

Commercial Real Estate Lending

February 2020

While commercial real estate (CRE) seems to be maturing, CRE remains a sweet spot for lenders. However, economic developments may pose challenges ahead. In a recent survey of senior loan officers by the Federal Reserve Board it was reported that lenders continue to tighten their credit standards for CRE loans. The survey also found that demand for CRE loans has held steady. Additionally, there have been significant developments with regard to appraisal requirements that will be welcomed by CRE lenders.

With these developments in mind, Aldrich & Bonnefin, PLC is pleased to present its Commercial Real Estate Lending Seminar. We will provide an overview of the requirements and new developments under the appraisal regulations, and have an in-depth discussion of title insurance issues (including key endorsements and comparing the CLTA and ALTA policies). We will also cover certain loan documentation issues (such as loan modifications, loan assumptions and common deficiencies in loan documents), and discuss the one-action and anti-deficiency laws.



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 commercial lending and corporate law 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.



Highlights

Appraisal Requirements

- Overview of the appraisal regulations
- New developments

Title Insurance Review

- Review of preliminary reports
- Key endorsements and comparison of CLTA and ALTA Policies

Select Loan Documentation Issues

- Loan modifications and loan assumptions
- Common deficiencies in loan documents
- Others

One-action and Anti-deficiency Laws

- Limitations imposed on lenders
- Mixed collateral issues

WHO SHOULD ATTEND?

Please invite your loan officers, loan workout specialists, documentation staff, chief financial officers and chief credit officers.

Our *Commercial Real Estate 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
WOODLAND HILLS	Tuesday, February 4, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Weds., 1/29	Warner Center Marriott 21850 Oxnard St., (818) 887-4800	We validate for self-parking only.
MONROVIA	Wednesday, February 5, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Thurs., 1/30	Courtyard Marriott 700 W. Huntington Drive, (626) 357-5211	Free self-parking is available.
GARDEN GROVE	Friday, February 7, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Mon., 2/3	Anaheim Marriott Suites 12015 Harbor Blvd., (714) 750-1000	Free self-parking is available.
SACRAMENTO	Monday, February 10, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Tues., 2/4	Sheraton Grand Sacramento Hotel 1230 J St., (916) 447-1700	Validated self-parking is available in public parking garage directly across from hotel, on corner of 13th and J Streets. Valet-parking not validated.
ONTARIO	Wednesday, February 12, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Thurs., 2/6	Ontario Doubletree 222 North Vineyard Ave., (909) 937-0900	Free self-parking is available.
SAN FRANCISCO	Friday, February 14, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Mon., 2/10	Palace Hotel 2 New Montgomery, (415) 512-1111	We validate for hotel valet-parking only.
LOS ANGELES	Wednesday, February 19, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Thurs., 2/13	LAX Airport Marriott 5855 West Century Blvd., (310) 641-5700	We validate for self-parking only.

SEMINAR RECORDING PLAYBACK—BCG MEMBERS ONLY

	DATE AND TIME	LOGIN INFORMATION
PLAYBACK	Thursday, February 20, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Fri., 2/14	Registrants will receive an email two business days prior to the Seminar Recording Playback with the login information. Registrants also will receive a second email when the pin is activated and the Seminar materials are available to download. There will be live question and answer sessions both during and at the end of the presentation.

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 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 #19, "Commercial Real Estate 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 #19 during February 2020 for \$55.00 per copy plus shipping charges and applicable sales tax.

ACCREDITATION

(Continuing education credit will be provided only to the registrant)

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: Commercial Real Estate Lending Seminar has been submitted to ABA Professional Certifications for CE credit review and is pending approval. Once we receive notification of the credit approval, we will notify attendees/participants. Contact the law firm for further information regarding the status of our request (info@bankerscompliancegroup.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.