

Aldrich & Bonnefin, PLC, Counsel for Bankers' Compliance Group® Presents

# COMMERCIAL REAL ESTATE LENDING TODAY

February 2023

**W**hile commercial real estate (CRE) lending has continued to be a sweet spot for lenders, rising interest rates and uncertainties in the economy are likely to pose challenges ahead. In a recent Federal Reserve Board senior loan officer survey, many responders said they are tightening standards for their CRE loans. So, now is a good time for lenders to review their CRE lending underwriting and documentation processes.

With these developments in mind, Aldrich & Bonnefin, PLC is pleased to present its Commercial Real Estate Lending Seminar. We will cover critical due diligence considerations with respect to CRE loans, loan documentation issues including documents related to leases and loan modifications, and recent significant developments regarding the LIBOR phaseout and default interest rates. We will round out our program with a discussion of California's one-action and anti-deficiency laws.

## WHO SHOULD ATTEND?

Compliance managers and staff,  
commercial loan officers, loan processors,  
compliance auditors, chief credit officers,  
in-house counsel

**We have scheduled only  
Recording Playbacks with Live Q&A for this Seminar.  
No in-person Seminar locations will be held.**

## Presented by:

**Mark E. Aldrich, Joel N. Cook, and John M. Davis,  
Attorneys of Aldrich & Bonnefin, PLC**



**Mark E. Aldrich, Esq.**, a principal of Aldrich & Bonnefin, PLC, specializes in financial institution regulatory issues, commercial lending and corporate and securities matters. Mr. Aldrich actively advises California financial institutions, including both commercial banks and credit unions, their boards of directors and audit committees. Mr. Aldrich is the Chairman of the firm. Mr. Aldrich also handles bank formations, securities

offerings, mergers and acquisitions of financial institutions, as well as bank regulatory and enforcement matters.



## SEMINAR HIGHLIGHTS

### Due Diligence Considerations for Commercial Real Estate Loans

- Evaluation of real estate
- Title insurance review
- Junior lienholder issues

### Documentation Issues for Commercial Real Estate Loans

- Lease review, assignment of leases and rents, and SNDAs
- Commonly added LaserPro provisions
- Common documentation deficiencies – and how to fix them

### Loan Modifications and Interest Rate Issues

- Overview of loan modification issues
- Proposed update to Policy Statement on Commercial Real Estate Loan Workouts
- LIBOR transition update, and recent concerns regarding default interest rates

### One-action and Anti-deficiency Laws

- Limitations imposed on lenders
- Mixed collateral issues



**Joel N. Cook, Esq.**, a principal of Aldrich & Bonnefin, joined the firm in August 2011. As manager 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.

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## SEMINAR RECORDING PLAYBACK - BCG MEMBERS ONLY

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

		REGISTRATION CLOSE DATE
<b>RECORDING PLAYBACK #1</b>	Wednesday, February 8, 2023, 8:30 a.m. - 3:00 p.m.	Friday, February 3, 2023, 12:00 p.m.
<b>RECORDING PLAYBACK #2</b>	Friday, February 10, 2023, 8:30 a.m. - 3:00 p.m.	Tuesday, February 7, 2023, 12:00 p.m.
<b>RECORDING PLAYBACK #3</b>	Tuesday, February 14, 2023, 8:30 a.m. - 3:00 p.m.	Thursday, February 9, 2023, 12:00 p.m.
<b>RECORDING PLAYBACK #4</b>	Thursday, February 16, 2023, 8:30 a.m. - 3:00 p.m.	Monday, February 13, 2023, 12:00 p.m.
<b>RECORDING PLAYBACK #5</b>	Wednesday, February 22, 2023, 8:30 a.m. - 3:00 p.m.	Thursday, February 16, 2023, 12:00 p.m.

**LOGIN INFORMATION:** Registrants will receive an email two business days prior to the Recording Playback Date 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

**MEMBERS:** To register for this Seminar, please contact your institution's BCG Main Contact, or if you are authorized, log in at <http://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.

### MATERIALS

For this Seminar, Standard Procedures Manual #19, "Commercial Real Estate Lending," will be updated. BCG members will receive the updated SPM through their membership subscription to Compliance Companion® by the first week of March 2023. As noted above, registered attendees will be able to download the Agenda and Discussion Outline prior to the Seminar.

### 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:** American Bankers Association (ABA) Professional Certifications has approved Commercial Real Estate Lending Today for: **5 CRCM credits**. APPROVED NON-ABA CE search for training will appear as: Aldrich & Bonnefin, PLC | Commercial Real Estate Lending Today

**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.