

RealLeasing

Finding the Right
Balance In Today's
Leasing Market

Thursday, September 23, 2010
Metro Toronto Convention Centre
North Building



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John Peets
Stephen Posen
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Ana Radic
Julie Robbins
Andy Robins

Deborah Rogers
(invited)
Susan Rosen
David Ross
William Rowlands
Laurie Sanderson
Nick Stryland
Chris Tambakis
Allan Taylor
Lauren Temple

Jeff Thomas
David Thompson
Craig Tresham
Natalie Vukovich
Craig Walters
Deborah Watkins
Glenn Way (invited)
Ellen Williamson

Executing an effective leasing strategy in this market environment is of critical importance to both owners and users of real estate space. And yet, the lease negotiation and transaction process continues to produce many challenges and issues for landlords and tenants, as well as for all the intermediaries and third parties who are commonly involved in this process – including brokers, lawyers, lenders, and insurers.

FINDING THE RIGHT BALANCE IN TODAY'S LEASING MARKET

STRATEGIES, ISSUES, PRACTICES AND TRENDS IN OFFICE, INDUSTRIAL AND RETAIL MARKETS

RealLeasing will be a high level business forum that will address key issues, examine emerging trends and practices, and discuss effective strategies for real estate leasing in today's markets.

RealLeasing is designed to meet the needs of executives who have responsibility for their organization's leasing strategies as well as individuals who play an integral role in the leasing process for office, industrial, and retail space and buildings. The program is equally targeted at landlords and tenants.

The program is equally targeted at landlords and tenants. This special one-day conference has been organized by the Real Property Association of Canada and York Communications/MMPI Canada, the producers of The Real Estate Forums.

In keeping with the strong reputation of the forums, **RealLeasing** will present high-quality speakers on very topical issues at a relatively low registration fee.

Opportunities for networking will be available throughout the conference. Also, attendance at **RealLeasing** will qualify for continuing education credits from RECO, BOMA and REIC.

We hope that you will take advantage of this unique and very informative event.

BE FRONT AND CENTRE WITH LEADING REAL ESTATE EXECUTIVES!

To become a sponsor of RealLeasing or any of our conferences, please contact Frank Scalisi at 416-512-3815 or fscalisi@mmart.com

REGISTRATION FEE

Advance Sales Only

Up to September 3: \$395 + HST

After September 3: \$445 + HST

Deadline To Register: Wednesday, September 15





All delegates will automatically be registered to attend the Colliers International Market Update Presentations.

7:00 a.m.

ONSITE REGISTRATION AND CONTINENTAL BREAKFAST

7:50 a.m.

OPENING PRESENTATIONS

INTRODUCTION AND HOST FOR THE OPENING SESSION

Scott Addison, Executive Vice President, Eastern Canada, Colliers International

ECONOMIC OUTLOOK FOR 2011: CAN CANADA WEATHER A SLUGGISH U.S. MARKET AND TURBULENT GLOBAL CONDITIONS?

An insightful examination of key trends in the North American economy with a specific view towards their future direction over the short and medium terms, including the outlook for GDP growth, interest rates, energy and commodity prices, the value of the Canadian dollar, and the rate of inflation. How will the recovery materialize over the next twelve months? What impact will weak manufacturing conditions have on employment growth? What will be the key indicators that we will be able to see the light at the end of the tunnel?



Sherry Cooper, Global Economic Strategist and Executive Vice-President, BMO Capital Markets & BMO Nesbitt Burns

THE DEMAND SIDE OF COMMERCIAL REAL ESTATE: WHAT ARE TENANTS LOOKING FOR AND WHERE WILL GROWTH OCCUR?

A discussion on the results of a major tenant survey seeking to determine what industry and service sectors have planned for growth in 2011, and how that in turn will impact the office and industrial real estate leasing markets. What kind of leasing momentum can the market across the Toronto commutershed expect next year? The discussion will also examine how tenant real estate priorities are changing and what areas are perceived to be the most desirable across the Greater Toronto Area.



Scott Addison, Executive Vice President, Eastern Canada, Colliers International



John Arnoldi, Managing Director, Toronto Region, Colliers International

9:25 a.m.

THREE CONCURRENT SESSIONS (SELECT A1, B1 OR C1)

SESSION A1

INDUSTRIAL LEASING: HAS IT TURNED THE CORNER?

The session will open with a brief overview of the demand side of the industrial market: logistics and warehousing vs. heavy uses. What are the trends in the current industrial leasing market? Has demand started to increase? Have NERs stabilized? Is there any new development underway? What are the top five sticking points that are emerging in industrial deals today and how are they being addressed and resolved? What type of space is becoming obsolete and what is not? How are industrial tenant requirements changing, and what recent landlord initiatives are addressing this demand? Has there been a softening in the challenge of securing financing for single tenant buildings in this credit market environment? What has happened to the demand and the values of B and C buildings over the past year?

Moderator:

Scott Addison, Executive Vice President, Eastern Canada, Colliers International

Panel will include:

David Bergeron, Director, Industrial Leasing, GWL Realty Advisors Inc.

Rob Lauer, Vice President, Industrial Leasing, Bentall LP

Nick Stryland, Senior Director of Leasing, Orlando Corporation

SESSION B1

TENANT TRANSFERS: NAVIGATING THE WORLD OF SUBLEASING, ASSIGNMENT AND LEASE TAKEOVERS

mcmillan

Subleasing is still a prevalent commodity in the office, industrial and retail markets. It is important for both tenants and landlords to understand the key issues and differences associated with these types of tenancies. What is a sublease? What are the major differences between a head lease vs. a sublease, e.g. in assignment; tenants' rights? As a tenant, how do you work with landlords in order to get consent? How are lease takeovers being structured? Under what conditions should transfers be allowed? What control provisions in leases have implications on these actions? What is the tenant's perspective on subleases? The landlord's perspective? What is the difference between lease and sublease enforcement? How do you actually terminate the lease? How can lease provisions manage sublease activity without unduly penalizing the tenant? When can the landlord's consent be reasonably withheld? Does the landlord need a third party agreement? What should you do if the prospective subtenant wants to extend the term as a condition of leasing the space?

THURSDAY, SEPTEMBER 23

Moderator:

David Ross, Partner, McMillan LLP

Panel:

Michael Baryn, Assistant Vice President, Leasing, Manulife Financial

Mary Mowbray, Vice President, Retail Group, Colliers International

Deborah Rogers, Senior Vice President, Legal, Eastern Canada, Brookfield Properties Corporation (invited)

William Rowlands, Partner, Lang Michener LLP

SESSION C1

CULTURE SHOCK: THE DIFFERENCE BETWEEN U.S. AND CANADIAN LEASES AND TENANT EXPECTATIONS

This session will examine some of the most common differences in commercial real estate law and in leasing practices on both sides of the border. When a Canadian landlord is negotiating a lease with a U.S. tenant, what does he need to especially aware of? When the differences are very significant between their approach and Canadian practices, how do you resolve these issues? In the U.S., tenants appear to have more clout because it is a much larger but also more fragmented market with a very diverse cross-section of office, industrial and retail owners. The degree and level of sophistication can also vary considerably across the states. Discussion will focus on key significant differences that can emerge in Canadian lease negotiations and documentation with U.S. tenants. For example, a letter of intent is the preferred initial step, whereas in Canada an offer to lease is the most common practice. With respect to indemnities, what does a Canadian landlord need to be careful about? What happens if the guarantor is non-Canadian? The concept of distress is a common law right in Ontario but not in the U.S.

Moderator:

Jane Helmstadter, Partner, Bennett Jones LLP

Panel:

Jeanne Banka, Partner, Daoust Vukovich LLP

Catherine Bray, National Leader, Real Estate Leasing Group, Borden Ladner Gervais LLP

Nancy Prenevost, Vice President, Legal, Oxford Properties Inc.

10:25 a.m.

MORNING REFRESHMENTS

Lang Michener LLP
Lawyers – Patent & Trade Mark Agents

Lanyard Sponsor

Blakes
LAWYERS

Portfolio Sponsor

MINDEN GROSS LLP

10:50 a.m.

THREE CONCURRENT SESSIONS (SELECT A2, B2 OR C2)

SESSION A2

WHERE ARE THE DOWNTOWN AND SUBURBAN OFFICE MARKETS HEADING? WHAT WILL CREATE DEMAND FOR THE SPACE?

This session will examine how the Toronto office market is performing across the eight submarkets that comprise the 416 and 905 regions and the outlook for 2011. What are the key trends in each of these target areas? Where are prevailing rents at this time and where are they anticipated to be heading over the next twelve months? How have the completed downtown developments and those in the pipeline affected the market? How will older buildings compete with new ones? Where is the velocity in today's office market? Will there be a catch-up at some point due to the current softness? What will be the strategies to fill any large spaces? How are Class B and C buildings faring in comparison to higher quality buildings? How do landlords address the challenge of dealing with a tenant who is only in the market once every five or ten years? What business incentives are available from municipalities to assist landlords in attracting tenants to buildings in these communities? Do they make a difference in deal flow?

Moderator:

Sandy McNair, President, Altus InSite

Panel:

Glen Moore, Senior Vice President, Cushman & Wakefield Ltd.

Allan Taylor, Senior Vice President, Leasing, Redbourne Realty Advisors Inc.

Craig Tresham, Principal & Senior Vice President, Avison Young Commercial Real Estate

Glenn Way, Vice President, GTA, GWL Realty Advisors Inc. (invited)

SESSION B2

TWENTY-EIGHT GOVERNMENT STATUTES THAT HAVE IMPLICATIONS FOR MOST LEASES: DO YOURS COMPLY?

gowlings

Many commercial landlords and tenants assume that their leases conform with local, provincial and federal statutory provisions. But the reality may be very different. There are at least twenty-eight different pieces of legislation that may impact the lease obligations of landlords and/or tenants. This includes regulations pertaining to tax assessment, municipal and land use planning, bankruptcy and insolvency, and legislation addressing various green initiatives. The recent transition from GST to HST, and the pending transition from GAAP to IFRS for some landlords is just a small part of the most current legislative framework. This session will provide an overview of the legislative and regulatory matrix and place them in the context of your lease documentation and your legal and operational responsibilities. Is your lease compliant?

Moderator:

Lisa Borsook, Managing Partner, WeirFoulds LLP

Panel:

Joseph Grignano, Partner, Blake Cassels & Graydon LLP

Susan Rosen, Partner, Gowlings LLP

A Lawyer Specializing in Municipal Law

SESSION C2

UPDATE ON GREEN LEASES AND GREEN BUILDINGS: WHAT ARE THE RESPECTIVE RESPONSIBILITIES OF TENANTS & LANDLORDS TO KEEP A BUILDING GREEN?

 **Bental**

The trend in "green buildings" or "high performance buildings" has gained significant momentum. The transformation of the market has been widespread and has included serious commitments from building owners, developers, investors, lenders, tenants, design consultants, builders, contractors, suppliers, communities, and governments at all levels. Over the past seven years, what have we learned about new or existing buildings that are labelled as green?

Are greener buildings outperforming the conventional real estate market? Has the demand for higher quality buildings from tenants declined in the current economy? How strong is the case today for greener workspaces and office buildings? What is the current dynamic on this issue between employees, employers and their landlords? What have we learned about green leases? How competitive is a greener building in a market dominated by older conventional properties? What are the primary reasons that lead to the decision to construct or retrofit a green office building? Are there any risks for a landlord in not pursuing a greening strategy? What are the respective responsibilities and implications on tenants vs. landlords to keep a building green? How do you measure the savings associated with a greener building on an ongoing basis? What are the remedies if benchmarks are not being met?

Moderator:

Lloyd Cornett, Partner, Aird & Berlis LLP

Panel will include:

Doug Hitchcox, Vice President, Office Leasing Division, Sustainability Practice Group, Cushman & Wakefield Ltd.

John Peets, Vice President, Office Leasing, Oxford Properties Group Inc.

Lauren Temple, Associate, Blake Cassels & Graydon LLP

Biographies Sponsor


FRASER MILNER CASGRAIN LLP

REAL LEASING PROGRAM

11:50 a.m.

LUNCHEON & RECEPTION



LUNCHEON REFRESHMENTS

MILLER THOMSON LLP
Barristers & Solicitors
Patent & Trade-Mark Agents

1:00 p.m.

THREE CONCURRENT SESSIONS (SELECT A3, B3 OR C3)

SESSION A3

KEY LEASING TRENDS AND ISSUES IN TODAY'S RETAIL MARKET



This session will focus on some of the major trends and issues in the current retail real estate leasing from both the landlords' and the tenants' perspectives. What impact is consolidation in both the landlord as well as the tenant sector having on retail leasing? How many U.S. tenants are moving into the Canadian market? Given the blurring of retail lines between food and drugs, how are some landlords responding to this trend, e.g. wrestling with exclusive use clauses? When tenants ask for an audit, what are they looking for? How should landlords respond? Co-tenancy is an increasing issue in retail. What are some of the special rights that tenants could bargain for with co-tenancy? Retail is also creeping into other uses. What issues does this pose for leases under these circumstances? Specialty leasing is also growing e.g. sign revenue, locker revenue. What are the implications of this trend?

Moderator:

Glenn Featherstone, Vice President, Retail Leasing, Morguard Investments Limited

Panel:

Eileen Halpin, Executive Vice-President, Toronto, Oberfeld Snowcap

Paul Hars, Senior Vice President, National Leasing, Ivanhoe Cambridge

Andy Robins, Vice President, National Retail Leasing & Development, CREIT

Natalie Vukovich, Partner, Daoust Vukovich LLP

SESSION B3

LANDLORD & TENANT RIGHTS AND OTHER LEASING ISSUES THAT YOU NEED TO BE AWARE OF IN TODAY'S MARKET

Over the past few years, market conditions have shifted so that owners and their lawyers and brokers are often on defense rather than on offense. This panel will discuss the key differences and latest practices in rights of expansion, rights of contraction, early termination, rights of first refusal, rights of first offer, co-tenancy clauses, exclusives, renewal options and other real estate leasing tools. What are tenants asking for and why in today's market? Are landlords ready to give away any special rights in today's market? What are some sources of common conflict between a landlord and a tenant over special rights and how can they be avoided through the drafting process? How do you ensure that special rights are easy to administer? Both landlords and tenants are trying to build flexibility, and control, into their leasing arrangements. How can competing interests co-exist? How are litigators contending with these clauses where defaults occur? Where does the law of waiver fit in? Learn how these issues are addressed from the perspective of a landlord, a tenant, and a litigator in today's market conditions.

Moderator:

Stephen Posen, Partner, Minden Gross LLP

Panel:

Sharon Addison, Partner, McLean & Kerr LLP

Merv Allen, Legal Counsel, First Capital Realty Inc.

Laurie Sanderson, Partner, Gowlings LLP

Ellen Williamson, Vice President, Legal & Assistant General Counsel, The Cadillac Fairview Corporation Limited

SESSION C3

REPOSITIONING OLDER OFFICE PROPERTIES: PRIORITIES IN REMERCHANDISING – FROM GREENING TO RETROFITTING BRICK & BEAM



Intelligent
Real Estate Solutions

Most new developments in today's market are being designed with LEED certification or some high performance metric in mind. However, new construction only represents about 1% of the building stock. What are the options for the remaining 99% of buildings with respect to enhancing their energy and environmental performance in general? What steps can owners of existing buildings take to improve the operational efficiencies of their properties and to ensure that their space remains competitive in the market? In the case of brick and beam buildings, are there companies and tenants who prefer live/work space over newer suburban or downtown developments?

This session will examine specific asset management, marketing, and capital strategies that you can take to achieve these goals and objectives that can lead to ongoing improvements in your energy, water, and waste efficiency, and your building's overall environmental management and performance. How do you involve your existing tenants in developing your strategy, getting their input and their buy-in? What are tenants' expectations in this market with respect to workplace environments in older buildings? What costs are considered to be capital expenditures and which ones fall under operating costs? What are the rights of landlords and tenants in retrofitting or doing major renovations to an existing building?

Moderator:

Jeff Thomas, Vice President and Broker, Ashlar Urban Realty Inc.

Panel:

Robert Eisenberg, Principal, York Heritage Properties

Barbara Francis, Vice President, Property Management, Eastern Canada, Bentall LP

Adam Lazier, Senior Vice President, Slate Properties Inc.

Chris Tambakis, CEO, North America, Adgar Investments & Development Inc.

2:10 p.m.

THREE CONCURRENT SESSIONS (SELECT A4, B4 OR C4)

SESSION A4

EXPRESS LEASING FOR SMALLER SPACES

With a considerable number of tenants occupying less than 5,000 square feet, and for terms of 5 years or less, this session will examine what landlords and intermediaries need to understand when leasing small spaces or when undertaking a transaction with a small tenant. Can landlords (and tenants) involved in these deals afford the custom lease negotiation process typical of larger tenancies? Are they better off to follow a more streamlined process, with a shorter lease form, and minimal negotiation or talking points? Is there or ought there to be a different lease negotiation "model" for smaller tenancies, e.g. a simpler and much shorter form of lease? This session will explore the small lease market and the top five points that landlords, occupants, lawyers, and brokers should focus on in expediting these tenancies.

Moderator:

Sonja Homenuck, Partner, Fraser Milner Casgrain LLP

Panel will include:

Angela Mockford, Partner, WeirFoulds LLP

David Motley, Vice President, Lease Administration, GWL Realty Advisors Inc.

Ana Radic, Vice President, Eastern Region, Dundee Realty Management Corporation

SESSION B4

WORKING WITH WEAKER TENANTS OR LANDLORDS: COVENANTS, SECURITY, FINANCING, RIGHTS, BANKRUPTCY AND INSOLVENCY

McLEAN & KERR LLP
BARRISTERS & SOLICITORS

The first part of this session will examine some of the latest thinking on assessing tenant credit worthiness and obtaining additional security for tenant promises. What are the latest rules on guarantee, indemnities, letters of credit, deposits, and other forms of tenant covenants? How is covenant risk being re-assessed? How do you work with tenants without waiving all of your rights? What happens when the tenant goes bankrupt or seeks protection of insolvency laws? How do you secure and protect your tenant allowances in this market? To what extent can you use creative financing between landlords and tenants? The second part of the session will focus on the tenant and how they can protect their interest opposite weakened landlords, ensure security of tenure, protection and remedies against landlord default, and have appropriate exit strategies.

Moderator:

Celia Hitch, Director, Retail Legal Services, Oxford Properties Group

Panel:

Holly Allen, Real Estate Consulting and Deals Leader, PricewaterhouseCoopers LLP

Marta Lewycky, Vice President, Legal Affairs, First Capital Realty Inc.

Max Maréchaux, Partner, Miller Thomson LLP

SESSION C4

LEASE NEGOTIATION IN TODAY'S SOFT MARKET: HOW TO RESOLVE KEY ISSUES, OFFER EFFECTIVE STRATEGIES AND CLOSE THE DEAL

What are the issues and sticking points when negotiating in today's market conditions and what are the arguments used to reach the middle ground? As vacancy rates in office, industrial and retail markets have increased, what leasing strategies and hurdle rates are landlords considering in these market conditions? How are they marketing their vacant and soon-to-be vacant space? Are landlords keen to "extend and blend" and to renew tenant leases for as long as possible while tenants are seeking much shorter terms? What impact does this strategy have on net asset value? How do you get a deal done in this market? Do short term leases save money or do they not? Are there any particular creative ways to complete a successful transaction? How long should it take to finalize a deal? How are landlords responding to RFPs? What type of inducements and allowances are owners used in this market?

Moderator:

Stephen Messinger, Partner, Minden Gross LLP

Panel:

Phil Gillin, Managing Director, Real Estate, Sun Life Assurance Company of Canada

Paul Morse, Senior Managing Director & National Practice Leader, Office Leasing, Cushman & Wakefield Ltd.

Catherine McKenna, Vice President, National Retail Leasing, Arcturus Realty Corporation

Craig Walters, Senior Vice President, Northam Realty Advisors Inc.

3:15 pm – 4:20 pm

MINI ROUNDTABLE DISCUSSIONS – MEET THE EXPERTS!

AIRD & BERLIS LLP

Barristers and Solicitors

Take advantage of this opportunity to participate in informal discussions on the dynamics of key legal issues, market trends, and transaction activity. Tap into the minds of experts, gain insight into proven strategies, and share experiences with your peers. Participants will have the opportunity to join two of the following small discussion groups that will be held concurrently.

Round one will be from 3:15 pm to 3:40 pm and round two will be from 3:50 pm to 4:20 pm.

Discussion topics and leaders are identified below.

- 1. FIVE LEASE CLAUSES THAT DO NOT GET MUCH RESPECT**
Stephen Posen, Partner, Minden Gross LLP
- 2. EXIT STRATEGIES FOR TENANTS AND LANDLORDS IN THIS MARKET**
Julie Robbins, Senior Associate, Fraser Milner Casgrain LLP
- 3. GREEN LEASES: THE CRITICAL DIFFERENCES FROM CONVENTIONAL LEASES**
Michael Brooks, Partner, Aird & Berlis LLP; CEO, Real Property Association of Canada
- 4. REALTY TAXES: THE INDIGO CASE. WHAT LATITUDE DOES THE LANDLORD HAVE TO ALLOCATE TAXES?**
Christina Kobi, Partner, Minden Gross LLP
- 5. MOVING ISSUES: DECOMMISSIONING; WHAT DOES A TENANT NEED TO DO AS A CONDITION OF THE LEASE?**
Deborah Watkins, Partner, Associate, Daoust Vukovich LLP
Melissa Brockley, Associate, Daoust Vukovich LLP
- 6. LANDLORD AND TENANT RIGHTS AND CONCERNS DURING SPACE/BUILDING RENOVATIONS, DEMOLITIONS**
Sharon Addison, Partner, McLean & Kerr LLP
- 7. MANAGING LEASEHOLD IMPROVEMENTS AND CONSTRUCTION COSTS IN TODAY'S MARKET**
- 8. BINDING AND NON-BINDING LETTERS OF INTENT**
David Thompson, Partner, WeirFoulds LLP
- 9. SOLAR ROOFTOPS: WE HAVE NOT FOUND THE RIGHT MODEL**
Dennis Daoust, Partner, Associate, Daoust Vukovich LLP
Jamie Paquin, Associate, Daoust Vukovich LLP
- 10. MEDICAL BUILDINGS: WHAT IS UNIQUE ABOUT LEASING THIS TYPE OF SPACE?**
Bruce McKenna, Partner, Associate, Lang Michener LLP
Matt German, Associate, Lang Michener LLP
- 11. INCREASE IN GROUND LEASING. WHAT DO YOU NEED TO KNOW ABOUT THIS?**
Laurie Sanderson, Partner, Gowlings LLP
- 12. THE CONTINUING DEBATE OVER OPERATING COSTS**
Karsten Lee, Associate, WeirFoulds LLP
- 13. MIXED-USE BUILDINGS. WHAT ARE SOME OF THE LEASING ISSUES ASSOCIATED WITH THESE PROPERTIES ESPECIALLY IF THE VARIOUS USES ARE PHASED-IN?**
Catherine Bray, National Leader, Real Estate Leasing Group, Borden Ladner Gervais LLP
- 14. WHAT YOU NEED TO UNDERSTAND ABOUT SPECIALTY RETAIL LEASING.**
Stephanie Campanaro, Lawyer, Borden Ladner Gervais LLP

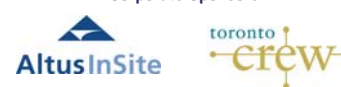
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Afternoon Refreshments Sponsor



Corporate Sponsors



Who Should Attend

RealLeasing is designed to meet the needs of executives who have responsibility for their organization's leasing strategies as well as individuals who play an integral role in the leasing process related to office, industrial and retail space, buildings, and property.

The program will be of particular value to:

- Owners of office, industrial, and retail real estate including asset managers, building owners, and property managers
- Real estate developers including executives responsible for marketing, leasing, and financing
- Tenants and users of office, industrial, and retail real estate including corporate real estate executives, facility managers, and accommodation planners
- Real estate brokers specializing in the ICI leasing markets
- Executives from financial institutions responsible for commercial and investment real estate lending and financing
- Municipal, provincial, and federal government staff responsible for real estate asset management and leasing
- Lawyers, consultants, and advisors specializing in real estate activities

Education Credits

Attendance at RealLeasing will qualify for:

- Mandatory Continuing Education credits from *RECO*. Seven credits are anticipated and will be given for the day provided that the necessary criteria are met. For specific criteria, visit www.realestateforums.com and select "RealLeasing"
- Continuing Professional Development credits from:
 - *Certified General Accountants of Ontario*
 - *Institute of Chartered Accountants of Ontario*
 - *Appraisal Institute of Canada*
 - *Real Estate Institute of Canada (REIC)*

CONFERENCE FORMAT OFFERS YOU BETTER QUALITY CHOICES!

THREE MAJOR THEME AREAS WITH FOUR SESSIONS EACH

The program for RealLeasing 2010 has been uniquely designed to offer the greatest possible value and flexibility to asset managers, leasing executives, corporate real estate directors, in-house legal counsel, lawyers in private practice, commercial real estate brokers and others.

A wide range of the most significant leasing trends, issues, challenges, and strategies were identified and then grouped into three theme areas with each one offering four sessions.

You have a choice of attending all the sessions in a particular stream or selecting up to four various topics in two or more theme areas to makeup your itinerary for the day.

THEME A: <i>RESPONDING TO LEASING CHALLENGES AND DEAL-MAKING IN A SOFT ECONOMY</i>	THEME B: <i>TOP OF MIND LEGAL AND BUSINESS ISSUES IN A CHANGING COMMERCIAL LEASING MARKET</i>	THEME C: <i>MANAGING EFFECTIVELY THROUGH THE DOWNTURN: KEY TRENDS AND STRATEGIES FOR OWNERS AND MANAGERS</i>
9:25 am A1 Industrial Leasing: Has It Turned the Corner?	9:25 am B1 Tenant Transfers: Navigating the World of Subleasing, Assignment and Lease Takeovers	9:25 am C1 Culture Shock: The Difference Between U.S. and Canadian Leases and Tenant Expectations
10:50 am A2 Where are the Downtown and Suburban Office Markets Heading? What Will Create Demand for the Space?	10:50 am B2 Twenty-Eight Government Statutes that Have Implications for Most Leases: Do Yours Comply?	10:50 am C2 Update on Green Leases and Green Buildings: What are the Respective Responsibilities of Tenants & Landlords to Keep a Building Green?
1:00 pm A3 Key Leasing Trends and Issues in Today's Retail Market	1:00 pm B3 Landlord & Tenant Rights and Other Leasing Issues That You Need to be Aware Of in Today's Market	1:00 pm C3 Repositioning Older Office Properties: Priorities in Remerchandising – From Greening to Retrofitting Brick & Beam
2:10 pm A4 Express Leasing for Smaller Spaces	2:10 pm B4 Working With Weaker Tenants or Landlords: Covenants, Security, Financing, Rights, Bankruptcy and Insolvency	2:10 pm C4 Lease Negotiation in Today's Soft Market: How to Resolve Key Issues, Offer Effective Strategies and Close the Deal

CLOSING SESSION FOR THE CONFERENCE MINI ROUNDTABLE DISCUSSIONS – MEET THE EXPERTS!

Take advantage of this opportunity to participate in informal discussions on the dynamics of key legal issues, market trends, and transaction activity. Tap into the minds of experts, gain insight into proven strategies, and share experiences with your peers. Participants will have the opportunity to join two of fourteen small discussion groups that will be held concurrently during the final one hour of the conference.

For details, refer to the list at the end of the program.

REGISTRATION INFORMATION

Full Registration:

Up to September 3: \$395 + \$51.35 HST
 After September 3: \$445 + \$57.85 HST
 13% HST as indicated above.

All registrations include a light breakfast, morning and afternoon refreshments, reception and luncheon.

Registration Modification, Substitution & Cancellation:

REGISTRATION MODIFICATION (including delegate substitution) made after Wednesday, September 15 will be subjected to \$50 administrative fee.

CANCELLATION must be received in writing by Wednesday, September 15. Refunds, less \$75 administrative fee, will be made. We regret that refunds cannot be offered after that date.

Special Registration Discount Rate for Groups of 5 or More! And Earn RECO Credits!

A special discount rate of \$350 + HST per person is being offered to groups of 5 or more from one firm or organization.

To take advantage of this rate, you must call Maria Encarnacion at (416) 512-3807.

You **CANNOT** register for this discount online.

How to Register:

Advance sales only. There will be no sales at the door.
DEADLINE TO REGISTER: Wednesday, September 15

1. REGISTER ON-LINE:

Easy on-line registration!

Use VISA, Mastercard, or AMEX, and register on-line at www.realestateforums.com select "RealLeasing" and proceed from there.

2. REGISTER BY FAX USING A CREDIT CARD:

Use VISA, Mastercard or AMEX and fax your form to (416) 512-1077

3. REGISTER BY MAIL:

Send the completed registration form with payment to:
MMPC Expositions ULC
 10 Alcorn Ave., Suite 100, Toronto, ON M4V 3A9

ANY QUESTIONS?

Call (416) 512-3807 or visit www.realestateforums.com, and select "RealLeasing"

MMPI Canada / MMPC Exposition ULC is solely responsible for the content of the material used in this conference.

PLEASE TYPE OR PRINT LEGIBLY

Registration form will not be processed unless completed in full. For additional registrations from the same organization, please photocopy this form. To receive confirmation by email, you must register by Wednesday, September 15. (Please note that our e-mail privacy policy is to maintain all information as strictly confidential.)

First Name: _____

Surname: _____

E-mail Address:

Title: _____

Company/Organization: _____

Full Mailing Address: _____

City: _____

Province: _____

Postal Code: _____

Telephone: () _____

Fax: () _____

For Real Estate Brokers who wish to receive RECO credits, indicate your RECO registration number here: _____

Please check the most appropriate description of your responsibilities:

- | | |
|---|--|
| <input type="checkbox"/> 01 Real Estate & Property Management | <input type="checkbox"/> 11 Financial Services / Real Estate Financing |
| <input type="checkbox"/> 02 Building Owner / Developer / Investor | <input type="checkbox"/> 12 Government |
| <input type="checkbox"/> 03 Facility Management / Tenant | <input type="checkbox"/> 13 Lawyer |
| <input type="checkbox"/> 09 Asset Manager | <input type="checkbox"/> 27 Consultant |
| <input type="checkbox"/> 10 Real Estate Broker | <input type="checkbox"/> 05 Other (indicate below) _____ |

IMPORTANT:

Please review the concurrent sessions throughout the program and **circle your choices below**. As space will be limited, seating will be on a "first come, first served" basis.

- 9:25 a.m. **A1** or **B1** or **C1**
 10:50 a.m. **A2** or **B2** or **C2**
 1:00 p.m. **A3** or **B3** or **C3**
 2:10 p.m. **A4** or **B4** or **C4**

CONCURRENT MINI-ROUNDTABLE DISCUSSIONS:

- 3:15 p.m. **I would like to attend: Topic #** _____
 3:50 p.m. **I would like to attend: Topic #** _____

Payment Information

Please **circle** your payment amount below.

Up to Sept. 3 After Sept. 3

Full Registration:	\$395.00	\$445.00
13% HST (GST #R125925289):	\$ 51.35	\$ 57.85
Total:	\$446.35	\$502.85

Cheque enclosed (Please make cheque payable to "RealLeasing")

VISA **Mastercard** **AMEX**

Card Number: _____

Expiry Date: / _____

Name on the Credit Card: _____

Signature (must be signed to be valid): _____

(NOTE: "MMPC Expositions ULC" will appear on your credit card statement)

RealLeasing

WEBSITE: www.realestateforums.com

MAIL: MMPC Expositions ULC, 10 Alcorn Avenue, Suite 100, Toronto, ON M4V 3A9

FAX: (416) 512-1077