



Memo

To: Real Estate Network Leadership
 From: LaToya Tapscott, Networks Manager
 Date: October 10, 2019
 Re: 2020 Annual Meeting Call for Programs Data

In anticipation of the 2019 Annual Meeting Call for Programs opening on October 18, 2019, below you will find data to aid the Real Estate Network in developing its program submissions. All data provided is representative of relevant activity from the past two fiscal years (October 1, 2017 through September 30, 2019).

2017-2019 ANNUAL MEETING REAL ESTATE NETWORK SESSION SUBMISSIONS

Session	Attendees
2019	
Advanced Leasing: Global Problems with Local Solutions	59
To Collocate or Not to Collocate? Changing Landscape and Current Trends of the Data Center Industry	157
Mitigate Your Construction Risks: Top Ten Construction Contract Provisions to Review and Negotiate	Declined
Navigating the Complexity of Healthcare Law on Real Estate Transactions	Declined
2018 (Final attendance numbers)	
Advanced Leasing in the Modern Age	124
High Anxiety: Real Estate and Environmental Considerations in Mergers and Acquisitions	93
Navigating the Complexity of Healthcare Law on Real Estate Transactions	Declined
To Collocate or Not to Collocate? Changing Landscape and Current Trends of the Data Center Industry	Declined
2017 (Final attendance numbers)	

Advanced Issues in Leasing	87
CFPB & HUD's Oversight of Real Estate Issues - A Regulator's Perspective (joint submission with Financial Services Network)	54
Preparing Your Facility for an Unannounced Environmental/Safety Government Agency Inspection (joint submission with E&S Network)	87
Leasing Agreements with Government/Quasi-Government Agencies	Decline
Investment Advisors Act Compliance for Real Estate Fund Managers	Decline
Landlord Default and SNDA Issues: What to Expect When Tenant Pays Rent & Landlord Defaults on Mortgage	Decline

2018-2019 REAL ESTATE NETWORK MEMBER SURVEY SUGGESTED TOPICS

Most popular topics, in decreasing order:

- Advanced Issues in Leasing
- Subordination, Non-Disturbance and Attornment Agreements: Issues in "Standard" SNDA Forms
- Zoning Primer for Corporate Counsel
- Bankruptcy Issues for Real Estate Lawyers
- Real Estate Joint Venture Agreements From the Developer and Equity Side

Additional suggestions:

- Block Chain
- Advanced Leasing Tips
- Real Estate Forms
- Mechanics liens
- Tax Increment Financing
- Multifamily mortgage servicing
- Leasing from the Tenant perspective
- 1031 Exchange changes and pitfalls

2017-2019 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 Quick Hit (LQH) – 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 Arch

ive. CLE/CPD credit available for a fee.

Date	Event Title	Event Type	Attendees
2017-2019			
9/19/2019	The Top Ten Things Corporate Counsel Should Know About Insurance	LQH	45
8/15/2019	Multi-family Finance - Current Pricing to Calabria and the FHFA, Along with Legal Issues to Consider Prior to Financing	LQH	18
6/20/2019	Top 10 in Retail Leasing	LQH	18
5/16/2019	Equity Capital-Raising Options for Real Estate Sponsors	LQH	21
4/18/2019	Commercial Leasing Review	LQH	50

3/21/2019	Qualified Opportunity Zones – An Overview for ACC’s Real Estate Professionals	LQH	26
2/21/2019	Applying Legal Ops to Contracts: Using AI and Technology to Stop Contract Value Leakage and Monetize Your Contracts	LQH	40
1/17/2019	<i>Co-sponsored LQH with Legal Ops Section</i> “No Mistletoe” and Other Workplace Holiday Party Employment Law Best Practices	LQH	48
9/20/2018	Top Ten Predictors of Success in Your Company’s Lease	LQH	27
8/16/2018	Negotiating Data Center Deals: Key Issues for In-House Counsel Practitioners	LQH	33
7/19/2018	Executive Coaching Series: Hot Topics in Leadership and Career Advancement	LQH	52
6/21/2018	Girls Leadership - Raising Resilient Girls	LQH	127
6/5/2018	California Supreme Court Adopts New Independent Contractor Test: What This Means for the Real Estate Industry	LQH	45
5/24/2018	Keeping Your Clients Clean – Mitigating Environmental Risks in Real Estate Transactions	LQH	91
4/19/2018	Negotiating LOI's for Energy and Historic Tax Credit Transactions	LQH	40
3/15/2018	Leasing and Power Purchase Agreements for Energy Related Real Estate Transactions	LQH	51
3/7/2018	<i>Co-sponsored LQH with Financial Services</i> The Evolving Immigration Paradigm Explained: Recent Developments and Practical Guidance for In-house Counsel	LQH	34
1/10/2018	Executive Series Part II of II- New Year’s Resolutions to Advance your In-House Legal Career	LQH	215
12/6/2017	<i>Co-sponsored LQH with Financial Services</i> 2017 Employment Law Update	LQH	94
11/29/2017	<i>Co-sponsored LQH with Financial Services</i> Servicer and Subservicer Oversight/Vendor Management Best Practices	LQH	98
11/8/2017	<i>Co-sponsored LQH with New to In-house</i> Executive Series Part I of II-Your Next In-house Move: Tips From Top Legal Recruiters	LQH	126

2017-2019 POPULAR REAL ESTATE NETWORK EGROUP DISCUSSION

TOPICS

(The topics below include all substantive eGroup discussions during the period with 3 or more replies)

Date	Subject
8/13/2019	Recommendation for attorney - Delaware Statutory Trusts
1/24/2019	CA Commercial Leasing Counsel
10/5/2018	Real Estate Attorney in Missouri
1/23/2019	Real Estate Closing Attorney for Large Land Purchase
2/3/2019	Seeking Counsel in CT
2/12/2019	Landlord Terminating Utility Provider of Tenant
2/14/2019	Title Insurance Companies
3/18/2019	Pittsburgh PA or PA Construction/Real Estate Litigator

IMPORTANT DATES

Item	Date
Program Chair Training Call	Wed., Nov. 20, 2019
Program Idea Submission Deadline	Mon., Jan. 6, 2020
Program Selection Notifications Sent	Fri., Feb. 14, 2020
Program Organizer Submission Deadline*	Mon., March 2, 2020
Program Organizer Training Call	TBA
Speaker Submission Deadline*	Fri., May 1, 2020
Course Material Submission Deadline	Fri., Aug. 28, 2020

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