

Practising Law Institute's Negotiating Commercial Leases 2017

Gerald R. Uram, Real Estate partner, will speak during two sessions at the Practising Law Institute's Negotiating Commercial Leases conference to be held in New York on March 2-3.

Session Overviews

Mr. Uram will speak during a session titled "Changing Lease Forms and Negotiating Tactics in the New Improving Economy" in which he will discuss:

- Expansion of lease forms
- Econometric layering of "theft by lease"
- In market recovery
- Owners need to commence rent more quickly – reduce leasing legal fees
- Lease takeover loan/agreements tools
- Acceleration of the many moving lease commencement dates and how to reduce risk
- Mock negotiation on getting all superior interests to the table

In addition, Mr. Uram will speak during a session titled "Fundamentals of Structuring for Buildability and Financing" in which he will discuss:

- Good guy guaranties and ground leases
- Off balance sheet – springing obligations
- "The gap" period obligations – "Backdoor Expanded Personal Liability"
- Bankruptcy impact
- Back-door liability accelerations – "Lease Takeover Triggers!"
- How to secure the payment and performance of the "Lease Taken Over"
- Use of letters of credit
- Work related provisions
- Practical tips from the broker's perspective

Davis+Gilbert has arranged for a 20% registration discount for friends of the firm.

For more information, visit PLI's website.

Related People

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