

The 13th Annual Commercial Real Estate Course is a “must-attend” event for real estate brokers and for attorneys who practice in any segment of the real estate industry. In addition to Texas Real Estate Commission (TREC) certified courses, the program offers numerous individual and panel discussions on a wide variety of topics. Experts will update attendees about the status of the retail, industrial, office, residential, and land markets, will discuss ways of obtaining capital given the state of today’s economy, and will provide insights into topics and issues of particular interest including distressed properties, Texas’ changing demographics, key environmental issues, and an update on REITs. Last year’s mock office lease negotiation was so successful that the Planning Committee decided to include another mock negotiation this year which will be preceded in the program by a topic designed to provide attendees with practical tools and tips they can use to ensure their own negotiations are both ethical and successful.

Finally, attendees will have an opportunity to hear from key community leaders: Harris County Judge Ed Emmet; Andy Icken, Houston’s new Chief Development Officer; and George Greanias, the new Metro General Manager, and meet them at the Reception following the last presentation on Thursday. You won’t want to miss a single minute!

Conducted in conjunction with the Real Estate Center at Texas A&M University, the Commercial Real Estate Course provides 15 MCE hours required by TREC as well as TREC-mandated legal and ethics courses. The Course is also accredited by the State Bar of Texas for 15.25 MCLE hours, including 3.0 hours of legal ethics.

13th Annual COMMERCIAL REAL ESTATE COURSE

Sponsors

Association of Commercial Real Estate Professionals (ACRP)
Bay Area Commercial Real Estate Network (BACREN)
CCIM Houston/Gulf Coast Chapter (CCIM)
Commercial Gateway - HAR®
Commercial Real Estate Women - Houston (CREW Houston)
The Counselors of Real Estate (CRE)
Houston Office Leasing Brokers Association (HOLBA)
NAIOP - Commercial Real Estate Development Association
Urban Land Institute Houston (ULI Houston)
Society of Industrial & Office Realtors® - Houston/Gulf Coast Chapter (SIOR)

October 7-8, 2010

South Texas College of Law
1303 San Jacinto
Garrett-Townes Hall
Houston, Texas

**This course provides 15 MCE hours
(legal, ethics, and elective) required by TREC.**

**13th Annual
COMMERCIAL REAL ESTATE COURSE**

Thursday, October 7, 2010

- 7:00 **Registration and Continental Breakfast**
- 7:50 **Welcome and Opening Remarks**
 • Donald J. Guter, *Dean and President, South Texas College of Law*
 • Lisa L. Dahm, J.D., LL.M.-Health, *Director of CLE and Adjunct Professor, South Texas College of Law*
- Moderator: Gary W. Maler, Real Estate Center at Texas A&M University**
- 8:00 **TREC Legal Update: Part I**(.83 hour)
 • Charles J. Jacobus, *Law Office of Charles Jacobus Bellaire*
- 8:50 **TREC Ethics: Part I**
(Includes .83 hour of legal ethics)(.83 hour)
 • Thomas J. Morgan, *Texas Association of REALTORS Austin*
- 9:40 **Successful and Ethical Negotiations**
(Includes .50 hour of legal ethics)(.50 hour)
 • Kent Newsome, *Greenberg Traurig, LLP Houston*
- 10:10 **Morning Break**
- 10:25 **Capital Is King**(1.0 hour)
Moderator:
 • Ray Driver, III, *Q10 Kinghorn, Driver, Hough & Co. Houston*
Panelists:
 • Jarrod T. Foerster, *Flagship Capital Partners, L.P. Houston*
 • Kerry French, *NorthMarq Capital, Inc. Houston*
 • Michael E. Johnson, *AIG Asset Management Houston*
 • Timothy F. Waikem, *JP Morgan Chase Bank - Commercial Real Estate Houston*
- 11:25 **Hot Topics in the Environment**(.75 hour)
 • Larry W. Nettles, *Vinson & Elkins, L.L.P. Houston*
- 12:10 **Lunch Break** (pick up lunch and return to the auditorium)
- 12:25 **Lunch Presentation**
State of the County(1.0 hour)
 • Hon. Edward M. "Ed" Emmett, *Harris County Judge Houston*
- 1:25 **After Lunch Break**
- 1:40 **TREC Legal Update: Part II**(.83 hour)
 • Thomas J. Morgan, *Texas Association of REALTORS Austin*
- 2:30 **TREC Ethics: Part II**
(Includes .83 hour of legal ethics)(.83 hour)
 • Ronald James "Ron" Walker, *Attorney at Law Austin*
- 3:20 **Afternoon Break**
- 3:35 **Market Update**(1.0 hour)
Moderator:
 • Todd A. Mason, *McDade, Smith, Gould, Johnston, Mason + Company Houston*
Panelists:
 • Eric Anderson, *Transwestern Houston*
 • Gregory W. Austin, *Jones Lang LaSalle Houston*
 • David M. Boyd, *Boyd Commercial Houston*
 • Darin C. Gosda, *The BETZ Companies Houston*
 • Alan Hassenflu, *Fidelis Realty Partners Houston*
- 4:35 **Metro and Hempstead Highway Update**(.75 hour)
 • George Greanias, *Metropolitan Transit Authority Houston*
- 5:20 **Adjourn to Reception - in the Atrium**

Total MCLE Hours for Thursday: 8.25 hours, 2.25 hours of legal ethics

Reception sponsored by
Commercial Gateway - HAR®
 Thursday, October 7, 2010
 5:20 - 6:30 p.m.

Friday, October 8, 2010

- 7:30 **Continental Breakfast**
- 7:50 **Welcome Remarks**
 • Lisa L. Dahm, J.D., LL.M.-Health, *Director of CLE and Adjunct Professor, South Texas College of Law*
- Moderator: Reid C. Wilson, Wilson, Cribbs & Goren, P.C.**
- 8:00 **Distressed Properties**(.75 hour)
 • Edward Nwokedi, CCIM, MBA, *Cushman & Wakefield of Texas, Inc. Houston*
- 8:45 **Mock Office Negotiation**(.75 hour)
 • Steven Burkett, *Jones Lang LaSalle Houston*
 • Jonathan W. Dunlay, *BakerBotts L.L.P. Dallas*
 • Kurt D. Nondorf, *Jackson Walker, L.L.P. Houston*
 • Chrissy J. Wilson, *Hines Houston*
- 9:30 **Texas Demographics Topic**(.50 hour)
 • Jack Steele, *Houston-Galveston Area Council Houston*
- 10:00 **Morning Break**
- 10:15 **TREC Legal Update: Part III**(.83 hour)
 • Ronald James "Ron" Walker, *Attorney at Law Austin*
- 11:05 **TREC Ethics: Part III**
(Includes .83 hour of legal ethics)(.83 hour)
 • Reid C. Wilson, *Wilson, Cribbs & Goren, P.C. Houston*
- 11:55 **Lunch Break** (pick up lunch and return to the auditorium)
- 12:10 **Lunch Presentation**
Working with the City: Issues, Contacts, and Solutions(1.0 hour)
 • Andy Icken, *Office of the Mayor Houston*
- 1:10 **After Lunch Break**
- 1:25 **Where Is the Quality Data?**(.50 hour)
 • Sam Scott, *Commercial Gateway/Houston Association of Realtors® Houston*
- 1:55 **REITS Update**(.75 hour)
Moderator:
 • John M. Talhelm, *Jones Lang LaSalle Houston*
Panelists:
 • Kelly Landwermyer, *Weingarten Realty Houston*
 • Ross P. Matthews, *ProLogis Houston*
- 2:40 **Afternoon Break**
- 2:55 **Texas Economy 2010**(1.0 hour)
 • Mark G. Dotzour, Ph.D., *Real Estate Center at Texas A&M University College Station*
- 3:55 **Adjourn**

Total MCLE Hours for Friday: 7.0 hours, .75 hour of legal ethics

Planning Committee

Gary W. Maler, Co-Chair
Real Estate Center at Texas
A&M University

Reid C. Wilson, Co-Chair
Wilson, Cribbs & Goren, P.C.

E. Logan Brown
Grubb & Ellis

Carlos P. Bujosa
McDade, Smith, Gould, Johnston,
Mason + Company

Steven Burkett
Jones Lang LaSalle

Melanie Edmundson, P.G.
Phase Engineering, Inc.

J. Patrick Duffy, MCR
Colliers International

Keith P. Grothaus
Caldwell Companies

Lispah Hogan, CCIM
Newmark Knight Frank

Paul H. Layne
Brookfield Properties

Brandi McDonald
Transwestern

Edward Nwokedi, CCIM, MBA
Cushman & Wakefield of Texas, Inc.

Suzanne Page-Pryde
Page-Pryde Properties

Candace Renaud
Renaud Sero Advisors, Inc.

A. David Schwarz, III
McDade, Smith, Gould, Johnston,
Mason + Company

Sam Scott
Commercial Gateway/Houston
Association of Realtors®

John M. Talhelm
Jones Lang LaSalle

Chrissy J. Wilson
Hines

Debra A. Wilson
Crescent Real Estate Equities, LLC

Lisa L. Dahm, J.D., LL.M.- Health
Director of Continuing Legal Education and
Adjunct Professor, South Texas College of Law

Ben Santillán
Program Administrator
South Texas College of Law

To Register

MAIL South Texas College of Law
CLE Department
1303 San Jacinto, Suite 1115
Houston, TX 77002-7006

ONLINE (Credit card only) www.stcl.edu/cle/cle.html

PHONE (Credit card only) (713) 646-1757 or (800) 646-1253

FAX (Credit card only) (713) 646-1780

REGISTRATION

Tuition includes breakfast, lunch, refreshments, course manual and the reception on Thursday, October 7.

No written confirmations will be sent. Allow one week to process. Confirm your registration at www.stcl.edu/cle/registrationconfirmation.html.

REFUND POLICY

Refunds, less a \$45.00 processing fee, will be given to those who cancel in writing by 5:00 p.m., Tuesday, October 5, 2010. No refunds will be granted thereafter.

ACCREDITATIONS

Accredited by the State Bar of Texas for 15.25 MCLE Hours, including 3.0 Legal Ethics Hours.

Accredited by the Texas Board of Legal Specialization in Real Estate Law.

Accreditation pending by the Texas Real Estate Commission (TREC) for 15 MCE hours (legal, ethics, and elective) required by TREC. Provider number 0207, Real Estate Center, Texas A&M University. Includes the required legal updates and ethics.

HOTEL - \$129 per night. **Guaranteed until September 22, 2010.**

Crowne Plaza Houston - Downtown, 1700 Smith Street
Book online at www.cpdowntown.com or call (877) 834-3613 or (713) 739-8800 ex. 44.
Located a short distance from the law school. Complimentary Local Area Shuttle available upon request throughout the Downtown area. Available 7:00 a.m. - 10:45 p.m. 7 days a week. Overnight parking rate \$12 per night.

PARKING

First City Garage. 1200 Lamar (*between Caroline and San Jacinto*) will offer a **discounted rate of \$5.00 per day**. **Parking ticket must be validated** at the registration desk to receive the discount.

Additional parking is available at Fannin Garage, 1112 Clay Street (*between Fannin and San Jacinto*), **\$6.00 per day** (Early Bird Special: Enter by 9:00 a.m. and pay only \$4.00). Reserved parking for the disabled on floors 5, 7, 9 and 11 near the elevator. Additional parking available in garages and on surface lots near the law school.

SPECIAL ACCOMMODATIONS

For any special needs as addressed in the Americans with Disabilities Act, call Kimberly Smith at (713) 646-1757 or (800) 646-1253 by September 10, 2010 or as soon thereafter as possible.

Click [HERE](#) to register online

13th Annual Commercial Real Estate Course October 7-8, 2010

South Texas College of Law and the Real Estate Center at Texas A&M University

1 \$225* Non-lawyer Members of Sponsoring Organization (*Please check*) (Q \$250 after October 1)

\$275* Other Brokers and Non-lawyer Real Estate Professionals (Q \$300 after October 1)

\$355* All Attorneys (Q \$415 after October 1)

** Payment must be received by October 1, 2010*

<input type="checkbox"/> ACRP	<input type="checkbox"/> HOLBA
<input type="checkbox"/> BACREN	<input type="checkbox"/> NAIOP
<input type="checkbox"/> CCIM	<input type="checkbox"/> SIOR
<input type="checkbox"/> CREW	<input type="checkbox"/> ULI
<input type="checkbox"/> CRE	<input type="checkbox"/> Commercial Gateway - HAR

Yes, I will be attending the networking reception on Thursday, October 7.

2

Name: Mr. Ms.

TREC No. _____

Bar Card No. : _____

Firm/Agency Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____ Email: _____

I would like to receive e-mail notifications about upcoming CLE courses.

3

American Express Master Card Visa

Card No.: _____ Exp. Date: _____

Signature: _____

Check enclosed (*Payable to South Texas College of Law*) Check No. _____ Amount _____

Thank you
Underwriters
for your generous financial support

Platinum-Level Underwriter

\$3,500

- Commercial Gateway - HAR®
www.commercialgateway.com

Gold-Level Underwriter

\$2,500

- The Counselors of Real Estate (CRE)

Silver-Level Underwriter

\$1,500

- NAIOP - Commercial Real Estate Development Association

Bronze-Level Underwriter

\$750

- Asset Plus Companies
- Association of Commercial Real Estate Professionals (ACRP)
- Bay Area Commercial Real Estate Network (BACREN)
- Brewer & Escalante
- Brookfield Properties
- CCIM Houston/Gulf Coast Chapter (CCIM)
- Cobb, Fendley & Associates, Inc.
- Colliers International
- Colvill Office Properties
- Commercial Real Estate Women - Houston (CREW Houston)
- Crescent Real Estate Equities, LLC
- Hines
- Houston Office Leasing Brokers Association (HOLBA)
- Newmark Knight Frank
- Q10 Kinghorn, Driver, Hough & Co.
- Society of Industrial & Office Realtors® - Houston/Gulf Coast Chapter (SIOR)
- Urban Land Institute Houston (ULI Houston)
- Wilson Cribbs & Goren, P.C.
- Ziegler Cooper Architects

SPONSORS

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**NAIOP - Commercial Real Estate
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www.siorhouston.com**

**Urban Land Institute Houston
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www.uli-houston.org**

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