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Seminar Location

Carraway-Davie House & Conference Center

4465 Old Overton Road
Birmingham, AL
Phone:
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Free parking

From Birmingham take I-459 N toward Atlanta/Gadsden, take exit number 23 toward Liberty Parkway, turn right. At the red light turn left onto Overton Rd., then turn right onto Old Overton Rd. Entrance to conference center is at 4465 Old Overton Road. For additional directions, please check the website:

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SAMFORD UNIVERSITY
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Commercial Real Estate Law Seminar

*co-sponsored with the
Real Property, Probate & Trust Law Section
of the Alabama State Bar*

**Friday
November 20, 2009
Carraway-Davie House & Conference Center
Birmingham, Alabama**

6 CLE hours, including 1 hour of ethics

Commercial Real Estate Law

co-sponsored with the Real Property, Probate & Trust Law Section of the Alabama State Bar

6 CLE hours
1 ethics hour

Quick and Easy Registration
Commercial Real Estate Law Seminar
November 20, 2009, Birmingham, Alabama

Program Chairman-William C. "Beau" Byrd, II
Bradley Arant Boult Cummings LLP, Birmingham, Ala.

8:00 Registration

8:30 **Landlord-Tenant Negotiations in Difficult Economic Times**

- Bankruptcy
- Remedies Available v. Practical

Denise W. Killebrew, Baker Donelson Bearman Caldwell & Berkowitz, PC, Birmingham, Ala.

Marie A. Moore, Sher Garner Cahill Richter Klein & Hilbert, L.L.C., New Orleans, La.

9:30 **Wall Street World of Lending**

- Parties, roles and mindset of various players
- High leverage - mezz loans, B notes, etc
- Current status of delinquencies and maturities
- Various workout options
 - Extensions of maturity dates
 - Interest rate reduction
 - Principal write downs
 - White knight capital

Andy R. Dunlap, Portfolio Manager
1st Service Solutions, Inc., Grapevine, Texas

Ann Hambly, President/CEO
1st Service Solutions, Inc., Grapevine, Texas

Alfred I. Means III, Principal, Q10/iCap Realty Advisors, LLC, Atlanta, Ga.

10:30 Networking Break

10:45 **Overview of the Green Building Movement: The LEED Certification Process, Trends and Drivers, and Legal Issues for the Commercial Real Estate Attorney**

Robert E. Stanley, Stanley, Esrey & Buckley, LLP
Atlanta, Ga.

Christopher J. Williams, Maynard, Cooper & Gale, P.C., Birmingham, Ala.

11:45 Lunch provided at the Carraway-Davie House

12:45

Where is the Money Coming from for Future Development? Where do Developers go from here?

Thomas H. Brigham, Jr., Founding Partner & Chairman of the Board, ARK Real Estate Strategies, Birmingham, Ala.

Thomas S. Dennard, Chief Executive Officer
Grandbridge Real Estate Capital LLC, Charlotte, N.C.

Chad T. Hagwood, Senior Vice President and Branch Manager, Capmark Finance, Inc., Birmingham, Ala.

1:45

Networking Break

2:00

General Growth and Hot Topics

Ann Peldo Cargile, Bradley Arant Boult Cummings LLP
Nashville, Tenn.

3:00

Ethics Issues for the Commercial Real Estate Lawyer:*

- Representing clients with depressed projects
 - When are you the policeman for your client?
 - Your role as advocate v. obligation of candor
 - New ABA Rule 1.10 Imputation of Conflicts of Interest
- C. Ellis Brazeal III**, Walston, Wells & Birchall, L.L.P.
Birmingham, Ala.

James W. Carpenter, Walston, Wells & Birchall, L.L.P.
Birmingham, Ala.

Robert E. Lusk, Jr., Assistant General Counsel
Alabama State Bar, Montgomery, Ala.

4:00

Adjourn

* approved for 1 ethics hour

Attend this seminar to:

- Network with your colleagues
- Learn from experts in the legal, financing, and real estate fields
- Be prepared for economic recovery and respond to the current downturn

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