

# PROFESSIONAL PROGRAM



Unless otherwise indicated, all Congress sessions will take place at the Hilton Americas Hotel.

## THURSDAY, MAY 27, 2004

### CONFERENCE DAY

- 07:30-17:30** Registration  
**08:00-08:30** Buses will depart the Hilton  
**08:30-09:00** Chapter Officers Briefing  
**09:00-10:30** Opening Ceremony - Hobby Center for the Performing Arts  
 Prix d'Excellence Awards  
 Keynote Address  
**Sam Zell**, Founder and Chairman, Equity Group Investments, L.L.C., Chicago, Illinois, USA  
**10:30-10:45** Coffee Break  
**10:45-11:45** Opening Conference-Hobby Center for the Performing Arts  
**10:45-11:10** CAFTA: The Central American Free Trade Agreement  
**U.S. Representative Kevin Brady** - Texas  
**11:10-11:45** The Challenge to Operate Globally in Local Real Estate Markets Around the World  
**Stephen E. Roulac**, Managing Partner, The Roulac Group, Inc., San Rafael, California, USA  
**11:45-13:30** Opening Ceremony Lunch-Hobby Center for the Performing Arts  
**14:00-17:30** Trade Show Grand Opening  
**14:30-15:30** Universal Standards for Financial Reporting and Their Impact on Real Estate  
**15:30-15:45** Coffee Break  
**15:45-17:30** Conference: Private Property Rights and Their Impact on Value  
**19:00** Regional Dinners  
*(Optional Purchase - See page 8)*

## FRIDAY, MAY 28, 2004

### BUSINESS DAY

- 07:30-17:30** Registration  
**08:00-17:00** Trade Show  
**08:00-14:00** Residential & Leisure Study Tours With Lunch *(Optional Purchase - See page 8)*  
**08:00-08:40** Special Session: Comparative Commercial Lease Provisions Across the World  
**Terry Green**, Real Estate Finance Partner, DLA, United Kingdom  
**08:40-12:00** Commercial Property Marketing Sessions: Office, Industrial, Retail, Rural/Land *(Attendance is complimentary; Presentations are USD\$50)*  
**12:00-13:30** Commercial Property Marketing & Networking Lunch *(Optional Purchase)*  
**12:00-18:00** Commercial Property Study Tour: Rural/Land *(Lunch included)*  
**12:00-14:00** First Lady's Lunch *(Invitation Only)*  
**14:00-18:00** Commercial Property Study Tours: Office, Industrial, Retail  
**14:30-17:30** Residential & Leisure Marketing Session *(Attendance is complimentary; Presentations are USD\$50)*  
**18:15-19:30** VIP Reception *(Invitation Only)*  
**20:00** Medal Holders' Dinner *(Invitation Only-Optional Purchase)*

## SATURDAY, MAY 29, 2004

### FIABCI DAY

- 08:00-17:00** Registration  
**08:00-17:00** Trade Show  
**09:00-10:30** Forum I: How to Buy and Sell Contaminated Property  
**10:30-10:45** Coffee Break  
**10:45-12:15** Forum II: Financing Special Use Projects  
**12:15-13:30** Forum Lunch *(Optional Purchase)*  
**13:30-15:15** Forum III: Panorama: Demographics and Their Impact on Real Estate Development Worldwide  
**15:30-17:00** Closing Ceremony  
**17:00-18:00** New Board (CLOSED)  
**18:30** Gala Dinner *(Optional Purchase-See page 8)*  
 Space Center Houston, Official Visitor's Center of NASA's Johnson Space Center

## PROFESSIONAL PROGRAM DESCRIPTION

### THURSDAY, 14:30-15:30

#### Universal Standards for Financial Reporting and Their Impact on Real Estate

Will the international accounting standards issue have an impact on real estate in the corporate world? Will North America and Japan encounter major value changes? New compliance requirements are coming. When? How will they impact your business and your clients?

**George M. Chapman**, MAI, SRA, CRE, Member, Board of Regents, The Centre for Advanced Property Economics (CAPE), Louisville, Kentucky, USA

**Brian A. Glanville**, MAI, CRE, Steering Committee of the Toronto Valuation Accord Group, Portland, Oregon, USA

### THURSDAY, 15:45-17:30

#### Conference: Private Property Rights and Their Impact on Value

The development of a strong system of private property rights affects many aspects of an economic system and contributes to the creation of value. Without such property rights, capital formation is more difficult and challenging and the rate of economic progress and real estate development is slowed. The panel will also discuss the process of land privatization and how clear marketable private ownership is crucial to establishment of a real estate market.

**Robert L. Cemovich, J.D.**, Legal/Policy Advisor for Land Market Development, Stewart Information International, Inc., Venice, Florida, USA

**Romeu Chap Chap**, President, Romeu Chap Chap Desenvolvimento e Consultoria Imobiliária S/C Ltda., Sao Paulo, Brazil

**Raul Luna**, Presidente do Conselho de Administracao, Gafisa S.A., Sao Paulo, Brazil

**R. Malcolm Richards**, Director, Real Estate Center, Mays Business School, Texas A&M University, College Station, Texas, USA

### FRIDAY, 12:00 - 13:30

#### Commercial Property Marketing and Networking Lunch *(optional purchase)*

#### Growing Your Company from Local to International

**Steven L. Good**, J.D., AARE, President, Chicago Association of REALTORS®, Chairman, National Association of REALTORS® Real Estate Auction Forum  
 Learn a four-step program to grow your company globally from the chairman and CEO of Chicago-based Sheldon Good & Company Auctions, LLC, which has been ranked as the largest real estate auction firm in the U.S., having sold more than 40,000 U.S. and international properties in 70 different classes and producing \$8 billion in revenues. Also a best-selling author, Good will discuss how his firm promotes its brand, expands its product line, builds its infrastructure and creates strategic alliances with well-established companies and trade associations.

### SATURDAY, 09:00-10:30

#### Forum I: How to Buy and Sell Contaminated Property

Environmental issues are shaping the way in which our economy grows and thus in the ways we do business. This session will provide case examples of how property transactions can be successful, regardless of contamination.

**James Gostic**, Senior Vice President Business Development, Founding Member International Risk Group, LLC, Littleton, Colorado, USA

**Dawn H. Moses**, Brownfields Program Manager, City of Houston Mayor's Office, Houston, Texas, USA

### SATURDAY, 10:45-12:15

#### Forum II: Financing Special Use Projects

Panelists will address the various ways cities have financed special use projects, such as stadiums and hospitals. Public-private partnerships are one approach that will be covered.

**Tony Elkins**, Vice President and Deputy Commercial Officer, Actus Lend Lease LLC, Parsippany, New Jersey, USA

**Andrew Icken**, Executive Vice President, Texas Medical Center, Houston, Texas, USA

### SATURDAY, 13:30-15:15

#### Forum III: Panorama: Demographics and Their Impact on Real Estate Development Worldwide

How do corporations, individuals, and investors decide where to locate? What impact will the changing demographics have on the real estate industry over the next 10 years? Panelists will specifically address the senior housing, hospitality properties, and commercial real estate.

**William W. Beach**, Director, Center for Data Analysis, The Heritage Foundation, Washington, DC, USA

**Rod Clough**, MAI, Managing Director, HVS International, Dallas, Texas, USA

**Jay R. Lucas**, CCIM, President, Office and Investment Division, Harry B. Lucas Company, Carrollton, Texas, USA

**Alfonso Moncosí de Borbón**, Bufete Moncosi & Asociados, Pamplona, Spain