

Commercial Real Estate Lending

June 2014

Commercial real estate values have been slowly increasing since the financial crisis of 2008. As lenders rebuild their CRE loan portfolios, it is crucial that lenders learn from past mistakes by carefully underwriting and structuring CRE loans.

With this in mind, Aldrich Bonnefin & Moore is pleased to present a seminar on Commercial Real Estate Lending. The seminar will focus on some basics to CRE lending, such as adequately insuring the collateral and the limitations of the one-action and anti-deficiency rules. In addition, the seminar will cover tax-free exchanges and surviving as a junior lienholder.



WHO SHOULD ATTEND

- Loan officers
- Loan workout specialists
- Documentation staff
- Chief financial officers
- Chief credit officers



HIGHLIGHTS

Insuring Commercial Real Estate

- Hazard insurance
- Liability insurance
- Business interruption insurance
- Flood insurance

Limitations of One-action and Anti-deficiency

- One-action rule
- Anti-deficiency rule
- Mixed collateral rule

Financing a Tax-free Exchange Under RC 1031

- What is a 1031 tax-free exchange
- Lender considerations

Surviving as a Junior Lienholder

- Lien priority issues
- Requests for notice
- Dealing with foreclosure by a senior lienholder

Eric G. Baron, Esq., a principal of Aldrich Bonnefin & Moore PLC, has been serving Bankers' Compliance Group members for over 23 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 PLC, 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 Real Estate Lending Seminar** will be held from **8:30 a.m. - 3:00 p.m.** in the following locations .
 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 FRANCISCO | Monday, June 2 Registration closes at noon on 5/27 | Palace Hotel 2 New Montgomery St., (415) 512-1111 | We validate for hotel valet-parking only. |
| SANTA BARBARA | Wednesday, June 4 Registration closes at noon on 5/29 | Four Seasons Resort, The Biltmore 1260 Channel Dr., (805) 969-2261 | Free self-parking is available. |
| WOODLAND HILLS | Thursday, June 5 Registration closes at noon on 5/30 | Warner Center Marriott 21850 Oxnard St., (818) 887-4800 | We validate for self-parking only. |
| SAN JOSE | Tuesday, June 10 Registration closes at noon on 6/4 | Santa Clara Marriott (NEW LOCATION) 2700 Mission College Blvd., (408) 988-1500 | We validate for self-parking only. |
| MONROVIA | Wednesday, June 11 Registration closes at noon on 6/5 | Courtyard Marriott 700 W. Huntington Drive, (626) 357-5211 | Free self-parking is available. |
| GARDEN GROVE | Friday, June 13 Registration closes at noon on 6/9 | Anaheim Marriott Suites 12015 Harbor Blvd., (714) 750-1000 | Free self-parking is available. |
| SAN DIEGO | Tuesday, June 17 Registration closes at noon on 6/11 | Marriott Mission Valley 8757 Rio San Diego Dr., (619) 692-3800 | We validate for self-parking only. |
| SACRAMENTO | Thursday, June 19 Registration closes at noon on 6/13 | 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, June 23 Registration closes at noon on 6/17 | LAX Airport Marriott 5855 West Century Blvd., (310) 641-5700 | We validate for self-parking only. |
| ONTARIO | Wednesday, June 25 Registration closes at noon on 6/19 | Ontario Doubletree 222 North Vineyard Ave., (909) 937-0900 | Free self-parking is available. |

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 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 #19, "Commercial Real Estate 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 #19 during June for \$55.00 per copy plus applicable sales tax.

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 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 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.