


USC GOULD SCHOOL OF LAW

2023 REAL ESTATE LAW AND BUSINESS FORUM

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

- **Stan Kasten** (President & CEO, Los Angeles Dodgers)
- **Richard K. Green, Ph.D.** (Director and Lusk Chair in Real Estate, USC Lusk Center for Real Estate)
- **Jennifer L. Hernandez** (Partner, Holland & Knight LLP)
- **Marchell Hilliard** (SVP and Market Executive for the CRE Banking Group, Bank of America)
- **Stanley Iezman** (Chairman and CEO, ARA | American Realty Advisors)
- **Garrett Lee** (President, Jamison Properties, LP)
- **Sabina Reeves** (Chief Economist & Head of Insights & Intelligence, CBRE Investment Management)
- **Glenn A. Sonnenberg** (President and CEO, LaSalle Debt Investors)
- **Plus many more industry experts!**

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and Virtual
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**Unraveling the Many
Challenges Facing
California Real Estate**

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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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FEATURED Speakers



STAN KASTEN is President & CEO of the Los Angeles Dodgers. He is a highly respected sports figure and developed a reputation for creating winning franchises, relying on three pillars – scouting and player development, enhancing the fan experience and community outreach – to establish franchises built for long-term success on and off the field.



RICHARD K. GREEN, PH.D. holds the Lusk Chair in Real Estate and is Professor in the Sol Price School of Public Policy and the Marshall School of Business. He spent a year as Senior Advisor for Housing Finance at the U.S. Department of Housing and Urban Development, and as of July 1, 2016, became a Trustee of the Urban Land Institute.



JENNIFER L. HERNANDEZ is a Partner and leads Holland & Knight's West Coast Land Use and Environmental Group. She has practiced land use and environmental law for more than 30 years and is the only California lawyer ranked by her clients and peers in Chambers USA in the top tier of both land use/zoning and environmental lawyers.



MARCHELL HILLIARD is a Senior Vice President and Market Executive for the Commercial Real Estate Banking Group at Bank of America Merrill Lynch. She leads a six-person team responsible for marketing and business decisions for major real estate clients and heads up the deal team for developers, REITs, family offices and private funds.



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.



GARRETT LEE is President at Jamison Properties, LP, which controls 18 million square feet in Southern California. He has overseen the completion of more than 3,100 apartment units, including 100 affordable units. The company is converting some of its existing office buildings into residential properties and doing other ground-up developments.



SABINA REEVES is Chief Economist and Head of Insights & Intelligence for CBRE Investment Management in the United Kingdom. She is responsible for the firm's 30-member real assets research team and has a specific role in selecting the economic scenarios and macro risk assessments that power the firm's proprietary real assets forecasts.



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.

2023 REAL ESTATE LAW AND BUSINESS FORUM

PROGRAM THURSDAY, MARCH 2, 2023

7:30 AM

Check-In and Continental Breakfast

8:00 AM – 9:00 AM

BONUS BREAKFAST SESSION

ESG 2023

Environmental, social and governance (ESG) are the three criteria for measuring sustainability and the ethical impact of companies and investments. They are becoming a mainstream requirement for businesses to stay competitive and attractive in today's investment market and consumer choices. How are companies addressing these factors today in a meaningful way? The panel will look at real world practices in ESG investing as well as in ESG accountability to clients and discuss recent and pending changes in the field.

Melissa Gutierrez-Sullivan
VP, Head of Environmental, Social, and Governance
CIM

Dominique Hargreaves
Director, Sustainability and Corporate Social Responsibility
ARA | American Realty Advisors

Melody Zaghi
Vice President - Real Estate, Finance, and Compliance
LaSalle Debt Investors

MODERATOR

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

9:00 AM – 9:10 AM

Welcome and Opening Remarks

Susan Booth
Forum Co-Chair
Holland & Knight LLP

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

Contact Information



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TELEPHONE: (213) 821-3580

EMAIL: cle@law.usc.edu

WEBSITE: <https://gould.usc.edu/cle/realestate>

OFFICE HOURS: 9:00 am – 5:00 pm Pacific Time

Monday – Friday (excluding holidays)

9:10 AM – 10:10 AM

The Real Estate Economy: Roar, Whimper or Silence?

Real estate investors hit pause when the pandemic first hit. The pause did not last long, and activity quickly resumed. The heavy deal flow in 2021 and the first half of 2022 were virtually unprecedented. For a while, even the stock market's volatility and rising interest rates could not slow transactions down. Interest rates continued to rise but there was no comparable decline in prices. When the delta could not be bridged, transactions fell off a cliff. Opportunities always exist, no matter the situation. This panel of economic experts will look into their crystal balls and share their insights and predictions for the future of the economy and real estate in particular.

Richard K. Green, Ph.D.

Director and Lusk Chair in Real Estate
USC Lusk Center for Real Estate

Sabina Reeves

Chief Economist & Head of Insights & Intelligence
CBRE
London, England

MODERATOR

Glenn A. Sonnenberg
President and CEO
LaSalle Debt Investors

10:10 AM – 10:15 AM – Passing Period

10:15 AM – 11:15 AM

**True or False:
California Is Becoming More Business Friendly?**

Over the past few years, businesses have fled California in droves. Many of those business blame California's laws and regulations for their departure. Three experts discuss the November California elections, politics in Sacramento, the legal framework negatively impacting businesses and what California can do to turn around the recent trend of businesses fleeing California.

Brian Brennan

Executive Director
21st Century Alliance
San Francisco, CA

Lee E. Ohanian

Distinguished Professor of Economics
UCLA Economics

MODERATOR

Stanley Iezman
Chairman and CEO
ARA | American Realty Advisors

11:15 AM – 11:35 AM – Networking Break

continuing education credit

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Please watch for future emails from mcle-uscgould@americanbar.org regarding affidavits and certificates after the Forum has concluded. Certificates will be available once the attendee fills out their personal affidavit. We appreciate your patience while we verify attendance!

MCLE Maximum Hours

In-Person and Live Broadcast: 7.5 hours

On Demand: 13.5 hours

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.

11:35 AM – 12:35 PM

TRACK A – SESSION 1A

**Turning the Tide on Homelessness:
What Is Working and What Remains To Be Done**

In the midst of the hustle and bustle of a thriving Downtown Los Angeles, Skid Row remains a reminder of the homelessness crisis that impacts so much of Los Angeles. While the latest homelessness count in Los Angeles continues to show an increase in homelessness from prior years, the rate of increase is decreasing. Could this be the turn of a new tide on homelessness? This panel will discuss the various State and local initiatives from Project Homekey, Roomkey, Community Development Block Grants, tiny homes, relaxed development standards and ballot measures to identify what may be the sources for improvement. With various perspectives featured from service providers, developers, and former and current government representatives, the conversation will focus on identifying the road bumps and structural challenges and paving hope for the future of Los Angeles.

TRACK B – SESSION 1B

**Industrial / Warehouse / Self-Storage –
Looking to the Future!**

This panel is designed as a window into the future of industrial real estate projects and related product types, including self-storage, warehouses and logistics facilities. Panelists will lead us in a review of what is propelling this market forward – how the market is evolving, how project design is changing to meet the needs of future tenants, and what users will drive the market demand in the future. Join our experts for a forward-looking discussion focusing on how these deals will be done in a challenging financial environment.

TRACK C – SESSION 1C

**Baldwin Hills Crenshaw Mall
Challenges and Aspirations**

It has been reported that gentrification is pricing residents out of their historically Black neighborhoods and forcing them to move to cheaper cities. Projects currently facing criticism are the billion-dollar approved mixed-use redevelopment plan for the struggling Baldwin Hills Crenshaw Mall, the introduction of Metro's K Line along Crenshaw Boulevard to connect with Los Angeles International Airport, and new development proposed and contemplated in the Crenshaw Boulevard corridor. Learn about the changes in the neighborhood, market demands, and laws and other tools spurring and addressing gentrification in this community.

G. Michael Arnold
President & CEO
Midnight Mission

Elizabeth Ben-Ishai
Principal Analyst
Homeless Initiative,
Los Angeles County

Vanessa Delgado
President
Azure Development, Inc.

Megan Kirkeby
Deputy Director,
Housing Policy Development
California Department
of Housing & Community
Development
Sacramento, CA

MODERATOR

Andrés Cantero, Jr.
Willkie Farr & Gallagher LLP

Rob Antrobus
Senior Vice President –
Market Officer Los Angeles
Prologis

Carter Ewing
Managing Partner
CT Realty

Sonam Makker
Chief Operating Officer
Koar Institutional Advisors

Barbara Perrier
Vice Chair
CBRE

MODERATOR

Jane Hinton
Hunton Andrews Kurth LLP

Bryan Eck
Executive Director of Land Use
& Planning
USC Facilities Planning and
Management

Jason Lombard
Managing Director
Baldwin Hills Crenshaw
Plaza Partnership/
The Lombard Circle

Jennifer McElyea
Managing Partner
Ethos Real Estate

MODERATOR

Peter J. Breckheimer II
O'Melveny & Myers LLP

12:35 PM – 2:15 PM

LUNCHEON AND KEYNOTE ADDRESS:

Stan Kasten, Los Angeles Dodgers

Sports teams, real estate development and civic identity are intertwined. No sports franchise personifies a city and its ambitions more than the Los Angeles Dodgers. From the stadium's dislocation of the Chavez Ravine community through to their important footprint in this city, the Dodgers have been a force to be reckoned with. Stan Kasten is a serial creator of winning franchises. Since Mr. Kasten became the Dodgers' President and CEO, the team has topped the Majors in attendance each full season, while he has been continuously making improvements to Dodger Stadium to keep the league's third-oldest stadium among the best facilities in baseball. Hear from a seasoned veteran in this 30-minute discussion about how manage risk and engage the community in a positive way, as he cites some of the legal challenges along the way, and whether city-financed stadiums still make sense.

2:15 PM – 3:15 PM

TRACK A – SESSION 2A

**The Legislative Assault on The Housing Crisis –
Developers Armed, Cities Alarmed?**

California's housing production has long lagged population growth creating a State-wide housing crisis. The State Legislature has sought to tackle this problem by passing new laws that provide benefits, such as density bonuses, vested rights, 'by right' development in certain zones, streamlined city reviews and CEQA exemptions. Our panel of developers and city leadership will address the extraordinary opportunity to generate new housing ushered by these new laws, the challenges posed by their application to disparate local conditions, city angst over diminished land use powers, and the goal of seeking cooperation and alignment of interests of developers, city leaders and stakeholders in resolving a crisis the State cannot ignore.

TRACK B – SESSION 2B

Office 2023 –

Changes, Challenges, and Opportunities

Of all of the commercial real estate asset classes, Office holdings may be the most variable going forward. Given the fluidity of hybrid work since COVID, it is unclear how the traditional office and five day work week will transition to accommodate the new "normal" and how Offices environments (either new or re-designed), Landlord and Tenants can entice and retain on-site workers and top talent. Alternatively, how can these office buildings be transitioned to an alternative commercial or residential use?

Stan Kasten

President & CEO
Los Angeles Dodgers

Vincent P. Bertoni, AICP

Director of Planning
City of Los Angeles

Arden Hearing

Executive General Manager,
Development
Lendlease Development, Inc.

Haggai Mazler

Vice President of Land and
Entitlements
KB Home

David Schwartzman

President and Owner
Harridge Development Group

MODERATOR

Fernando Villa

Allen Matkins Leck Gamble
Mallory & Natsis LLP

Andy Cohen

Co-CEO
Gensler

Abbey Ehman

Vice President
Lincoln Property Company

Christina Schmidt

Senior Vice President, Regional
Counsel
Brookfield

Dan Wenhold

Fifth Wall

MODERATOR

Leslie J. Mayer

Executive Managing Director
Cushman & Wakefield

TRACK C – SESSION 2C

CEQA

Join our expert panelists as they discuss how labor and environmental groups use The California Environmental Quality Act (CEQA) to legally challenge projects and strategies for reducing the risks of such challenges.

Jennifer Hernandez
Holland & Knight LLP

William Lu
Executive Vice President
and Market Officer
CA Ventures

Dave Rand
Rand, Paster & Nelson LLP

MODERATOR

James Frost
Frost/Chaddock Developers,
LLC

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

3:35 PM – 4:35 PM

TRACK A – SESSION 3A

LA Style Adaptive Reuse:

Tales from K-Town to the Westside

Given the rapidly evolving operational and programming preferences of high-tech office users and the shift away from legacy retail and office building configurations, developers are creatively reexamining adaptive reuse opportunities. Three projects that demonstrate the range of adaptive reuse from Koreatown to West Los Angeles will be discussed, including Lumen (formerly Trident Center), West End (formerly the Westside Pavilion), and Jamison Properties' Gemma I & II, each displaying creativity in approach and a distinct application of the multi-variable analysis that informs and supports any adaptive reuse endeavor.

Christopher Barton
Executive Vice President
Hudson Pacific Properties

Edward W. Cook III
Co-President,
Co-Chief Investment Officer
and Co-Founder
McCarthy Cook & Co.

Garrett Lee
President
Jamison Properties, LP

MODERATOR

Peter J. Roth
Allen Matkins Leck Gamble
Mallory & Natsis LLP

TRACK B – SESSION 3B

The Great Financial Market Shake-Up of 2022 – Where Do We Go From Here?

The capital markets started 2022 with a bang but ended with barely a whimper. Rising inflation, increasing interest rates and stock market volatility contributed to silencing the capital markets. As we approach the end of the first quarter of 2023, these panelists will discuss where the markets are now and set expectations for the remainder of 2023 and beyond. They will also describe a “typical” capital stack in this environment and identify various types of capital sources, both traditional and new.

Val Achtemeier
Vice Chair
CBRE

Danielle Duenas
Principal
Ares Management Corporation

Marchell Hilliard
SVP and Market Executive,
Commercial Real Estate
Bank of America Merrill Lynch

MODERATOR

Jennifer A. White
Holland & Knight LLP

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TRACK C – SESSION 3C

Green LA Today and What Does Net Zero Really Mean Anyway?

What does it mean to be heading to net zero in commercial real estate in Los Angeles today? The panel will cut through the often-confusing world of “green-washing” and focus on the local initiatives and technologies that are available now and in the near future from the perspectives of owner-users, regulators, lenders, and design professionals.

Eric Alini

Managing Partner
Counterpointe Sustainable Real Estate

Ben Stapleton

Executive Director
U.S. Green Building Council - Los Angeles

Natalie Teear

Senior Vice President - Innovation, Sustainability, and Social Impact
Hudson Pacific Properties

MODERATOR

Margot Latham

Structured Real Estate, Portfolio Management Consultant

4:35 PM – 4:45 PM – Passing Period

4:45 PM – 5:45 PM

**Quick Hits 2023:
Recent Developments in Real Estate that will Impact Your Project and Practice**

This panel will be jam-packed with updates and practical advice on a range of timely topics that are likely to impact your real estate deals this year, including real estate tax developments, updates on the legal aspects of cannabis, practical guidance for dealing with EB-5 transactions, and new legislation affecting real estate.

H. Harry Aharonian

Senior Vice President
A&J Capital, Inc.

Morgan B. Gray

Hanson Bridgett LLP

David Hitchcock

Buchalter

Timothy Jemal

CEO
NAIOP SoCal

MODERATOR

Andrea Saunders Rifenbark

Cox, Castle & Nicholson LLP

5:45 PM – 7:00 PM – Networking Jazz Reception

Enjoy cocktails, fine hors d'oeuvres, and live jazz while networking with speakers, industry leaders, and innovators.

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Chairman and CEO
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MaryBeth Heydt

DTO Law

Marchell Hilliard

SVP and Market Executive,
Commercial Real Estate Banking
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Stanley Iezman

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Structured Real Estate
Portfolio Management
Consultant

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Holland & Knight LLP

George Lefcoe

Ervin and Florine Yoder
Chair Emeritus in
Real Estate Law
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Willkie Farr & Gallagher LLP

Gregg J. Loubier

Alston & Bird LLP

Karla N. MacCary

Nossaman LLP

Peter A. Mair

Skadden, Arps, Slate,
Meagher & Flom LLP

Robin Maness

Associate Dean of Development,
Alumni Relations, and
Continuing Legal Education
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Executive Managing Director
Cushman & Wakefield

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Glaser Weil LLP

Tom Muller

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Shumener, Odson & Oh LLP

Tomas A. Ortiz

Zuber Lawler LLP

Dean C. Pappas

Goodwin

Michael W. Rabkin

Wolf, Rifkin, Shapiro,
Schulman & Rabkin, LLP

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Safarian Choi & Bolstad LLP

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Lecturer in Law
USC Gould School of Law

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Lincoln Property Company

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Jennifer A. White

Holland & Knight LLP

Lynn A. Williams

Vice Chairman
CBRE



frequently asked questions

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In-Person registration includes all Forum sessions, including the bonus breakfast session and keynote luncheon, networking breaks, jazz reception, continuing education credit, a download of the Forum syllabus (distributed electronically before the Forum), and access to the on-demand recordings for one year.

Virtual registration includes access to the live broadcast of the Forum sessions via the event platform, continuing education credit, a download of the Forum syllabus, and access to the on-demand recordings for one year.

Register early before the Forum sells out!

LOCATION, PARKING AND ACCOMMODATIONS

The 2023 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 7:30 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 Jonathan Club has a formal dress code on the 3rd Floor where the Forum is 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.

Men: Business suit or collared dress sport jacket and slacks, collared shirt, necktie and closed-toe leather dress shoes or equivalent military, religious or public agency attire.

Women: An equivalent standard as for the men, such as dress, business suit, pantsuit, blouse, skirt, tailored slacks and dress shoes (including open or closed-toe shoes, loafers, and dressy sandals), or equivalent military, religious or public agency attire.

DIETARY RESTRICTIONS AND SPECIAL ACCESS NEEDS

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Registration Form

USC Gould School of Law

2023 REAL ESTATE LAW AND BUSINESS FORUM

Thursday, March 2, 2023

Jonathan Club, 545 South Figueroa Street, Los Angeles, CA 90071

<https://gould.usc.edu/cle/realestate>

It is strongly recommended that you fill out the registration form online.

Credit Card: Register and pay online at <https://cle.usc.edu/REF23>

Checks: Fill out form below, make check payable to **USC Gould School of Law**, and mail to:

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Registrant Name: _____

Occupation/Title: _____

Organization/Law School: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____

Mobile Phone* : _____

Email: _____

CC Email: _____

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Early-bird rates end at 5:00 PM on Friday, February 10, 2023.

SELECT REGISTRATION TYPE

Registration

- \$449 In-Person Registration (\$509 after February 10)
- \$499 Virtual Registration (\$559 after February 10)

Special Registration Categories

- \$429 In-Person Co-Sponsors and local Bar Association members
Bar Association/Membership: _____
- \$479 Virtual Co-Sponsors and local Bar Association members
Bar Association/Membership: _____
- \$405 In-Person Recent Law School Graduates Registration (Classes of 2012-2022)
- \$450 Virtual Recent Law School Grad Registration (Classes of 2012-2022)
- \$200 In-Person Full-Time Law Student Registration
- \$250 Virtual Full-Time Law Student Registration

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Returning Users: Emails used to register in 2022 will be recognized by the Cvent system and populate saved information. Verify information is still accurate and/or make changes. Continue and complete registration.

First Time Users: Complete all required fields and submit registration. Information will save for future registrations.

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