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08.DEVIL

Illinois Real Estate Development & Finance

August 7 & 8, 2008 • Tremont Hotel • Chicago, IL

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I cannot attend. Please send me: Course Materials Only
 Homestudy: Video DVD & Materials Audio CD & Materials

Conference Fees

- Single Registration \$795
- 2 or more (one company) \$745
- Government Employee \$725
- New Associate \$560
- Student \$497
- Course Materials \$150
- Homestudy \$805

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Aug. 7 & 8, 2008
 Chicago, IL

Tremont Hotel
 100 East Chestnut
 Chicago, IL 60611
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ILLINOIS Real Estate Development & Finance

CREDITS:

IL CLE: 12.25 General
 CPE: Up to 14.7 Credits

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Raising the Bar of Continuing Legal Education

ACCREDITATION

Illinois CLE:
12.25 Credits

CPE Credits:

Up to 14.7 Credits Available in
Auditing, Finance, and Economics
(50-minute hour)

Who Should Attend:

- Attorneys & Legal Staff
- Developers
- Lenders
- Industrial Property Owners
- REIT's
- Real Estate Professionals
- Government Officials and Employees
- City Officials
- Tax Officials and Consultants
- Accountants
- Architects & Planners
- Construction Companies
- Project Managers
- Owners

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ILLINOIS

Real Estate Development & Finance

AUGUST 7 & 8, 2008

◆ TREMONT HOTEL ◆

CHICAGO, ILLINOIS

Don't Miss This Conference!

Whether you are a developer, industrial property owner, attorney, municipal consultant, land use planner, government official or financial advisor, your success in the fields of land use development and finance depends on an up-to-date knowledge of land use law, government policies, administrative decisions and all the various financing options.

This seminar distinguishes itself by including not only recognized experts in the field, but also key government officials responsible for approving and managing real estate development and finance in the Midwest.



FIVE WAYS TO REGISTER:

ONLINE: www.TheSeminarGroup.net

FAX: 866-435-3444

EMAIL: info@TheSeminarGroup.net

PHONE: 206-463-4400 / 800-574-4852

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**CONFERENCE
SCHEDULE
INSIDE** ➤



Real Estate Development & Finance Conference ~ Chicago, IL

Thursday, August 7, 2008

Friday, August 8, 2008

8:20 Welcome and Introduction of Day One
Charles R. Bernardini, Esq., Program Co-Chair
Ungaretti & Harris

John W. Brancaglione, Vice Pres., Program Co-Chair
Peckham Guyton Albers & Viets, Inc.

8:30 Midwest State and Local Gov't Economic Incentives for Real Estate Investments
Eligibility Standards; "But for" Test; Combining Incentives from Diverse Sources; Timing; Negotiating & Documenting Transactions; Legal & Accounting Issues
Charles R. Bernardini, Esq.

Amy Banninga
Michigan Economic Dev. Corp.

David D. Streicker, Esq.
IL Dept. of Comm. & Eco. Opp.

Kathleen Houlihan
IL Office of Trade & Investment

Brett C. Traver
Kentucky Cab. for Business Dev.

Jeff Rossate
Iowa Dept. of Economic Dev.

Dennis Vicchiarelli
World Business Chicago

10:15 Break

10:30 TIF, Appeals, Tax Credits, Tax Abatement
New Market Tax Credits; Tax Appeals; Negotiating Redevelopment Agreements; Calculating TIF Increment; Continuing TIF Reporting Requirements; 6(b) Tax Abatement

Charles R. Bernardini, Esq.

Dante Hall
*Dept. of Planning & Dev.
City of Chicago*

Michael L. Gaynor, Esq.
*Asst. Corporation Counsel
City of Chicago*

Anthony M. Farace
Amari & Locallo

Andrew Grey
U.S. Bank

Philip R. McKenna, Pres.
Kane McKenna & Associates, Inc.

12:30 Lunch (on your own)

1:30 Public Financing Initiatives

Leveraging and Sourcing Municipal Pledges

Michael S. Laube, CPA
Laube Companies

Peter J. Raphael, CPA
William Blair & Company

2:15 Financing Real Estate Investments Involving Government Assistance
SBA 504, 7(a) Programs; Industrial Revenue Bonds; Participation Loans, SBIF; Bridge and Construction Financing

Nicholas Knorr
Harris N.A.

Chris Meister, Esq.
Illinois Finance Authority

Raymond Graves
SomerCor 504, Inc.

Tom Meyer
Comerica Bank

3:15 Break

3:30 Planned Developments, Special Uses, Exceptions, Variances, Zoning Changes
Overview of the Zoning Approval and Development Process; Legal Principles

Ronald S. Cope, Esq.
Ungaretti & Harris

Dennis Culloton, Esq.
Res Publica Group

Allen L. Kracower
Kracower & Associates, Inc.

4:30 Questions and Answers

8:20 Introduction of Day Two
Program Co-Chairs

8:30 The Business District Act
Overview; Developments since Passage
John W. Brancaglione, Vice Pres.

Philip R. McKenna, Pres.
Kane McKenna and Associates, Inc.

9:30 Historic Preservation Law
Navigating the Maze
Brian Goeken, AICP, Deputy Commissioner
Landmarks Division, Dept. of Planning & Dev., City of Chicago

9:45 Break

10:00 Construction and Architectural Contracts
Permitting Issues and Pitfalls; MBE/WBE and Residential Requirements; Coordination with Redevelopment Agreement Requirements; Regulatory Approvals

John S. Burcher, AIA, IIDA **David Lynam, Esq.**
DeStefano & Partners, Architects *Lynam & Associates*

10:45 Purchase of U.S. Real Estate by Foreign Investors
Structuring the Transaction; Tax Planning; Practical Tips

Darren S. Guccione, CPA
DSG (dsgfirm.com)

Edward J. Moran
Law Offices of Edward J. Moran

11:30 Lunch (on your own)

12:30 Environmental Issues, Incentives, and Opportunities

Brownfield Redevelopment; Green Building and Sustainability; Economic Incentives; Liability and Enforcement; Due Diligence and Contract Strategies; Cost Recovery

Adam M. Meek, Esq., Moderator
DLA Piper US LLP

Douglas P. Scott, Director
Illinois Environmental Protection Agency

Suzanne Malec-McKenna, Commissioner
Dept. of Environment, City of Chicago

2:00 The New Eminent Domain Act to Encourage Economic Development

Leo N. Cinquino

Righeimer, Martin & Cinquino

Richard F. Friedman

Neal & Leroy LLC

2:45 Economic Development Tools for Local Governments

Annexation Agreements; Sales Tax Sharing; Impact Fees; Public Purpose Doctrine; Special Assessment Financing; Special Service Areas; Open Book Negotiations

Louis P. Vitullo, Esq.

Wildman Harrold Allen & Dixon

E. Norman Sims, Jr.

*Springfield-Sangamon Cty.
Regional Planning Commission*

3:30 Questions and Answers

Members of the Faculty



Raising the Bar of Continuing Legal Education

THE SEMINAR GROUP ~ FACULTY

Illinois Real Estate Development & Finance Conference

Charles R. Bernardini, Program Co-Chair, is a partner in the government and corporate groups at Ungaretti & Harris. He has been named an Illinois "Super Lawyer" by *Law & Politics* and a "Leading Lawyer" by the Leading Lawyer Network.

John W. Brancaglione, Program Co-Chair, is vice president and director of urban consulting at Peckham Guyton Albers & Viets, Inc., and a certified Planner-in-Charge in Missouri.

Amy Banning is director of national attraction for the Michigan Economic Development Corporation.

John S. Burcher, AIA, IIDA, is a design principal with DeStefano & Partners.

Leo N. Cinquino is a partner at Righeimer, Martin & Cinquino.

Ronald S. Cope is a partner in the government group at Ungaretti & Harris.

Dennis Culloton is a crisis manager, media strategist and corporate communicator at Res Publica Group.

Anthony M. Farace is a partner with Amari & Locallo.

Richard F. Friedman is a partner with Neal & Leroy, LLC.

Michael L. Gaynor is an Assistant Corporation Counsel in the finance and economic development division of the City of Chicago Department of Law.

Brian Goeken, AICP, is a Deputy Commissioner in the Chicago Department of Planning and Development.

Raymond Graves is vice president with SomerCor 504, Inc.

Andrew Grey is vice president of commercial banking for US Bank.

Darren S. Guccione is managing director and founder of DSG.

Dante Hall is with the City of Chicago Department of Planning and Development.

Kathleen Houlihan is the Assistant Managing Director of the Office of Trade and Investment for the State of Illinois.

Nicholas Knorr is vice president of capital markets for Harris N.A.

Allen L. Kracower is founder and president of Allen L. Kracower & Associates, Inc.

Michael S. Laube is president of Laube Companies.

David Lynam is principal of Lynam & Associates.

Suzanne Malec-McKenna is Commissioner of the Chicago Department of Environment.

Philip R. McKenna is President of Kane McKenna and Associates, Inc.

Adam M. Meek is a partner with DLA Piper US LLP.

Chris Meister, General Counsel, Illinois Finance Authority, sits on its team that includes Executive Director Kym Hubbard and IFA Chair Bill Brandt.

Tom Meyer is vice president for SBA lending with Comerica Bank.

Edward J. Moran has specialized in real estate law since 1984 and handles closings, foreclosure loss actions, condominium conversions and commercial leases.

Peter J. Raphael is principal in the debt capital markets division of William Blair & Company.

Jeff Rossate is Division Administrator of the Iowa Department of Economic Development.

Douglas P. Scott is director of the Illinois Environmental Protection Agency.

E. Norman Sims, Jr. is the Executive Director of the Springfield-Sangamon City Regional Planning Commission.

David D. Streicker is general counsel and ethics officer for the Illinois Department of Commerce and Economic Opportunity.

Brett C. Traver is senior project manager with the Kentucky Cabinet for Economic Development.

Dennis Vicchiarelli is a Deputy Executive Director with World Business Chicago.

Louis P. Vitullo is a partner with Wildman Harrold Allen & Dixon LLP.

Don't Miss This Important Conference!

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CONFERENCE
INFORMATION

Registration: Please mail or email your registration as soon as possible since enrollment is limited, or you may also register with a credit card via email, online, fax or phone. Walk-in registrations will be accepted subject to space availability. Please call THE SEMINAR GROUP at (206) 463-4400 or (toll free) (800) 574-4852 or fax to (866) 435-3444 or email: info@TheSeminarGroup.net

Tuition: The tuition fee includes attendance at all sessions, coffee breaks, and all course materials. *Full Tuition:* \$795.00 per person; Special Government rate: \$725 per person; New Associate rate: \$560 per person. Student rate: \$497. Make checks payable to: THE SEMINAR GROUP.

Save When Two or More Register: Save \$50 each off of the *Full Tuition fee only* when two or more register from the same organization at the same time. Multiple discounts do not apply.

Course Accreditation: Approved by the Illinois State Bar MCLE Board for 12.25 CLE credit hours. Up to 14.7 CPE credits available in Auditing (2.1), Finance (7.5), and Economics (5.1). No prerequisites or advance preparation required. For information or accreditation in other states, please call THE SEMINAR GROUP at (206) 463-4400 or (800) 574-4852.

Substitution/Cancellation: You may substitute another person at any time. We will refund tuition, **less a \$50 cancellation charge**, if we receive your cancellation by **Friday, August 1st, 2008**. *No refunds will be given after this date.* For more information regarding administrative policies such as complaint and refund, please contact our office at (206) 463-4400 or (800) 574-4852.

Course Materials: Each participant will receive a set of course materials, prepared by the speakers especially for this conference, which will be invaluable as a future reference. The course materials alone are available for \$150 which includes shipping and handling.

Homestudy Package: Our complete Homestudy Course, consisting of a full DVD or Audio CD and the Course Materials, is available for \$805.00. This package may qualify for self-study credit.

Seminar Location: The seminar will be held in the Hall of Fame Room at the Tremont Hotel, 100 East Chestnut, Chicago, Illinois, (866) 716-8193. Please call the hotel for directions. A block of rooms has been set aside at a reduced rate until 7/7/08. Please call Chantel Karnes at 312-924-2511 for reservations and mention THE SEMINAR GROUP.