USC Gould School of Law

2022 REAL ESTATE LAW AND BUSINESS FORUM

The New Normal: Living, Working and Investing in Real Estate in A Fluid World

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

- Governor Gray Davis (Ret.) (Loeb & Loeb LLP)
- Alexandra Glickman (Area Vice Chairman and Senior Managing Director, Arthur J. Gallagher & Co.)
- Brent Iloulian (Managing Principal, Real Estate Operations, Hackman Capital Partners)
- Stanley Iezman (Chairman and CEO, ARA | American Realty Advisors)
- Margot Latham (Managing Director, Guggenheim Partners Investment Management)
- Eric Nusbaum (Author, Stealing Home)
- Arturo Sneider (CEO, Primestor Development, Inc.)
- Glenn A. Sonnenberg (President & CEO, LaSalle Debt Investors)
- Pamela L. Westhoff (Sheppard, Mullin, Richter & Hampton LLP)
- plus dozens of other real estate stars!

In-Person and Virtual Tickets Available

REGISTER ONLINE NOW AT: CLE.USC.EDU/REALESTATE

#USCREForum
Southern California’s ongoing evolution in neighborhoods, lifestyles and businesses

Experience the most valuable and highly-attended real estate law and business conference in Southern California. Get the latest industry trends, explore real-world strategies for dealing with major challenges, and interact face-to-face with nationally-known industry experts. Choose your focus – attend specialized programming blocks on finance, housing, or strategies for a changing world. Learn to thrive during SoCal’s ongoing evolution!

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 jazz reception with live music and an open bar. We expect the Forum to sell out this year, so sign up now!

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GOVERNOR GRAY DAVIS (RET.) offers a combination of experience, insight and perspective following a long and distinguished career in California government. He is a trusted advisor to his clients, including companies, nonprofits, research institutes and universities as well as primary and secondary schools. He provides a strategic approach to solving complex issues given the extensive knowledge he has gained over his 30 plus years of public service.

ERIC NUSBAUM is the author of “Stealing Home: Los Angeles, the Dodgers, and the Lives Caught in Between” and the co-founder of “Sports Stories,” an ongoing sports history project. A former editor at VICE, his work has appeared in ESPN the Magazine, Sports Illustrated, Slate, and The Best American Sports Writing anthology.

ALEXANDRA GLICKMAN is Area Vice Chairman and Senior Managing Director at Arthur J. Gallagher & Co. Alexandra and her team manage more than $150 billion of assets and lead the charge on the latest industry insights, including Gallagher’s Current Development Series (ongoing virtual conversations about the major trends in real estate and hospitality).

STANLEY IEZMAN is Chairman and CEO at American Realty Advisors responsible for the strategic planning and direction of ARA’s investing and operational activities. He is a member of the firm’s Investment, Management, and Operations Committees and the Board of Directors. Mr. Iezman is a noted speaker on real estate investment and has authored numerous articles on related issues for real estate, pension, and legal industry publications.

MARGOT LATHAM is a Managing Director at Guggenheim Partners Investment Management. She has 25 years of experience in commercial real estate portfolio management, credit and operational risk, and new division and product development. Prior to joining Guggenheim, Margot was a consultant at the Promontory Financial Group and Senior Vice President at Countrywide Bank.

ARTURO SNEIDER is the CEO at Primestor Development, Inc., a retail sector leader focused on community-building through development, leasing, management, and acquisitions. His responsibilities include project conceptual design, acquisitions, financing, and corporate management. He leads a team responsible for major development projects and investments in urban locations within California, Las Vegas, and Phoenix.

GLENN A. SONNENBERG is President and CEO of LaSalle Debt Investors (formerly Latitude Management Real Estate Investors). He has been directly responsible for the acquisition, management and/or disposition of over $6.0 billion of real estate and debt investments in the United States and Canada, as well as the issuance of over $1.0 billion in collateralized debt obligations.

PAMELA L. WESTHOFF is a partner in the Real Estate, Land Use and Environmental Practice Group in the Los Angeles office of Sheppard, Mullin, Richter & Hampton LLP. She has a broad-based and versatile transactional real estate practice, with an emphasis in acquisitions, dispositions, commercial leasing, technology and insurance issues affecting real estate. She also has extensive experience in build-to-suit, ground lease and sale-leaseback transactions, including for life science, healthcare and industrial projects. Pamela has worked on all types of real estate development and lending transactions, including workouts, restructures and joint ventures.
7:15 AM
Check-In and Continental Breakfast

8:00 – 9:00 AM
BONUS BREAKFAST SESSION
(Almost) Everything You’ve Wanted to Know about CRE DEI, But Were Afraid To Ask: The Hiring and Retention of Diverse Talent

Treana L. Allen
Investor-In-Residence (VP of Legal Affairs)
TPG/LandSpire Group

Elizabeth Atlee
Deputy General Counsel, Chief Ethics and Compliance Officer
CBRE

Tori Robinson
President Emeritus, CREW-LA; Member, CREW Network DEI Taskforce

Adam B. Weissburg
Cox, Castle & Nicholson LLP

MODERATOR
MaryBeth Heydt
DTO Law; Chair of CLA Real Property Law Section DEI Panel

1 hour of MCLE elimination of bias credit available.

9:00 - 9:05 AM – Passing Period

9:05 – 9:15 AM
Welcome and Opening Remarks

Susan Booth
Co-Chair
Holland & Knight LLP

Glenn A. Sonnenberg
Co-Chair
President and CEO
LaSalle Debt Investors

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EMAIL: cle@law.usc.edu
WEBSITE: cle.usc.edu/realestate
OFFICE HOURS: 9:00 am – 5:00 pm Pacific Time
Monday – Friday (excluding holidays)
9:15 – 10:15 AM
The Real Estate Economy:
What Does It Look Like Now and
What is the Post-Pandemic Forecast

Even the oldest among us may not be able to recall a time when the real estate economy was hotter than the second half of 2021. Investors’ enthusiasm trampled concerns about the spread of Covid, supply shortages, increased costs in labor and materials and fears of inflation. Will investors continue to ignore the storm clouds on the horizon? What impact will the cessation of various government-sponsored pandemic relief programs have on the economy? What areas of real estate offer the best opportunity? How is climate change impacting the economy? These are just a few of the questions leading economic experts will address in their exploration of the current economy and their predictions for its future.

10:15 – 11:15 AM
California – Where We’ve Been and Where We’re Going

Join us for an intimate conversation with the ultimate insider on how California works (and sometimes doesn’t). The Golden State has been exactly that – a mecca for immigrants from the Rust Belt, the East and abroad. But after nearly a century of unprecedented growth, California is for the first time experiencing migration out, as companies seek more friendly states with lower cost of living and better quality of life. What does the future hold for our state? What is the effect of “one party governance?” Can California tackle the problems of homelessness, affordability, and opportunity to again reclaim its leadership? Former Governor Gray Davis has a lot to say about the fundamentals of our state and the opportunities ahead, with a keen acknowledgement of the challenges.

11:15 – 11:35 AM – Networking Break

upcoming USC Gould programs

INTELLECTUAL PROPERTY INSTITUTE
May 10-12, 2022

ENTERTAINMENT LAW AND BUSINESS INSTITUTE
October 2022 | USC University Park Campus | Los Angeles, CA

TRUST AND ESTATE CONFERENCE
November 2022 | The Westin Bonaventure Hotel & Suites | Los Angeles, CA

Subscribe to our mailing list and receive the latest updates about our programs: https://bit.ly/GouldCLEMailingList
11:35 AM – 12:35 PM
Evolving Uses Track Session 1A
The Economic and Regulatory Impacts of Climate Change: We Are Not All in the Same Boat
This panel will discuss the evolving responses to climate change and their economic effect. From insurance requirements and costs, mandatory “greening” of buildings to moving toward mandates for carbon neutral transportation, the governmental and business response is resulting in real and significant changes (and costs) for all. But, as with many things, those with fewer resources face the daunting reality of not having the wherewithal to withstand the increasing costs and regulatory complexities of these changes.

Finance Track Session 1B
Serving the Underserved: Access and Availability to Capital
Structuring the capitalization of a transaction is critical to its success, but it’s not always easy. Underserved areas with less experienced sponsors often have a tougher time accessing both equity investment and debt capital. Government incentives, social responsibility, and the potentially favorable economics of these transactions for the local communities may help to bridge the gap and provide attractive alternatives relative to traditional underwriting. Learn from a few historical case studies illustrating the underlying concerns and hear about the future of this approach to real estate development and investing as well as some of the tricks of the trade from this panel of experts.

Changing World Track Session 1C
Boomers, Gen X, Millennials, and Gen Z: What Demographics and Developing Generational Attitudes Toward Real Estate Tell Us About the Future of Commercial Real Estate
As Boomers retire, Generation X moves into senior management, Millennials mature and Gen Z come of age, what does the future hold for American real estate? This panel will examine shifting generational attitudes and trends toward the office, retail, industrial, hospitality, and residential real estate (including use of space, footprint, and long-term effects of shifts toward part-time office presence and changes in retail).
When we think about Dodger Stadium we think about the many baseball greats who passed through that hallowed place. But how did Dodger Stadium come to be? A confluence of events took place in Brooklyn and Los Angeles, where a planned public low-income housing project didn’t happen, leaving the City of Los Angeles with 300 acres of land it had acquired through eminent domain – and no plan. What did it take for the development of Dodger Stadium? As Eric Nusbaum describes it in his best seller Stealing Home, it took corruption, racism, Communism, misguided idealism, displacement, evil schemes and the mystical power of baseball. But at the end of the day, it is a real story about the ever present mystical and real power of real estate. The struggle at the heart of Stealing Home is not an isolated struggle. The burden of the development of public projects and freeways has always fallen on communities who lack power – including the several Mexican-American communities destroyed in the development of Chavez Ravine. Stealing Home is a riveting and moving story highlighting important issues.

0.5 hour of MCLE elimination of bias credit available.

2:15 – 3:15 PM
EVOLVING USES TRACK SESSION 2A
Density in My Neighbor’s Backyard
This panel will discuss recent changes in state law to encourage greater residential density in low density neighborhoods. Topics to cover include market assessments, regulatory issues, other hurdles facing providers of increased density in lower-density neighborhoods, SB 9 duplexes and lot splits, Accessory Dwelling Units (ADUs), Junior ADUs (JADUs), and rezoning per SB 10.

FINANCE TRACK SESSION 2B
Shaking Up the Financing Horizon – How Will 2022 Market Changes Impact the Financing Market?
At the close of 2021, the debt financing market seems to have largely shrugged off the pandemic, at least for most property classes. By year-end, overall property values rose ~18% YOY, property sales volumes returned to 2019 levels, the Senior Lender Survey indicated that lending standards are the loosest they have been since 2013, and there is $256 billion in dry powder sitting on the sidelines. But not all property classes are equally in favor and the impact of potential market changes such as rising interest rates and inflation on commercial real estate is yet unknown. The panel will pull out their crystal balls to predict the financing market and discuss which property classes and markets they want to focus on.

Eric Nusbaum
Author, Stealing Home

INTerviewer
Ira J. Waldman
Cox, Castle & Nicholson LLP

Steve Chung
Associate Director
Invesco Real Estate

Margot Latham
Managing Director
Guggenheim Partners

Sandeep K. Patel
Senior Vice President
Bank of America

MODERATOR
Susan Booth
Holland & Knight LLP

Steven Dietz
CEO
United Dwelling

T. Keith Gurnee
Planner and Urban Designer
Livable California

Denise Pinkston
Partner, TMG Partners; President, Casita Coalition

MODERATOR
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Holland & Knight LLP

Steve Chung
Associate Director
Invesco Real Estate

Margot Latham
Managing Director
Guggenheim Partners

Sandeep K. Patel
Senior Vice President
Bank of America

MODERATOR
Susan Booth
Holland & Knight LLP
CHANGING WORLD TRACK SESSION 2C
Last Mile Real Estate Evolution

Demand for industrial space has exploded in the wake of unrelenting growth of e-commerce, as accelerated by the pandemic, and supply chain needs. Securing, developing and designing this space will prove essential to keep pace with this growth and these needs, especially for ‘last mile’ delivery. Our panelists will offer their views on recent developments in last mile space, the challenges of acquiring and developing industrial facilities in communities often hostile to these uses, and creative designing of this space and delivery systems by developers and users to ensure timely satisfaction of consumer demand.

MODERATOR
Fernando Villa
Allen Matkins Leck Gamble
Mallory & Natsis LLP

3:15 – 3:35 PM – Networking Dessert Break

3:35 – 4:35 PM

EVLING USES TRACK SESSION 3A
Affordable Housing In California: If Everyone Wants It, Why Doesn’t It Exist?

For years, Californians have been in almost universal agreement that California’s lack of affordable housing is a life-threatening problem urgently in need of a solution. And yet we seem no closer to finding one than we were ten years ago. Why is the solution so elusive? This panel will unravel that mystery. Starting with an explanation what “affordable housing” means to Los Angeles, this diverse panel of developers will introduce you to the players, the costs and the processes. They will then address various challenges that complicate any solution. The panel will also explore success stories and how some, such as Habitat for Humanity for Greater Los Angeles, are able to get it done.

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

FINANCE TRACK SESSION 3B
This Is Not Your Father’s Real Estate: Developing and Financing Unique Real Estate Products

Residential, office, industrial and retail may be the most common real estate products, but they are far from the only products. Real estate in Los Angeles is as diverse as the city itself. From the glitz of the movie studios to the splendor of the sports arenas to the sophistication of the life science facilities, Los Angeles has it all. And the demand for these products is growing. This panel will explore some of the unique aspects of these product types (and others), including in connection with their development, operations and debt capital needs.

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

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Looking to the Future: New Innovations in Commercial Real Estate

Join this panel for a fascinating discussion with creative and entrepreneurial real estate leaders and influencers who are pivoting, redeploying and forging new ground for the future. Our panelists will explore the growing business of providing commercial “ghost” kitchen space and related amenities for a wide range of customers. They will also provide insight into the innovation and strategies that other companies, including WeWork, are employing in a post-pandemic world.

5:40 – 7:00 PM – Networking Jazz Reception
Enjoy cocktails, fine hors d’oeuvres, and live jazz while networking with speakers, industry leaders, and innovators.

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 13.5 hours, of which 1.5 hours applies to elimination of bias 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.

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ACCOUNTANTS: This program meets the guidelines set by the California State Board of Accountancy in the amount of 420 minutes for the in-person and live broadcast attendance. The maximum amount of CPE credit is 8 hours. No credit is available for watching Videos On Demand.
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Virtual registration includes access to the live broadcast of the Forum sessions via the event platform and available recordings of the on-demand sessions, continuing education credit, and a download of the Forum syllabus.
Register early before the Forum sells out!

LOCATION, PARKING AND ACCOMMODATIONS
The 2022 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 $15 per vehicle (cash not accepted, credit/debit cards only).
There are a limited number of rooms available at the Jonathan Club. To book a room, please contact the USC Gould CLE Office at cle@law.usc.edu or call (213) 821-3580.

CHECK-IN AND BADGE PICK-UP
Check-in opens at 7:15 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 where the Forum sessions will be held. Most areas of the Club prohibit denim jeans, shorts, sweats, T-shirts and athletic shoes; the Club may refuse admittance to those not meeting this dress code.

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2022 REAL ESTATE LAW AND BUSINESS FORUM
Thursday, April 7, 2022
Jonathan Club, 545 South Figueroa Street, Los Angeles, CA 90071

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