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- Cairncross & Hempelmann PS
- Colliers International
- Foster Pepper PLLC
- Jameson Babbitt Stites & Lombard PLLC
- KG Investment Properties
- Kidder Mathews
- Kilroy Realty Corporation
- Pacifica Law Group LLP
- Parker Smith & Feek Inc
- Perkins Coie LLP
- Republic Parking
- Starbucks Coffee Company
- T-Mobile
- Talon Private Capital
- The Law Office of Evan L. Loeffler PLLC
- Tousley Brain Stephens PLLC
- UW Real Estate Office

The 29th Annual Advanced Conference on

Commercial Real Estate Leases

Expert information on negotiating, documenting, and enforcing leases in today's market

December 11 & 12, 2017

Seattle, Washington

Washington State Convention Center



Credits: 12.75 WA CLE credits (incl. 1 ethics) | 15.50 WA RE (call about others)
Quick when/where: 8:30 a.m., 800 Convention Place

Commercial Real Estate Leases Conference
 December 11 & 12, 2017 | Seattle, Washington
 Washington State Convention Center

Yes! Please register me:

Name: _____

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What type of credits do you need? _____

For which state(s)? _____

Register my colleague:

Name: _____

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If you cannot attend in person, check boxes to order:

- Live Homestudy Webcast Homestudy Replay Course Materials



- 8:00 Registration Opens
- 8:30 Introduction & Overview
 - John A. Fandel, Esq., *Program Co-Chair***
Foster Pepper PLLC ~ Seattle, WA
 - Richard A. Moore, Esq., *Program Co-Chair***
Pacifica Law Group LLP ~ Seattle, WA
- 8:45 **2017 Market Update: Broker Perspectives**
Current challenges and opportunities
 - John A. Fandel, Esq., *Program Co-Chair, Moderator***
 - Landlord view
 - Laura Ford, *Executive Vice President***
Colliers International ~ Seattle, WA
 - Retail properties
 - Susan Zimmerman, *Senior Vice President, Retail***
Kidder Mathews ~ Seattle, WA
 - Industrial properties
 - Patricia J. Loveall, *SIOR, Senior Vice President and Partner***
Kidder Mathews ~ Tukwila, WA
- 10:15 Break
- 10:30 **The Current Most Contested Issues in Negotiating Lease Provisions**
Key lease provisions that are frequently negotiated: Current sticking points; how to find compromises to settle them; tying provisions into a harmonious whole
 - John A. Fandel, Esq., *Program Co-Chair***
 - Richard A. Moore, Esq., *Program Co-Chair***
- 12:00 Lunch (on your own)

Live webcast and replays available!

- 1:15 **Tenant Improvements and Alterations: Landlord and Tenant Requirements and Obligations Relating to Improvement of the Premises**
Owner perspective: Obligations of landlord and tenant with respect to submittal and approval of plans, permits, bids and contractor selection; division of labor between landlord and tenant architects, contractors, construction managers and lawyers
 - John B. Gillespie**
Kilroy Realty Corporation ~ Bellevue, WA
- Construction lawyer perspective: What owners and leasing lawyers should understand about construction contracts to ensure that the lease properly reflects the rights, responsibilities, and loyalties of the contractor under the construction contract
 - Brendan Peters, Esq.**
Perkins Coie LLP ~ Seattle, WA
- Leasing lawyer perspective: Key terms, sticking points and drafting tips for lease provisions and work letters documenting landlord and tenant rights, obligations, and financial responsibilities in connection with improvement of the premises
 - Jennifer D. Cobb, Esq.**
Jameson Babbitt Stites & Lombard PLLC ~ Seattle, WA
- 3:00 Break
- 3:15 **Parking: Compensation Structures, Management, Accounting, and Tax Issues**
Land use regulations and zoning rules with an impact on parking; addressing rights and obligations for users of mixed-use garages; drafting clear easements, covenants, codes and conditions; revenue models and collection; special issues for valet parking
 - Donald E. Marcy, Esq.**
Cairncross & Hempelmann PS ~ Seattle, WA
- Insights into operational issues: Revenue models and collection, special issues for valet parking
 - Laura Larson, *Senior Vice President***
Republic Parking ~ Bellevue, WA
- 4:15 **Cell Tower Leasing**
Update on new FCC regulations for cell tower siting and how that changes the legal dynamics for local control; current deal making trends
 - Melanie K. Kiely, *Senior Corporate Counsel***
T-Mobile ~ Bellevue, WA
- 5:00 **Continue the Exchange of Ideas: Reception for Faculty and Attendees**
Sponsored by Foster Pepper PLLC and Pacifica Law Group LLP



About the Conference

LAW SEMINARS INTERNATIONAL

What previous attendees have said:

“Substantively program was very good.”

“This program is very informative, and I am learning a lot from seasoned experts.”

“Great informative seminar!”

“I believe that all of Seattle’s real estate brain trust is in this room.”

The Annual Seattle Leasing Conference, now in its 29th year, carries on its tradition of offering valuable practical information and insights for real estate business representatives, attorneys, brokers, lenders, and other professionals involved with negotiating, documenting and enforcing commercial leases.

Again this year, we have selected the topics that are especially relevant for today’s real estate environment, but not always fully understood by the parties. You’ll hear unique perspectives from a variety of industry experts for resolving issues that can be sticking points in lease transactions. It will be practical advice you can put to work right away.

Do not miss this annual gathering of the Region’s leading commercial real estate leasing professionals. You’ll come away from the conference with insights to keep you on the forefront of leasing law in the context of current market and business trends.

~ Program Co-Chairs: John A. Fandel, Esq. of Foster Pepper PLLC and Richard A. Moore, Esq. of Pacifica Law Group LLP



- 8:30 Annual Market Update: Owner Perspectives**
Demand for the major types of commercial space today and available supply
Richard A. Moore, Esq., Program Co-Chair, Moderator
Stephen Penn, President of Management Services
KG Investment Properties ~ Bellevue, WA
William Leedom, Director of Investments
Talon Private Capital ~ Seattle, WA
Jeanette L. Henderson, Executive Director of Real Estate
UW Real Estate Office ~ Seattle, WA
- 10:00 Waterfront Development**
Plans for the post-viaduct landscape and implications for the leasing market
Gerry Johnson, Esq.
Pacifica Law Group LLP ~ Seattle, WA
- 10:30 Break**
- 10:45 Retail Leases: Landlord & Tenant Perspectives**
Landlord's perspective on exclusives: Commencement and termination terms, operating covenants, limits on uses, common area maintenance, assignments and subleases, parking, and other issues
Anne DeVoe Lawler, Esq.
Jameson Babbitt Stites & Lombard PLLC ~ Seattle, WA
Tenant's perspective
Brian J. Danzig, Esq., Director, Corporate Counsel
Starbucks Coffee Company ~ Seattle, WA
- 12:00 Lunch (on your own)**

- 1:15 Risk Management: Tips for Making Effective Use of Insurance**
Current best thinking on contractual provisions to govern liability and application of insurance proceeds following a casualty
John F. Schmidt, Real Estate Practice Group Leader
-and-
Patrick McHugh, Hospitality Practice Group Leader
Parker Smith & Feek Inc ~ Bellevue, WA
- 2:15 Break**
- 2:30 Commercial Leasing Defaults and Remedies**
Lessons from recent litigation
Christopher I. Brain, Esq.
Tousley Brain Stephens PLLC ~ Seattle, WA
Bradley P. Thoreson, Esq.
Foster Pepper PLLC ~ Seattle, WA
- 3:30 Ethical Issues for Lawyers Involved with Commercial Real Estate Leasing Transactions**
Evan L. Loeffler, Esq.
The Law Office of Evan L. Loeffler PLLC ~ Seattle, WA
- 4:30 Evaluations and Adjourn**



Related Seminars & Webcast Replays:

Growth Management Act	November 16-17, 2017	Seattle, WA
Water Law in Washington	July 25-26, 2017	Seattle, WA
Clean Water and Stormwater	June 22-23, 2017	Seattle, WA
Commercial PaS Transactions	April 13-14, 2017	Seattle, WA
Public Records & Open Meetings	March 31, 2017	Seattle, WA
Landslides in Washington	March 2-3, 2017	Seattle, WA

See more at www.lawseminars.com



Registration & Other Conference Information

To Register:

Call us at: 206-567-4490
Fax the registration form to us at: 206-567-5058
Email us at: registrar@lawseminars.com
Online: www.lawseminars.com
Mail the registration form on the front page.
Walk-ins are welcome, subject to space availability.
Registration is complete when we receive payment or agree to later payment.

Tuition: Regular tuition for in person or webcast attendance for this program is \$895 with a group rate of \$670 each for two or more registrants from the same firm. For government employees, we offer a special rate of \$595. For students, people in their job for less than a year, and public interest NGO's, our rate is \$447.50. All rates include admission to all seminar sessions, food and beverages at breaks, and all course materials. Materials will be available for download and review a few days before the seminar. Make checks payable to Law Seminars International. Financial aid is available to those who qualify. Contact our office for more information.

Substitution & Cancellation: You may substitute another person at any time. We will refund tuition, less a \$50 cancellation fee, if we receive your cancellation by 5:00 p.m. on Tuesday, December 5, 2017. After that time, we will credit your tuition toward attendance at another program or the purchase of a webcast or audio replay.

Seminar Location: The conference will be held at the Washington State Convention Center at 800 Convention Place in Seattle, WA 98101.

Continuing Education Credits: Live credits: This program qualifies for 12.75 Washington MCLE credits and 15.50 Real Estate clock hours. Upon request, we will apply for, or help you apply for, CLE credits in other states and other types of credits.

Time Shift Your Content: Webcast and audio replays, with course materials, are available for \$895. The course materials alone are available for \$100. Replays will be available within three business days after the seminar or from the date we receive payment.

Faculty: Commercial Real Estate Leases Conference

John A. Fandel, Program Co-Chair, is Chair of Foster Pepper PLLC's Real Estate Practice Group. His commercial leasing experience includes data center tenants, shopping center owners, national retailers, and office property landlords and tenants, as well as owners and developers of mixed-use real estate projects.

Richard A. Moore, Program Co-Chair, is a partner at Pacifica Law Group LLP. He represents landlords and tenants in complex retail, office, industrial, telecommunications, life sciences and other specialty leases. He is recognized as a Super Lawyer, Best Lawyer and *Chambers*' "Leader in Their Field".

Christopher I. Brain is co-founder of Tousley Brain Stephens PLLC. He focuses his practice on complex real property, commercial and class action litigation. He is recognized as a top 100 Super Lawyer, and as one of the 100 Best Lawyers in Washington by Seattle Magazine.

Jennifer D. Cobb is a member of Jameson Babbitt Stites & Lombard PLLC. She represents developers, owners, users, purchasers and lenders in all aspects of real estate transactions, including development, leasing, sales and acquisitions, entity formation and financing.

Brian J. Danzig, Director and Corporate Counsel at Starbucks Coffee Company, advises Starbucks and Teavana Corporation in real estate and related business transactions.

Laura Ford is Executive Vice President, Seattle, for Colliers International. She is in charge of The Benaroya Company's Class A downtown Seattle portfolio.

John B. Gillespie is a Director at Kilroy Realty Corporation. Previously he was at CB Richard Ellis, where he was responsible for project management oversight for both client owned - CBRE managed properties and tenant direct projects.

Jeanette L. Henderson is Executive Director of Real Estate at the University of Washington. The UWRE team handles real estate services provided to all three UW campuses, medical centers, research field stations, biological preserves,

off-campus and various international locations.

Gerry Johnson is a partner at Pacifica Law Group. He focuses on major community building projects including the Seattle Art Museum, recovery of the downtown Seattle retail core anchored by the Nordstrom flagship store and Pacific Place, Safeco and CenturyLink Fields, the Museum of Flight, the Pike Place Market, and the Washington State Convention Center.

Melanie K. Kiely, Senior Corporate Counsel at T-Mobile, is lead attorney providing national legal counsel for 250+ DAS/in-building wireless transactions throughout the United States. This amounts to over \$500 million dollars of capital spend.

Laura Larson is Senior Vice President, Republic Parking, is responsible for the operation and management of the Company's entire Seattle, Bellevue, and Everett operations.

Anne DeVoe Lawler, managing member of Jameson Babbitt Stites & Lombard PLLC, represents owners, landlords, developers, lenders and business owners in a wide variety of transactions involving real property. She is a Super Lawyer, Best Lawyer, Bar Register of *Preeminent Women Lawyers*, and in *Chambers USA* Leading Lawyers.

William Leedom is Director of Investments, Talon Private Capital. In his career, he has bought and sold over \$2 billion in real estate assets and managed assets totaling over \$5 billion dollars across the United States with US based and international institutional partners.

Evan L. Loeffler, The Law Office of Evan L. Loeffler PLLC, focuses on landlord-tenant relations, real estate and commercial litigation, formation of corporate identities, business transactions and property transfers. He is a Washington Super Lawyer.

Patricia J. Loveall is Senior Vice President and Partner at Kidder Mathews. A "Top 10% Producer", she holds the prestigious SIOR designation. She has provided corporate services representation for Weyerhaeuser, PACCAR, Univar

USA, and Unisource. She also has been responsible for sales and leasing in excess of 20 million square feet of office and industrial space.

Donald E. Marcy, Cairncross & Hempelmann PS, is one of the leading lawyers in land use and real estate development matters in Seattle. For over thirty years, he has guided many of the region's significant mixed-use, office, business park, retail, and multi-family projects to successful conclusion through creative application of the law.

Patrick McHugh is the Hospitality Practice Group Leader at Parker Smith & Feek Inc.

Stephen Penn is President of Management Services at KG Investment Properties. He has 25 years of diverse commercial real estate experience and oversees all aspects of the management services business across Washington, Oregon and California.

Brendan Peters is a partner in Perkins Coie LLP's Litigation practice. He focuses on construction litigation, construction transactions, real estate litigation and commercial litigation. He is a Super Lawyer, Best Lawyer, and an adjunct professor at Seattle University School of Law.

John F. Schmidt is Principal, Vice President, Account Executive and Real Estate Practice Group Leader at Parker Smith & Feek Inc. He works with the Account Service Teams to develop responsive insurance programs that address the special needs of real estate, technology, non-profit, healthcare, financial institutions, and manufacturing corporations.

Bradley P. Thoreson is a Member of Foster Pepper PLLC. He focuses on litigation and negotiation related to financial institutions and real property, focusing on commercial transactions, workouts and dispute resolution. His clients include major real estate developers and owners.

Susan Zimmerman is Senior Vice President, Retail, at Kidder Mathews and is considered one of the top retail specialists in Seattle and is widely known for her expertise in regional retail activity and the downtown Seattle and Bellevue urban retail markets.

December 11 & 12, 2017

Seattle, Washington

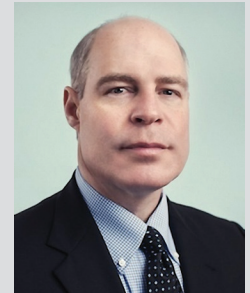
Washington State Convention Center

800 Convention Place
(206) 694-5000

Who Should Attend:

Attorneys, landlords, tenants, brokers, lenders, property managers, and other real estate professionals who are involved in landlord/tenant relationships, and others charged with negotiating, documenting and solving challenging lease transactions

Our Co-Chairs:



John A. Fandel, Esq.
Foster Pepper PLLC



Richard A. Moore, Esq.
Pacifica Law Group LLP

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