

AECRE'S 18TH ANNUAL CONFERENCE

HOTEL VALLEY HO
APRIL 23-25, 2009

SCOTTSDALE, ARIZONA

INTERNATIONAL ASSOCIATION OF ATTORNEYS AND
EXECUTIVES IN CORPORATE REAL ESTATE

www.aecre.org



SCOTTSDALE CONFERENCE AT-A-GLANCE

KEYNOTE SPEAKER

Keynote Speaker – Hon. Dean Martin, State Treasurer, State of Arizona
Three-time "Freedom of Information Award" winner and recognized nationally as the "Hero of the Taxpayers."

Presentations by Industry Leaders and Experts –

- **The Effect of the Economy on Corporate Real Estate – Risk and Opportunity: Up to the Minute Developments and Forecasts to Help Position Your Business For The Future (see page 5)**
- **Is Water the "New Oil?" The New Realities of Water Resource Planning in Corporate Real Estate (see page 3)**
- **Seller & Buyer Beware: Minimizing Transaction Taxes For The Bottom Line**
- **Cutting Edge Construction Issues Affecting Leases In A Tough Economic Climate**
- **The BIM Revolution has Arrived: Transforming Design, Construction and Management With Building Information Modeling**

Share Current Experiences –

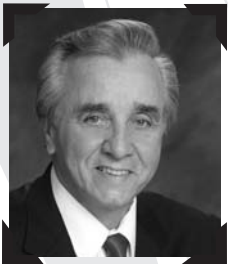
- **Roundtable Discussion Groups**
- **Workshop Settings**

Earn CLE Credit (See page 7 of this brochure)

APRIL 23-25, 2009

HOTEL VALLEY HO • SCOTTSDALE, ARIZONA

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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

THURSDAY, APRIL 23, 2009

1:00 **OPENING REMARKS** - Dr. Ron Pollina, Geoeconomist and AECRE Chairman - "America's Economic War"

1:20 **KEYNOTE SPEAKER** - Hon. Dean Martin, State Treasurer, State of Arizona
Three-time "Freedom of Information Award" winner and recognized nationally as the "Hero of the Taxpayers."

Mr. Martin will share his forthright observations and predictions for real estate and for the business community, based on the Department's sophisticated and comprehensible analysis of state, national and international trends.

1:45 **PANEL DISCUSSION**

IS WATER THE "NEW OIL?" THE NEW REALITIES OF WATER RESOURCE PLANNING IN CORPORATE REAL ESTATE

- * The Impact of Water Availability on Site Selection and Deal Structure
- * The Latest on Water Storage, Recovery and Water System Sustainability
- * Best Strategies for Dealing with the Competing Interests of State, Local and Regional Authorities

Moderator: James R. Janz, Partner, Sideman & Bancroft LLP, San Francisco, CA

Speakers:

Sharon B. Megdal, Ph.D., Director of the Water Resources Center & Director of the Water Sustainability Program, University of Arizona, Tuscon, AZ

Peter Fox, Ph.D., Professor, Civil and Environmental Engineering, Arizona State University, Tempe, AZ

Grady Gammage, Partner, Gammage & Burnham, Phoenix, AZ

Herb Guenther, Director, Arizona Department of Water Resources, Phoenix, AZ

3:45 **COFFEE BREAK**



4:00 **WORKSHOPS** (1 hour 15 minutes) Choose two and enter choice on registration form
Workshops will be repeated on Friday morning at 10:00 a.m.

1. SELLER & BUYER BEWARE: MINIMIZING TRANSACTION TAXES FOR THE BOTTOM LINE

- * Deal Structuring for Deeds, Mortgages and Leases
- * "Entity Transfers" and Other Alternatives - Managing Risk in an Aggressive Tax Collection Environment
- * On-line Resources for Information on Real Estate Transaction Taxes

Discussion Leader: Bruce Hawley, Sr. VP, Sr. Underwriting Counsel & Multinational Title Services Group Manager, Stewart Title Guaranty Company, New York & Stamford

2. CUTTING EDGE CONSTRUCTION ISSUES AFFECTING LEASES IN A TOUGH ECONOMIC CLIMATE

- * Comparing Turnkey Deals to Allowance Deals
- * Minimizing Tenant's Risk of Cost Overruns and Time Delays
- * Landlord's Techniques for Managing the Risks of the Tenant Improvement Work

Discussion Leaders: **Edward Chupack**, Senior Counsel/Real Estate, BFS Retail & Commercial Operations, LLC, Bloomingdale, IL and **Raymond M. Kwasnick**, Partner, Goulston & Storrs, P.C., Boston, MA

3. THE BIM REVOLUTION HAS ARRIVED: TRANSFORMING DESIGN, CONSTRUCTION AND MANAGEMENT WITH BUILDING INFORMATION MODELING

- * What Owners and Attorneys Need to Know About BIM Technology and New Approaches to Building Lifecycle Management
- * Impacts on the Design and Construction Processes and on Contract Documents

Discussion Leaders: **Christopher Noble**, Partner, Noble & Wickersham LLP, Cambridge, MA, **Betty Hum**, Director of Platform Management, Intel Corporation, Phoenix, AZ, and **Russ Sanders**, AIA, Studio Director, The Orcutt Winslow Partnership, Phoenix, AZ

5:30

OPENING RECEPTION

Guests are welcome - Please see the registration form to sign them up.



RECEPTION: Sign up at the registration desk to join other AECRE attendees for dinner tonight in small groups, after the Opening Reception. Reservations are being held at great Scottsdale area restaurants. Individuals are responsible for their portion of the check.

FRIDAY, APRIL 24, 2009

7:30 CONTINENTAL BREAKFAST

8:00 **ROUNDTABLE DISCUSSIONS** -Attend one of the five topics today and another on Saturday at 10:00 a.m.

1. **AIA 2007 Documents: How Are They Working in the Real World?** - Michael Holden, Holden Brodman PLC, Phoenix, AZ
2. **Ethics and the Recession—Collision Course? Maintaining Your Principles When the Going Gets Tough** – Michael S. Rubin, Chair of firm Ethics Committee, Mariscal, Weeks, McIntyre & Friedlander, P.A., Phoenix, AZ
3. **When the Gavel Falls: The Impact of Foreclosures, Workouts and Bankruptcies on Landlords and Tenants** – Lawrence E. Wilk – Jaburg & Wilk PC, Phoenix, AZ

Lifeboats for Landlords and Tenants in a Financial Storm

- 4. **Building Protection into the Deal** – Charles M. King, Director, Fennemore Craig, PC, Phoenix, AZ, and Ron Pollina, President, Pollina Corporate Real Estate, Park Ridge, IL
- 5. **After the Tenant has Defaulted** - Bruce May, Partner, Jennings, Strouss & Salmon, P.L.C., Phoenix, AZ

9:15 **BREAK** 

9:30 **AECRE Annual Meeting and Focus Session**

10:00 **WORKSHOPS** (1 hour 15 minutes) – See topics from Thursday 4:00 p.m. list – these will be repeated today.

11:30 **BOX LUNCH**

CORPORATE/IN-HOUSE DISCUSSION FORUM

Join us for a box lunch open discussion forum with a focus on corporate issues in these troubling times. List your hot button topic suggestion on our registration form.

12:30 **AFTERNOON FREE**

7:00 **JOIN US FOR AECRE'S 18TH ANNUAL CONFERENCE RECEPTION AND DINNER PARTY**



Guests are welcome to attend our reception and dinner. Please see the registration form to sign them up.

SATURDAY, APRIL 25, 2009

7:30 **CONTINENTAL BREAKFAST**

8:00 **PARTING REMARKS OF CHAIRMAN**

8:15 **PANEL DISCUSSION – THE EFFECT OF THE ECONOMY ON CORPORATE REAL ESTATE — RISK AND OPPORTUNITY: UP TO THE MINUTE DEVELOPMENTS AND FORECASTS TO HELP POSITION YOUR BUSINESS FOR THE FUTURE**

Moderator: **Alan Kravets**, President, Sheldon Good & Company, Chicago, IL

We will be evaluating the latest effects of the current economic turmoil in the marketplace, the impact of TARP and stimulus programs, and the direction that corporate and other real estate sectors will need to take to stay ahead of the curve. Speakers are being selected from the top disciplines to bring you the latest information possible.

- 9:45 **BREAK**
- 10:00 **ROUNDTABLE DISCUSSIONS** - 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** – Join up with other attendees and guests for a round of golf at Eagle Mountain Golf Club (see page 7 for more information)



THANKS TO OUR DIAMOND SPONSOR

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HOTEL AND GENERAL INFORMATION:

AECRE has designated the Hotel Valley Ho (6850 E. Main Street, Scottsdale, AZ 85251 - www.hotelvalleyho.com) as our conference headquarters for this meeting. Signature Guestrooms are available at \$219.00 single or double plus taxes and fees. The hotel will honor the rate 3 days before and 3 days after the group dates based on availability. Note - these rates are only guaranteed until March 21st or until our block is full. Individuals are responsible for room, tax, fees and incidentals. Make your reservation by calling the hotel at 1-480-421-7600 or 866-882-4484 and identify yourself with "AECRE". A deposit or credit card will be necessary to make a reservation. There is a 48 hour cancellation policy on sleeping rooms (one night's room and tax penalty). Attendees will receive complimentary high-speed wired/ wireless internet access and complimentary access to the fitness facility.



If you need to cancel or alter your reservation after 3/21/09 please do so through Lisa at the AECRE office (815-464-6019). If the block is full we may be able to "recycle" your room to someone who can't get one and help fulfill our contractual obligations to the hotel.

GROUND TRANSPORTATION:

Triple A Sedan (602-454-7433) is on property but must be arranged ahead of time – Lincoln Town Car Sedan \$30 or SUV \$50. A cab from the airport costs approximately \$25. Super Shuttle charges \$16 (800-258-3826). Parking is available for guests of the hotel at \$12.00 per night. There is a \$5.00 parking/valet fee (cash) for local attendees.

FOR GUESTS OF OUR ATTENDEES:

Thursday, April 23 5:30 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 24, 7:00 p.m. - **Cocktails and Dinner Party** – Plan on attending AECRE's 18th 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 Eagle Mountain Golf Club for a Four Person Scramble. Located minutes from Scottsdale in the rugged McDowell Mountains of Fountain Hills, the Scott Miller-designed Eagle Mountain Golf Club dramatically weaves its way through shaded box canyons and around majestic mountain peaks unique to this scenic corner of the Sonoran desert. This stunning layout has earned numerous awards and accolades since the day it opened its doors. A few include: "Top 50 Public Course's In The Country" Golf World 2009 Readers Poll, "Best of Phoenix Public Golf Courses" in 2006 by the Phoenix New Times, "#1 Public Golf Course" Ranking Arizona Magazine, 2006 – 2007. Greens fee, cart and range balls: \$140.00. 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 17, 2009.

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 an eighteen 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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