

COMMERCIAL REAL ESTATE LENDING IN THE POST-COVID ERA

March 2022

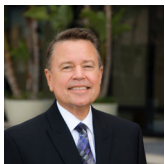
CRE credit conditions have remained relatively stable despite a sharp downturn in the U.S. economy during the COVID-19 pandemic, according to the most recent FDIC quarterly profile. The FDIC has attributed the resilience of CRE lending to government stimulus, bank forbearance efforts and economic factors. However, the agency identified several risks on the horizon, including the end of stimulus benefits, low loan yields, persistent uncertainty in certain aspects of the CRE market (such as the hospitality industry) and continued pandemic-related stresses.

The FDIC has acknowledged that certain sectors of the CRE market may experience lasting changes, particularly the office sector, given the significant change in work habits and reduced demand for office space. These changes in the CRE lending market and associated risks require that lenders revisit best practices in CRE lending to adapt to the new risks presented in their CRE lending portfolios.

With these developments in mind, Aldrich & Bonnefin, PLC is pleased to present its Commercial Real Estate Lending Seminar. We will provide an overview of regulatory requirements affecting CRE lending, including more recent developments related to the appraisal regulations, flood insurance regulations and CRE loan concentration issues, and provide an in-depth discussion of title insurance issues. We will also cover certain loan documentation issues, and discuss the 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



SPEAKER: 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.



SPEAKER: 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.

SEMINAR HIGHLIGHTS

- CRE Lending Trends and New Developments
 - ... Overview of new CRE market risks and changes in underwriting issues
 - ... Overview of regulatory issues affecting CRE loans, including appraisal regulation developments, concentrations in CRE lending, and flood insurance developments
- Title Insurance Review
 - ... Review of preliminary reports
 - ... Key endorsements and comparison of CLTA and ALTA Policies
- Select Loan Documentation Issues
 - ... Loan modifications
 - ... Leasehold interests and lease reviews
 - ... Common documentation deficiencies and how to fix them
- One-action and Anti-deficiency Laws
 - ... Limitations imposed on lenders
 - ... Mixed collateral issues

We have scheduled only Recording Playbacks with Live Q&As for this Seminar.



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SEMINAR RECORDING PLAYBACK - BCG MEMBERS ONLY

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

	PLAYBACK DATE AND TIME	REGISTRATION CLOSE DATE
RECORDING PLAYBACK #1	Wednesday, March 9, 2022, 8:30 a.m. - 3:00 p.m.	Friday, March 4, 2021, 12:00 p.m.
RECORDING PLAYBACK #2	Friday, March 11, 2022, 8:30 a.m. - 3:00 p.m.	Tuesday, March 8, 2022, 12:00 p.m.
RECORDING PLAYBACK #3	Tuesday, March 15, 2022, 8:30 a.m. - 3:00 p.m.	Thursday, March 10, 2022, 12:00 p.m.
RECORDING PLAYBACK #4	Wednesday, March 23, 2022, 8:30 a.m. - 3:00 p.m.	Friday, March 18, 2022, 12:00 p.m.
RECORDING PLAYBACK #5	Thursday, March 24, 2022, 8:30 a.m. - 3:00 p.m.	Monday, March 21, 2022, 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. Each BCG member institution will receive via email a link to a downloadable PDF of the Standard Procedures "E-Manual." 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 in The Post-Covid Era for: **5.75** CRCM credit. APPROVED NON-ABA CE search for training will appear as: Aldrich & Bonnefin | Commercial Real Estate Lending in The Post-Covid Era.

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.