

BY INVITATION ONLY

ACREL Presents:
**The Advanced
Commercial
Leasing Institute**

May 1–3, 2024 Omni Shoreham Hotel | Washington, DC

CLE

Up to 13.0 CLE credit hours (based on a 60-minute credit hour), including 1.5 hours of ethics

Up to 15.6 CLE credit hours (based on a 50-minute credit hour), including 1.8 hours of ethics

Up to 13.0 CPD credit hours, including 10.5 Substantive hours and 1.5 Professionalism hours



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

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Leasing Institute**

Summary

ACREL is thrilled to present the 2024 Advanced Commercial Leasing Institute 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 cdruhe@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 Advanced Commercial Leasing Institute is limited in capacity. Registration is on a first-come basis and will close once capacity is reached.

Wednesday, May 1, 2024

4:00 – 6:30PM
Registration

5:00 – 5:30PM
**Advisory Board
Cocktail Reception**

**Rising Star
Introductory Meeting**

5:30 – 6:30PM
Welcome Reception

6:30 – 9:00PM
Institute Dinner

Thursday, May 2, 2024

7:00 – 8:00AM
Breakfast

8:00 – 1:00PM
Educational Sessions

8:00 – 9:30AM
**Is AI Our Genie in a Bottle?
AI and How it Will Impact
Your Practice**

- ▶ Develop a practical understanding of AI
- ▶ Learn how AI is used by others
- ▶ Discover where AI is headed and how it may evolve

SESSION LEADER
John Visconsi

TEAM MEMBER
Melvin Greer*; Jeff Moerdler

9:45 – 11:15AM
**You're Grounded!
Navigating Unique Challenges
of Ground Leases**

- ▶ Understand fundamental differences between ground and space leases
- ▶ Align economic interests of landlord, tenant and their respective lenders
- ▶ Discuss key provisions from all perspectives

SESSION LEADER
GinaMarie Spencer

TEAM MEMBERS
Michael Broich; Karen O'Malley



11:30AM – 1:00PM

It's Not Easy Being Green Establishing S.M.A.R.T. Green Lease Terms

- ▶ Explore Specific, Measurable, Achievable, Relevant and Time-bound terms to promote Green objectives
- ▶ Pursue ways to counteract climate change in the existing and to-be-built environments
- ▶ Discuss strategies for dealing with noncompliance

SESSION LEADER
Natalie Vukovich

TEAM MEMBERS
Michael Brooks*; Todd Lehder;
Rick Heller

1:00 – 2:30PM

Lunch on your own

2:30 – 5:45PM

Educational Sessions

2:30 – 4:00PM

Some Share More Equally Cost Concerns in Mixed-Use Projects

- ▶ Consider the balance of CAM allocations in mixed use projects
- ▶ Evaluate the impact of uses on insurance and indemnities
- ▶ Discuss the management of and liability related to amenities

SESSION LEADER
Matt Hektoen

TEAM MEMBERS
Des Connall; Jennifer Kypreos

4:15 – 5:45PM

Who's Coming to Work Today? Office Leasing and Conversions in a Post-COVID World

- ▶ Understand what office tenants are looking for
- ▶ Maximize flexibility in uncertain times
- ▶ Explore the challenges of changing uses

SESSION LEADER
Steven Cohen

TEAM MEMBERS
Hope Plasha; Julie Robbins

Friday, May 3, 2024

7:00 – 8:00AM

Breakfast

8:00 – 1:15PM

Educational Sessions

8:00 – 9:30AM

Will the Real Client Please Stand Up! Dealing Ethically with Conflicting Directions

- ▶ Handling inconsistent instructions
- ▶ Identifying the actual client
- ▶ Acting when faced with instructions to do a bad deal

SESSION LEADER
Jeff Hess

TEAM MEMBERS
Peter Anderson; Mark Senn;
Erika Stillabower*

9:45 – 11:15AM

Surf's Up Aboard a Title Wave Understanding Workouts

- ▶ Determine whether a landlord is (or is about to be) in financial distress.
- ▶ Understand landlord workouts and their impact on a tenant
- ▶ Compare the effect of landlord and tenant bankruptcies

SESSION LEADER
Rick Eckhard

TEAM MEMBERS
Kelly Curtin*; Marlene Laveman;
Marty Orlick; Rachel Parisi*

11:15 AM – 12:15PM

Lunch buffet

12:30 – 3:15PM

Educational Sessions

12:30 – 1:30PM

YOU COME FIRST! Incorporating Wellness into a Lawyer's Schedule

- ▶ Talking about how wellness can make you a better lawyer
- ▶ Discover key elements of wellness
- ▶ Create and maintain an action plan in a 24/7 world

SESSION LEADERS
Marta Lewycky
Bruce Smiley

TEAM MEMBER
Sheri Zachary*

1:45 – 3:15PM

Casualties of Drafting Insurance-Related Lease Provisions Damage, Recovery and Indemnities

- ▶ Understand how insurance provisions are supposed to work
- ▶ Examine policy provisions
- ▶ Learn what happens after an occurrence takes place

SESSION LEADER
David London

TEAM MEMBERS
Marc Bergoffen; Stacey Manley

3:15PM

Concluding remarks

**Expert Speaker*

Advisory Board

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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 2024 Advanced Commercial Leasing Institute.

Expert Speakers

Michael Brooks, Chief Executive Officer, RealPAC, Toronto, Canada

Kelly Curtin, Principal, Porzio, Bromberg & Newman, Morristown, NJ

Melvin Greer, Chief Data Scientist, Intel Corporation, Washington, DC

Rachel A. Parisi, Porzio, Bromberg & Newman, Morristown, NJ

Erika L. Stillabower, Senior Legal Ethics Counsel, District of Columbia Bar, Washington, DC

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