

BY INVITATION ONLY



Advanced Commercial Leasing Institute

April 23-25, 2025

The Morrow Hotel | Washington, DC

CLE

Up to 13.0 CLE credit hours (based on a 60-minute credit hour), including 1.5 hours of ethics

Up to 15.6 CLE credit hours (based on a 50-minute credit hour), including 1.8 hours of ethics

Up to 13.0 CPD credit hours, including 10.5 Substantive hours and 1.5 Professionalism hours



Designed for U.S. & Canadian commercial leasing professionals with a minimum of 10 years of expertise in the field



Summary

ACREL is thrilled to present the 2025 Advanced Commercial Leasing Institute (ACLI) in Washington, DC. The Institute convenes the brightest minds in the commercial leasing industry for two days of active learning and discussions about the most up-to-date and pressing subjects faced by commercial leasing attorneys.

Registration for this event is by invitation only. If you have 10 years of legal experience in commercial leasing, and you are interested in attending, please email acrel@acrel.org or complete the interest form on our website (bit.ly/acli-interestform).

Registration

Please find all logistical details and registration information posted on the ACREL website.

Please note that registration for the ACLI is limited in capacity. Registration is on a first-come basis and will close once capacity is reached.

Wednesday, April 23, 2025

4:00 – 6:30PM

Registration

4:30 – 5:00PM

**Rising Star
Introductory Meeting**

5:30 – 6:15PM

Welcome Reception

6:15 – 9:00PM

Institute Dinner

Thursday, April 24, 2025

7:00 – 8:00AM

Breakfast

8:00AM – 12:45PM

Educational Sessions

8:00 – 9:30AM

**“If You Leave Me Now”
Assignment and Sublease Rights**

- ▶ Understand the impact of transfers on landlords and tenants
- ▶ Differentiate between types of transfers
- ▶ Develop workable exit strategies

SESSION LEADER

GinaMarie Spencer

TEAM MEMBERS

Rick Eckhard; Jamie Paquin

9:45 – 11:15AM

**A Little Touch-Up Won't Cut It
Alternatives for Underused
Office Buildings**

- ▶ Explore options for obsolete single tenant buildings
- ▶ Examine key lease clauses when repurposing an office building
- ▶ Learn to identify threshold issues for conversions

SESSION LEADER

Marlene Laveman

TEAM MEMBERS

Kerri Alessi; Steve Cohen; Pete Roth



11:30AM – 12:45PM

Are You Anchored in the Past? Navigating Existing Lease Anchor Controls

- ▶ Explore complexities and impact of restrictions in ground leases and REOAs
- ▶ Examine all perspectives in releasing and amending controls
- ▶ Discuss negotiating fair amendments that better serve the center

SESSION LEADER

Julie Robbins

TEAM MEMBERS

Mike Broich; Jennifer L.D. Kypreos

12:45 – 2:00PM

Group Lunch on Hotel Rooftop

2:15 – 5:00PM

Educational Sessions

2:15 – 3:45PM

Are We “Writing” Them “Right?” Tenants’ Future Rights

- ▶ Negotiate ROFO’s and ROFR’s to avoid disputes
- ▶ Consider drafting loopholes that complicate enforcement
- ▶ Explore remedies available on a breach

SESSION LEADER

Hope Plasha

TEAM MEMBERS

Matt Hektoen; Marta Lewycky

4:00 – 5:00PM

Infrastructure Planning Today for a Smarter Tomorrow

- ▶ Engage with experts at the forefront of thinking and planning around future infrastructure needs
- ▶ Hear about planning for future e-mobility
- ▶ Learn about the future of load flexibility (microgrids), grid modernization and distributed energy resources

SESSION LEADER

Karen O’Malley

TEAM MEMBERS

Jeff Hess; Ben Myers*; Bruce Smiley

7:00PM

Dine Arouds

Friday, April 25, 2025

7:00 – 8:00AM

Breakfast

8:00AM – 2:30PM

Educational Sessions

8:00 – 9:30AM

“The Check is in the Mail” Lease Defaults, Remedies and Solutions

- ▶ Explore landlord and tenant perspectives on defaults and remedies
- ▶ Consider the strategic value of traditional and non-traditional remedies
- ▶ Learn a judge’s view of defaults and remedies

SESSION LEADER

Peter Anderson

TEAM MEMBERS

A.L. Braun; Marty Orlick;
Judge Durke Thompson*

9:45 – 11:15AM

Show Me the Money! Landlord and Tenant Financing

- ▶ Learn about financing vehicles for owners and tenants
- ▶ Evaluate the impact of lease provisions through the lens of a lender
- ▶ Examine lease-adjacent documents for financings for both parties

SESSION LEADER

Stacy L. Manley

TEAM MEMBERS

Danna Horton*; David G. London;
Katie Noonan

11:15 – 11:55AM

Lunch buffet

11:45AM – 12:45PM

From Ghost Town to Boom Town Re-Emerging Downtowns

- ▶ Learn about historical growth and contraction of cities
- ▶ Understand the lasting impact of COVID on downtown business districts
- ▶ Hear of current and contemplated projects designed to spark recovery

SESSION LEADER

John Visconsi

TEAM MEMBERS

Rich Heller; George Papageorge*

1:00 – 2:30PM

Is “Zealous” a 4-Letter Word? The Line Between Zealous Advocacy and Unprofessional Conduct

- ▶ Review Model Rule 1.3 (and State/Provincial counterparts)
- ▶ Discuss the limits of lawyers’ duty of zealous representation
- ▶ Learn effective responses to unprofessionalism

SESSION LEADER

Marc Bergoffen

TEAM MEMBERS

Lydia Lawless*; Jeffrey Moerdler

2:30PM

Concluding remarks

**Expert Speaker*

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For more information on sponsorship opportunities, please contact Julie Burgess at (301) 816-9811 or jaburgess@acrel.org.

Thank You

ACREL would like to offer a special thank you to the Advisory Board leadership. Their contributions of time and energy have ensured outstanding topics, materials, and hypotheticals for the 2025 Advanced Commercial Leasing Institute.

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Leasing Institute

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Sponsorship Opportunities

EVENT/ OPPORTUNITY	2025 ACREL SPONSOR DISCOUNTED FEE	REGULAR SPONSORSHIP FEE	INCLUDES:
Wednesday Evening Kick- Off Dinner	\$2,500	\$5,000	<ul style="list-style-type: none"> ▶ Recognition/thank you in ACLI materials with link to sponsor's website ▶ Opportunity for in-person brief remarks by 1 sponsor representative at/before meal ▶ Presence/opportunity for in-person interaction throughout the meal by 1 sponsor representative ▶ Table/space for static/unstaffed display outside of conference room throughout the Institute
Thursday Breakfast	\$1,250	\$2,500	<ul style="list-style-type: none"> ▶ Recognition/thank you in ACLI materials ▶ Opportunity for in-person brief remarks by 1 sponsor representative at/before meal ▶ Presence/opportunity for in-person interaction throughout the meal by 1 sponsor representative ▶ Table/space for static/unstaffed display outside of conference room for Thursday only
Thursday Networking Lunch	\$1,250	\$2,500	<ul style="list-style-type: none"> ▶ Recognition/thank you in ACLI materials ▶ Opportunity for in-person brief remarks by 1 sponsor representative at/before meal ▶ Presence/opportunity for in-person interaction throughout the meal by 1 sponsor representative ▶ Table/space for static/unstaffed display outside of conference room for Thursday only
Friday Breakfast	\$1,250	\$2,500	<ul style="list-style-type: none"> ▶ Recognition/thank you in ACLI materials ▶ Opportunity for in-person brief remarks by 1 sponsor representative at/before meal ▶ Presence/opportunity for in-person interaction throughout the meal by 1 sponsor representative ▶ Table/space for static/unstaffed display outside of conference room for Friday only
Friday Lunch with Speaker	\$1,250	\$2,500	<ul style="list-style-type: none"> ▶ Recognition/thank you in ACLI materials ▶ Opportunity for in-person brief remarks by 1 sponsor representative at/before meal ▶ Presence/opportunity for in-person interaction throughout the meal by 1 sponsor representative ▶ Table/space for static/unstaffed display outside of conference room for Friday only
Tables outside conference room	\$500 <i>(each/per day)</i>	\$1,000 <i>(each/per day)</i>	<ul style="list-style-type: none"> ▶ Available only to organizations (other than law firms) providing outside speakers for the Institute ▶ Table/space for static/unstaffed display outside of room only for the day on which the outside speaker is participating

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