

Critical Issues On The Agenda

8:30 a.m. - 10:30 a.m.

I. Developing Single Tenant Build-To-Suit Lease Properties

- *Charles C. Connelly, IV, CCIM, CFP*
- Tenant Credit
 - Type Of Building
 - Site Location And Demographics

II. Financing – Construction Loan And Permanent Loan

- *Charles C. Connelly, IV, CCIM, CFP*
- What Kind Of Loan To Value Is Needed?
 - Interest Rates And Spreads
 - Outside Cost
 - Key Covenants

III. Developments From A Sales Perspective As A Merchant Developer

- *Charles C. Connelly, IV, CCIM, CFP*
- What The Investors Look For
 - Ideal Investors
 - Market Pricing
 - How To Approach The Marketplace

10:30 a.m. - 10:40 a.m.

Break

10:40 a.m. - 12:00 p.m.

IV. Creating The Landlord Tenant Relationship

- *Timothy J. Thompson*
- Structuring The Lease Agreement
 - Commercial vs. Residential
 - No Lease – Oral Agreements
 - Tenant At Sufferance

V. Living Under The Relationship

- *Timothy J. Thompson*
- Landlord's Duties
 - Tenant's Duties
 - Breach Of The Agreement
 - Non-Payment
 - Bankruptcy

VI. Ending The Relationship

- *Timothy J. Thompson*
- Abandonment
 - Act Of God
 - Death
 - Expiration Of The Term
 - Termination For Violations

VII. Post-Relationship Issues

- *Timothy J. Thompson*
- Security Deposits
 - Collecting Rent And Damages
 - Abandoned Property

12:00 p.m. - 1:00 p.m.

Lunch (On Your Own)

1:00 p.m. - 2:00 p.m.

VIII. Valuation Of Future Development Potential

- *Larry Goldman, CCIM*
- Importance Of Future Valuation In Exit Strategies

B. Impact Of Different Market Conditions

- Barriers To Entry
 - Demand Factors
- Self-Storage Case Study
 - The Project In The Eyes Of The Capital Markets

2:00 p.m. - 2:30 p.m.

IX. Real Estate Development And Management

— *Jerry J. Miller*

- Property Management In General Role Of Property Manager
- Survey Of "Hot" Multi-Family Development And Management
- Apartment Development And Management
 - Affect Of "Soft Rental" Demand
 - Rental Payments vs. Mortgage Payments
 - Current And Recent Development
 - Management In A Soft Market
 - Current Apartment Property Values
 - Pre-Payment Penalties Affect Value
 - Interest Rates Affect Value
 - 1031 Exchanges Affect Value
- Condominium Development And Management
 - Role Of Developer And Property Manager
 - New Construction
 - Rehabilitation
 - Historic Tax Credits
 - Tax Credit Development And Management
 - 4% vs. 9% Credits
 - New Development vs. Rehab
 - Receiverships, Asset Management And Consulting

2:30 p.m. - 2:40 p.m.

Break

2:40 p.m. - 3:35 p.m.

X. Title Matters

— *David E. Coffelt*

- Basics Of A Title Search
- Title Search Results
- What A Basic Title Search Will Not Disclose
- Reviewing Title Insurance Commitment
- "Use" Endorsements

3:35 p.m. - 4:30 p.m.

XI. Planning And Zoning

— *Sherwin L. Epstein*

- Planning, Zoning And Variances
- Litigation

The Benefits For You

Real estate development is a complex and multifaceted business, and each link in the process affects the viability and success of the project as a whole. This highly informative seminar will cover the entire real estate development process, and provide participants with a greater understanding of the "big picture." Experienced and well-respected professionals will offer valuable and practical insight and opinions on key issues and concepts.

Seminar highlights:

- Developing single tenant build-to-suit lease properties
- Creating the landlord tenant relationship
- Post-relationship issues
- Valuation of future development potential
- Real estate development and management
- Title matters
- Planning and zoning

Written Materials/CD Audio Recordings

You will receive a professionally prepared manual at this seminar. This manual has been compiled by the faculty specifically for this seminar. The seminar will be recorded. Your registration constitutes your consent to such recording. If you cannot attend, you may order a set of the digitally recorded CDs and the accompanying manual from this program by using the registration form on the back panel.

Continuing Education Credit

Please remember to bring your license number, ID or other necessary information to the seminar. This will ensure timely reporting of continuing education credit.

This program has been approved by the Missouri Bar for 8.0 hours of CLE.

This course may qualify for 8.0 professional development hours for engineers.

This course may count towards Land Surveyors continuing education requirements.

Lorman Business Center, Inc. is registered with the AIA Continuing Education System (AIA/CES). This 6.50 hour program offers 6.50 Learning Unit hours, which will be reported directly to the AIA/CES for AIA members. This program qualifies for 6.50 hours of Health, Safety, Welfare (HSW).

Lorman Education Services is an Accredited Continuing Education Provider (ACEP) of the Institute of Certified Bankers. The Institute of Certified Bankers (ICB) is dedicated to promoting the highest standards of performance and ethics within the financial services industry. The "Real Estate Development From Beginning To End" content has been reviewed and approved for 8.00 continuing education credits toward the CLBB designation.



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This course has been submitted to the Kansas Real Estate Commission for 6.7 hours of continuing education credit. Approval Pending.



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Our Distinguished Faculty

Charles C. Connelly, IV, CCIM, CFP is the vice president of Investor Sales for Butler Real Estate, Inc., a subsidiary of Butler Manufacturing Company – a BlueScope Company. His current responsibilities include origination of new commercial development opportunities, underwriting, financing and sales/disposition of properties developed. Mr. Connelly has over 20 years of investment banking experience, where he previously served as managing director of KPMG LLP's Corporate Finance Group and as vice president of Corporate Finance with George K. Baum & Company. His investment banking experience includes strategic planning of acquisitions, takeovers or mergers, disposal, identification of the business to be bought or sold, business appraisal, development of the transaction, and negotiating the price and financing of middle market companies in a variety of different industries. Mr. Connelly serves on the board of directors of the CCIM Kansas City Chapter and is the current Education chairman. He is a Certified Commercial Investment Member (CCIM) and a Certified Financial Planner™ (CFP®). Mr. Connelly graduated with M.B.A. and B.B.A. degrees, with distinction, from the University of Missouri – Kansas City. He is a graduate of the Stonier Graduate School of Banking at Georgetown University.

David E. Coffelt is a 29-year veteran of the title industry. As chairman of the board of directors of Coffelt Land Title, Inc., he has guided his company's growth from a staff of three to one of the largest independently owned title firms in the metropolitan Kansas City area. He is a past president of the Missouri Land Title Association, and was that organization's first ever Young Title Person of the Year. As a regular instructor at the Missouri Land Title Institute, Mr. Coffelt has conducted classes on a wide range of topics, including an introduction to the profession, closings, business management, ethics and time management. In addition to numerous speaking engagements for various civic groups and realtor gatherings, he remains very involved in community activities.

Sherwin L. Epstein is the senior member of The Law Firm of Sherwin L. Epstein & Associates in Kansas City, where he concentrates in the areas of zoning, planning and land use, eminent domain, real estate, civil litigation, appellate practice, leases and leasing, property tax appeals, urban development, construction law and business litigation. He received his B.A. degree and his J.D. degree from the University of Missouri at Columbia. Mr. Epstein previously has spoken on zoning, real estate law and eminent domain for the Missouri Bar CLE. He was an adjunct professor in real estate law at the University of Missouri at Kansas City Law Center. He is a member of the American Bar Association, the Missouri Bar and the Kansas City Metropolitan Bar Association (former chairman, Real Estate Law Section); and is listed in *The Best Lawyers in America, Who's Who in the World, Who's Who in American Law* and *Martindale-Hubbell Register of Preeminent Lawyers*.

Larry Goldman, CCIM is an office and investment properties specialist with Prudential CRES Commercial Real Estate. He also concentrates on the brokerage of self-storage facilities and is the Kansas/Western Missouri affiliate of the Argus Self Storage Sales Network, the only national network of self-storage brokers in the country. Mr. Goldman has been a speaker/moderator at the Inside Self Storage Conference and Trade Show, as well as the Missouri Self Storage Owners annual conference, on numerous occasions. He has been an active commercial real estate practitioner since 1986 and a CCIM since 1991. While Mr. Goldman has extensive experience in many facets of commercial real estate, his primary focus is investment brokerage and office sales and leasing. He speaks fluent Spanish and is a lifetime member of the Missouri Association of Realtors Million Dollar Club. Mr. Goldman earned his B.M. degree from Indiana University.

Jerry J. Miller, an attorney and Management Team member of Prudential Signature Property Management, has been involved in all facets of real estate management, asset management and disposition, brokerage and consulting since 1982. As previous co-founder of Miller Nolan Real Estate, he has been responsible for the oversight of three Resolution Trust Corporation (RTC) SAMDA Contracts totaling 270 real estate assets and representing a book value in excess of \$300,000,000. Mr. Miller received his B.A. degree from the University of Oklahoma at Norman, Oklahoma and his J.D. degree, Doctor of Laws, from the University of Missouri at Kansas City. He is a member of Owners Council, AAKC; the Kansas Bar Association and the Federal Bar Association.

Timothy J. Thompson is an attorney at law in the firm of Ralph E. Lewis II Attorneys At Law, a high volume landlord tenant firm focusing on the rights of property owners in the Kansas City and Topeka metropolitan areas. He regularly appears representing commercial and residential landlords in both eviction and post eviction matters in the courts of Buchanan, Cass, Clay, Jackson, Platte Counties in Missouri and Franklin, Johnson, Miami, Shawnee, and Wyandotte Counties in Kansas. Mr. Thompson received his undergraduate degree from Park University and has served as an adjunct faculty member at Park University. He received his J.D. degree from the University of Missouri at Kansas City and has taught community education courses through the Clay Bar Association and the North Kansas City School district. Mr. Thompson is licensed to practice law in the states of Kansas and Missouri, as well as the Federal District Courts of Kansas and Western District of Missouri, and helps landlords protect their rights when a tenant files bankruptcy in these jurisdictions.

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General Information

Overland Park, KS • June 23, 2005
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Lunch Break: 12:00 p.m. - 1:00 p.m. (On Your Own)

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LAW OF EASEMENTS IN KANSAS: Legal Issues And Practical Considerations — Overview; Express Easement; Public Easements; Private Prescriptive Easements – Special Issues; Ethical Considerations for Real Estate Lawyers; Easements by Necessity, Implication, and Estoppel; Drafting, Survey and Problems Relating to Easements; Other Easement Issues; Litigating Easement Issues; Examples of Problems Pertaining to Easements and Surveys.

FACULTY: Richard W. Byrum of Niewald & Brown and Leonard Hall of City of Olathe. ©2004. 174 pages.

ITEM: 344623MAN MANUAL ONLY \$79

BANKRUPTCY IN KANSAS: A Creditor's Perspective — An Overview of Fraudulent Transfers, Avoidance of Post-Petition Transactions and Limitations on Avoiding Powers; A Lengthy Review of Defenses to Preferential Transfers Under the Bankruptcy Code, Set-Off and Recoupment, and Preferential Transfers in Insurance Insolvency Proceedings; Proof of Claim Issues, Executive Contracts and Chapter 11 Creditor Issues; A Chapter 7 Trustee's Perspective of Creditor Issues; Creditor Participation in Chapter 13.

FACULTY: Carl R. Clark of Lentz & Clark, P.A., John J. Cruciani and Michael D. Fielding both of Blackwell Sanders Peper Martin LLP and William H. Griffin of Chapter 13 Trustee. ©2004. 240 pages.

ITEM: 340529TMX CD AND MANUAL \$179
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FORECLOSURE AND REPOSSESSION IN KANSAS — Foreclosure and Repossession – Initial Analysis; Proceeding – Ignoring the Security; The Real Estate Foreclosure Action: An Overview; Analysis and Treatment of Mechanic's Liens; Backing Up the Foreclosure Transaction with Title Insurance; Ethical Considerations in Lender Liability; Special Issues; Personal Property Repossessions; Bankruptcy Issues.

FACULTY: Richard W. Byrum of Brown & Dunn, P.C. and Bradley R. Finkeldei of Stevens & Brand, L.L.P. ©2004. 220 pages.

ITEM: 349440MAN MANUAL ONLY \$79

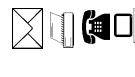
ADVANCED ZONING AND LAND USE IN KANSAS — Planning in Kansas; Manufactured Homes, Signs and Wind Energy; The Anatomy of a NIMBY: The Largest Zoning Case in the History of Kansas; Site Plan Review; Planning Policies and Standards for Effective Site Plan Review.

FACULTY: C. Bickley Foster, J.D., AICP of Foster & Associates, Planning Consultants, Scott A. Michie, AICP of Bucher, Willis & Ratliff Corporation, Frederick L. Sherman, AICP – Community Development Director, City of Gardner and David L. Yearout, AICP of Baughman Company, P.A. ©2004. 200 pages.

ITEM: 348034MAN MANUAL ONLY \$209

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Real Estate Development From Beginning To End In Kansas • Overland Park, KS • June 23, 2005



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Real Estate Development From Beginning To End In Kansas

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

Overland Park, KS June 23, 2005

Charles C. Connely, IV, CCIM, CFP
Butler Real Estate, Inc.

David E. Coffelt
Coffelt Land Title, Inc.

Sherwin L. Epstein
The Law Firm of Sherwin L. Estein & Associates

Larry Goldman, CCIM
Prudential CRES Commercial Real Estate

Jerry J. Miller
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Timothy J. Thompson
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