

# Construction Lending

April 2019

**W**hile the economy seems to continue to grow, there is nonetheless some uncertainty as to what lies ahead for the economy as well as for construction and development. As a result, construction lenders must carefully underwrite and structure construction loans in ways that meet their clients' needs while at the same time minimize the potential for losses. Now more than ever, a construction lender must understand and appreciate the importance of due diligence, appropriate structuring of construction loans, sound credit administration practices, and resolving disputes with the key players in construction projects as quickly and as smoothly as possible.

With this in mind, Aldrich & Bonnefin is pleased to invite you, your lending professionals, your note department personnel and your audit and loan review staff to our Seminar on Construction Lending. This Seminar will focus on due diligence issues, structuring and administering construction loans, and managing risk associated with construction loans.

## WHO SHOULD ATTEND?

Please invite your commercial lending staff, audit and loan review staff, note department staff, loan processors, compliance managers, and in-house counsel.

**SPEAKER:** Joel N. Cook, Esq., a principal of Aldrich & Bonnefin, joined the firm in August 2011. As a member of the firm's Corporate Practice Group, Mr. Cook's practice focuses on corporate law, commercial lending matters (including commercial and real estate loans, loan participations and loan workouts) as well as regulatory compliance. Mr. Cook obtained his law degree from Loyola Law School of Los Angeles. Prior to becoming an attorney, Mr. Cook worked as a banker for nine years in various roles with a large national bank and had extensive dealings with the Office of the Comptroller of the Currency.



## SEMINAR HIGHLIGHTS

### Due Diligence and Structuring

- Project
- Collateral and appraisals
- Environmental review

### Loan Documentation Issues

- Construction loan agreement
- Assignment of contracts
- Completion guaranty

### Ancillary Construction Loan Issues

- Requiring performance and payment bonds
- Standby letters of credit as credit enhancements
- Resolving construction disputes

### Mechanics Liens and Stop Notices

- Avoiding mechanics lien claims and stop notices
- Responding to mechanics lien claims and stop notices

Our **Construction Lending Seminar** will be held at the following locations.

Note: Hotel locations can vary from month to month.

LOCATIONS	DATE AND TIME	HOTEL INFO	PARKING INFO
SAN JOSE	Tuesday, April 2, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Tues. 3/26	San Jose Marriott 301 South Market Street, (408) 280-1300	We validate for hotel valet-parking only.
SAN FRANCISCO	Wednesday, April 3, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Wed. 3/27	Palace Hotel 2 New Montgomery, (415) 512-1111	We validate for hotel valet-parking only.
MONROVIA	Friday, April 5, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Fri. 3/29	Courtyard Marriott 700 W. Huntington Drive, (626) 357-5211	Free self-parking is available.
ONTARIO	Tuesday, April 9, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Tues. 4/2	Ontario Doubletree 222 North Vineyard Ave., (909) 937-0900	Free self-parking is available.
GARDEN GROVE	Friday, April 12, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Fri. 4/5	Anaheim Marriott Suites 12015 Harbor Blvd., (714) 750-1000	Free self-parking is available.
SANTA BARBARA	Wednesday, April 17, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Wed. 4/10	Four Seasons Resort, The Biltmore 1260 Channel Dr., (805) 969-2261	Free self-parking is available.
WOODLAND HILLS	Thursday, April 18, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Thurs. 4/11	Warner Center Marriott 21850 Oxnard St., (818) 887-4800	We validate for self-parking only.
LOS ANGELES	Tuesday, April 23, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Tues. 4/16	LAX Airport Marriott 5855 West Century Blvd., (310) 641-5700	We validate for self-parking only.
SACRAMENTO	Friday, April 26, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Fri. 4/19	Sheraton Grand Sacramento Hotel 1230 J St., (916) 447-1700	Validated self-parking is available in Ace/ Sheraton garage directly across the street, on the corner of 13th Street and J Street. Valet-parking not validated.

## REGISTRATION

To register for this Seminar, please contact your institution's Main Contact, or if you are authorized, log in at <https://register.bankerscompliancegroup.com/subadmin> and select "Register for Events." We recommend that you register as soon as possible as registrations are accepted on a first-come, first-serve basis. If you haven't registered online with us before, contact Paige Tyler at 800-742-3600 or [info@bankerscompliancegroup.com](mailto:info@bankerscompliancegroup.com) for assistance.

**NON-MEMBERS:** The non-member registration fee is **\$750** for the first person attending from an institution and **\$550** for each additional person from the same institution. To attend this Seminar, pre-registration and confirmation is mandatory. **Non-members may pay by credit card or check.** To pay by credit card, follow the credit card instructions during the online registration process. Major credit cards are accepted. To pay by check, make checks payable and mail to **Aldrich & Bonnefin, PLC, P.O. Box 19686, Irvine, CA 92623-1029** and indicate the event you are registering for. Non-member registration fees (**less \$50**) will be refunded only if cancellation notice is received **5** business days prior to the Seminar date.

**MATERIALS:** For this Seminar, Standard Procedures Manual #11, "Construction Lending," will be updated. Each member institution will receive via email a link to a downloadable PDF of the Standard Procedures "E-Manual." Non-member attendees will receive one hard copy manual, which will be mailed to the attendee by the end of the Seminar month. All registered attendees will receive a Discussion Outline the day of the Seminar. Members Only may purchase additional hard copies of SPM #11 during April for \$45.00 per copy plus shipping charges and applicable sales tax.

## ACCREDITATION

**MCLE:** Aldrich & Bonnefin, PLC certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bar of California governing MCLE. This activity has been approved in the amount of **4.75** hours.

**CRCM:** ABA Professional Certifications is dedicated to promoting the highest standards of performance and ethics within the financial services industry. Our Construction Lending Seminar has been approved for 1.25 credits. This statement is not an endorsement of this program or its sponsor. Certification holders must report these credits at [aba.csod.com](http://aba.csod.com).

**CPE:** Aldrich & Bonnefin, PLC follows Continuing Education (CE) regulations as outlined in the California Accountancy Act. CE credit may be obtained for Certified Public Accountants and Public Accountants. This activity is eligible for **4.75** hours of CPE Continuing Education credit.