

# Commercial Lending

June 2013

**F**aced with a downturn in the economy and an increasing number of problem loans, commercial lenders must maintain a delicate balance between prudent lending standards and creative loan terms that may be dictated by today's competitive marketplace. Now more than ever, it is essential that lenders have a solid understanding of the basic concepts and rules of commercial lending.

With this in mind, Aldrich Bonnefin & Moore is pleased to invite you to attend our Commercial Lending seminar. This seminar will focus on a number of issues that lenders regularly face including UCC filings, financing the acquisition of a business and issues affecting guaranties.

## WHO SHOULD ATTEND:

- Commercial loan officers
- Note department staff
- Private bankers
- Credit administrators
- Auditors



## HIGHLIGHTS

### UCC Update

- Changes in debtor name rules
- Dealing with a wrong debtor name
- Handling terminations of UCC filings

### Compliance Issues for Commercial Lenders

- Business-purpose vs. consumer-purpose loans
- Signatures rules under Regulation B
- Flood insurance requirements for personal property collateral

### Financing Accounts Receivable

- Calculating and defining a borrowing base
- Defining eligible accounts receivable
- Monitoring and control issues

### Case Law Update

- A survey of recent court decisions affecting commercial lending

**Eric G. Baron, Esq.**, a principal of Aldrich Bonnefin & Moore, PLC, has been serving Bankers' Compliance Group members for over 22 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.

**Michael N. Delune, Esq.**, an associate of Aldrich Bonnefin & Moore, joined the firm in December 2006. As a member of the Corporate Practice Group, he specializes in commercial lending and corporate law. He also advises clients on the proper handling of legal processes. Mr. Delune attended Pepperdine University, graduating in 2001 with a Bachelor of Science degree in Business Administration. He obtained his Juris Doctorate from Loyola Law School of Los Angeles in 2006. Prior to joining Aldrich Bonnefin & Moore, Mr. Delune was employed at The Boeing Company for four years, serving at Boeing Capital Corporation and Integrated Defense Systems as an accountant and financial analyst.



Our *Commercial Lending Seminar* will be held in the following locations from 8:30 a.m. - 3:00 p.m.  
You will need to note the specific location you are attending as hotels can vary from month to month.

LOCATIONS:	DATE:	HOTEL INFO:	PARKING:
SAN DIEGO	Monday, June 3 Registration closes at noon on 5/28	Marriott Mission Valley 8757 Rio San Diego Dr., (619) 692-3800	We validate for self-parking only.
SACRAMENTO	Wednesday, June 5 Registration closes at noon on 5/29	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.
MONROVIA	Friday, June 7 Registration closes at noon on 6/3	Courtyard Marriott 700 W. Huntington Drive, (626) 357-5211	Free self-parking is available.
ONTARIO	Monday, June 10 Registration closes at noon on 6/4	Ontario Doubletree (New) 222 North Vineyard Ave., (909) 937-0900	Free self-parking is available.
SAN FRANCISCO	Wednesday, June 12 Registration closes at noon on 6/6	Palace Hotel 2 New Montgomery St., (415) 512-1111	We validate for hotel valet-parking only.
SAN JOSE	Thursday, June 13 Registration closes at noon on 6/7	Hilton Hotel 300 Almaden Blvd., (408) 287-2100	We validate for self-parking only.
GARDEN GROVE	Friday, June 14 Registration closes at noon on 6/10	Anaheim Marriott Suites 12015 Harbor Blvd., (714) 750-1000	Free self-parking is available.
LOS ANGELES	Tuesday, June 18 Registration closes at noon on 6/12	LAX Airport Marriott 5855 West Century Blvd., (310) 641-5700	We validate for self-parking only.
SANTA BARBARA	Wednesday, June 19 Registration closes at noon on 6/13	Four Seasons Resort, The Biltmore 1260 Channel Dr., (805) 969-2261	Free self-parking is available.
WOODLAND HILLS	Thursday, June 20 Registration closes at noon on 6/14	Warner Center Marriott 21850 Oxnard St., (818) 887-4800	We validate for self-parking only.

**REGISTRATION:** To register, go to <http://register.bankerscompliancegroup.com/subadmin>. We recommend you register as soon as possible as registrations are accepted on a first-come, first-serve basis only. If you haven't registered online with us before, contact Paige Tyler at 800-742-3600 or [PTyler@ABMLawFirm.com](mailto:PTyler@ABMLawFirm.com) for assistance or to obtain a username and password.

**REGISTRATION FEES FOR NON-MEMBERS:** 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 is mandatory. Non-members may pay by check or credit card.** To pay by credit card, follow the credit card instructions during the online registration process. We accept MasterCard, Visa and Discover cards. To pay by check, make checks payable and mail to **Aldrich Bonnefin & Moore, PLC, P.O. Box 19686, Irvine, CA 92623-1029**, along with a copy of your registration. Non-member registration fees (less \$50) will be refunded only if cancellation notice is received 5 business days prior to the event.

**MATERIALS:** For this seminar, Standard Procedures Manual #3, "*Commercial Lending*," will be updated. Only those attendees designated by their institution will receive a manual. All attendees will receive a Discussion Outline. Members Only may purchase additional copies of SPM #3 for \$60.00/copy during June, plus postage.

**FOOD:** A continental breakfast will be provided. You will be on your own for lunch.

**DISABILITIES:** If you require special accommodation in order to fully participate in the seminar, please call Paige Tyler at 800-742-3600 to discuss your specific needs.

**ACCREDITATION: MCLE:** Aldrich Bonnefin & Moore, 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 (ICB) in order to receive continuing education credit ([www.icbmembers.org](http://www.icbmembers.org) and click on "Submit Continuing Education Credits)." This activity **may** be eligible for **5.75** hours of continuing education credit by the ICB.

**CPE:** Aldrich Bonnefin & Moore, 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.

For additional information, please contact Paige Tyler at (949) 553-0909 or toll free (BCG Members only) at (800) 742-3600.