



Memo

To: Real Estate Network Leadership
 From: Max Colby, Networks Manager
 Date: December 7, 2022
 Re: 2024 Annual Meeting Call for Programs Data

In anticipation of the 2024 Annual Meeting Call for Programs, below you will find data to aid the Real Estate Network in developing its program submissions. All data provided is representative of activity from October 1, 2020, through September 30, 2023.

2020-2023 ANNUAL MEETING REAL ESTATE NETWORK SESSION SUBMISSIONS

Session	Attendees
2023	
Sailing the Seas of Insolvency: Navigating the Waters of an Uncertain Economy	48
Team Landlord or Team Tenant	45
Affordable Housing Success Strategies: Solutions and differing perspectives presented from various jurisdictions and viewpoints.	Declined
Cannabis Policy Roundtable	Declined
Real Estate Joint Ventures: Master Class	Declined
2022	
Cannabis and its impact on Real Estate. What do new Cannabis legislations mean for Buyers, Sellers, Tenants & Landlords? A cross-border perspective	84
Keeping a legal lid on construction costs: Fixed Price, Cost Plus and GMP and how to deal with inflation	151
Real Estate Joint Ventures Master Class	Declined

2021	
LIBOR's Unknown Successor: How the end of LIBOR will have profound ripple effects on the hundreds of trillions of dollars of financial transactions that rely on it	78
Real Estate Law for Non-Real Estate Lawyers	Declined
Leasing & COVID: The Good, The Bad and The Ugly	Declined
2020	
Don't Get Nailed: Practical Guidance to Avoiding Pitfalls That Can Hammer You on Your Next Construction Project	104
Real Estate Law for Non-Real Estate Lawyers	215
Advanced Leasing: Don't Get Snared	Declined
Getting to Yes (In My Backyard): Practical Guidance to Working Through NIMBY Resistance	Declined

2022-2023 REAL ESTATE NETWORK MEMBER SURVEY SUGGESTED TOPICS

Most popular topics, in decreasing order:

- The Ins and Outs of a Real Estate Purchase and Sale Agreement: What is Market for PSA terms?
- Subordination, Non-Disturbance and Attornment Agreements: Issues in "Standard" SNDA Forms
- Climate change and political/economic/geopolitical risk
- Lender Issues
- Future of real estate
- ESG for commercial real estate developments and owners
- What metrics to measure/data to collect to allow for proper reporting
- Advanced Issues in Leasing
- Real Estate Construction Financing: Lender versus Borrower
- Sale/Leaseback Transactions and 1031 Tax Code Sales of Real Property
- cybersecurity and building operations
- GSE oversight
- ADA in new construction and in public accommodations
- Multifamily financing and asset management

Additional suggestions:

- Sustainability in Real Estate
- Problems and issues with Cell Tower Zoning and Leasing
- Nuances of Reps and Warranties - Enforcement (Caps and Baskets, Indemnification Obligations vs. Default Obligations, Insurance Coverage Availability, etc.)

- Force Majeure provisions in leases after pandemic
- non-retail uses in shopping centers
- Title Policy topics
- New laws enacted and impact on real estate industry
- entity management, operations like managing post-closing obligations, entity maintenance etc.
- Macro-economic trends by asset class (retail, hospitality, healthcare, office, industrial, multifamily)
- Commercial leasing; commercial purchasing

2020-2023 REAL ESTATE NETWORK ONLINE EVENT ATTENDANCE NUMBERS

APAC Call (APAC) – One-hour live presentations on the latest legal trends affecting organizations in the Asia-Pacific region and multinational companies. Available live or on-demand through the ACC Education Archive. CLE/CPD credit available for a fee.

EMEA Call (EMEA) – Thirty-minute-one hour live presentations on the latest legal trends affecting organizations in Europe, Africa, and/or the Middle East and multinational companies. Available live or on-demand through the ACC Education Archive. No CLE/CPD credit available.

Legal Update (LU) – Short (20 to 45-minute) presentations on the latest legal trends made on the monthly Network Teleconference calls. Available live or on-demand through the ACC Education Archive. No CLE/CPD credit available.

Roundtable Discussion (R) – Thirty-minute-one hour live presentations on the latest legal trends featuring an interactive discussion between two or more industry or topic area experts. Available live or on-demand through the ACC Education Archive. No CLE/CPD credit available.

Webcast (W) – One-hour live presentations on the latest legal trends. Available live or on-demand through the ACC Education Archive. CLE/CPD credit available for a fee.

Date	Event Title	Event Type	Attendees
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2022-2023			
11/16/2022	<i>Co-sponsored with Real Estate, New to In-house</i> Leasing 101	LU	137
2/15/2023	<i>Co-sponsored with Real Estate</i> <i>New to In-house</i> <i>Litigation Considerations As Recession Looms</i>	LU	30
2/14/2023	<i>Co-sponsored w/ CSL, REN</i> Privilege Considerations & Consequences	LU	148
2/16/2023	<i>Co-sponsored w/ CSL, REN, WITH</i> Practice of Law in 2023: Innovation in Customer Service	LU	66
3/14/2023	<i>Co-sponsored w/ CSL, REN</i> Landmines and Goldmines: Setting Proactive Internal Strategies for IP and Technology	LU	67
3/23/2023	<i>Co-sponsored w/ CSL, REN</i> Workforce Well-Being-Effective Leadership	LU	25
5/9/2023	<i>Co-sponsored w/ CSL, REN, FSN, WITH</i> Navigating the Boardroom + Networking	LU	133
6/12/2023	<i>Co-sponsored w/ CSL, FSN, REN, WITH</i> Navigating the Boardroom Part 2	LU	97
6/13/2023	<i>Co-sponsored w/ CSL, FSN, REN, WITH</i> What You Need to Know About CFIUS and Recent Developments	LU	40
6/16/2023	Real Estate Trending 10	LU	41
8/17/2023	<i>Co-sponsored w/ CSL, FSN, REN</i> Embracing the Future: Rethinking Real Estate in Post-Pandemic Superstar Cities	LU	41
9/28/2023	Understanding, Navigating and Avoiding Contractual Indemnity and Commercial General Liability Insurance Coverage Claims	LU	62
11/15/2023	<i>Co-sponsored with Corporate & Securities Law</i> <i>Real Estate</i> The SEC Claw back Rules: Considerations in Advance of the Adoption Date	LU	51
2021-2022			
10/5/2021	Co-sponsored w/ Women in the House Leading Through Change"	LU	66
11/4/2021	"Co-sponsored with Women in the House and International Legal Affairs Networks	LU	37

	I Have Better Ways to Spend My IP Legal Budget"		
11/10/2021	Co-sponsored with Women in the House, Financial Services, and Corporate & Securities Law Networks General Counsel and Board Director Insurance Coverage Primer: Practical Guidance in Securing Maximum Financial Utility of His/Her Company's Insurance Portfolio as a Tool to Transfer Risk Allocation	LU	79
12/6/2021	Co-sponsored w/ Financial Services, Women in the House, and Intellectual Property Networks Loyola Project for the Innocent: Changing the World One Person at a Time Program	LU	53
12/16/2021	Co-sponsored w/ Women in the House, Corporate & Securities Law, Sports & Entertainment, Information Governance, and IT, Privacy, & eCommerce Networks Discover the Power of Your Brand and Connections: Networking and Entrepreneurship Skills for In-house Counsel	LU	95
12/9/2021	Co-sponsored w/ Women in the House, Corporate & Securities Law, Sports & Entertainment, and Information Governance Networks APAC: Discover the Power of Your Brand and Connections: Networking and Entrepreneurship Skills for In-house Counsel	APAC	40
1/20/2022	Co-sponsored with Women in the House and Financial Services Networks Session 1: ESG Considered From All Angles	LU	123
1/28/2022	Co-sponsored by the Financial Services, Women in the House, & Intellectual Property Networks How to Help the Wrongfully Committed	LU	83
2/8/2022	Co-Sponsored with Corporate & Securities Law, Women in the House, International Legal Affairs, and IT, Privacy & eCommerce Networks	EMEA	69

	International M&A		
2/8/2022	Co-sponsored by the Women in the House and Financial Services Networks ESG Session 2: How to Focus Your Effort to Address Regulatory Changes, Stakeholders' Interests, and Changes in Investing Appetite to Include More ESG-Responsible Companies	LU	66
3/8/2022	Co-sponsored w/ the Compliance & Ethics, Corporate & Securities Law, International Legal Affairs, and Law Department Management Networks The Emergence of Foreign Investment Control: A Cross-Border Primer with an In-house Perspective	EMEA	38
3/9/2022	Co-sponsored w/ Women in the House and Financial Services Networks ESG Session 3: Investment Strategies and Disclosures	LU	44
3/9/2022	Co-sponsored by the Corporate & Securities Law, Law Department Management, and Women in the House Networks Tips for Moving from a non-GC Role to a GC Role (Included Networking)	LU	310
4/12/2022	Co-sponsored w/ Women in the House, Financial Services, Information Governance, and IT, Privacy, & eCommerce Networks Cyber Threats Intelligence	LU	81
4/21/2022	Joint Considerations for Landlords and Tenants in the Legal Cannabis Space	LU	24
5/10/2022	Co-sponsored w/ Financial Services, Information Governance, IT, Privacy, & eCommerce, & Women in the House Networks CyberTech in Plain English: Walking Through a Cyber Risk Assessment	LU	109
6/30/2022	Co-sponsored w/ Real Estate, Energy, Women in the	LU	63

	House Networks Amped Up! Practical and regulator considerations for EV charging		
7/21/2022	Co-sponsored w/ Real Estate, Financial Services, Women in the House Networks Interest Rate Cap Strategies in a Rising Interest Rate Environment"	LU	65
7/12/2022	Co-sponsored w/ Real Estate, Information Governance, Women in the House Networks The Maze of Remote Work and Tax Implications"	LU	98
9/13/2022	Co-sponsored w/ Real Estate, ILAN, Women in the House Networks Personal Branding and Effective Networking	LU	115
11/30/2022	Representation & Warranty Insurance in Real Estate Transactions	W	77
2020-2021			
7/15/2021	Sustainability Trends in Real Estate - Perspectives on the Challenges and Benefits of "Going Green"	LU	14
5/20/2021	Helping Borrower's Navigate Mortgage Financing	LU	25
5/11/2021	<i>Co-Sponsored with Women in the House and IT, Privacy, & eCommerce</i> AI and Ethics Part 2: Implementing Artificial Intelligence into Corporate Legal Functions	W	77
5/4/2021	<i>Co-Sponsored with Women in the House and IT, Privacy, & eCommerce</i> AI and Ethics: What Corporate Counsel Need to Know	W	113
4/15/2021	10 For 2021- Loan Document Provisions That (Some) Borrowers and Lenders are Talking About Now <i>(Included Networking)</i>	LU	38
4/13/2021	<i>Co-Sponsored with Women in the House</i> Board Governance: The Board's Agenda 2021 and	LU	85

	Beyond		
3/18/2021	Road to Recovery Emerging from the Impacts of COVID-19 in Commercial Leasing	LU	39
2/9/2021	<i>Co-sponsored w/ Women in the House</i> Executive Leadership: Ask the Executive Recruiter	LU	162
1/21/2021	<i>Co-Sponsored with Women in the House, Law Department Management, & Information Governance</i> Session 2: What Every GC, Board, and Corporation Needs to Know About Diversity, Inclusion and Equity	LU	141
12/15/2020	<i>Co-sponsored with Women in the House & Law Department Management</i> Session 1: What Every GC, Board, and Corporation Needs to Know About Diversity, Inclusion and Equity	LU	58
11/19/2020	Co-sponsored LU with Financial Services & Women In the House Understanding the CFPB Debt Collection Final Rule	LU	24
11/19/2020	Woodward on Washington: An Economic and Political Outlook	LU	44

2022-2023 POPULAR REAL ESTATE NETWORK COMMUNITY DISCUSSION TOPICS

(The topics below include all substantive community discussions during the period with 1 or more replies)

Date	Subject
10/19/2022	Posting Request
6/1/2023	Construction Lien Waiver Presentation
6/2/2023	Ten-X
10/4/2023	Irrevocable Agreement (Deed Restriction)
1/25/2023	Letter of Credit for USA lease from a foreign bank
2/15/2023	CA Unlawful Detainer Claims

IMPORTANT DATES

Item	Date
Networks Programming Orientation Call Register & Add to Calendar	Wed., Dec. 6, 2023 1:00 – 2:00 ET
Program Submission Deadlines	Mon., Jan. 29, 2024
Program Selection Notifications Sent	Fri., March 15, 2024
Program Organizer Submission Deadline*	Fri., March 29, 2024
Speaker Submission Deadline**	Fri., May 17, 2024
Course Material Submission Deadline	Fri., Aug. 9, 2024

**ACC confirms program organizer and speaker submissions on a rolling basis*

*** Additional speaker selection rules and guidelines will be provided following program selection, ACC reserves the right to decline speakers if they do not meet these criteria.*