## 2008 NAREIT LAW & ACCOUNTING CONFERENCE



FAIRMONT SCOTTSDALE PRINCESS SCOTTSDALE, AZ MARCH 19 - 21

### Program Schedule



# RELIEF FROM THE 100 SHAREHOLDER HEADACHE

Finding and maintaining accommodation share-holders for your private REIT can be a pain. Or, you could call REIT Funding. With our pool of 900+ accredited investors – many of whom are Qualified Purchasers – we can secure 100 share-holders in a fraction of the time it takes to organize this effort internally. And, we take care of the ongoing shareholder administration. Since 1998, REIT Funding has provided shareholders to more than 640 private REITs with combined common equity exceeding \$100 billion. In the process we have raised over \$76 million, \$1,000 at a time.

Call us. You'll be relieved you did.



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2008 NAREIT LAW & ACCOUNTING CONFERENCE

### SOURCE BOOK

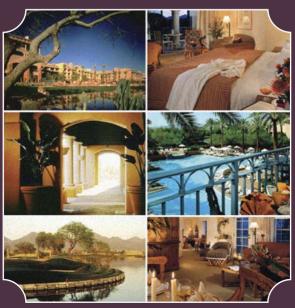
go to:

www.nareit.com/meetings/lawandaccounting08



### WELCOME

The National Association of Real Estate Investment Trusts® values your attendance at the 2008 NAREIT Law & Accounting Conference in Scottsdale, Arizona. Offering 33 topical education sessions plus four committee meetings, the conference provides both technical and operational information on the dynamic changes affecting the REIT and publicly traded real estate industry. Our goal for you is to gain insight from leading experts and keep up with the dynamic state of the industry.



Fairmont Scottsdale Princess

### PROGRAM DIRECTORS



Frank Burt
SVP & General Counsel
Boston Properties, Inc.



**Diana Laing** CFO Thomas Properties Group Inc.



Steven Sakwa
Senior US REIT Analyst & Global Property
Coordinator
Merrill Lynch & Co., Inc.



**Michael Schindler** VP-Tax Strategy & Planning Kimco Realty Corporation

### CONTINUING EDUCATION

Up to 15 hours of CPE credits are available.
Up to 12.50 hours of CLE credits are available.\*
\* Note: Available credit hours vary state to state.



NAREIT is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to

the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: www.nasba.org.

NAREIT is a registered public accountant continuing education sponsor with the Illinois Department of Professional Regulation. NAREIT follows CE regulations as outlined in the California Accountancy Act. Up to 15 credits may be earned at the 2008 NAREIT Law & Accounting Conference. The 2008 NAREIT Law & Accounting Conference is an intermediate level course geared toward the legal and accounting fields. No advance preparation is required for this course.

For more information regarding administrative policies such as complaint and refund, please contact Barbara Drag at 202-739-9433.

### GENERAL INFORMATION

### **Attire**

The attire for all conference activities is resort casual.

**Badges and Tickets** 

Conference educational and networking activities are open only to registered attendees. **Your badge is proof of registration and admission to all meetings activities.** Please wear it to all conference functions.

Tickets are required for those attending the Wednesday "invitation only" luncheons, and for guests attending the Wednesday evening reception. Tickets can be found tucked inside your badge holder or can be purchased at the NAREIT registration desk.

### **Conference Evaluations**

Your comments and suggestions assist us in designing conference programs that best meet your needs. Immediately following the conference, NAREIT will be sending you an electronic evaluation form. Please take a few minutes and let us know what you thought of the conference and how we can improve for the future.

### **Conference Registration Hours**

East Foyer

Tues., March 18	3:00pm - 5:00pm
Wed., March 19	7:30am - 6:30pm
Thurs., March 20	6:30am - 1:00pm
Fri., March 21	7:30am - 12:30pm

**CPE/CLE Credit** 

Immediately following the conference, NAREIT will be sending you an electronic CPE/CLE form. This form must be filled out and sent back to NAREIT in order to receive credit. No forms will be distributed onsite during the conference.

### **Hotel Business Center**

North Foyer

Hours: 8:00am - 5:00pm

### Message Center

East Foyer

Sponsored by Frank Crystal & Co., Inc.

### Networking Area / Internet Café

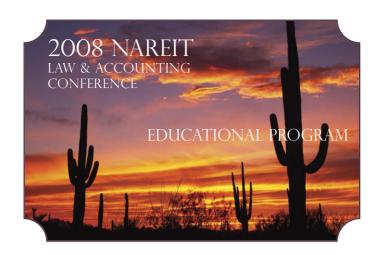
North Fover

Sponsored by Deutsche Bank Trust Company Americas

Open during registration hours (except Tues.). Beverages and light snacks are available throughout the day.

### **Table Top Exhibits**

North Fover



### TUESDAY, MARCH 18

3:00pm - 5:00pm

7:30am - 6:30pm

### **Registration Opens**

East Foyer

Registration

East Foyer

### WEDNESDAY, MARCH 19

Networking Area / Internet Café 7:30am - 6:30pm North Foyer Sponsored by Deutsche Bank Trust

Company Americas

**Best Financial Practices Council** 8:00am - 11:15am

(by invitation only)

Sonoran (not part of conference center)

11:30am - 1:00pm General Counsel Luncheon

(by invitation only)

Salon A

**Senior Financial Officer Luncheon** 11:30am - 1:00pm

(by invitation only)

Salons BC

**Tax Director Luncheon** 11:30am - 1:00pm

(by invitation only)

McDowell Rooms (not part of conference

center)

### 1:15pm - 2:45pm Accounting Committee Meeting

### Salons DF

- FASB FSP Accounting for Certain Convertible Debt

### 3:00pm - 4:30pm

### **Government Relations Committee**

### Salons FG

- B RIDEA and e-Fairness Update
- Taxation of Governments Development Inducements
- Planning Under the Proposed U.S.-Canada Protocol

### 4:30pm - 6:00pm

### Insurance Committee

Soranan (not part of conference center)

- BREIT D&O Marketplace and Impact of the Current Credit Crisis

### 4:30pm - 6:00pm

### State and Local Tax Subcommittee

### Salons DE

- State Tax Implications of International Tax Issues

### 6:00pm - 7:15pm

### **Opening Reception**

Hacienda Plaza & Trellis

Co-Sponsored by Greenberg Traurig, LLP and Weiser LLP



### THURSDAY, MARCH 20

6:30am - 1:00pm Registration
East Fover

6:30am - 1:00pm Networking Area / Internet Café

North Foyer

Sponsored by Deutsche Bank Trust

**Company Americas** 

6:30am - 8:00am Networking Breakfast

Princess Plaza

Sponsored by Reznick Group, P.C.

7:00am - 8:30am

Opening General Session: State of the Real Estate and Capital Markets

Salons FGHI

### Welcome:

Steven Wechsler, President & CEO, NAREIT



### **Moderator:**

Steven Sakwa, Senior US REIT Analyst & Global Property Coordinator, Merrill Lynch & Co., Inc.

### Panelists:

Bruce Ferguson, Managing Director, The Royal Bank of Scotland Edward Lange, EVP & COO, BRE Properties, Inc. John Schoenfeld, Managing Director-Real Estate,

Houlihan Lokey Howard & Zukin

Susan Smith, Senior Associate, PricewaterhouseCoopers LLP Michael Torres, CEO, Adelante Capital Management LLC

8:30am - 8:45am

**Networking Break** 

North Foyer



8:45am - 9:45am

### Concurrent Session 1: Sustainability: Reducing Energy Costs and Enhancing Investor Interest

Salons ABCDE

### **Moderator:**

Branko Terzic, Global Regulatory Policy Leader, Deloitte & Touche, LLP

### **Panelists:**

Diana Laing, CFO, Thomas Properties Group, Inc. Melissa Marsden, SVP-Investor Relations & Corporate Communications, ProLogis Andrew Nelson, VP-Research, RREEF

- **Best Practices in Reducing Energy Footprint**
- Benefits to Landlords and Tenants

8:45am - 9:45am

### Concurrent Session 2: Commercial and Tax Issues for U.S. REITs Investing Abroad

Salons FGHI

### **Moderator:**

Joseph Howe, III, Partner, Arnold & Porter, LLP

### Panelists:

Jeffrey Clark, SVP-Tax, Host Hotels & Resorts, Inc. Rohn Grazer, SVP & Tax Director, AMB Property Corporation Bartjan Zoetmulder, Tax Partner, Loyens & Loeff N.V.

- *B* Approaches to Common Obstacles in Foreign Countries



### THURSDAY, MARCH 20 (continued)

8:45am - 9:45am

### Concurrent Session 3: XBRL Demonstrated

Sonoran

### Panelists:

Rob Blake, Senior Director-Interactive Services, Bowne & Co., Inc. Jeffrey Naumann, Enabling Technology Specialist, Securities and Exchange Commission

Lori Palazzolo, FVP-Corporate Accounting & Financial Reporting, ProLogis

8:45am - 9:45am

### Concurrent Session 4: Issue Roundtables

Hacienda Plaza

Sponsored by Deloitte LLP

### **Cash Management**

**Discussion Leader:** Richard Smith, CFO, Ramco-Gershenson Properties Trust

### **Compensation Tax and Proxy Issues**

Discussion Leader: David Taub, Attorney, Latham & Watkins LLP

- Section 409A

### **Corporate Governance**

**Discussion Leaders:** James Hanks, Jr., Partner, Venable LLP Richard Rosenblatt, Partner, Morgan, Lewis & Bockius LLP



### **General Counsel Issues**

**Discussion Leaders:** Edward Nekritz, Managing Director & General Counsel, ProLogis

Stanley Stevens, Partner, Sidley Austin LLP

### **Human Resources Issues**

**Discussion Leader:** Pamela Wagoner, SVP-Human Resources, Host Hotels & Resorts, Inc.

### Infrastructure REITs

**Discussion Leaders:** David Miller, Principal, Ernst & Young LLP Timothy Michael Toy, Partner, Bracewell & Giulliani LLP

### **Interest Rate and Currency Risk Hedging**

Discussion Leader: Luke Zubrod, Hedge Consultant,

Chatham Financial Corporation

### **Leveraging Technology for Business Intelligence**

**Discussion Leaders:** Tapan Nagori, Director-Technology, PricewaterhouseCoopers LLP

Christopher Nichols, VP & Controller, Berkshire Income Realty

### **Listed Australian Property Trusts**

**Discussion Leader:** Roger Porter, EVP-Tax, The Westfield Group

### THURSDAY, MARCH 20 (continued)

### Non-Traded REITs

**Discussion Leaders:** Judith Fryer, Co-Head, National REIT Practice, Greenberg Trauriq, LLP

Steven Grimes, COO & CFO, Inland Western Retail Real Estate Trust, Inc.

### **Property Taxes**

**Discussion Leaders:** Norman Quinn, III, President, B&D Equity Property Tax Group

Kenneth Rogers, Real Estate Tax Manager, Duke Realty Corporation

### **Real Estate Lending Issues**

Discussion Leaders: William O'Callaghan, Jr., Partner,

Alston & Bird LLP

Diane Shapiro Richer, Partner, Pillsbury Winthrop Shaw Pittman LLP

### State and Local Income Taxes

**Discussion Leaders:** Corky Robertson, Director-Corporate Taxation, Simon Property Group

Stephen Ryan, Partner-State and Local Tax Services,
Grant Thornton LLP

9:45am - 10:00am

### **Networking Break**

North Foyer

10:00am - 11:00am

Concurrent Session 1: Like Kind Exchanges

Salons ABCDE

### **Moderator:**

Gregory Imhoff, SVP & Chief Administrative Officer, Brandywine Realty Trust

### **Panelists:**

Daniel Feehan, Director, Deutsche Bank Adam Handler, Principal, PricewaterhouseCoopers LLP Louis Weller, Principal-National Real Estate Tax Services, Deloitte Tax, LLP

- B Reverse Starkers Outside the Safe Harbor

10:00am - 11:00am

### Concurrent Session 2: Harmonization of Global Accounting Standards

Salons FGHT

### **Moderator:**

Steven Broadwater, Director-Corporate Financial Reporting, Simon Property Group

### Panelists:

William Menchero, IFRS Reporting Manager, Equity One, Inc. Teresa Neto, VP-Financial Reporting, Real Property Association of Canada Thomas Wilkin, Partner, PricewaterhouseCoopers LLP

10:00am - 11:00am

### **Concurrent Session 3: Property Sector Roundtables**Hacienda Plaza

Sponsored by Deloitte LLP

### **Commercial/Home Financing Sector Issues**

**Discussion Leaders:** George Howell, III, Partner, Hunton & Williams LLP

Steven Kauff, EVP & Tax Director, NorthStar Realty Finance Corporation

- $\slash\hspace{-0.6em}$  Excess Inclusion Issues and Implementation
- ∌ Impact of Credit Markets on CDO REIT Business Model

### **Health Care Sector Issues**

**Discussion Leaders:** Robert Brehl, CAO & Controller, Ventas, Inc. Charles Handy, CFO, Cogdell Spencer Inc.

Paul Nungester, Jr., VP & Controller, Health Care REIT, Inc.

- $\slash\hspace{-0.6em}$  Working with Third Party Managers and Joint Venture Partners



### THURSDAY, MARCH 20 (continued)

### **Industrial Sector Issues**

Discussion Leaders: Bruce Corkern, SVP & CAO,

EastGroup Properties

Mark Skomal, VP & Controller, DCT Industrial Trust, Inc. Roger Von Ting, CFO & Treasurer, Watson Land Company

### **Lodging Resorts Sector Issues**

Discussion Leaders: Elizabeth Abdoo, EVP & General Counsel,

Host Hotels & Resorts, Inc.

Kenneth Cruse, CFO, Sunstone Hotel Investors, Inc. Jonathan Yellen, EVP, General Counsel & Secretary, Felcor Lodging Trust Incorporated

### Office Sector Issues

**Discussion Leaders:** Ashia Derkson, VP-Finance & Accounting, Shorenstein Realty Services

Heidi Roth, SVP & Controller, Kilroy Realty Corporation

### **Regional Malls Sector Issues**

**Discussion Leader:** Esther Blum, SVP, CAO & Controller, Taubman Centers, Inc.

### **Residential Sector Issues**

Discussion Leaders: Kerry Fanwick, SVP & General Counsel,

BRE Properties, Inc.

Dawn Severt, CFO, Lion Gables Residential Trust

### **Shopping Centers Issues**

**Discussion Leaders:** Lawrence Kreider, CFO, Cedar Shopping Centers, Inc.

Michael Nelson, SVP & CFO, Acadia Realty Trust

- Billing CAM and Real Estate Taxes

### **Timber Sector Issues**

**Discussion Leaders:** Joan Lautenschleger, CFO, Forest Capital Partners LLC

Scott Winer, VP-Taxes, Rayonier Inc.



11:00am - 11:15am

### **Networking Break**

North Foyer

11:15am - 12:15pm

### Concurrent Session 1: SEC Hot Topics

Salons ABCDE

### **Moderator:**

Edward Schulman, SVP, General Counsel & Secretary, AvalonBay Communities, Inc.

### Panelists:

Melanie Dolan, Partner, KPMG, LLP Karen Garnett, Assistant Director-Division of Corporation Finance, Securities and Exchange Commission Eric Graham, Partner, Goodwin Procter LLP Keri Shea, VP-Finance & Treasurer, AvalonBay Communities, Inc.

11:15am - 12:15pm

### Concurrent Session 2: Federal Tax Issues in Executing A Company's Business Plan

Salons FGHI

### **Moderator:**

Michael Schindler, VP-Tax Strategy & Planning, Kimco Realty Corporation

### **Panelists:**

Cristina Arumi, Partner, Hogan & Hartson LLP James Brock, Partner-Real Estate Tax, Deloitte Tax, LLP James Sowell, Tax Principal, KPMG, LLP Donna Wagner, SVP-Acquisitions, Liberty Property Trust

- Acquisition of Distressed Debt Instruments

12:15pm

### **Boxed Lunch**

(Golfers – box lunch provided at golf course) North Foyer

Sponsored by Grant Thornton LLP

### **Optional Events**

(Shuttle pick-up is located at the north end of the Conference Center)

1:00pm

Golf Tournament – TPC Stadium Course Sponsored by AIG Real Estate Solutions (Box lunch provided at golf course)

1:30pm

**Tennis Tournament** 

1:30pm - 5:00pm

Frank Lloyd Wright Taliesin West

1:30pm - 5:30pm

Sonoran Desert Horse Back Riding

1:30pm - 5:30pm

**Desert River Float** 

4:00pm - 7:30pm

Sonoran Desert Balloon Flight



7:30am - 12:30pm **Registration** *East Foyer* 

7:30am - 12:30pm

Networking Area / Internet Café

North Foyer

Sponsored by Deutsche Bank Trust Company Americas

8:00am - 9:15am **Breakfast General Session** *Salons FGHI* Sponsored by Venable LLP

### Speakers:



William Kristol Editor, *The Weekly Standard* and Columnist, *The New York Times* 



Mara Liasson National Political Correspondent, National Public Radio

9:15am - 9:30am **Networking Break** *North Foyer* 

9:30am - 10:45am

**General Session:** *Joint Ventures As A Business Model Salons ABCDE* 

### **Moderator:**

Frank Burt, SVP & General Counsel, Boston Properties, Inc.

### Panelists:

Joan Allgood, EVP-Corporate Governance & Transactions, Developers Diversified Realty Corporation David Archibald, EVP-Investments, Ivy Realty Sanford Presant, Co-Chairman, National Real Estate Fund Practice, DLA Piper US LLP

- B REITs as Service Partner vs. Money Partner

### FRIDAY, MARCH 21 (continued)

10:45am - 11:00am Networking Break

North Foyer

11:00am - 12:15pm

Concurrent Session 1: Implementing Fair Value Reporting of Investment Property

Salons ABCDE

### **Moderator:**

George Yungmann, SVP-Financial Standards, NAREIT

### Panelists:

David Elsbree, Jr., Practice Fellow, Financial Accounting Standards Board

Hans Grönloh, Partner-Financial Services, KPMG, LLP Deborah Jackson, Valuation Consultant, Weiser Realty Advisers LLC

William Menchero, IFRS Reporting Manager, Equity One, Inc.

11:00am - 12:15pm

Concurrent Session 2: Federal Tax Compliance – Avoiding Pitfalls and Problems

Salons FGHI

### **Moderator:**

Michael Brody, Partner, Latham & Watkins LLP

### Panelists:

Arthur Greenberg, Senior Tax Advisor, Equity Residential Stephen Greene, Director-Tax Analysis, Colonial Properties Trust Charles Temkin, Director, Deloitte Tax, LLP Dianne Umberger, Partner, Ernst & Young LLP

### 12:15pm

### **Program Concludes**

### 2008 CONFERENCE SPONSORS

NAREIT would like to thank all sponsors for their generous support of the 2008 Law & Accounting Conference.

### PLATINUM

AIG Real Estate Solutions Golf Tournament

Venable LLP Friday Breakfast and Speaker

### GOLD

Chicago Deferred Exchange Company Attendee Gift - USB Hub

Deutsche Bank Trust Company Americas Networking Area / Internet Café

DLA Piper US LLP Attendee Gift - Travel Wallet

Ernst & Young, LLP Lanyards

Fried, Frank, Harris, Shriver & Jacobson LLP
Wall Street Journals

Goodwin Procter LLP Hotel Key Card

Grant Thornton LLP Thursday Box Lunch

Greenberg Traurig, LLP *Opening Reception Co-Sponsor* 

KPMG, LLP Conference Bag Co-Sponsor

Latham & Watkins LLP Conference Room Drop

Mayer Brown LLP Conference Bag Co-Sponsor

REIT Funding LLC Conference Onsite Program

Weiser LLP Opening Reception Co-Sponsor

### SILVER

Alston & Bird LLP Ice Cream Cart

Arnold & Porter LLP Computer Cool Lift

Deloitte LLP Roundtable Discussions

Frank Crystal & Co., Inc. *Message Center* 

Pillsbury Winthrop Shaw Pittman LLP Online Sourcebook

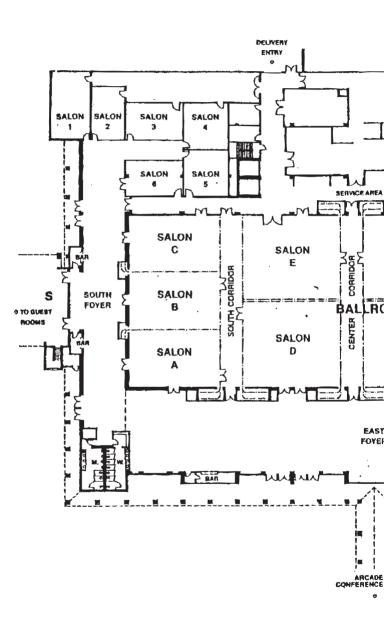
PricewaterhouseCoopers LLP Audio Visual Equipment

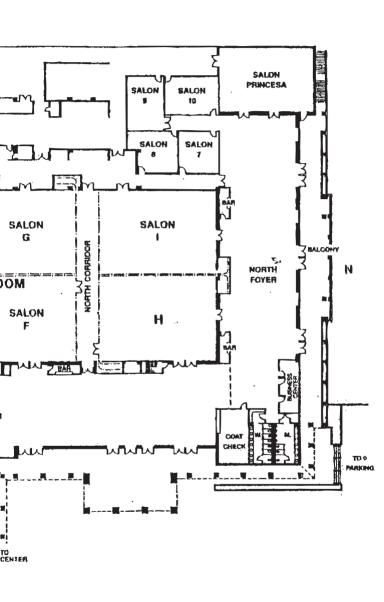
Reznick Group, P.C.
Thursday Networking Breakfast

### TABLE TOP SPONSORS

Baker, Donelson, Bearman, Caldwell & Berkowitz, P.C. Chatham Financial Corporation Commercial Defeasance, LLC Equity Methods

### CONFERENCE CENTER MAP





### RESORT MAP





### NAREIT MEETINGS CALENDAR

### 2008

### REITWeek: NAREIT's Investor Forum®\*

June 4 - 6 Waldorf=Astoria New York, NY

### Senior Financial Officer / Investor Relations Officer Workshop\*

September 22 – 23 Marriott Financial Center Hotel New York, NY

### **Annual Convention**

November 19 – 21 Manchester Grand Hyatt San Diego, CA

### 2009

### **Washington Leadership Forum\*** February 24 – 25

Fairmont Washington DC Washington, DC

### Law & Accounting Conference

March 25 – 27 La Quinta Resort & Club La Quinta, CA

### REITWeek: NAREIT's Investor Forum®\*

June 3 - 5 Waldorf=Astoria New York, NY

### Senior Financial Officer / Investor Relations Officer Workshop\*

September 21 – 22 Marriott Financial Center Hotel New York, NY

### **Annual Convention**

November 11 – 13 JW Marriott Desert Ridge Phoenix, AZ

### 2010

### Washington Leadership Forum\*

พลรhington, DC

### **Law & Accounting Conference**

March 24 – 26 Marriott Orlando World Center Orlando, FL

### REITWeek: NAREIT's Investor Forum®\*

June 8 – 10 Hilton Chicago Chicago, IL

### Senior Financial Officer / Investor Relations Officer Workshop\*

TBD New York, NY

### **Annual Convention**

November 15 – 17 Waldorf=Astoria New York, NY

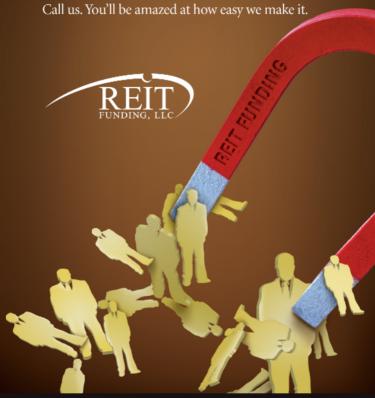


### NOTES

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## THE EASIEST WAY TO ATTRACT AND MAINTAIN 100 SHAREHOLDERS

REIT Funding has a pool of 900+ accredited investors – many of whom are Qualified Purchasers – allowing us to attract and secure 100 shareholders in a fraction of the time it takes to organize this effort internally. And, we have the systems to make the complex task of ongoing shareholder administration simple. Since 1998, REIT Funding has provided shareholders to more than 640 private REITs with combined common equity exceeding \$100 billion. In the process we have raised over \$76 million, \$1,000 at a time.



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