



The Law Society of
Upper Canada

Barreau

du Haut-Canada

**Final Agenda
January 10, 2012**

The Six-Minute Commercial Leasing Lawyer 2012

Chairs: Ronald Goldenberg
Fraser Milner Casgrain LLP

William (Bill) Rowlands
McMillan LLP

**February 15, 2012
9:00 a.m. – 12:30 p.m.**

**Donald Lamont Learning Centre
The Law Society of Upper Canada
Toronto, ON**



SKU # CLE12-00202

Schedule of Events

9:00 a.m. – 9:10 a.m. **Welcome and Introduction from the Chairs**

Ronald Goldenberg
Fraser Milner Casgrain LLP

William (Bill) Rowlands
McMillan LLP

PRELIMINARY TRANSACTION MATTERS

9:10 a.m. – 9:18 a.m. **Listing Agreements**

Marco Gammone
Heenan Blaikie LLP

9:18 a.m. – 9:26 a.m.

Letters of Intent

Jeffrey Beber
Beber & Associates Professional Corporation

SPECIALIZED LEASING MATTERS

9:26 a.m. – 9:34 a.m.

Pop Ups and Temporary Tenants

Sunita Mahant
In-House Counsel
Ivanhoe Cambridge Inc.

9:34 a.m. – 9:42 a.m.

**Protecting Retail Tenants in Commercial
Condominiums**

Mark Karoly
Harris Sheaffer LLP

9:42 a.m. – 9:50 a.m.

Leasing to Foreign Governments

Amilia Nasrallah
Associate Counsel
Brookfield Office Properties

9:50 a.m. – 9:58 a.m.

**Dealing with Reciprocal Easements and Operating
Agreements in a Pad Lease**

Boris Zayachkowski
Minden Gross LLP

9:58 a.m. – 10:06 a.m.

Big Boxes for Amateurs

Ted Perlmutter
Blake, Cassels & Graydon LLP

RENEWAL AND EXTENSION MATTERS

10:06 a.m. – 10:14 a.m. **“Not Have Been in Default” and Prerequisites Relating to Default in Renewal Provisions**

Natalie Vukovich
Daoust Vukovich LLP

10:14 a.m. – 10:22 a.m. **The Renewal Rent**

Abraham Costin
McCarthy Tétrault LLP

10:22 a.m. – 10:30 a.m. **Simplifying the Arbitration Process**

Barbara Grossman
Fraser Milner Casgrain LLP

10:30 a.m. – 10:50 a.m. **Coffee and Networking Break**

TOP FIVE IN SIX MINUTES

10:50 a.m. – 10:58 a.m. ***What Could be Missing from the Landlord’s Form?**

Mitch Kowalski, LL.M., ICD.D
Barrister and Solicitor

10:58 a.m. – 11:06 a.m. **Top Five Insurance Concepts to Understand**

Dawn Michaeloff
Owens, Wright LLP

11:06 a.m. – 11:14 a.m. **Top Five Income Tax Concepts Applicable to a Commercial Lease**

Ryan Morris
McMillan LLP

11:14 a.m. – 11:22 a.m. **Top Five Operational Issues in a Retail Lease**

Oliver Hobday
Director, Legal and Assistant Secretary
Primaris Management Inc.

LENDING, FINANCE, AND DEMAND LETTER ISSUES

11:22 a.m. – 11:30 a.m. ***Non-Disturbance Agreements**

Stephen Posen
Minden Gross LLP

11:30 a.m. – 11:38 a.m. ***Priorities between Landlords, Tenants, and Lenders**

Jeffrey Lem, C.S.
Miller Thomson LLP

11:38 a.m. – 11:46 a.m. **Demand Letters**

Todd Davidson
McLean & Kerr LLP

ADDITIONAL RENT

11:46 a.m. – 11:54 a.m. **Reconciling Additional Rent**

Julie Robbins
Fraser Milner Casgrain LLP

11:54 a.m. – 12:02 p.m. **Lease Audit Issues**

Howard Sloan
Goldman Sloan Nash & Haber LLP

ACTING REASONABLY AND IN GOOD FAITH

12:02 p.m. – 12:10 p.m. ***Being Reasonable**

David Ross
McMillan LLP

12:10 p.m. – 12:18 p.m.

***Update on the Duty of Good Faith in
Commercial Leasing**

Lisa Borsook
WeirFoulds LLP

12:18 p.m. – 12:30 p.m.

Go Ahead and Ask Us (Question and Answer Session)

Moderator:
Harvey Haber, Q.C., LSM, DSA, C.Med, C.Arb
Goldman Sloan Nash & Haber LLP

12:30 p.m.

End of Program

Total CPD = 3 Substantive Hours + *0.5 Professionalism Hours