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8th ANNUAL CONFERENCE

Negotiating Leases

A How-To in This What-Now Economy

February 11-12, 2008 • Omni Hotel Downtown • Austin



Likely Texas' best known street, the seven blocks of 6th Street are certainly Austin's entertainment center. With a little help from its many like-minded sister streets, 6th Street is the heart of Austin's live entertainment scene and the capital of third coast music.

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This Conference was designed with YOU in mind!

This comprehensive program, which covers "all the bases" of commercial lease negotiations, will return again to Austin by popular demand. You will have the privilege of hearing from some of the leading speakers in the leasing field from across Texas, and with a new focus on trends affecting the real estate market, this year's Conference is destined to be better than ever.

Attorneys: Benefit from in-depth analysis of legal issues, recent cases and negotiation techniques, hear from seasoned professionals who represent the State's most cutting-edge companies and have completed the State's most complex deals, and network with the people you need to know.

Real Estate Professionals: Gain insight into the current state of the industry and the latest economic outlook, understand how the lease negotiation process affects commercial interests, and learn from the experiences of your fellow attendees.

Everyone: Benefit from the opportunity to interact with fellow attendees and faculty members who may be dealing with similar leasing issues, sharpen your understanding of lease negotiation considerations, and gain practical insights into how to manage the important issues you face. We've designed the Conference to provide you with the tools you need for success!

Featuring Speakers From:

The Staubach Company
Commercial Texas
CB Richard Ellis
Carter & Burgess

... and some of the top real estate law firms in Texas!

Schedule and Instructor Bios Inside 

Register Now! www.cle.com/austinleases • 800-873-7130

Monday, February 11

Tuesday, February 12

8:30 Registration and Continental Breakfast
9:00 Welcome and Introduction Overview of Day One J. Kenneth Kopf, Esq., Program Co-Chair Winstead Sechrest & Minick, Dallas
9:15 Featured Presentation Trends in Construction Project Management Eric Carville, Vice President, Design and Construction Consulting Services The Staubach Company, Austin Brad Blankenship, CPC, Senior Vice President, Design and Construction Consulting Services, and Lee Hansen, Senior Vice President, Design and Construction Consulting Services The Staubach Company, Dallas
10:30 Morning Break
10:45 Navigating a Lease Negotiation The Landlord's and Tenant's Perspectives Michael A. Kennedy, Esq., President Commercial Texas, Austin
11:30 Negotiating Flexibility into the Lease Anticipating Changing Needs David Putman, Vice President, Brokerage Services CB Richard Ellis, Austin
12:15 Lunch Break
1:30 Unique Leasing Requirements Stadiums, Arenas and Other Specialty Facilities J. Kenneth Kopf, Esq., Program Co-Chair
2:15 Tenant Improvements The Process: Design, Performance and Payment Thomas W. Rogers, Esq. Greenberg Traurig, Houston
3:00 Afternoon Break
3:15 Condominium and Mixed-Use Leasing Special Considerations Jeanne Marie Caruselle, Esq., and Lorin Williams Combs, Esq. Winstead Sechrest & Minick, Dallas
4:15 Avoiding the Pitfalls Key Leasing Issues J. Cary Barton, Esq. Barton Schneider Russell & East, San Antonio
5:00 Adjourn

8:30 Continental Breakfast
9:00 Welcome Back Overview of Day Two Kent Newsome, Esq., Program Co-chair Greenberg Traurig, Houston
9:15 Environmental Risk Management and Compliance Hazardous Materials Amanda K. Breitling, REM, Senior Environmental Scientist Carter & Burgess, Fort Worth
10:00 Morning Break
10:15 Insurance Issues A Few Myths, Misconceptions and Half-Truths Aaron Johnston Jr., Esq. Munsch Hardt Kopf & Harr, Dallas
11:00 Bankruptcy Issues Dealing with the Code—What Works and What Doesn't J. Mark Chevallier, Esq. McGuire Craddock & Strother, Dallas
11:45 Q&A Panel Members of the Faculty
12:00 Lunch Break
1:15 Unique Issues in Texas Leases What You Need to Know Allan S. Katz, Esq. Winstead Sechrest & Minick, Dallas
2:00 The New Status of the "As Is" Provision in Commercial Leases The Texas Supreme Court Has Just Changed the Rules Michael H. Saks, Esq. Hance, Scarborough, Wright, Ginsberg & Brusilow, Dallas
2:45 Afternoon Break
3:00 Landlord's Remedies for Tenant's Defaults Enforcing the Lease, Evictions and Damages Thomas M. Whelan, Esq. McGuire Craddock & Strother, Dallas
3:45 Ethics Ten Steps to Ethical and Effective Negotiations Kent Newsome, Esq., Program Co-Chair
4:45 Q&A Panel Members of the Faculty
5:00 Evaluations and Adjourn

<p>Save These Dates!</p>	<p>Wind Energy January 28-29, Austin</p>	<p>Texas Wetlands February 11-12, Austin</p>	<p>Construction Claims February 29, Los Angeles</p>
	<p>Eminent Domain SuperConference January 31-February 1, Austin</p>	<p>Historic Preservation February 28-29, Denver</p>	<p>Doing Business in Mexico March 27-28, Phoenix</p>

Negotiating Leases

meet your **instructors**

Program Co-Chairs

J. Kenneth Kopf is a member of his firm's Real Estate Development & Investments Practice Group and Sports Business & Public Venues Industry Group. He is involved in the leadership of the firm's real estate section's continuing legal education and legal training activities. His lengthy experience in the real estate industry enables him to assist his clients in achieving their business and legal objectives effectively.

Kent Newsome serves as Chair of his firm's Houston real estate practice. He has 22 years of experience, and regularly represents owners and developers of commercial, retail and industrial properties in the acquisition, financing, development, leasing, management and sale of income producing properties, including office buildings, shopping centers and manufacturing facilities.

Featured Presenters

Brad Blankenship is a former commercial general contractor and has constructed and managed significant and varied office, healthcare, industrial and interior finish projects over his 27 year career.

Eric Carville works closely with major space users to develop project strategies that ensure objectives for scheduling, budgeting and quality are met. He directs all aspects of the process implementing his experience in areas such as consultant and vendor selection, analysis of alternatives, and specifications compliance.

Lee Hansen has experience in all phases of commercial real estate development, design management, construction, and facility maintenance. His cumulative experience exceeds 9.1 million square feet shell construction and over 7.1 million square feet of interior finishes.

Faculty

J. Cary Barton practices in the areas of real estate finance, development, acquisition and disposition. He is Board Certified as a specialist in Commercial Real Estate Law, and is a member of the Real Estate Forms Committee of the State Bar.

Amanda K. Breitling joined her company in 2001. She serves as senior environmental scientist, managing and performing environmental site assessments, as well as due diligence and regulatory compliance reporting.

Jeanne Marie Caruselle practices real estate law focusing on condominium transactions involving development and conversions, finance matters for institutional lenders in connection with debt and equity financing, and foreclosures and workouts of troubled assets for lenders.

J. Mark Chevallier represents clients in all capacities in bankruptcy proceedings throughout the country. He represents debtors, official committees, trustees and other parties-in-interest in major corporate bankruptcies.

Lorin Williams Combs joined the firm's Real Estate Section in 2001, and works primarily within the Real Estate Lending and Condominium Practice Groups. She represents primarily lenders and developers.

Aaron Johnston Jr. has specialized throughout his career in the representation of real estate developers and investors in connection with developing or acquiring a wide range of projects.

Allan S. Katz is experienced in representing institutional and entrepreneurial real estate developers and owners in a wide variety of transactions, including development, redevelopment, leasing, acquisition, sale and financing.

Michael A. Kennedy has over 26 years of experience in office leasing. He has represented such clients as Austin Ventures, Bank One, Bank of America, Paine Webber, Wilson Sonsini, and Thompson & Knight.

David Putman specializes in the leasing, brokerage and operation of institutional, quality, multi-tenant office buildings. He has been recognized by the Austin Business Journal as one of Austin's top four "Heavy Hitters" for Office Leasing.

Thomas W. Rogers is with his firm's Real Estate Group. His practice covers all aspects of the real estate business, including purchases and sales, development and leasing, and lending and borrowing.

Michael H. Saks practices real estate, business and corporate law. He is an Associate Member of the International Council of Shopping Centers and a member of the Dallas and American Bar Associations, serving on the Commercial Leasing Committee of Real Estate, Probate and Trust Law.

Thomas M. Whelan practices real estate transactions and commercial litigation emphasizing landlord-tenant, lending, and other real estate related matters. He has litigated a broad range of commercial disputes before arbitrators and in federal and state courts.

Tell us what you're thinking!

Do you have specific questions or topics you hope to see covered in this program? Contact CLE INTERNATIONAL Program Attorney Caroline R. Kert, caroline@cle.com.

Would you like the opportunity to exhibit at or sponsor this conference and get your name out to its many prospective and actual attendees? Contact Barbara Hollingsworth, barbara@cle.com.

4 Easy Ways to Register

1 www.cle.com/austinleases

2 FAX (303) 321-6320

3 PHONE (800) 873-7130

4 MAIL
CLE INTERNATIONAL
1620 Gaylord Street
Denver, CO 80206

YES! Please register the following:

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Cancellation

Full tuition refunds (less a \$50 administrative charge) will be given only if notice of cancellation is received by 5:00 p.m. MST on the Monday prior to the Conference. Substitutions may be made at any time.

Tuition

- \$795 per person
- \$695 each for two or more
- \$695 each for government, 501(c)(3) organizations, full-time judges, law students and paralegals
- \$595 each for two or more government, 501(c)(3) organizations, full-time judges, law students and paralegals

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- Audio transcript and course materials
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Earn up to 12 Hours MCLE Credit
Including One Hour of Ethics

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Landlord and Tenant Perspectives from Across Texas

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Featured Presentation: Trends in Construction and Project Management



Lee Hansen, Senior Vice President
Design & Construction Consulting Services
The Staubach Company, Dallas



Brad Blankenship, CPC, Senior Vice President
Design & Construction Consulting Services
The Staubach Company, Dallas



Eric Carville, Vice President
Design & Construction Consulting Services
The Staubach Company, Austin

