

Commercial Real Estate Seminar Brings Together All-Star Panel to Discuss Nuances of Making the Best Deal for Tenant

PITTSBURGH—(December 2, 2010)—The Association of Corporate Counsel, Western Pennsylvania Chapter, in conjunction with Spilman Thomas & Battle, a law firm with offices in Pennsylvania, West Virginia and Virginia, will host a seminar entitled “Commercial Leasing 101 for In-House Counsel” at 11:30 a.m. on December 7 at the Rivers Club that will cover what every tenant must know before embarking on a real estate transaction, especially in an uncertain economy.

This seminar on commercial real estate, given from the corporate tenant’s perspective in Pittsburgh, will cover basic lease terms; the top five most hotly contested lease issues; “green” leasing; tax ramifications of the “lease vs. buy” question and the recent uptick in sale-leaseback activities; how Pittsburgh differs from most real estate markets; and outside market conditions impacting the Pittsburgh commercial real estate.

An all-star group of panelists with extensive corporate real estate experience include:

- Nathaniel Hunter, Counsel in the Pittsburgh office of Spilman Thomas & Battle, who has 25 years of experience with commercial and residential real estate, including development law, lending law, landlord and tenant law, mineral law, title insurance, and related areas of practice. He also served as Western Pennsylvania Manager of Direct and Agency operations for a major title insurance company.
- David Croft, Managing Member of the Spilman Thomas & Battle office in Wheeling, West Virginia, who has 11 years of experience as a tax lawyer providing tax planning advice to corporate clients. He also is a licensed CPA and adjunct lecturer on federal tax issues at West Virginia University College of Law.
- Carries S. Holstead, President of Carrie S. Holstead Real Estate Consultants, Inc. / ITRA, has spent twenty-five years working in corporate real estate. As founder of Carrie S. Holstead Real Estate Consultants, Inc. in 1989, she is a leader in tenant representation and owns the longest established tenant representation firm in Pittsburgh, Pennsylvania. Additionally, as the exclusive Pittsburgh affiliate of the prestigious International Tenant Representative Alliance (ITRA), Ms. Holstead has offices throughout the Americas, Europe, Asia and Pacific Rim to serve the corporate real estate needs of her clients. ITRA is the largest commercial real estate organization devoted exclusively to representing corporate tenants and buyers. For 2010, Ms. Holstead was elected as the Secretary for the ITRA Board of Directors. In 2009, she joined the Board of Directors and served as Board Treasurer. Ms. Holstead is also chair of the ITRA Global Business Development Committee.

For more information, please contact Kevin Whyte, Association of Corporate Counsel at 412.995.5520; Nathaniel Hunter, Spilman Thomas & Battle, at 412.325.3307, or Carrie Holstead, Carrie S. Holstead Real Estate Consultants, Inc., at 412.833.1030 or carrie@carrieholstead.com.