Southern California 2027: Deals, Careers, Places, Spaces and Mobility a Decade from Now

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

- Sean Burton (CEO, CityView; President, L.A. Board of Airport Commissioners)
- Emile Haddad (Chairman and CEO, FivePoint Holdings)
- Jennifer Luong (GC, Greenland USA)
- Brian Nelson (GC, Los Angeles 2024 Olympic Bid Committee)
- Christopher Rising (Founder and President, Rising Realty Partners)
- Christopher Thornberg (Founding Partner, Beacon Economics)
- Francisco Turner (Interim President, CFO and Chief Strategy Officer, Banc of California)
- plus dozens of other real estate stars!

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market yourself

Reconnect or make new connections with other opinion and thought leaders looking to make a difference in Los Angeles at five networking events, including a lively champagne reception with Latin jazz, mojitos and margaritas. We expect the Forum to sell out again this year, so sign up now!

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SEAN O. BURTON
CHIEF EXECUTIVE OFFICER, CITYVIEW
PRESIDENT, L.A. BOARD OF AIRPORT COMMISSIONERS

Sean Burton is the Chief Executive Officer of CityView. CityView has invested in and developed $4 billion across more than 85 urban projects in the U.S. Mr. Burton also serves as the President of the Board of Airport Commissioners which oversees LAX and the Van Nuys airport. He previously served on the Los Angeles City Planning Commission where he chaired the subcommittee overseeing approval of the proposed Farmers Field National Football League stadium. He was appointed by the Governor of California in 2001 to the California Commission on Tax Policy and the New Economy.

Mr. Burton graduated cum laude from the New York University School of Law and the University of California, Irvine.

EMILE HADDAD
CHAIRMAN AND CHIEF EXECUTIVE OFFICER, FIVEPOINT HOLDINGS, LLC

Emile Haddad is Chairman and Chief Executive Officer of FivePoint Holdings, LLC, a real estate management company that is the largest developer of mixed-use communities in coastal California. FivePoint Holdings owns and manages the Great Park Neighborhoods in Irvine, Newhall Ranch in Los Angeles County and The San Francisco Shipyard and Candlestick Point in San Francisco, which together will include approximately 40,000 residential homes and 20 million square feet of commercial space, and will generate approximately 288,000 jobs during construction and $54 billion in activity for the California economy.

Mr. Haddad holds a civil engineering degree from the American University of Beirut.

BRIAN S. NELSON
GENERAL COUNSEL, SECRETARY AND CHIEF COMPLIANCE OFFICER
LOS ANGELES 2024 (THE L.A. OLYMPIC BID COMMITTEE)

Brian Nelson is the General Counsel, Secretary and Chief Compliance Officer of the Los Angeles 2024 Exploratory Committee. Los Angeles 2024 is the group coordinating Los Angeles’ candidacy to host the 2024 Olympic and Paralympic Games. He is responsible for the Committee’s legal, compliance, regulatory and government relations functions and serves on the Committee’s Board of Directors.

Mr. Nelson received his J.D. from Yale Law School and his bachelor’s degree from UCLA.

CHRISTOPHER RISING
FOUNDER AND PRESIDENT, RISING REALTY PARTNERS

Christopher Rising is the Founder and President of Rising Realty Partners. In that role, he manages the day-to-day business activities of Rising, while also serving on its investment committee. Previously, he served as Senior Vice President, Asset Transactions, at MPG Office Trust, Inc., where he worked directly with the CEO to improve finances through debt reduction and restructuring.

Mr. Rising received his J.D. from Loyola Law School and his bachelor’s degree from Duke University.

CHRISTOPHER THORNBERG
FOUNDING PARTNER, BEACON ECONOMICS, LLC

Christopher Thornberg is the Founding Partner of Beacon Economics, LLC, and is one of the nation’s leading economists. An expert in economic forecasting, regional economics, labor markets, economic policy, industry and real estate analysis, he was one of the earliest and most adamant predictors of the sub-prime mortgage market collapse and of the global economic recession that followed. In 2015, Dr. Thornberg was named to California State Treasurer John Chiang’s Council of Economic Advisors.

Dr. Thornberg holds a Ph.D. in Business Economics from The Anderson School at UCLA, and a B.S. degree in Business Administration from the State University of New York at Buffalo.
7:30 AM  
Registration and Continental Breakfast

8:00 AM  
Bonus Breakfast Session  
**Lawyer Beware! Avoiding Ethical Traps of Out-of-State Deals and Clients**

Getting called in as local counsel by an out-of-state client or other lawyer? Working on a deal or analyzing a matter in another state? Learn the best practices for multi-state practice of real estate law and earn 1 hour of legal ethics credit.

1 hour of MCLE legal ethics credit available

8:50 AM  
Welcome and Opening Remarks

9:00 AM  
**Southern California 2027: Economic Growth Prospects**

When it comes to economic development, discussions typically focus on a handful of cities with dense clusters of highly productive industries, a solid base of human capital attracted by high wages and an educated work force located amidst the best schools, universities and health facilities. Join Chris Thornberg as he shows how California’s housing supply has had a dramatic influence on the patterns of economic growth among different regions in the state, and why he believes it could be the most important driver of where economic growth will occur within the state in the foreseeable future.

9:30 AM – Passing Period

9:35 AM  
**The Best of Infill and “New Community” Housing and the Future of LAX**

Over the next 10 years, 80 million millennials will be in the work force while 40 million baby boomers will retire. The biggest contribution to population growth will come from immigration. Demand will favor 24/7 urban living. How will the new communities and infill housing of the future look? How will developers find early financing for the urban amenities that so many millennials and baby boomers seek? How will they rally and sustain political support for the higher densities of such places? What does the future hold for LAX and what will LAX look like once the $15 billion modernization and the people mover are in place? Find out at this important session.

**CONCURRENT SESSIONS**

9:35 AM  
**The Best of Infill and “New Community” Housing and the Future of LAX**

Sean O. Burton  
Chief Executive Officer, CityView  
President  
L.A. Board of Airport Commissioners

Emile Haddad  
Chairman  
Chief Executive Officer  
FivePoint Holdings, LLC

Christopher Thornberg  
Founding Partner  
Beacon Economics, LLC

George Lefcoe  
Ervin and Florine Yoder Chair in Real Estate Law  
USC Gould School of Law

George Lefcoe  
Ervin and Florine Yoder Chair in Real Estate Law  
USC Gould School of Law
California Climate Change and Transportation Policies: Competing Views of the Future of Land Use in California. More Gridlock and High Density Housing or Improved Transportation Options and Increased Housing Choices?

With emerging climate change and transportation statutes, regulations and initiatives designed to reduce vehicle miles travelled and greenhouse gases, land use will be reshaped in California. Through these programs California will likely see construction funding for new streets and highways effectively reduced, increased funding for transit (rail and buses) and programs to encourage densification of transit corridors. Will the future bring dystopia or utopia? Will it speed new development or slow it down? Will it bring increased litigation? Come to this session to find out.

CONCURRENT SESSIONS

10:35 AM

The Multifamily Crystal Ball: The Current Market and Forecasts of How Demographic Changes and Affordable Housing Demands Will Reshape the Multifamily Sector over the Next Ten Years

U.S. multifamily investment remains strong despite predictions and warnings about "froth" in the market and irrational exuberance escalating market values. Nevertheless, hot markets thrive, vacancy rates continue to drop, new and value-added construction continues apace and rent growth shows no sign of decline. The demographic changes expected over the next ten years, with millennials and echo boomers entering peak home-buying years and increasing demand for affordable housing in urban areas, are likely to reshape the multifamily sector in dramatic fashion. Leaders in the multifamily universe will share wisdom about trends for 2017 and beyond, including the biggest challenges, warning signs and demographic changes, and the impact of demand for affordable housing.

The Future of Commercial Office Space

The ability to retain and attract the best talent will always be paramount and has led to the development and redevelopment of numerous new real estate office projects in the new "hot" nodes from the Arts District in DTLA to Silicon Beach and El Segundo along the coast. Office product delivered in the next few years will evolve further with many new concepts for "Gen 3 Creative" office product currently in design and under construction. Learn how investment capital perceives this new product type compared to both traditional high rise office space and suburban product. Get predictions for future trends in capital markets and specific submarkets and hear about capital flows for suburban, CBD and "urban suburban" product.

11:30 AM – Passing Period
DEVELOPMENT TRACK SESSION 1B
Mixed Use Goes Vertical: A Stacking Plan
The trend of adding substantive retail components (not just amenities) to office and residential "mixed use" developments is expected to accelerate in the future, with some developments being anchored by restaurants and other "entertainment" venues. However, retail space (especially the food and specialty retail that distinguish and drive the curated experience) bring a very different set of challenges to those which residential or office developers have encountered in the past. This panel will focus both on the practical, physical design and implementation issues facing developers and restaurant operators and retailers, as well as the legal documentation needed to address and establish responsibilities and expectations for their respective successful ventures.

Sandra L. Mallory
Shumaker, Mallory, LLP
Christopher C. Martin
Chairman and Chief Executive Officer
AC Martin
Joseph Miller
Co-Founder
Platform Runyon Group
Peter J. Roth
Allen Matkins Leck Gamble Mallory & Natsis LLP
MODERATOR
Thomas J. Masenga
Sheppard, Mullin, Richter & Hampton LLP

CRYSTAL BALL TRACK SESSION 1C
You Want to Bring Your What to Work? Dealing with the Unique Demands and Needs of High Tech Office Users
Learn what you need to know! Understand the unique terms being demanded today in high tech leases, including electrical capacity, HVAC, security, parking and requests to bring dogs to work! Learn how the needs of start-up and mature high tech users differ. Finally, discover how high tech workers under the age of 30 influence their company’s demands when negotiating office leases.

Michael E. Meyer
DLA Piper LLP (US)
Anton N. Natsis
Allen Matkins Leck Gamble Mallory & Natsis LLP

12:30 PM
Hear about the twists and turns in the effort to bring the Olympics back to Los Angeles in this fascinating 30 minute presentation: the challenges and hurdles; the plans for venues and transportation; and the exciting changes the Olympics would bring to Los Angeles.

Brian S. Nelson
General Counsel, Secretary and Chief Compliance Officer
Los Angeles 2024
INTRODUCTIONS
Michael C. Kelley
Sidley Austin LLP

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CRYSTAL BALL TRACK SESSION 2C

How Foreign Investment Is Shaping (and Will Shape) Southern California Real Estate

In 2016, Los Angeles became the third largest market for U.S. in-bound real estate investments, following New York City and the Bay Area. Recent changes in the FIRPTA regulations have resulted in foreign investors increasing their exposure to U.S. real estate and changing how they invest. First, review the regulatory changes, and then dive deep into how foreign investors are thinking about Southern California real estate investment and what that means for investors and developers.

DEVELOPMENT TRACK SESSION 2B

Ballot Box Planning in California: Dark-Side Developer Tactic or Constitutionally-Protected Alternative to a CEQA Process Gone Awry?

In California, legislating by initiative is a century-old right. Yet the use of the initiative process for land use decision-making has attracted particularly intense scrutiny. Some believe any attempt around the typical process that allows opponents to extract benefits and have their day in court is a travesty. Development proponents argue that the use of the Constitutionally-protected process gives voters the ultimate decision-making power, and is a sane and publicly-accountable alternative to a broken CEQA process. No Growth initiatives are also proliferating. Learn about the current landscape, including the alphabet soup of Measures A, HH, Y, S, LV and more in this informative panel.

CRYSTAL BALL TRACK SESSION 2C

Breaking Up is Hard To Do:
Litigation Risks in Real Estate Partnerships and Equity Investments in Real Estate

Hear about disputes between “money” partners and “sponsor” partners with respect to equity investments in commercial and multifamily projects. The experienced panelists will explain litigation risks in very common investment structures such as those in which a money partner/investor invests into a project company or partnership with a “sponsor” partner (who found or is developing the deal) and retains specified control. These very common structures raise significant fiduciary duty and litigation issues when participants disagree. Get briefed on what you need to know!

FINANCE TRACK SESSION 2A

How Foreign Investment Is Shaping (and Will Shape) Southern California Real Estate

In 2016, Los Angeles became the third largest market for U.S. in-bound real estate investments, following New York City and the Bay Area. Recent changes in the FIRPTA regulations have resulted in foreign investors increasing their exposure to U.S. real estate and changing how they invest. First, review the regulatory changes, and then dive deep into how foreign investors are thinking about Southern California real estate investment and what that means for investors and developers.

Jennifer Luong
General Counsel
Greenland USA

J. Francisco A. Turner
Interim President
CFO and Chief Strategy Officer
Banc of California

Michael Zietsman
International Director
Capital Markets
JLL

MODERATOR AND PANELIST
Meryl K. Chae
Skadden, Arps, Slate, Meagher & Flom LLP

Amy R. Forbes
Gibson, Dunn & Crutcher LLP

Beverly Grossman Palmer
Strumwasser & Woocher, LLP

Steve Sugerman
President
Sugerman Communications Group
Former Deputy Mayor to L.A. Mayor Richard Riordan

2:45 PM – Networking Dessert Break

FINANCE TRACK SESSION 3A

Breaking the Bank: Getting the Financing Deal Done with a Non-Bank Lender

Get a 360-degree view of real estate financing with a non-bank lender. Topics will include: 1) regulatory developments and other trends driving the growth of non-bank lenders, 2) finding the right loan for the right project and what borrowers need to know about the differences between bank and non-bank deals, 3) how and why non-bank lenders tackle difficult projects disfavored by bank lenders, 4) typical loan terms, pricing and underwriting requirements and 5) tips on how borrowers and loan closing counsel anticipate issues and successfully navigate loan closings.

John Crump
Director
HFF

Misty M. Sanford
Munger, Tolles & Olson LLP

Glenn A. Sonnenberg
President
Latitude Management Real Estate Investors, Inc.

MODERATOR
Gregg J. Loubier
Alston & Bird LLP
DEVELOPMENT TRACK SESSION 3B
The Future of the Cannabis Industry in California
With the passage of the Medical Cannabis Regulation and Safety Act in 2015 and the Adult Use of Marijuana Act in 2016, hear legal and industry experts discuss the regulatory framework for legal cannabis production, manufacturing and distribution, and its impact on real estate in California. Learn how seasoned real estate professionals are investing and lending in the cannabis industry, how such businesses may evolve in the coming years and practical considerations for real estate owners and investors looking to reposition assets to benefit from what is predicted to be a multi-billion dollar industry.

CRYSTAL BALL TRACK SESSION 3C
Stop Worrying and Love the Machines!
Real estate companies are challenged by the growth of contract data outpacing their ability to organize, analyze, understand and manage their rights, obligations and risks. Evidence of disruption to industry legal practices is emerging with applications of artificial intelligence and machine learning that both threaten incumbents and offer competitive advantage to those who are prepared for the opportunity. Learn how these tools offer real estate business people and lawyers ways to improve risk management, compliance, documentation and due diligence in real estate transactions.

4:00 PM
The Evolution of Retail and Transaction Structuring in a Dynamic Retail Environment
Learn about the impact that disruptive technology and millennials have on retail, and the crucial role of a business savvy lawyer in keeping clients ahead of this curve. Every aspect of a retail transaction – equity, debt, capitalization structuring, leasing and more – needs to account for this evolving retail paradigm. Understand what you need to know!

Real Estate Potpourri: Recent Real Estate Developments That Will Impact Your Project and Practice
Get quick hits on a variety of recent developments that may cause you to think a second time about your deal structure and documentation. Topics will include guarantor liability, new lease disclosure requirements, rescuing retail tenants from the impact of a shopping mall bankruptcy, what you need to know about crowdfunding, the impact of potential Tax Code revisions on real estate, threading the development needle in light of recent legislation enactments and the passage of propositions, and lurking economic issues in investor/operator joint ventures and how to avoid conceptual misunderstandings.

3:55 PM – Passing Period

4:00 PM
CONCURRENT SESSIONS
Kevin M. Ehrhart
Kirkland & Ellis LLP
Matt Lamishaw
Kennerly, Lamishaw & Rossi LLP
John Lee
Executive Vice President, PIMCO
Sanddeep Patel
Senior Client Manager Commercial Real Estate Bank of America Merrill Lynch
Richard Rizika
Vice Chairman, Retail Services CBRE, Inc.
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Principal, Paragon Commercial Group
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Pirchner, Nichols & Meeks
Ann Lawrence
DLA Piper LLP (US)
Feather S. Moy-Welsh
Stroock & Stroock & Lavan LLP
James R. Parks
Managing Director, CBIZ MHM
Sara Priola
General Counsel, PeerStreet
MODERATOR AND PANELIST
Ira J. Waldman
Cox, Castle & Nicholson LLP

5:00 PM – Networking Champagne Reception: Latin Jazz, Mojitos and Margaritas
planning committee

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General Counsel, US
Westfield Corporation

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President, West Coast Capital Markets
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frequently asked questions

REGISTRATION
Your registration fee includes all Forum sessions, including the breakfast session, the luncheon, networking refreshment breaks, the champagne reception with Latin jazz, mojitos and margaritas, continuing education credit and a download of the Forum Syllabus, which will be distributed electronically before the Forum. Register early to get a ticket before the Forum sells out!

AUDIO RECORDINGS AND SYLLABUS
Attending but want to refer back to a session later? Purchase audio recordings at a discount with your registration ticket. See the registration page of this brochure or visit our website at http://law.usc.edu/cle/realestate.

Can’t attend? Purchase audio recordings and the Forum Syllabus. Visit our website at http://law.usc.edu/cle/realestate for more information or to purchase online.

CHECK-IN AND BADGE PICK-UP
Check-in opens at 7:30 AM with a continental breakfast. Badges will be held at Will Call, located in the foyer on the third floor of the Jonathan Club.

DRESS CODE
The dress code for the Forum is traditional business attire. Jackets and ties for gentlemen are required in several areas of the Club in which the Forum sessions will be held. Most areas of the Club prohibit denim, jeans, T-shirts and athletic shoes; the Club may refuse admittance to those not meeting this dress code.

EXHIBITORS
Visit our website at http://law.usc.edu/cle/realestate or contact Wendy Wiley Willett at (213) 821-3579 with questions. Exhibitor space is limited, so sign up early!

LOCATION, PARKING AND ACCOMMODATIONS
The 2017 Real Estate Law and Business Forum will be held at:

Jonathan Club
545 South Figueroa Street
Los Angeles, CA 90071
Information: (213) 624-0881

Valet parking will be available at the Club for $12 per vehicle. The Club parking attendants do not accept tips.

There are a limited number of rooms available at the Jonathan Club. To book a room, please contact Wendy Wiley Willett in the USC Gould Continuing Legal Education office at (213) 821-3579.

DIETARY RESTRICTIONS AND SPECIAL ACCESS NEEDS
Email cle@law.usc.edu or call (213) 821-3580 for assistance.

CANCELLATIONS
All registrations and purchases are final and non-refundable.

QUESTIONS?
Email cle@law.usc.edu or call (213) 821-3580.

MAILING LIST
Email clereg@law.usc.edu to join our mailing list and keep up-to-date on our programs.

continuing education credit

ATTORNEYS: USC Gould School of Law, a State Bar of California-approved provider, certifies that this activity qualifies for Minimum Continuing Legal Education credit in the amount of 7.75 hours, of which 1 hour applies to legal ethics credit. This event may meet the requirements for continuing legal education credits in other states. Please check with the State Bar Association or Supreme Court in the state in which you are seeking continuing legal education credits to see if this program is eligible.

e indicates number of hours of MCLE legal ethics credit available.

ACCOUNTANTS: This program meets the guidelines set by the California State Board of Accountancy in the amount of 5 hours.

REAL ESTATE PROFESSIONALS: This program is approved for continuing education credit by the California Bureau of Real Estate (CalBRE Sponsor No. 4187) under the designation of Consumer Service for 5 clock hours of credit. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the USC Gould School of Law or Forum instructors, authors or lecturers. It is the policy of the USC Gould School of Law Real Estate Law and Business Forum that in order to receive CalBRE credit, you must attend 90% of the approved clock hours and pass the exam administered at the Forum with a score of 70% or higher.

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registration form
USC GOULD SCHOOL OF LAW
2017 REAL ESTATE LAW AND BUSINESS FORUM
THURSDAY, MARCH 9, 2017
Jonathan Club, 545 South Figueroa Street, Los Angeles, CA 90071

Registrant Name: ____________________________________________________________

Occupation/Title: ___________________________________________________________

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Address: _________________________________________________________________

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SELECT REGISTRATION TYPE

BASIC REGISTRATION

☐ $389 Early-Bird Registration (sent on or before February 14, 2017)

☐ $449 Standard Registration (sent after February 14, 2017)

SPECIAL REGISTRATION CATEGORIES

☐ $349 Early-Bird Registration for co-sponsors and local bar association members
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☐ $399 Standard Registration for co-sponsors and local bar association members
(sent after February 14, 2017)

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☐ $150 Full-Time Law Student Registration

AUDIO RECORDING ADD-ON OPTION

☐ $175 Audio Recordings of Select Forum Sessions (delivered post-Forum)

(must be purchased with a registration; see http://law.usc.edu/cle/realestate for details)

CHOOSE PAYMENT METHOD

1. Check: Mail checks payable to USC Gould School of Law with completed registration form to:

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Real Estate Forum Registration
1149 South Hill Street, Suite 340, Los Angeles, CA 90015

☐ Enclosed Check # ___________ $ ___________

2. Credit Card: Register and pay online at http://law.usc.edu/cle/realestate

If you attended one of our recent Forums, an existing online account is linked to your email address. Passwords can be reset or sent to you.

contact information
USC Gould School of Law – Continuing Legal Education
1149 South Hill Street, Suite 340, Los Angeles, California 90015
Telephone: (213) 821-3580 Email: cle@law.usc.edu
Facsimile: (213) 821-3575 Website: http://law.usc.edu/cle

Office hours are 9:00 a.m. to 5:00 p.m. Pacific Time, Monday – Friday (excluding holidays)
THURSDAY, MARCH 9, 2017

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