



## Memo

To: Real Estate Network Leadership  
From: Max Colby, Networks Manager  
Date: November 15, 2024  
Re: 2025 Annual Meeting Call for Programs Data

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In anticipation of the 2025 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, 2021, through September 30, 2024.

### **2021-2024 ANNUAL MEETING REAL ESTATE NETWORK SESSION SUBMISSIONS**

Session	Attendees
<b>2024</b>	
Real Estate for the Non-Real Estate Lawyer	98
Seeing Through the Haze: Navigating Transactions in Uncertain Times	68
Value-add GCs: Leveraging Your Company's Real Estate Assets to Springboard its Other Ventures	Declined
What's your incentive? Good for the planet can be good for your business - and you	Declined
<b>2023</b>	
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
<b>2022</b>	
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
<b>2021</b>	
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

## **2023-2024 REAL ESTATE NETWORK MEMBER SURVEY SUGGESTED TOPICS**

Most popular topics, in decreasing order:

- Future of real estate
- Subordination, Non-Disturbance and Attornment Agreements: Issues in "Standard" SNDA Forms
- Climate change and political/economic/geopolitical risk
- Lender Issues
- The Ins and Outs of a Real Estate Purchase and Sale Agreement: What is Market for PSA terms?
- 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 suggestion from In-person Annual Meeting Surveys:

- Prop Disposition key issues
- Financial related topics
- Industrial lease related programs
- New to in-house real estate roll programs
- Commercial leasing for the non-real estate lawyer

- Real estate litigation
- Private offerings(offerments?) in Real Estate
- Program/Product management for construction lease 101 - what to include/watch out for
- Corporate transparency act for JVs
- How to leverage real estate for renewable businesses like solar
- Retail tenant leases from landlords' perspective
- Overview of types of real estate companies' members work for/Residential, commercial, lending, etc.
- Landlord specific programming
- Hotel management agreements

## **2021-2024 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
<b>2023-2024</b>			
2/15/2024	Practical Tips for Real Estate Due Diligence Purchase Outside the US"	LU	32

3/21/2024	Tools for Mastering AI's Legal Labyrinth	LU	95
<b>4/18/2024</b>	From Term Sheet to Term: Commercial Leasing Basics for the In-House Lawyer	LU	115
<b>5/16/2024</b>	Power Up Your Brand: How to Craft and Harness the Power of Personal Branding for In-House Counsel	LU	101
<b>6/20/2024</b>	From Term Sheet to Term Sheet Part 2: Commercial Leasing Basics for the In-House Lawyer	LU	52
<b>6/13/2024</b>	NNN Leases – 10 Key Clauses for Tenants Counsel	LU	127
<b>7/17/2024</b>	<i>Co-sponsored w/ WITH, SLD, SEN, CSL, REN, ILAN</i> Contracts Masterclass Series: Representations and Warranties (Session 1)	LU	393
<b>7/23/2024</b>	<i>Co-sponsored LIT/WITH/REN</i> Best Practices for Internal Investigations	LU	72
<b>7/18/2024</b>	<i>Co-sponsored with ILAN/REN</i> Navigating Industrial Real Estate: Challenges and Strategies in Mexico and the Southern U.S.	LU	21
<b>8/14/2024</b>	<i>Co-sponsored w/ WITH, SLD, SEN, CSL, REN, ILAN</i> Session No. 2: Representations and Warranties (Workshop)	LU	220
<b>8/15/2024</b>	Boundary Line Disputes and the Effect of Adverse Possession	LU	54
<b>9/11/2024</b>	<i>Co-sponsored w/ WITH, SLD, SEN, CSL, REN, ILAN</i> Contracts Masterclass Session 3: Risk Allocation (Legal Concepts)	LU	193
<b>9/19/2024</b>	SNDA's and Estoppels – Key Issues and Concerns	LU	84
<b>2022-2023</b>			
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 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 &amp; Securities Law Real Estate</i> The SEC Claw back Rules: Considerations in Advance of the Adoption Date	LU	51
<b>2021-2022</b>			
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 I Have Better Ways to Spend My IP Legal Budget"	LU	37
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	LU	53

	Loyola Project for the Innocent: Changing the World One Person at a Time Program		
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  International M&A	EMEA	69
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	EMEA	38

	The Emergence of Foreign Investment Control: A Cross-Border Primer with an In-house Perspective		
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 House Networks Amped Up! Practical and regulator considerations for EV charging	LU	63
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
<b>2020-2021</b>			
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, &amp; 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, &amp; 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 Beyond	LU	85
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, &amp; Information Governance</i> Session 2: What Every GC, Board, and Corporation Needs to Know About Diversity, Inclusion and Equity	LU	141



## 2023-2024 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
5/23/2024	<a href="#">Operating Costs language</a>
4/26/2024	<a href="#">AIA Construction Contract Rider?</a>
10/22/2024	<a href="#">AI for Commercial Real Estate Leasing</a>
1/1/2024	<a href="#">Finding and purchasing available commercial real estate in Michigan for independent health care practice.</a>
1/2/2024	<a href="#">Mutual Environmental Indemnity Clause</a>
9/3/2024	<a href="#">Request for simple brokerage agreement</a>

### IMPORTANT DATES

Item	Date
Program Submission Deadline	Mon., Jan. 27, 2025
Program Selection Notifications Sent	Fri., March 14, 2025
Program Organizer Submission Deadline*	Fri., April 4, 2025
Speaker Submission Deadline**	Fri., May 23, 2025
Course Material Submission Deadline	Fri., Aug. 22, 2025
Program Submission Deadline	Mon., Jan. 27, 2025

\*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.