

4Q09 PERSPECTIVE

Where Does the Commercial Real Estate Industry Stand Today... and Tomorrow?

11.17.09

Doubletree Hotel Cleveland South • 6200 Quarry Lane • Independence, OH 44131
7:15 AM Registration • 7:30 AM Continental Breakfast • 8:00 AM – 12:00 PM Program

8:00 AM Welcome & Introduction

Emcee: Edward J. Leader, Taft Stettinius & Hollister LLP

8:05 AM Importance of Tax Planning – Get Cash in Your Pocket Now and Maximize the Impact of Lower Asset Values

Larry Hirsh, RSM McGladrey

- Maximize federal and state tax refunds
 - Carryback of net operating losses
 - Investment in energy property
 - Tenant improvements related to terminated leases
- Tax issues related to debt forgiveness
- Tax ramifications of walking away
- Take advantage of lower asset values
 - Estate/succession planning
 - S Corporation elections

8:50 AM Strategic Insight to Doing Business in Today's Market

John L. MacFarland, Resource Title

- Owner/Developer
 - Questions as to how they are positioning themselves in the market with portfolio
 - Obstacles to investments – how to get it financed
 - Restructure of current debt issues
- Receiver/Broker/Atty
 - Questions regarding asset disposition process
 - Obstacles to rapid sale
 - Strategies for lenders/attorneys for rapid asset disposition
- Cost Segregation analysts
 - Questions on debt restructure strategies
 - Creating new value for lender – how to pull added value out of marginal loans
 - Creating new value for owner enhancing reset or sale

9:35 AM What Lenders are Doing with Distressed and Under Performing Properties and Loans

Bill Brennan, KeyBank Real Estate Capital

- Bank originated loans: what is being held and what types of loans are being sold
- What is the current volume of under performing loans and in what product types
- The impact of foreclosures on lenders, communities and consumers
- When are banks getting active on problem loans
- Who is a source of financing today
- Senior mezzanine relationship and inter-creditor issues on distressed projects, how to work with participating banks
- Mezzanine lenders as equity holders – what are they stepping into

10:10 AM Break

10:25 AM Legal Strategies and Consideration for Distressed and Foreclosed Projects

Edward J. Leader, Taft Stettinius & Hollister LLP

Bruce Lowe, Taft Stettinius & Hollister LLP

Dave Tavolier, Taft Stettinius & Hollister LLP

- The foreclosure process – how it works
- Foreclosure and mechanics lien litigation
- Lender and borrower rights during redemption
- Navigating title issues
- Short sales and redemption from foreclosure
- Commercial vs. residential foreclosure issues

11:15 AM Spotlight: Cleveland's Future & Relocation of the Port

Eric Anthony Johnson, Ph. D, Cleveland Cuyahoga County Port Authority Development Finance Authority

12:00 PM Networking

\$99, \$129 Day of Event

Register at:

<http://conferences.com>

or call 952.405.7785

4 Hours of CPA and Real Estate

Continuing Education Credits

Available for this Course



Taft /



CONFERENCES.RECG.COM