

Real Estate Development From Beginning to End in New Jersey

Parsippany, NJ • September 26, 2008

EXPRESS REGISTRATION



Sign up at www.lorman.com
using the seminar ID #
listed below

Seminar ID: 380127

8:00 AM – 8:30 AM

Registration

8:30 AM – 11:30 AM

Governmental Approvals

(Break 9:50 AM – 10:00 AM)

— Stephen E. Barcan and Gary S. Forshner

- Review of Municipal Ordinances, County Regulations, and State Statutes and Regulations
- Amending Zoning Ordinances to Provide Appropriate Zoning
- Municipal Approvals
 - Jurisdiction of Planning Boards and Boards of Adjustment
 - Preparing and Filing the Application
 - Preparing for and Handling the Public Hearing
 - The Appeal Process, and Vested Rights and Extensions of Approvals
- County Planning Board Review
 - Site Plans and Subdivisions
- Regional Agencies – Hackensack Meadowland Development Commission; Pinelands Commission; Highlands Commission
- State Permits and Regulations
 - NJDOT; NJDEP; DCA; Other
 - Storm Water Management Rules and Council on Affordable Housing

11:30 AM – 12:00 PM

Ethics in Land Use

— Gary S. Forshner

- Complying With the Code of Professional Responsibility
- Ex Parte Contacts
- Identifying and Avoiding Conflicts of Interest
- Whose Best Interest? Acting on Behalf of the Public Interest

12:00 PM – 1:00 PM

Lunch (On Your Own)

1:00 PM – 2:15 PM

Redevelopment – Real Estate Development in New Jersey in 2008

— Anne S. Babineau

- Differs From Traditional Development
 - Required Development, Rather Than Permitted Uses
 - Public and Private Partnerships, and Role of the State Plan
- Municipal Actions Establish Basis for Proactive Approach
 - Designating a Redevelopment Area and Adopting a Redevelopment Plan
 - Selecting and Contracting With a Redeveloper
 - Ethical Considerations
- Property Acquisition to Assure Redevelopment Can Proceed
 - What Are the Rules for Valuation of Property Required for the Project?
 - What Standards Do the Courts Use to Determine Whether the Project Is Primarily for a Public Purpose?
- Environmental Cleanup Is Often Part of the Process
- Grants and Low-Interest Loans Often Employed to Encourage Development
 - Are Loans and Grants Available?
 - What Tax Incentive Programs Are Available?

2:15 PM – 3:15 PM

Construction Financing

— John H. Hague

- Due Diligence, Approvals and Appraisals
- Preparation for Closing, Document Review and First Requisition
- Construction Liens
- Title Insurance Issues
- Loan Payoff

3:15 PM – 3:25 PM

Break

3:25 PM – 4:30 PM

The Purchase and Sale Agreement

— Todd E. Lehder

- Pre-Planning
- Structuring the Transaction and Agreement
- Representations and Warranties
- Closing
- Defaults and Remedies
- Miscellaneous Provisions
- Redevelopment Issues With Purchase and Sale

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 – from essential contract considerations to planning and zoning issues? This seminar provides the perfect opportunity to get updated on all aspects of real estate development, including platting and subdivision controls. Learn how to deal with environmental issues that impact the development process. 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

- Get winning strategies for construction financing
- Avoid common pitfalls by mastering permitting issues
- Negotiate and draft a purchase agreement without hassle
- Gain winning strategies for redeveloping contaminated property
- Prevent ethical missteps in the real estate development process

Faculty:

Moderator:

Stephen E. Barcan

Wilentz, Goldman & Spitzer, P.A.

Anne S. Babineau

Todd E. Lehder

Wilentz, Goldman & Spitzer, P.A.

Gary S. Forshner

Stark & Stark PC

John H. Hague

Farer Fersko, P.A.

Who Should Attend:

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.

Continuing Education Credit:

NJ Surveyors (Pending)	Professionalism 0.5	NJ INS 6.0
AIA/HSW 6.50	PA CLE 6.50/Ethics 0.50	CPE 8.0
NY CLE 8.0/Ethics and	CC 1.0	

For more information visit us at www.lorman.com or
contact us at 866-352-9540.

Real Estate Development From Beginning to End in New Jersey

Parsippany, NJ
September 26, 2008

Parsippany Holiday Inn
Hotel & Suites
707 U.S. Highway 46 East
973-263-2000

Register Now!

www.lorman.com

EXPRESS REGISTRATION

Sign up at www.lorman.com
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listed below

Seminar ID: 380127

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Fax: 715-833-3953

Mail: Mail this form with payment information
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(includes free manual with attendance)

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Previous attendee comment from another Lorman seminar:

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

— Brian Udovich, Project Engineer
R. A. Smith & Associates Inc.

Names of Attendees (Please print clearly)

Priority Code 15801

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General Information:

- This seminar may be recorded.
- If you need special accommodations, please contact us two weeks in advance of the program.
- Lorman Education Services is not approved to offer self-study CPE credit for accountants; therefore, no CPE will be given for this program if ordered as a self-study package.

Cancellations: Substitute registrants can be named at any time. A full refund, less a \$20 service charge, will be given if notification is given six or more business days in advance. Notification of less than six business days will result in a credit that can be applied to any Lorman products or services. If you do not cancel or attend, you are responsible for the entire payment.

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