

DAY 1- SEPTEMBER 20

8:00 REGISTRATION, NETWORKING &
CONTINENTAL BREAKFAST

8:20 WELCOME AND OPENING REMARKS

Conference Chairmen:

John Luna, President, Property Condition
Assessments, LLC

Thomas Clark, CIO, Property
Condition Assessments, LLC

8:30 MARKET AND LOCATIONING
ANALYSIS: TOOLS FOR LOCATING THE
MOST PROMISING INVESTMENT
REGIONS AND INTERSECTIONS

Evaluate the criteria necessary to select the most promising markets and locations. Discussion topics include:

- Local / Regional Economic Drivers
- Demographics
- Job Creation
- Supply Constraints
- Traffic Flows
- Pricing
- Tax Rate

Speaker: Jayson Tipp, VP of Brand and Location
Strategy, AIRVISION

9:15 PRE-EMPTIVE DUE DILIGENCE:
BEST PRACTICES FOR SELLERS

Sellers of commercial real estate are realizing that the transaction process can be expedited and that higher prices can be achieved by sellers commissioning due diligence before they place their property on the market. Issues to be addressed include:

- Commissioning due diligence before placing property on the market
- Accelerating the selling process
- Minimize / eliminate retrading issues
- Drafting the reliance letter

Speaker: Richard Plummer, Senior Director - Financial
Services Group, Cushman & Wakefield

9:45 INFORMATION TECHNOLOGY

- Document Management
- Analyzing Information Flow
- Public Records Research
- Capitalizing on Data
- Cost Savings
- Revenue Enhancement

Speakers: Thomas Clark, CIO, Property Condition
Assessments, LLC
Jeff J. Manuel, Business Development,
Real Capital Markets

10:05 NETWORKING BREAK

10:25 FINANCIAL DUE DILIGENCE

Determine how to estimate future cash flow, optimum debt loads, return on investment, and the financial consequences of contingent liabilities.

Topics include:

- Leases – History of Lease Increases
- Competitive Properties
- Raising Equity
- Contending with Decreasing ROI and Declining Cap Rates
- Creative Financing
- Investment Threshold
- Income Statement Analysis
- Repositioning Debt
- Insurance Coverages
- Acquisition of Operating Properties (portfolios) / detecting the dogs
- Pending Litigation
- Tenant Interview
- Managing Risk
- Appraisal Process

Moderator: Steven Gottlieb, MAI, Senior Manager,
Deloitte Financial Advisory Services

Panelists: Howard Freeman, Senior Investment
Officer, First Industrial Realty Trust Inc.
Robert Lapidus, President & Chief
Investment Officer, L&L Acquisition
James Egan, Managing Director, ING Clarion

11:20 PHYSICAL EVALUATION

Determine how a building's structure, architecture and engineering impact investment worthiness.

Topics include:

- Architectural
- Vertical Transport
- Engineering
- Electrical
- Plumbing
- Structural
- Fire-Life Safety
- Exterior Envelope

Moderator: John Luna, President, Property Condition
Assessments, LLC

Panelists: Christopher A. Wilson, AIA, SVP, LaSalle
Investment Management
Andrew Bauman, Executive Director &
Senior Asset Manager for the
Northeast, Morgan Stanley

12:00 LUNCH

**agenda subject to change*

To register call (212) 952-7400 ext. 126 • Email: naomi@twst.com

For speaking and sponsorship opportunities, please contact Mary Ellen Tornatore: (212) 952-7400 ext. 131 • Email: maryellen@twst.com

1:15 ENVIRONMENTAL REVIEW

Determine how to detect the presence of liabilities related to mold, radon and asbestos and how to assess to cost of remediation as well as associated liabilities. Topics include:

- Lead-Based Paint
- Asbestos / Radon
- Litigation
- Liens
- Traditional Environmental Due Diligence Process
- Mold / Moisture Infiltration
- Infra-Red Thermal Imaging Technology
- Innovative Technologies

Speakers: Bradley Fountain, V.P. Sales & Marketing,
Connor Environmental
Shari Solomon, Department Head Moisture
Infiltration / Thermal Imaging Group,
Connor Environmental

2:00 TITLE INSURANCE CONSIDERATIONS IN THE PURCHASE AND SALE OF COMMERCIAL REAL ESTATE

- Indemnity coverage
- Duty to defend
- Searches for title and liens
- Risk-elimination
- Structuring coveyance and financings to minimize transaction expense
- Handling escrow as well as transfer and mortgage taxes
- Special coverages - extended coverages, zoning, comprehensive endorsements

Speaker: Christopher W. Burdick, Vice President &
Underwriting Counsel, Stewart Title
Insurance Company

2:30 LEGAL ENVIRONMENTAL CONSIDERATIONS

EPA's new All Appropriate Inquiry Rule — Get some insights as to how commercial property inquiries will change to qualify under CERCLA and the 2002 Brownfield Law

- Shielding developers from liability from greenfields
- Strategies for developing environmentally impacted properties
- Forensic
- Risk of knowing too much
- Establishing innocent purchaser defense
- Managing your consultant and environmental attorney

Speaker: Stephen L. Kass, Partner, Co-Director,
Environmental Practice Group, Carter
Ledyard & Millburn

3:15 NETWORKING BREAK

3:30 TAXATION

Listen to innovative ideas surrounding tax liability management, securing abatements and segregating asset values in order to use favorable depreciation schedules. Topics include:

- Tax Structure / Tax Base
- Segregating Value – Different Depreciation Schedules
- 1031 Transactions
- Tax Breaks –Abatements

Speaker: Wayne M. Olson, CPA, JD, Margolin, Winer
& Evens LLP

4:15 TENANT-IN-COMMON

Learn about property selection, transaction structures, financing issues and current feedback from the IRS, SEC and NASD. Learn why Tenant-in-Common transactions are becoming increasingly popular. Topics include:

- TIC and DST Structures
- Voting Rights
- Multiple Property Deals
- Securitization
- Broker Relations
- Disclosures/Due Diligence Concerns

Moderator: Wayne M. Olson, CPA, JD, Margolin,
Winer & Evens LLP

Panelists: Brian E. Eliason, CEO, Eliason 1031
Properties Corporation
Timothy Snodgrass, JD, President, Argus
Realty Investors, LP

5:00 ADJOURNMENT & COCKTAIL RECEPTION

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DAY 2- SEPTEMBER 21

8:00 REGISTRATION, NETWORKING &
CONTINENTAL BREAKFAST

8:20 WELCOME AND OPENING REMARKS

Conference Chairmen:

John Luna, President, Property Condition
Assessments, LLC
Thomas Clark, CIO, Property Condition
Assessments, LLC

8:30 CONDO CONVERSIONS –
IS THE PARTY OVER?

- How to Insure
- Contending with Union Opposition
- Impact on Rents
- Cities Contributing to Improvements
- Moving Entitlement Process Along
- Developer Impact Fees
 - o Affordable Housing
 - o Zoning
 - o Residential Infill

Moderator: Rich Tullo, Senior Analyst, Gateway
Research

Panelists: Ralph J. Trionfo, President, Upside Ventures
Thomas Gammino, Massey Knakal Realty
Services

9:15 LEGAL DUE DILIGENCE

Better understand how to structure transactions and
avoid legal entanglements. Topics include:

- Representations and Warranties
- Reconciling Exclusions with State Law
- Title Insurance
- Lease Reviews
- ADA Problems
- Legal Forms of Ownership

Speaker: Joshua Stein, Partner, Latham & Watkins LLP

10:00 NETWORKING BREAK

10:15 HOW TO STRUCTURE LEASES

- Enforcement
- Tenant Exculpation Clause
- Estoppel Certificates
 - o Triple net lease
 - o Managing transition of ownership
 - o Tenant relations
 - o Bankruptcy
 - o Responsibility for maintenance
 - o Clauses for protection

Moderator: Rich Tullo, Senior Analyst, Gateway
Research

Panelists: Gregg F. Weisser, VP, JPMorganChase
George Ross, EVP & Senior Counsel, The
Trump Organization
Alan Stein, SVP, Rockefeller Group
Development Corporation

11:15 CONSUMMATING THE TRANSACTIONS

Learn how to arrange for financing, push the deal
through internal bureaucracy, and negotiate for
expeditious close without price retrading.

- Negotiating Strategy
- Price Retrading
- Raising Capital
- Obtaining Lease Estoppels
- Committee Approval Process
- Document Management
- Financing
- Title
- Closing

Moderator: John Luna, President, Property Condition
Assessments, LLC

Panelists: Alissa Helgesen, President, Circle Realty
Advisors, LLC
Mark E. Portner, SVP, Capital Transactions
Group, Shorenstein Company, LLC
Tom Regnell, Managing Director
Acquisitions, Washington REIT

12:00 ADJOURNMENT

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