

BY INVITATION ONLY



Advanced Commercial Leasing Institute

April 27–29, 2026 Park Hyatt Hotel | Washington, DC

CLE

Up to 12.25 CLE credit hours (based on a 60-minute credit hour), including 1.25 hours of ethics

Up to 14.7 CLE credit hours (based on a 50-minute credit hour), including 5 hours of ethics

Up to 12.25 CPD credit hours, including 11.0 Substantive hours and 1.25 Professionalism hours



Designed for U.S. & Canadian commercial leasing professionals with a minimum of 10 years of expertise in the field

Summary

ACREL is thrilled to present the 2026 Advanced Commercial Leasing Institute (ACLI) in Washington, DC. The Institute convenes the brightest minds in the commercial leasing industry for two days of active learning and discussions about the most up-to-date and pressing subjects faced by commercial leasing attorneys.

Registration for this event is by invitation only. If you have 10 years of legal experience in commercial leasing, and you are interested in attending, please email acrel@acrel.org or complete the interest form on our website (bit.ly/acli-interestform).

Registration

Please find all logistical details and registration information posted on the ACREL website.

Please note that registration for the ACLI is limited in capacity. Registration is on a first-come basis and will close once capacity is reached.

PROGRAM AGENDA

Monday, April 27, 2026

4:00 – 6:30PM

Registration

4:30 – 5:00PM

Rising Star Introductory Meeting

5:30 – 6:15PM

Welcome Reception

6:15 – 9:00PM

Institute Dinner

Tuesday, April 28, 2026

7:30 – 8:15AM

Breakfast

8:15AM – 4:00PM

Educational Sessions

8:15 – 9:45AM

Neither a Lender nor a Borrower Be: Leasing Issues in Bankruptcy

- ▶ Discuss US and Canadian bankruptcy laws and cross-border issues related to leases
- ▶ Learn what to negotiate in leases about bankruptcy
- ▶ Understand strategic management of the bankruptcy process

SESSION LEADER

Hope K. Plasha

TEAM MEMBERS:

Peter J. Anderson, Elizabeth Gunn*,
Martin H. Orlick, John Wolf*

10:00 – 11:30AM

Deus Lex Machina: Living with Artificial Intelligence

- ▶ Explore how AI will redefine the delivery of legal services in real estate
- ▶ Embrace the human role in an AI environment
- ▶ Learn to negotiate with an AI augmented adversary

SESSION LEADER

Marc B. Bergoffen

TEAM MEMBERS:

Kerri Alessi, Leanne Laughlin,
Cliff McKinney*



11:30AM – 1:00PM
Lunch Buffet

12:00 – 1:00PM
Lunch Session

SESSION LEADER:
Steven D. Cohen

SPEAKER:
Manoj Dalaya*

1:00 – 2:15PM
**The Privilege Playbook:
The Slippery Slope of Secrets**

- ▶ Identify which communications are privileged
- ▶ Understand distinction between legal and business advice
- ▶ Avoid actions that would result in waiver of privilege

SESSION LEADER
Richard Heller

TEAM MEMBERS:
Lydia Lawless*, Marta Lewycky

2:30 – 4:00PM
**The Nuts and Bolts!
Construction Timing Issues**

- ▶ Learn about inconspicuous factors impacting construction and timing
- ▶ Define excused delays with precision
- ▶ Design a penalty structure that both sides can live with

SESSION LEADER
Peter J. Roth

TEAM MEMBERS:
Sam Huebschmann*, Emily Kleidman*,
Jeffrey A. Moerdler, Karen O'Malley

7:00PM
Optional Dine Arouds

Wednesday, April 29, 2026

7:30 – 8:15AM
Breakfast

8:15AM – 3:45PM
Educational Sessions

8:15 – 9:45AM
**What Happens After
the Breakup?
Leftover Lease Restrictions**

- ▶ Unpack redevelopment complications of outdated "use controls"
- ▶ Explore mitigation of exclusives, restrictions, and co-tenancies
- ▶ Learn to draft flexible controls for revitalization

SESSION LEADER
Jeffrey L. Hess

TEAM MEMBERS:
Matthew Hektoen, Marlene G. Laveman,
Julie Robbins

10:00 – 11:15AM
**I think I CAM, I think I CAM:
The Ins and Outs of CAM
Provisions and Audits**

- ▶ Examine exclusions from operating expenses
- ▶ Understand the arithmetic of CAM including caps, shares and fees
- ▶ Learn from a lease auditor experienced with real world disputes

SESSION LEADER
Ann Lisa Braun

TEAM MEMBERS:
Joel Binstok*, Matthew Pluss

11:15AM – 12:45PM
Networking Lunch

12:45 – 2:00PM
**"Go Your Own Way":
End of Term Considerations**

- ▶ Understand risks to landlord and tenant at lease expiration
- ▶ Negotiate certainty into end-of-term rights and obligations
- ▶ Examine interplay between pre-term, term and surrender obligations

SESSION LEADER
Jamie Paquin

TEAM MEMBERS:
GinaMarie K. Spencer, Erik F. Williams

2:15 – 3:45PM
**Will that be Cash or Credit?
Keeping the Money Flowing**

- ▶ Understand strengths and weaknesses of various forms of credit enhancement
- ▶ Negotiate appropriate enhancement(s) for your deal
- ▶ Learn how to optimize benefits of your negotiated bargain

SESSION LEADER
Richard D. Eckhard

TEAM MEMBERS:
David G. London, Stacy L. Manley,
Jennifer Taylor*

3:45PM
Concluding remarks

**Expert Speaker*

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Thank You

ACREL would like to offer a special thank you to the Advisory Board leadership. Their contributions of time and energy have ensured outstanding topics, materials, and hypotheticals for the 2025 Advanced Commercial Leasing Institute.

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