2020 REAL ESTATE LAW AND BUSINESS FORUM

L.A.’s top experts join the best and brightest national speakers, including:

• Jeff Friedman (Co-Founder & Principal, Mesa West Capital)
• Robert Hart (President & CEO, TruAmerica Multifamily)
• Stanley Iezman (Chairman & CEO, ARA | American Realty Advisors)
• Stan Kasten (President & CEO, Los Angeles Dodgers) (Invited)
• Stephanie Klasky-Gamer (President & CEO, LA Family Housing)
• Margot Maffei Latham (Managing Director, Guggenheim Partners)
• Joseph P. Quinlan (Head of Market Strategy, Bank of America)
• Patricia Sinclair (Senior Advisor, Special Projects, Lincoln Property Company)
• Glenn A. Sonnenberg (President & CEO, LaSalle Debt Investors)
• plus dozens of other real estate stars!

Where Does the Real Estate Industry Go from Here?
Managing the Economic Fallout from a Pandemic and Finding Opportunities in the Ashes

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Managing the Economic Fallout from a Pandemic and Finding Opportunities in the Ashes

Experience the most valuable and highly-attended real estate law and business conference in Southern California in a new online landscape. Get the latest industry trends and explore real-world strategies for dealing with major challenges from nationally-known industry experts. Learn where the Real Estate Industry goes from here.

join the conversation

Reconnect or make new connections with other opinion and thought leaders looking to make a difference in Los Angeles at several interactive roundtable discussions on the latest issues.

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9:00 – 9:05 AM
Welcome and Opening Remarks

9:05 – 10:05 AM
Economic Forecasting and Real Estate Tax Policy

Rising unemployment, reduced consumer confidence, huge stimulus bills, moribund economy, epic wealth inequality, and an impending election. What is the state of the economy—both nationally and in California? And what can be done through government stimulus, reconsidered tax policy, and innovation to grow and thrive, improve standards of living, and remain competitive as a state in an increasingly competitive market—both here and abroad?

How does California stem the emigration to lower-tax states and increase its attractiveness to businesses and consumers? What do the various economic plans mean for our future? What’s on the ballot? Join experts in economic forecasting and tax policy in a free-wheeling discussion of the troubling data, policy changes worth consideration, and a tax regime that has not been overhauled meaningfully since 1986.

10:15 – 11:15 AM
Homes End Homelessness

There is no hotter topic in Los Angeles than how do we end homelessness. With nearly 60,000 homeless in Los Angeles County—and the number growing on a daily basis—all eyes are on the politicians charged with righting this wrong and the developers trying to build the affordable housing that is so desperately needed. Our panel of leaders from the developer world, charitable organizations and the press will take us through the current state of the affordable housing drive and attempt to answer the pressing questions of the day, such as: What money is available to build? What laws have been passed or proposed that will encourage developers and dissolve development impediments? Are homeless encampments in parks and other public spaces sustainable? If they do build it, will the homeless come? What impact will the coming eviction tsunami have on the crisis? And will giving a chronically homeless person a home make a difference in their lives?

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USC Gould School of Law
Senior Counsel, Seyfarth Shaw LLP

Joseph P. Quinlan
Managing Director
Head of Market Strategy
Bank of America Private Bank and Merrill

MODERATOR
Glenn A. Sonnenberg
President and CEO
LaSalle Debt Investors

Thomas Curwen
Staff Writer
Los Angeles Times

Stephanie Klasky-Gamer
President and CEO
LA Family Housing

Adam Murray
Executive Director
Inner City Law Center

MODERATOR
William D. Ellis
Akerman LLP
11:25 – 12:25 PM
CONCURRENT SESSION
Real Estate Bankruptcy, Receiverships and Work-Outs: Practical Strategies for the Post-COVID Era

COVID-19 is significantly impacting financial and real estate markets. Tenants are unable to pay their rent, owners cannot pay their mortgages, and chapter filings have increased. In light of the COVID-19 pandemic, the bankruptcy landscape is changing and evolving differently. Our panelists will discuss the impact of COVID-19 on bankruptcy proceedings, changes to bankruptcy law, and the evolving judicial response in bankruptcy courts to foreclosures, force majeure clauses and other contractual defenses, as well as special/single purpose entities, non-recourse loans and carve out guarantees, intercreditor agreements, and pre-workout or pre-negotiation letters. The panelists will also discuss the impact of COVID-19 on state court receiverships and alternative remedies to bankruptcy, including lender considerations in workouts, assignment for the benefit of creditors, and other state remedies.

11:25 – 12:25 PM
CONCURRENT SESSION
Retail Apocalypse or Retail Revitalization?

The pandemic has brought into stark relief a rapidly changing retail landscape, accelerating that in-process change with new challenges and opportunities. What is the pulse of the Southern California market, and what aspects of retail have been most permanently altered by the unanticipated events of 2020? Our panelists will delve into the differentiating features of retail that will survive and thrive, contrasted with those that are limping through or now ended, by examining the following questions. What will the explosion of online retail mean for brick and mortar stores? In what fashion will high street retail remain relevant? Can we expect even more conversions of malls and big box retail to alternative uses, from creative office to residential? Outdoor dining, relaxed parking, and waiver of signage regulations: enough or more needed to allow retail to survive? What does the changing retail landscaping do to land use planning, development, and adaptive reuse policies?

12:30 – 1:10 PM
KEYNOTE ADDRESS:
A Conversation with Stan Kasten

Since Stan Kasten became President (and part owner) of the Los Angeles Dodgers in 2012, the Dodgers have won seven straight National League West division titles. In this 30 minute discussion, Stan Kasten will share some of his theories on managing to success with Michael Meyer.
2:05 – 3:05 PM
CONCURRENT SESSION
The Changing Ways in Which We Work: Changes in Office Space

The way we work in the office is changing. Has Covid-19 cancelled the open floor plan? Is hoteling and office-scheduling the future? Are low and medium rise office buildings part of the solution? Representatives from some of the biggest owners, landlords, tenants, and asset managers in the U.S. will offer their views on the future of office space.

Kristina Heuberger
Head of US Asset Management
LaSalle Investment Management

Stanley L. Iezman
Chairman and CEO
ARA | American Realty Advisors

Patricia Sinclair
Senior Advisor, Special Projects
Lincoln Property Company

MODERATOR
Daniel K. Liffmann
Mayer Brown LLP

2:05 – 3:05 PM
CONCURRENT SESSION
Force Majeure and Contract Drafting and Enforcement in the New World of COVID-19

This panel will discuss some of the unique issues concerning the enforcement of real estate contracts (including leases, financing documents and purchase contracts) in the COVID-19 era. The panelists will review and analyze the evolving legislative and judicial response that directly impacts the enforceability of certain real estate contracts, particularly leases and deeds of trust. The pandemic has increased everyone’s focus on force majeure clauses and other contractual provisions relating to the impact of a public crisis and government action on contracts. The scope of the COVID-19 crisis and resultant government action has also spawned common law and novel defenses to enforcement of real estate contracts. Our panel of experts will help you navigate this new and evolving body of law, and explain how these new developments impact the enforcement of real estate contracts.

The panelists will also explore and propose new and revised contract provisions that will likely be incorporated into real estate documents going forward in response to the pandemic and evolving case law.

Robert J. Odson
Shumener, Odson & Oh LLP

Alicia N. Vaz
Cox, Castle & Nicholson LLP

Pamela L. Westhoff
Sheppard, Mullin, Richter & Hampton LLP

MODERATOR
William S. Small
Enenstein Pham & Glass

continued education credit

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ACCOUNTANTS: This program meets the guidelines set by the California State Board of Accountancy in the amount of 300 minutes. The maximum amount of CPE credit is 6 hours.
3:15 – 4:15 PM
CONCURRENT SESSION
Buddy, Can You Spare a Dime? How and Where to Borrow Money in a COVID-19 World?

When COVID-19 hit the U.S. at full speed in March, it shut down the debt markets. It’s been more than six months since that occurred, and the debt markets are open again for business. Or are they? The panelists will discuss COVID-19’s impact on mortgage capital. They will also discuss who is making loans, underwriting trends and what it now takes to get a loan closed. Finally, the panelists will offer their prognostications for the short and medium term future of the debt markets.

James M. Frost (Invited)
Co-Founder
Frost/Chaddock Developers, LLC

Robert E. Hart
President and CEO
TruAmerica Multifamily

Fernando Villa
Allen Matkins Leck Gamble Mallory & Natsis LLP

MODERATOR
Herman Enayati
Polsinelli

3:15 – 4:15 PM
CONCURRENT SESSION
Living with COVID-19: Perspectives on Operating and Developing Multi-Family Projects in the COVID Era

Please join our panel of prominent developers and apartment owners as they provide an overview of the current state of the law as it relates to the exercise of traditional landlord remedies, as well as their perspectives on managing multifamily projects and tenants during this challenging time. The panel will further discuss current issues relating to the design, development, financing and entitlement process of multifamily projects.

Jeff Friedman
Co-Founder and Principal
Mesa West Capital

Margot Maffei Latham
Managing Director, Portfolio Management
Guggenheim Partners, LLC

Brandon Smith
Vice President
CBRE

MODERATOR
Susan J. Booth
Holland & Knight LLP

4:15 PM
Adjournment

upcoming
USC Gould School of Law programs

TRUST AND ESTATE
Friday, November 13, 2020

CORPORATE COUNSEL
Wednesday, December 2, 2020

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**VIRTUAL LOCATION**
The 2020 Real Estate Law and Business Forum will be held online at: [https://cle.usc.edu/realestate2020](https://cle.usc.edu/realestate2020).

**CONTINUING EDUCATION CREDIT**
Watch the sessions and write down the credit code shown on screen or announced verbally. Then fill out an electronic evaluation form located in the event website and submit your credit hours along with the credit codes.

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2020 REAL ESTATE LAW AND BUSINESS FORUM
THURSDAY, OCTOBER 29, 2020
VIRTUAL FORUM at https://cle.usc.edu/realestate2020

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