

Construction Lending

July 2017

As the economy continues to recover, lenders are renewing their interest in making construction loans. Recognizing that an over-concentration in construction loans contributed to the downfall of a number of financial institutions, lenders are approaching this type of lending with an appropriate degree of caution. Faced with uncertainty, 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 loss. Now more than ever, a construction lender must understand and appreciate the importance of due diligence and the appropriate structuring of construction loans and sound credit administration practices.

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 a Seminar on Construction Lending. This Seminar will focus on due diligence issues, as well as structuring and administering construction loans.



SEMINAR HIGHLIGHTS

Due Diligence and Structuring

- Borrower
- Project
- Collateral

Title Insurance

- What's covered and what's not
- Title review
- Endorsements

Financing Owner-Occupied SFR Construction

- Regulatory considerations
- Handling owner – contractor disputes
- Construction/Permanent loans

Mechanics Liens

- Responding to mechanics lien claims
- Responding to stop notices

WHO SHOULD ATTEND?

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



SPEAKER: Eric G. Baron, Esq., a principal of Aldrich & Bonnefin, has been serving Bankers' Compliance Group members for over 26 years. Mr. Baron specializes in commercial and real estate lending, commercial loan workouts, letter of credit transactions, loan participations, loan

syndications, as well as environmental law, bankruptcy issues and employment law matters. Prior to becoming an attorney, Mr. Baron worked as a commercial loan officer with a regional bank in Washington D.C.



SPEAKER: Joel N. Cook, Esq., an associate attorney with 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.

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	Thursday, July 6, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Friday 6/30	San Jose Marriott 301 South Market Street, (408) 280-1300	We validate for hotel valet-parking only.
GARDEN GROVE	Friday, July 7, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Monday 7/3	Anaheim Marriott Suites 12015 Harbor Blvd., (714) 750-1000	Free self-parking is available.
ONTARIO	Tuesday, July 11, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Wed. 7/5	Ontario Doubletree 222 North Vineyard Ave., (909) 937-0900	Free self-parking is available.
SACRAMENTO	Friday, July 14, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Monday 7/10	Sheraton Grand Sacramento Hotel 1230 J St., (916) 447-1700	Validated self-parking is available in garage on 13th Street, between I and J Streets. Valet-parking not validated.
LOS ANGELES	Monday, July 17, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Tuesday 7/11	Renaissance Los Angeles Airport (NEW) 9620 Airport Boulevard., (310) 337-2800	We validate for self-parking only.
SANTA BARBARA	Wednesday, July 19, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Thursday 7/13	Four Seasons Resort, The Biltmore 1260 Channel Dr., (805) 969-2261	Free self-parking is available.
WOODLAND HILLS	Thursday, July 20, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Friday 7/14	Warner Center Marriott 21850 Oxnard St., (818) 887-4800	We validate for self-parking only.
MONROVIA	Friday, July 21, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Monday 7/17	Courtyard Marriott 700 W. Huntington Drive, (626) 357-5211	Free self-parking is available.
SAN DIEGO	Tuesday, July 25, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Wed. 7/19	Marriott Mission Valley 8757 Rio San Diego Dr., (619) 692-3800	We validate for self-parking only.
SAN FRANCISCO	Thursday, July 27, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Friday 7/21	Palace Hotel 2 New Montgomery, (415) 512-1111	We validate for hotel valet-parking only.

REGISTRATION

To register for this Seminar, please contact your institution's 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. 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 **\$450** 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. Only those attendees designated by their institution will receive a Manual. All registered attendees will receive a Discussion Outline. Members Only may purchase additional hard copies of **SPM #11 during July for \$50.00 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: Certified Regulatory Compliance Managers must submit a request for approval directly to the Institute of Certified Bankers in order to receive continuing education credit (www.icbmembers.org and click on "Submit Continuing Education Credits)." This activity **may** be eligible for **6** continuing education credits.

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