

The Crocker Symposium

Huge changes are afoot in real estate. New technology platforms spawned by the internet, changes in how we live and work, and a shifting demographic, political and economic landscape are fundamentally transforming real estate markets. At the Crocker, you will learn from industry leaders what is "disrupting" the real estate industry and how to adapt to and capitalize on these new realities.

The Crocker Symposium returns for its 43rd year in 2014, offering three basic substantive tracks – Development, Finance, and Demographic/Technological Shifts. Inside you will find the full-day schedule, consisting of four plenary sessions, three sets of panel discussions in each track, and an early morning bonus program about increasing diversity in your real estate organization.

New this year, the Crocker is offering a special morning session for new professionals (fewer than 5 years practice) in real estate law and business. Taught by pre-eminent scholars and lawyers, these sessions are limited to the first 45 registrants! See inside for more information.

At the end of the day unwind with new and old colleagues and find a new deal partner, mentor or protégé at the cocktail reception sponsored by Glaser Weil LLP!

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November 6, 2014
Register Today!
at CrockerSymposium.com

LOS ANGELES COUNTY BAR ASSOCIATION
1055 West 7th Street, Suite 2700
Los Angeles, CA 90017
Event Code: 012284



Adapting to Change in Evolving Real Estate Markets

November 6, 2014

Register Today!
at CrockerSymposium.com

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UCLA ZIMAN
CENTER for REAL ESTATE



CONSTRUCTIVE DISRUPTION

Adapting to Change in Evolving Real Estate Markets

November 6, 2014 • 8:00 AM to 5:30 PM
Millennium Biltmore, Downtown Los Angeles

CrockerSymposium.com

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GENERAL SESSION

7:30 AM	Registration Opens
8:00 AM - 9:00 AM	Continental Breakfast
8:00 AM - 9:00 AM	Adding Diversity to Your Real Estate Organization*
Moderator:	Paige Serden, City National Bank
Speakers:	Shedrick Davis, LAMBDA Legal James Huang, BRC Advisors Luis Rodriguez, Former President, State Bar of California Michelle Smith-Ballard, Turner Construction Robert Williams, Sheppard Mullin Richter & Hampton LLP
9:00 AM – 9:10 AM	Opening Remarks
9:10 AM – 10:10 AM	Macroeconomic Forecast: Identifying Real Estate Opportunities Through Economic Indicators
Speaker:	Prof. Stuart A. Gabriel, UCLA Anderson School of Management
10:10 AM – 11:10 AM	Questions & Answers with Kenneth Lombard, Vice Chairman and Partner, Capri Capital Partners, LLC
Speaker:	Kenneth Lombard, Capri Capital Partners LLC
Interviewer:	Norma Williams, Williams & Associates
11:10 AM – 11:30 AM	Networking Break
11:30 AM – 12:30 PM	Can New Regulations and Policies Help Revitalize Infill Development?
Moderator:	DJ Moore, Latham & Watkins LLP
Speakers:	Chris Fraley, Evolve Real Estate Bea Hsu, Related Companies Elisa Paster, Glaser Weil LLP
	Lost in Translation? Trends in Foreign Investments in U.S. Commercial Real Estate
Moderator:	Peter Gelles, Law Offices of Peter Gelles
Speakers:	Meryl Chae, Skadden, Arps, Slate, Meagher & Flom LLP I-Fei Chang, Greenland USA Michael Karlin, Karlin & Peebles, LLP Matthew Strotton, QIC Global Real Estate
	Building for Tomorrow: How Changing Demographic, Economic, Political and Environmental Dynamics Are Impacting Real Estate Development
Moderator:	Seth Weissman, Jeffer Mangels Butler & Mitchell LLP
Speakers:	Jim Anderson, Trammell Crow Prof. Evelyn Blumenberg, UCLA Luskin School of Public Affairs Mayor Aja Brown, City of Compton Daniel Gehman, Harley Ellis Devereaux Architects Jeff Gould, Colliers International
12:30 PM – 1:50 PM	Luncheon Keynote Miguel Santana, City Administrative Officer for the City of Los Angeles

2:05 PM – 3:05 PM	Development Opportunities in Transitional Times – Oh Where, Oh Where Can They Be?
Moderator:	Fernando Villa, Allen Matkins Leck Gamble Mallory & Natsis LLP
Speakers:	Bob Gardner, RCLCO Scott Laurie, Olson Homes Arturo Sneider, Primestor Development, Inc. Martha Welborne, Los Angeles County Metropolitan Transportation Authority
	Public Finance for Large-Scale Commercial Development
Moderator:	Carolyn Hull, LA PLAN, Los Angeles County Economic Development Corporation
Speakers:	Teveia Barnes, California Infrastructure and Economic Development Bank Steve Heaney, Stifel Doug Praw, Goodwin Procter LLP Jim Simon, RSG Inc.
	How Today’s Disruptive Technologies will Shape the Future of Real Estate
Moderator:	James R. Maddox, Avison Young
Speakers:	Barbara Emmons, CBRE Rick Kirkbride, Paul Hastings LLP Robert York, York Consulting Group LLC
3:05 PM – 3:25 PM	Networking Break
3:25 PM – 4:25 PM	The Great California Drought: Development Impacts & Solutions
Moderator:	Alfred Smith, Nossaman LLP
Speakers:	Joseph Byrne, Best Best & Krieger LLP Mark Dillon, Gatzke Dillon & Balance LLP Julie Riley, Los Angeles Department of Water & Power Scott S. Slater, Cadiz, Inc.
	Real Estate Crowdfunding: From Impossible to Inevitable
Moderator:	Lew Feldman, Goodwin Procter LLP
Speakers:	Fred Bryant, WealthForge Jilliene Helman, Realty Mogul Tom Lockard, Fundrise Ron Suber, Prosper Marketplace Kevin Swill, The Carlton Group Carlo Tabibi, Patch of Land
	Rapid Fire: Hot Topics for Dealmakers
Moderator:	Pam Westhoff, Sheppard Mullin Richter & Hampton LLP
Speakers:	Dave Barksdale, Ballard Spahr LLP Andrew Fogg, Cox, Castle & Nicholson LLP Alexandra Glickman, Arthur J. Gallagher & Co. Trudi Lesser, Law Offices of Trudi Lesser Karl Lott, Holland & Knight LLP Steve Norris, Norris Realty Advisors Susan Orloff, Ryan Jenny Scanlin, City of Los Angeles Economic & Workforce Development Department
4:30 PM – 5:30 PM	The Business of Real Estate: A View from California’s Top Leaders
Moderator:	Roger Vincent, Los Angeles Times
Speakers:	Brad Cox, Trammell Crow Company Rob Goodman, The Resmark Companies Gadi Kaufmann, RCLCO Timur Tecimer, Overton Moore Properties
5:30 PM – 7:00 PM	Cocktail Reception Sponsored by Glaser Weil LLP

8:30 AM – 12:30 PM NEW PROFESSIONALS TRACK
(Limited to 45 registrants. Designed for practitioners with fewer than 5 years in real estate.)

The New Professionals Track is designed and taught by experienced real estate lecturers at elite business and law schools, with the help of a professional new to real estate and based on input from major employers on what new professionals today need to – but often don’t – know. The panels of this separate track at the Crocker Symposium will tackle the key issues in the real estate business at an introductory level, through case studies illustrating the decisionmaking process. Participants will also engage in a hosted lunch networking session with the experienced professionals who participate in the Crocker Symposium’s General Session. They will then join the General Session’s afternoon panels, armed with an overview of the topics that will make the advanced discussion accessible even for newcomers.

- Introduction to Real Estate Finance and Valuation**
Taught by Paul Habibi, Lecturer at UCLA Anderson School of Management
- Introduction to the Law Relevant to Real Estate Transactions**
Taught by Kathleen Smalley, Boies Schiller & Flexner LLP
- Introduction to Development and Investment Decisions**
Taught by Asuka Nakahara, Associate Director, Zell-Lurie Real Estate Center at the Wharton School
- Career Management and Preview of Crocker General Session**
Moderated by Rocky Collis, Boies Schiller & Flexner LLP
- Lunch**
New Professionals will be paired and hosted by a member of the Crocker planning team at lunch with General Session participants. The host will ensure an opportunity for the New Professionals to have meaningful interaction with the senior professionals who attend the Crocker Symposium.
- Join General Session**

Continuing Education Credits

Attorneys (MCLE) The Los Angeles County Bar Association is a State Bar of California approved MCLE provider. The Los Angeles County Bar Association certifies that this activity has been approved for 8 hours of CLE credit by the State Bar of California.

Accountants (CE) The Crocker Symposium follows the CE guidelines specified in the California Board of Accountancy. Up to 9.6 hours of CE credit may be available to participants.

Real Estate Professionals (BRE) This program is pending approval by the California Bureau of Real Estate. (BRE Sponsor No. 4865) Approval by the California Bureau of Real Estate does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors, or lecturers. In order to receive BRE credit, an attendee must attend 90% of the program.

***Adding Diversity to Your Real Estate Organization** has been approved for one hour of Elimination of Bias Credit by the State Bar of California