

# Real Estate Development From Beginning to End in California

Los Angeles, CA • December 4, 2008

EXPRESS REGISTRATION



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listed below

Seminar ID: 381069

8:00 AM – 8:30 AM	<b>Registration</b>
8:30 AM – 10:00 AM	<b>Acquisition and Due Diligence Issues</b> — <i>Andi Kendrick Wang and J. Timothy Scott</i> <ul style="list-style-type: none"><li>• Letters of Intent</li><li>• Purchase and Sale Agreements – Acquiring the Property</li><li>• Due Diligence Process – Overview and Structuring</li></ul>
10:00 AM – 10:10 AM	<b>Break</b>
10:10 AM – 11:15 AM	<b>Development Approvals</b> — <i>Fred Gaines</i> <ul style="list-style-type: none"><li>• Overview of Zoning Codes</li><li>• Subdivision Regulations</li><li>• Planning Considerations</li><li>• Community Participation</li><li>• Overview of Relevant Governmental Bodies</li><li>• Appeal Process</li><li>• Permits</li></ul>
11:15 AM – 12:15 PM	<b>Lunch (On Your Own)</b>
12:15 PM – 1:30 PM	<b>Design and Construction Issues</b> — <i>Penny Pittman Cobey</i> <ul style="list-style-type: none"><li>• New Agreement Forms for 2008: The AIA Documents and ConsensusDOCS</li><li>• Project Delivery Systems<ul style="list-style-type: none"><li>– Lump Sum</li><li>– GMP</li><li>– Design-Build</li></ul></li><li>• Commonly Used and Litigated Contract Provisions<ul style="list-style-type: none"><li>– Changes Based on Out-of-Scope Work</li><li>– Indemnification</li><li>– Warranties and Correction of Defective Work</li><li>– Shop Drawings and Project Design Not Performed by A/E or Its Consultants</li></ul></li></ul>
1:30 PM – 2:35 PM	<b>Proper Steps of Due Diligence for a Prospective Purchaser of an Environmentally Challenged Site</b> — <i>Gary A. Meyer</i> <ul style="list-style-type: none"><li>• Conducting a Thorough Environmental Assessment</li><li>• How to Uncover Buried Treasures</li><li>• Negotiating the Deal Points</li><li>• Protecting Your Future Interests</li><li>• Obtaining a Prospective Purchaser Agreement From the Government</li></ul>
2:35 PM – 2:45 PM	<b>Break</b>
2:45 PM – 4:15 PM	<b>Obtaining Financing for Development Equity and Debt Sources</b> — <i>Glenn A. Fuller</i> <ul style="list-style-type: none"><li>• Developer Concerns</li><li>• Development Debt Sources</li><li>• Equity and Takeout Commitments</li><li>• Joint Ventures</li><li>• Hybrid Financing Strategies</li><li>• Selected Tax Issues</li></ul>
4:15 PM – 4:30 PM	<b>Questions and Answers</b> — <i>Penny Pittman Cobey, Glenn A. Fuller, Fred Gaines, Gary A. Meyer, J. Timothy Scott and Andi Kendrick Wang</i>

## Do you have the latest and most effective strategies for navigating through the real estate development process?

Each link in the complex and multifaceted real estate development process affects the success of the project. Do you have every angle covered? This seminar provides the perfect opportunity to get updated on all aspects of real estate development, including subdivision regulations. Take the headaches out of potential zoning problems through prevention.

With legislation changing constantly, you need a sound blueprint to keep your business safe. By attending this seminar, you'll not only build skills and learn techniques you can use the next day, but you'll walk away with a practical approach for confronting even the toughest real estate development dilemmas.

### Benefits for You

- Analyze environmental risk through the due diligence process
- Smoothly navigate purchase and sale agreements
- Avoid common pitfalls – find out what you need to know about design and construction issues and the latest editions of the AIA contract forms
- Gain winning strategies for developing environmentally challenged sites
- Get expert advice on obtaining financing for development equity and debt sources

## Faculty:

### Penny Pittman Cobey

*McKenna Long & Aldridge LLP*

### Glenn A. Fuller

*Jackson DeMarco Tidus Petersen Peckenpaugh*

### Fred Gaines

*Gaines & Stacey, LLP*

### Gary A. Meyer

*Parker, Milliken, Clark, O'Hara & Samuelian*

### J. Timothy Scott

*McKenna Long & Aldridge LLP*

### Andi Kendrick Wang

*McKenna Long & Aldridge LLP*

\*For more information about our speakers, go to [www.lorman.com](http://www.lorman.com).

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- CA MCLE 6.50
- CPE 8.0

For more information visit us at [www.lorman.com](http://www.lorman.com) or contact us at 866-352-9540.

Previous attendee comment from other Lorman seminar:

"Topics covered today will be put to good use in terms of dealing with developers/land development projects.

— Brian Udovich, Project Engineer  
RA Smith Associates Inc

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This seminar is designed for attorneys, presidents, vice presidents, owners, lending professionals, project managers, real estate agents and brokers, business owners and managers, zoning board members, contractors, surveyors, architects, engineers, developers, planners, controllers, CFOs and accountants.

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