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## Condominiums: Opportunities and Pitfalls

February 15, 2007 • Gleacher Center • Chicago, IL

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# Condominiums: Opportunities & Pitfalls

February 15, 2007  
 Chicago, IL

Gleacher Center  
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## ACCREDITATION

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### Who Should Attend:

- Attorneys
- Real Estate Professionals
- Developers
- Lenders
- Insurance Professionals
- Investors
- Anyone Interested in the Expanding Arena of Condominium Development and Redevelopment

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# Condominiums: *Opportunities & Pitfalls*

FEBRUARY 15, 2007



GLEACHER CENTER



CHICAGO, IL

## *Don't Miss These Presentations!*

- State of Condos
- Hotel, Condo & Mixed Use Projects
  - Insurance
  - Construction Defects
  - Finance
- ADR ~ Resolution of Disputes  
Expediently and Cost Effectively



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CONFERENCE  
SCHEDULE  
INSIDE





# Condominiums: Opportunities and Pitfalls ~ Chicago, IL

Thursday, February 15, 2007

## 9:00 Introduction and Overview

**Alexandra R. Cole, Esq., Program Co-Chair**  
*Perkins Coie LLP*

**Stanley P. Sklar, Esq., Program Co-Chair**  
*Bell Boyd & Lloyd LLC*

## 9:10 State of Condos

Condominium Permit Issuances; Units Built, Converted, and Sold in the Last Three Years; Real Estate and Human Demographics in and Around Chicago; Average Pricing and Percentage Growth of Condominiums vs. Residential; Projected Future Numbers

**Gail L. Lissner, CRE, SRA, Vice President**  
*Appraisal Research Counselors*

## 9:45 Hotel, Condo and Mixed Use Projects

Pitfalls and Possibilities

**Alexandra R. Cole, Esq.**  
*and*

**Daniel G. M. Marre, Esq.**  
*Perkins Coie LLP*

## 10:45 Break

## 11:00 Insurance

Availability of Liability Insurance; Types of Liability Insurance; Coverage Issues; Policy Exclusions; Contractor and Subcontractor Liability Insurance; Emerging Insurance Issues

• *Developer Perspective on Insurance*

**Nancy J. Ayers, CPCU, CIC, Mng Director**  
*Mesirov Financial*

• *Contractor / Subcontractor Perspective*

**William D. Lyman, Esq.**  
*Lyman & Nielsen*

• *Association Perspective on Insurance*

**Mark D. Pearlstein, Esq.**  
*Levenfeld Pearlstein LLC*

## 12:30 Lunch (on your own)

## 1:30 Construction Defects

Legislative Changes, Emerging Issues and Recent Developments; Defense Strategies; Association Strategies

**Stanley P. Sklar, Esq., Moderator**  
*Bell Boyd & Lloyd LLC*

• *Architect*

**Eric L. Singer, Esq.**  
*Wildman Harrold*

• *Owner*

**Josh M. Leavitt, Esq.**  
*Bell Boyd & Lloyd LLC*

• *Contractor*

**Jeffrey H. Winick, Esq.**  
*Stein Ray & Harris LLP*

## 2:30 Break

## 2:45 Financing

Availability and Pitfalls for New Construction and Conversions; Availability for Association Repairs

**James A. Pape, Sr. Vice President**  
*LaSalle Bank*

**Marcia W. Sullivan, Esq.**  
*Katten Muchin Rosenman LLP*

## 3:45 ADR ~ Resolution of Disputes Expediently and Cost Effectively

**Paul M. Lurie, Esq.**  
*Schiff Hardin LLP*

**Stanley P. Sklar, Esq.**  
*Bell Boyd & Lloyd LLC*

## 4:30 Questions and Answers

**Members of the Faculty**

## 4:45 Adjourn

### UPCOMING SEMINAR SCHEDULE:

#### **Construction Defects:**

**Water Intrusion & Other Calamities**  
Seattle, WA ~ December 8, 2006

#### **The New Federal Rules of Electronic Discovery**

Atlanta, GA ~ December 13, 2006

#### **Endangered Species Act**

Seattle, WA ~ January 18 & 19, 2007

#### **Labor & Employment Law**

San Francisco, CA ~ January 25 & 26, 2007

#### **Georgia Wetlands**

Atlanta, GA ~ February 15, 2007

#### **1031 Exchanges**

Atlanta, GA ~ February 28, 2007

#### **WRAP Insurance**

Atlanta, GA ~ March, 2007

#### **Labor & Employment Law**

Chicago, IL ~ March 8 & 9, 2007



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# THE SEMINAR GROUP ~ FACULTY

## Condominiums: Opportunities & Pitfalls

**Alexandra R. Cole, Program Co-Chair**, is a partner at Perkins Coie LLP and the firmwide chair of their Real Estate & Land Use Practice Group. Her practice focuses on real estate transactions and development, hospitality, project finance and construction law. She was named one of "America's Leading Business Lawyers" by *Chambers USA*.

**Stanley P. Sklar, Program Co-Chair**, is a member of Bell Boyd & Lloyd LLC in the firm's Construction Law Group. He is particularly noted for his success in applying alternate dispute resolution methods in construction and real estate disputes, and was the 2004 recipient of the ABA Forum on the Construction Industry Cornerstone Award.

**Nancy J. Ayers, CPCU, CIC**, Managing Director of Insurance Services at Mesrow Financial, focuses on property and casualty programs for condominiums and cooperatives, and designs customized risk management programs for building owners and property management groups. She was named one of the top 100 women in the insurance business by *Business Insurance* magazine.

**Josh M. Leavitt** is a member of Bell Boyd & Lloyd LLC in the firm's Litigation Department and Construction Law Group. He has litigated, arbitrated and mediated to successful conclusion a variety of construction and real estate claims related to defective design or construction, delays, disruption, liens, contract or lease terminations, change orders, and other contract or tort claims.

**Gail L. Lissner, CRE, SRA** is a Vice President at Appraisal Research Counselors, where her valuation specialties include emphasis in condominium housing in urban markets and her consulting services include site evaluation for new developments. She has been retained as a consultant on numerous condo development projects to determine market demand and price points.

**Paul M. Lurie**, a partner with Schiff Hardin LLP, has worked on project planning, contracting, and dispute avoidance and resolution, and has represented institutional owners, developers, architects, engineers and contractors. His knowledge of the dynamics of such firms has made him a valuable advisor on ownership structure, transition, and mergers and acquisitions.

**William D. Lyman** is an attorney with Lyman & Nielsen where he concentrates his practice in public and private construction-related transactions and litigation, construction engineers professional liability defense, mechanics lien and surety bond litigation, and real estate transactions and litigation. He was named one of "America's Leading Business Lawyers" by *Chambers USA*.

**Daniel G.M. Marre** is a partner with Perkins Coie LLP where he specializes in real estate transactions and development, international real estate, hotel acquisitions and management agreements. He has significant experience in the commercial property industry including acquisitions, dispositions, construction, development, financing and leasing.

**James A. Pape** is a Senior Vice President and Division Manager of a six member team at La Salle Bank. His department works with developers on financing for new construction and condo conversions.

**Mark D. Pearlstein** is a partner at Levenfeld Pearlstein LLC. He leads the firm's Community Associations Service Group and chairs the Illinois Legislative Action Committee of the Community Associations Institute. He has lectured extensively on homeowner association law and has been closely involved in drafting provisions of the Illinois Condominium Property Act.

**Eric L. Singer**, a partner with Wildman Harrold, practices in the areas of construction law and real estate. He represents design professionals, contractors, owners and lenders in the resolution of design, construction and real estate disputes, and is experienced in commercial and real estate litigation including mediation, arbitration, and trial and appellate work.

**Marcia W. Sullivan** is a partner with Katten Muchin Rosenman LLP where she concentrates her practice on commercial and real estate finance. She has been involved in complex financing for a variety of projects across the nation and has represented lenders and investors in lines of credit, permanent financing, mezzanine financing, workouts and foreclosures.

**Jeffrey H. Winick** is a partner with Stein Ray & Harris LLP. His construction law practice has included counseling and litigation matters involving subrogation rights, wrongful termination, surety obligation, construction delays, design defects, contract interpretation issues, mechanics' lien rights, construction defects, bid protests, causation issues and indemnification claims.

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