speakers: Get the latest information on industry trends, real-world strategies for dealing with major challenges, and face-to-face interaction with industry experts from all across the country. Attend a special breakfast session for attorneys on marketing and building a practice presented by dynamic speaker and rainmaker Mark Maraia.

Legal Insight: Interact with top real estate attorneys as they discuss the most pressing legal issues in the real estate industry today. Learn how to navigate potential legal challenges and overcome legal pitfalls to maximize the success of your project. Discover how to find opportunities in today's marketplaces.

Exploiting and Surviving: At this one-day event, real estate industry experts and public officials like Eric Garcetti, Joel Kotkin, Ronald Kravit, Stan Ross, and Jerry Snyder address key legal and business issues facing us in these changing times – to help you survive and exploit this market.

Can't Miss: This is the one conference you can't miss if you are involved in real estate law and business. For the past five years, the USC Law Real Estate Law and Business conference has been the most highly attended law and business conference in Southern California. Move in the right direction – let the 2008 USC Law Real Estate Law and Business conference be your guide.

who should attend?

The program is open to the general public. It is specially designed for professionals in the real estate industry, including:

- Attorneys • Developers • Lenders • Investors • Brokers
- Accountants • Asset Managers • Owners • Students

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 7.5 hours, of which .75 hours may apply to Legal Ethics. 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 the portion of an hour of Legal Ethics credit available for a particular session.

Real Estate Professionals: This program has been submitted to the California Department of Real Estate under the designation of Consumer Service for 8 clock hours of credit. Approval by the California Department of Real Estate does not constitute an endorsement of the views or opinions which are expressed by the USC Gould School of Law or conference instructors, authors or lecturers. It is the policy of the USC Gould School of Law Real Estate Law and Business conference that in order to receive DRE credit, you must attend 90% of the program.

Accountants: This program meets the guidelines set by the California State Board of Accountancy in the amount of 8 hours.

quick program guide

**TAILORED TO YOUR NEEDS! STARTING AT 11:15 AM,
CHOOSE BETWEEN THREE TRACKS:**

TRACK A **Finance Track**
TRACK B **Development Track**
TRACK C **Changing Times Track**

7:00 AM

Registration and Continental Breakfast

7:30 AM

Marketing Strategies for Lawyers

Bonus Breakfast Session for attorneys on how to market themselves and their practices effectively

8:45 AM

Welcome and Introductions

9:00 AM

Navigating Through the Crisis: Capital Markets and Real Estate

10:00 AM

The Silver Lining in the Housing Storm: Planning for Major Development, Job Growth and Economic Sustainability

11:00 AM

Break

11:15 AM

Breakout 1A – Finance Track

The New Market Realities of Commercial Finance

Breakout 1B – Development Track

Global Warming and Real Estate: The Facts, The Law, The Politics

Breakout 1C – Changing Times Track

Lease Negotiation and Dispute Resolution in Today's Changing Office Market

12:15 PM

Luncheon and Keynote Address

Joel Kotkin, authority on the demographics of urban real estate, with comments by Gail Goldberg, Los Angeles City Director of Planning

1:45 PM

Breakout 2A – Finance Track

Assuming and Restructuring Loans: How to Make It Happen

Breakout 2B – Development Track

How to Build Green Without Going into the Red:

The Reality of LEED/Green Projects

Breakout 2C – Changing Times Track

Getting the Deal Done When Valuation and Financing are in Flux

2:45 PM

Dessert Break

3:00 PM

Breakout 3A – Finance Track

Default, Workout and Bankruptcy: How to Tame the Savage Lender and Get the Most Out of the Commercial Borrower in Default

Breakout 3B – Development Track

Getting the Most Out of your Contractor and Architect Agreements:

A Look at the 2007 AIA Form

Breakout 3C – Changing Times Track

Surviving the Downturn in Retail Development:

Challenges and Opportunities

4:00 PM

Breakout 4A – Finance Track

Stories of "Plan B" for Real Estate Players in a Changing Economy: The New Environment for Equity Investors, Affordable Housing Finance, Real Estate Developers, Title Insurers and Law Firm Real Estate Practices

Breakout 4B – Development Track

Investment in Ethnic Communities: A Compelling Opportunity for New Investment

5:00 PM

Gala Wine Tasting Reception: Meet the speakers at a special wine and cheese tasting reception

supporters

USC Gould School of Law gratefully acknowledges the supporters of the 2008 USC Real Estate Law and Business conference:

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



keynote luncheon speaker

JOEL KOTKIN
URBAN POLICY ANALYST

Joel Kotkin is an authority on urban real estate demographics and an expert on global economic, political and social trends. He is the author of *The City: A Global History* and *The New Geography, How the Digital Revolution is Reshaping the America Landscape*, among others.

Mr. Kotkin is Presidential Fellow at the Roger C. Hobbs Institute at Chapman University in Orange, California. He is a highly respected speaker and futurist, and consults for many leading economic development organizations, private companies, regions and cities.

Mr. Kotkin has completed studies focusing on several major cities, including New York, St. Louis, Phoenix, Laval (Quebec's second largest city), Los Angeles and Houston. In November 2005, in association with The Planning Center in Costa Mesa, California, he completed a year-long study on the future of suburban development. He is currently working on studies of the future of New York's middle class and on the future of American communities for the Reason Foundation and Chapman University.

Mr. Kotkin is also a noted journalist. He was a Business Trends Analyst for KTTV/Fox Television in Los Angeles where, in 1994, he won the Golden Mike Award for Best Business Reporting on the changing dynamics of the entertainment industry. Mr. Kotkin wrote the monthly "Grass Roots Business" column in *The New York Times'* Sunday Money & Business section for nearly three years. He served as West Coast Editor for *Inc. Magazine* for five years and continues to contribute to the publication. His work also appears in *The Los Angeles Times*, *The Washington Post*, *The San Francisco Chronicle*, *The Weekly Standard*, *The American* and *The Wall Street Journal*.

Mr. Kotkin's 1993 book *TRIBES: How Race, Religion and Identity Determine Success in the New Global Economy* traces the connection between ethnicity and business success – how in-group loyalties are becoming the driving force in the new global economy. He also co-authored *THE THIRD CENTURY – America's Resurgence in the Asian Era*. His first book, *CALIFORNIA, INC.*, addressed California's links to the emergent powers of the Pacific Rim.

He lectures widely in the United States, United Kingdom, Asia, Australia and Europe. Mr. Kotkin attended the University of California, Berkeley.

contact information

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Email: cle@law.usc.edu

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

**Our office hours are 9:00 a.m. to 5:00 p.m.
Pacific Standard Time.**

2008 SYMPOSIUM ON REAL ESTATE LAW AND BUSINESS

April 24 – start>>>

07:30

7:30 A.M. – 8:30 A.M.

Bonus Breakfast Session! Marketing Strategies for Lawyers

Mark Maraia will share his expertise on building your practice and becoming a more integral part of the professional community. Experienced real estate professionals will join him to share:

- Tips for success as a real estate attorney
- How to jump start your business development skills
- The most important factors considered by a client when hiring a real estate attorney
- How to enhance your career through networking and other available resources

This is a "can't-miss" session. *Register online or by completing the appropriate portion of the registration form on the inside back cover of this brochure. No additional fee will be charged.*

MODERATOR

Frank J. Jansen

Senior Vice President,
Special Projects
Chicago Title Company

SPEAKER

Mark Maraia

Mark Maraia & Associates, Inc.
Denver, Colorado

COMMENTATORS

Lewis G. Feldman

Goodwin Procter LLP

Lynn A. Williams

Executive Vice President
Cushman & Wakefield of
California, Inc.

8:45 A.M. – 9:00 A.M.

Welcome and Introductions

Leeanna Izuel

Executive Director
Assistant Dean –
Continuing Legal Education
USC Gould School of Law

Phillip G. Nichols

Co-Chair
Pircher, Nichols & Meeks

Glenn A. Sonnenberg

Co-Chair
President
Legg Mason Real Estate
Investors, Inc.

UPCOMING USC LAW PROGRAMS

ENTERTAINMENT LAW AND BUSINESS

October 18, 2008 – USC University Park Campus

TRUST AND ESTATE

November 14, 2008 – Downtown Los Angeles

TAX

January 26-28, 2009 – Downtown Los Angeles

9:00 A.M. – 10:00 A.M.

Navigating Through the Crisis: Capital Markets and Real Estate

Join industry leaders as they assess the damage of the credit melt-down and offer strategies for dealing with its effects on commercial real estate. These experts will address the condition of the public markets, changes to the real estate valuation equation and the future of real estate securitized lending. They will also share insider insights on promising opportunities worth pursuing and offer advice to owners and developers on investing in the current financial environment.

MODERATOR

Professor George Lefcoe

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

PANELISTS

Jonathan E. Klein

Managing Director
Fortress Investment Group

Ronald Kravitz

Managing Principal
Cerberus Real Estate Capital Management, LLC
New York, New York

Ethan Penner

Principal
Pacific Star Capital, LLC

D. Michael Van Konyenberg

President
Eastdil Secured, L.L.C.

10:00 A.M. – 11:00 A.M.

The Silver Lining in the Housing Storm: Planning for Major Development, Job Growth and Economic Sustainability

Leaders of three premier real estate companies, the President of the Los Angeles City Council, and a distinguished economic and land use consultant will discuss how the public and private sectors can attract employment-generating anchors for major development projects to rebalance entitlement capacity devoted to housing and job growth. The panelists bring the perspectives of entrepreneurial developers, institutional investors, and both large and small local agencies. The questions posed will examine housing, commercial and industrial land use policies, and opportunities to compete for major employment by providing a better mix of workforce housing and other economic development incentives.

MODERATOR

Tony Canzoneri

Brown Winfield Canzoneri
Abram Inc.

PANELISTS

Eric Garcetti

President
Los Angeles City Council
13th Council District

Larry J. Kosmont

President and Chief Executive Officer
Kosmont Companies

Randall Lewis

Executive Vice President
Lewis Group of Companies
Upland, California

Jerome H. Snyder

Partner
J.H. Snyder Company

David O. Team

President of Property Group
LNR Property Corporation
Miami Beach, Florida

11:00 A.M. – 11:15 A.M.

BREAK

continued<<<

11:15 A.M. – 12:15 P.M.

BREAKOUT 1A
FINANCE TRACK

**The New Market Realities of
Commercial Finance**

The playing field has changed. The alphabet soup of CMBS and CDO lenders are either on the sidelines or reducing their exposure. The rules are in constant flux. Where will capital come from? Who are the players? What will businesspeople and lawyers need to know about the financing options and the markets in the next year? A panel of experts will help you maneuver through the options available for the capitalization of real estate in the coming cycle.

MODERATOR

Glenn A. Sonnenberg
President
Legg Mason Real Estate
Investors, Inc.

PANELISTS

Harry W. Bruni
Managing Director
JPMorgan Chase
New York, New York

William D. Ellis
Sidley Austin LLP

David Fick
Managing Director
Stifel Nicolaus & Company,
Incorporated
Baltimore, Maryland

Stanley L. Iezman
President and
Chief Executive Officer
American Realty Advisors

BREAKOUT 1B
DEVELOPMENT TRACK

**Global Warming and Real Estate:
The Facts, The Law, The Politics**

This panel will explain the ways that global warming impacts real estate owners and developers, how it is likely to do so for years to come through CEQA and new legislation, such as AB 32, and how development proponents can best anticipate these issues in their entitlement preparations. The panel will also address how rising water levels could be expected to flood important San Francisco Bay Area infrastructure, including two airports and much of Silicon Valley, and discuss a regional strategy for dealing with the problem.

SPEAKERS

James L. Arnone
Latham & Watkins, LLP

Craig A. Moyer
Manatt, Phelps & Phillips, LLP

Gary A. Patton
Executive Director
The Planning and
Conservation League
Sacramento, California

Will Travis
Executive Director
San Francisco Bay Conservation
and Development Commission

BREAKOUT 1C
CHANGING TIMES TRACK

**Lease Negotiation and Dispute
Resolution in Today's Changing Office
Market**

The office leasing market is changing dramatically. Learning the causes of these changes will help you to predict the future – and to better negotiate and resolve disputes. Join real estate industry leaders as they give you tips you need to succeed.

e Ethics credit .25 hour

MODERATOR

Anton N. Natsis
Allen Matkins Leck Gamble
Mallory & Natsis LLP

PANELISTS

Frank Campbell
Managing Director
Equity Office

Peter Johnston
Senior Vice President
Maguire Properties, Inc.

Annie Kodak
Senior Vice President
ING Clarion

Michael E. Meyer
DLA Piper

12:15 PM – 1:45 PM

**LUNCHEON AND KEYNOTE ADDRESS:
JOEL KOTKIN,
with comments by Gail Goldberg**

Urban policy expert Joel Kotkin will discuss trends shaping the real estate landscape in our city, state and nation, with comments by Gail Goldberg, Los Angeles City Director of Planning.

Joel Kotkin
Urban Policy Analyst

**COMMENTATOR
Gail Goldberg**
Director of Planning
City of Los Angeles

1:45 P.M. – 2:45 P.M.

**BREAKOUT 2A
FINANCE TRACK**

**Assuming and Restructuring Loans:
How to Make It Happen**

As the real estate finance paradigm continues to change, understanding the relationship between the borrower, lender, servicer and special servicer is vital for property owners. This panel will discuss these relationships in the context of issues typically faced by property owners. Examples include assumptions; exercise of remedies; requests for waivers and amendments; placing of mezzanine debt and/or preferred equity into the capital structure of a deal; removal of manager; exercise of buy/sells; and removal of a partner.

**SPEAKERS
Michael Carp**
Special Servicing Group
Capmark Financial Group Inc.
Dallas, Texas

Leslie K. Fairbanks
Director, Structured Finance
& Tax Credit Investments
Wachovia Securities
Charlotte, North Carolina

Norman Radow
President
The RADCO Companies
Atlanta, Georgia

Jesse Sharf
Gibson, Dunn & Crutcher LLP

**BREAKOUT 2B
DEVELOPMENT TRACK**

**How to Build Green Without Going into
the Red: The Reality of LEED/Green Projects**

LEED/green projects seek to transform the way buildings are constructed, operated and occupied to reduce negative environmental impacts such as those associated with the use of non-renewable resources. This green transformation that is sweeping the country and the world presents new and challenging standards in design, construction, operations and leasing. Also, ambitious LEED/green standards may increase the risk of errors or problems throughout the development process. This panel of experts will explain how the design, construction, operation and leasing of LEED/green projects can be managed most successfully and cost effectively.

**MODERATOR
Bryan C. Jackson**
Allen Matkins Leck Gamble
Mallory & Natsis LLP
Editor, *Green Building Update*

**PANELISTS
Dr. Malcolm Lewis**
President, CTG

Mark McVay
Principal, Smith Group

Barbara C. Wagner
Senior Vice President
Clark Construction Group –
California, LP

**BREAKOUT 2C
CHANGING TIMES TRACK**

**Getting the Deal Done When Valuation
and Financing are in Flux**

What happens when there is no firm ground for financing because of the rapidly changing financial market forces? In the recent market slowdown, getting a solid valuation is sometimes impossible. This panel will discuss ways to cope with these changes in deal-making and provide tips for surviving the ups and downs of a fickle market.

**MODERATOR
Phillip G. Nichols**
Pircher, Nichols & Meeks

**PANELISTS
William R. Lindsay**
Partner
PCCP, LLC

Paul S. Rutter
Executive Vice President,
Major Transactions
Maguire Properties, Inc.

Patricia T. Sinclair
Co-President & General Counsel
Playa Vista

e Ethics credit .5 hour

3:00 P.M. – 4:00 P.M.**BREAKOUT 3A
FINANCE TRACK****Default, Workout and Bankruptcy:
How to Tame the Savage Lender and Get
the Most Out of the Commercial Borrower
in Default**

Credit markets are in flux. Mortgage defaults are rising and foreclosures are at record highs. Lenders are becoming wary and tightening credit. Rising interest rates only exacerbate the problems. Holders of securitized loans are suddenly aware of their increased level of risk. Learn how to get the most for your clients in default, workout and bankruptcy situations – whether you represent the borrower or the lender.

MODERATOR**Dennis B. Arnold**

Gibson, Dunn & Crutcher LLP

PANELISTS**William N. Lobel**

Irell & Manella LLP

Richard M. Pachulski

Pachulski Stang Ziehl Jones LLP

Stanley Ross

Senior Fellow

Chairman of the Board

USC Lusk Center for Real Estate

**BREAKOUT 3B
DEVELOPMENT TRACK****Getting the Most Out of your
Contractor and Architect Agreements:
A Look at the 2007 AIA Form**

This panel will review the top 10 to 15 hot issues in the new AIA documents in a lively debate format that will include the contractor's, owner's and architect's points of view.

MODERATOR**Mehrdad Farivar**

Morris Polich & Purdy LLP

PANELISTS**Mona E. Dajani**

Sonnenschein Nath &

Rosenthal LLP

Chicago, Illinois

Laurence P. Lubka

Hunt Ortmann Palffy Nieves Lubka

Darling & Mah, Inc.

**BREAKOUT 3C
CHANGING TIMES TRACK****Surviving the Downturn in
Retail Development:
Challenges and Opportunities**

In light of the current economic situation and possible future downturns in the housing and retail market, how will retailers and retail developers adapt? This question will be addressed by our panelists, and the presentation will also include tips to ensure that you can survive the economic quicksand.

MODERATOR**Jaye A. Young**

Williams & Associates

PANELISTS**Gary A. Glick**

Cox, Castle & Nicholson LLP

Stephen C. Hopkins

President and

Chief Executive Officer

Hopkins Real Estate Group

Jeffrey L. Nichols

Director of Real Estate

The Home Depot, Inc.

Brad Syverson

Director of West Coast Real Estate

Target Corporation

Minneapolis, Minnesota

4:00 P.M. – 5:00 P.M.

BREAKOUT 4A
FINANCE TRACK

**Stories of “Plan B” for Real Estate
Players in a Changing Economy:**
The New Environment for Equity
Investors, Affordable Housing Finance,
Real Estate Developers, Title Insurers and
Law Firm Real Estate Practices

This wide-ranging panel will cover the top
issues in real estate law and business today.

These expert panelists will focus on how
the current economic environment is
shaping trends in real estate finance,
private equity investment, real estate
development, title insurance and the
affordable housing industry

INTRODUCED BY

Gregory W. Schultz
Managing Director/Strategic Clients
First American Title Insurance
Company

MODERATOR

Mitchell B. Menzer
PaulHastings

PANELISTS

Howard M. Heitner
Chief Operating Officer
AIG SunAmerica Affordable
Housing Partners, Inc.

O’Malley M. Miller
Munger, Tolles & Olson LLP

F. Thomas Muller
O’Melveny & Myers LLP

Glen M. W. Trowbridge
General Counsel
First American Title Insurance
Company

BREAKOUT 4B
DEVELOPMENT TRACK

Investment in Ethnic Communities:
A Compelling Opportunity for
New Investment

This panel will discuss the economic health
of Southern California’s ethnic communities,
reasons the smart money is investing in
them, and the opportunities those
communities afford.

MODERATOR

Timi Anyon Hallem
Manatt, Phelps & Phillips, LLP

PANELISTS

Raphael Bostic
Associate Director
USC Lusk Center for Real Estate

J. Alberto Lemus
Senior Vice President
Lowe Enterprises Real Estate Group

Rich Mayo
Executive Vice President
Cabi Developers

Jose Quesada
Vice President
Canyon-Johnson Urban Fund

Arturo Sneider
Founding Partner
Primestor Development

5:00 PM

**Meet the Speakers
at a Gala Wine Tasting Reception**

Enjoy sampling wines and tasting cheeses
while mingling with the day’s speakers and
your colleagues.

planning committee

Phillip G. Nichols•

Co-Chair

Pircher, Nichols & Meeks

Glenn A. Sonnenberg•

Co-Chair

President

Legg Mason Real Estate Investors, Inc.

Leeanna Izuel•

Executive Director

USC Gould School of Law

David L. Abel

President

ABL, Inc.

Frederick L. Allen

Allen Matkins Leck Gamble Mallory &

Natsis LLP

John J. Allen

Allen Matkins Leck Gamble Mallory &

Natsis LLP

Ronald A. Altoon•

Founding Partner

Altoon + Porter Architects LLP

Denise Anthony

Vice President, Major Accounts

Old Republic Title Company

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Gibson, Dunn & Crutcher LLP

Sonny Astani•

Chairman

Astani Enterprises

Raphael Bostic•

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Managing Director, Head of West Coast

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RBS Greenwich Capital

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Brown Winfield Canzoneri Abram Inc.

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President

Caruso Affiliated

Daniel Cenicerós

Regional Publisher, National Sales Director

Real Estate Southern California

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Greenberg Traurig, LLP

Dean E. Dennis

Hill, Farrer & Burrill LLP

Kevin M. Ehrhart•

Allen Matkins Leck Gamble Mallory &

Natsis LLP

William D. Ellis•

Sidley Austin LLP

Gordon K. Eng•

Brown Winfield Canzoneri Abram Inc.

Rosa Esqueda

Vice President,

Southwest Region Manager

LandAmerica Exchange Services

Cecilia V. Estolano

Chief Executive Officer

Community Redevelopment Agency

of the City of Los Angeles

Lewis G. Feldman•

Goodwin Procter LLP

Amy R. Forbes

Gibson, Dunn & Crutcher LLP

Steven K. Fowlkes

President

R.W. Selby & Company, Inc.

Douglas B. Frank

Proskauer Rose LLP

Richard Gentilucci

Senior Vice President, Real Estate

BTG Advisors LLC

David L. Gold•

Principal

Paladin Realty Partners

Gregory Gotthardt•

Managing Director

Alvarez & Marsal

Michael Gottlieb•

Editor

California Real Estate Journal

Larry D. Green

Senior Vice President

West Coast Development

Westfield, LLC

Edward C. Hagerott, Jr.

Goodwin Procter LLP

Timi Anyon Hallem•

Manatt, Phelps & Phillips, LLP

Phillip S. Hart

Executive Director

Urban Land Institute, Los Angeles

Howard M. Heitner•

Chief Operating Officer

AIG SunAmerica Affordable Housing

Partners, Inc.

Stanley L. Iezman•

President and Chief Executive Officer

American Realty Advisors

Bryan C. Jackson•

Allen Matkins Leck Gamble Mallory &

Natsis LLP

Frank J. Jansen

Senior Vice President,

Special Projects

Chicago Title Company

Martha B. Jordan

Latham & Watkins LLP

Ross Kay
Vice President, Assistant General Counsel
KB Home

Rick S. Kirkbride•
PaulHastings

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

William R. Lindsay
Partner
PCCP, LLC

William N. Lobel•
Irell & Manella LLP

Gregg J. Loubier
Allen Matkins Leck Gamble Mallory &
Natsis LLP

Christopher E. Maling
Vice President Investments
National Retail Group
Marcus & Millichap Real Estate
Investment Services

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PaulHastings

Michael E. Meyer
DLA Piper

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Munger, Tolles & Olson LLP

F. Thomas Muller
O'Melveny & Myers LLP

Anton N. Natsis•
Allen Matkins Leck Gamble Mallory &
Natsis LLP

Mark L. Nelson
DLA Piper

Mary D. Nichols
Chair
California Air Resources Board

Dean C. Pappas
Goodwin Procter LLP

Christina L. Raskin
Holland & Knight LLP

Wayne Ratkovich•
Founder and President
The Ratkovich Company

Benjamin M. Reznick
Jeffer Mangels Butler & Marmaro LLP

Anthony J. Rossi
Kennerly Lamishaw & Rossi LLP

Mark Schaffer
Managing Director
Shamrock Capital Advisors

Gregory W. Schultz•
Managing Director/Strategic Clients
First American Title Insurance Company

Randall Scott
Senior Vice President,
Southern California Director
National Commercial Services
First American Title Insurance Company

Michael F. Sfregola
Gibson, Dunn & Crutcher LLP

Jesse Sharf•
Gibson, Dunn & Crutcher LLP

Fred L. Silva
Fiscal Advisor
Beacon Economics

Patricia T. Sinclair•
Co-President & General Counsel
Playa Vista

John R. Sischo
Executive Vice President for Acquisitions
Thomas Properties Group, Inc.

David C. Smith
Director of Regulatory Affairs
DMB Associates, Inc.

Hushmand Sohaili
Akin Gump Strauss Hauer & Feld LLP

Ira J. Waldman
Cox, Castle & Nicholson LLP

Alan Wayte
DLA Piper

Mark J. Weinstein
President
MJW Investments

Pamela L. Westhoff•
DLA Piper

John W. Whitaker
DLA Piper

Lynn A. Williams
Executive Vice President
Cushman & Wakefield of California, Inc.

Sharon Yarber
Vice President/Senior Commercial
Underwriter Counsel
LandAmerica Commercial Services

Gary A. York
Ballard Spahr Andrews & Ingersoll, LLP

Jaye A. Young•
Williams & Associates

Marc D. Young•
Morrison & Foerster LLP

Michael H. Zischke
Cox, Castle & Nicholson LLP

• Member of Program Committee



frequently asked questions

REGISTRATION

The Registration fees are outlined on the registration form on the inside back cover of this brochure. Your fee includes the conference program, luncheon, refreshment breaks, wine tasting reception and a copy of the conference Syllabus (a volume of articles, essays, briefs and other topical materials prepared by our speakers).

Early registration is encouraged as space availability is limited. Separate registration is required for the **breakfast bonus session** – register online or on the inside back cover of this brochure. Registration for the breakfast bonus session is at no additional charge.

REFUNDS

Refunds (less a \$100 processing fee) will be made in response to written requests postmarked, faxed or emailed to us on or before **April 17, 2008**. All refund requests must be accompanied by the registrant's Social Security number or the firm's Federal Tax Identification number for accounting purposes.

All refunds will be processed following the USC Law Real Estate Law and Business conference. Refund requests may be mailed to "REI Refund" at the return address printed on this brochure, faxed to (213) 740-9442, or emailed to cle@law.usc.edu.

BADGE PICK-UP

All badge orders will be held at Will Call; badges will not be mailed.

EXHIBITORS

The USC Gould School of Law invites you to exhibit at the USC Real Estate Law and Business conference. Because exhibitor space is limited, reserve your space as soon as possible. Visit our website (<http://law.usc.edu/cle/realestate>) for more information.

SYLLABUS

A Syllabus containing articles, essays, briefs and other topical materials prepared by our speakers will be distributed at the conference. Additional copies of the Syllabus may be purchased following the conference. For more information or to purchase a Syllabus, visit our website (<http://law.usc.edu/cle/realestate>) or email cle@law.usc.edu.

HOTEL INFORMATION

The USC Law Real Estate Law and Business conference will be held at:

Millennium Biltmore Hotel

506 South Grand Avenue

Los Angeles, California 90071-2607

Information: (213) 624-1011

Reservations: (800) 245-8673

[www.millenniumhotels.com/millennium los angeles/index.html](http://www.millenniumhotels.com/millennium%20los%20angeles/index.html)

If you plan to spend the night, please contact the Hotel directly.

Attendees are encouraged to self-park at Pershing Square, located across the street from the Hotel at 530 South Olive Street. All-day parking will cost \$8.50 with validation. Validation may be obtained in the registration area of the conference. When entering the Hotel, please use the entrance on Olive Street.

Limited valet parking will be available at the Hotel for \$18.00 with validation. Validation may be obtained in the registration area of the conference.

2008 SYMPOSIUM ON REAL ESTATE LAW AND BUSINESS

THURSDAY, APRIL 24, 2008

registration form

THREE WAYS TO REGISTER:

- Register online at <http://law.usc.edu/cle/realestate>
- Mail this completed form with check or credit card information to:
USC Gould School of Law, University of Southern California, CLE REI Registration,
699 Exposition Blvd., Suite 313, Los Angeles, CA 90089-0071
Telephone: (213) 740-2582
- Fax completed form with credit card information to **(213) 740-9442**

SELECT REGISTRATION TYPE:

- \$345.00 Standard Registration (postmarked or faxed by April 17, 2008)
- \$265.00 Registration for Members, Real Property Section, LA County Bar Association, and Beverly Hills Bar Association (postmarked or faxed by April 17, 2008)
- \$395.00 Late Registration (postmarked or faxed after April 17, 2008)
- \$325.00 Late Registration for Members, Real Property Section, LA County Bar Association, and Beverly Hills Bar Association (postmarked or faxed by April 17, 2008)
- \$100.00 Full-Time Law Student (*proof of enrollment required*)
Law School: _____
- Check if applicable: I am an attorney registering for the **special breakfast session**.
No additional fee will be charged.

Name of Registrant: _____

Photocopy form for additional registrants

Title: _____

Firm/Company: _____

Address: _____

City: _____

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Zip: _____

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SYLLABUS FORMAT PREFERENCE: (check one) CD-ROM Print

PAYMENT BY CHECK: Please make checks payable to: **USC Gould School of Law.**

PAYMENT BY CREDIT CARD: (VISA or MasterCard) I authorize the University of Southern California to charge my conference registration fee as noted above to the following account: (check one) VISA MasterCard

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