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07.DEVIL

Illinois Real Estate Development & Finance

August 2 & 3, 2007 • Hilton Chicago • Chicago, IL

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Conference Fees

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

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ILLINOIS Real Estate Development & Finance

11.0 IL CLE Credits
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ACCREDITATION

Illinois CLE:
Will Apply for 11.0
Credits

CPE Credits:
Up to 13.0 Credits Available in
Finance, Taxation, and
Specialized Knowledge & Applications
(50-minute hour)

Who Should Attend:

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

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ILLINOIS Real Estate Development & Finance

AUGUST 2 & 3, 2007

◆ HILTON CHICAGO

◆ 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.

Please join an outstanding faculty as we bring you up-to-date on financing opportunities, environmental and land use issues, community relations and government incentives. The information you will gather will be invaluable to you and your clients involved in real estate development.



FIVE WAYS TO REGISTER:

ONLINE: www.TheSeminarGroup.net

FAX: 866-435-3444

EMAIL: info@TheSeminarGroup.net

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CONFERENCE
SCHEDULE
INSIDE





Real Estate Development & Finance Conference ~ Chicago, IL

Thursday, August 2, 2007

Friday, August 3, 2007

8:45 Introduction and Overview 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 (PGAV)

9:00 State Government Economic Incentives for Industrial and Commercial Real Estate Investments and Expansion
National Overview, Programs; Procedures; Timing

Jeff Rossate

Iowa Dept. of Economic Dev.

Brett Traver

Kentucky Dept. of Economic Dev.

Stephen A. Stoner, Pres.
Grubb & Ellis

Dennis Vicchiarelli
World Business Chicago

10:15 Break

10:30 Municipal and County Incentives
Tax Increment Financing (TIF); 6(b) Development Incentives, Enterprise Zones

Charles R. Bernardini, Esq.
Ungaretti & Harris

John P. Nyhan, Esq.
Cook County Assessor's Office

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

Val Zillig, AICP
*Dept. of Planning
City of Chicago*

12:00 Lunch (on your own)

1:15 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

Ronald S. Cope, Esq.
Ungaretti & Harris

Louis P. Vitullo, Esq.
Wildman Harrold Allen & Dixon LLP

2:15 Financing Real Estate Investments
Incentives; Options
Dennis P. Dooley, GRI, CRS, CRB
The Habitat Company LLC

R. Patricia Kelly
LaSalle Bank N.A.

Jack J. McInerney
Illinois Finance Authority

3:15 Break

3:30 Zoning Changes, Special Uses, Exceptions, Variances
Standards, Procedures, Timing

Thomas S. Moore, Esq.
Anderson & Moore

Patricia Scudiero, Acting Dir.
Dept. of Zoning, City of Chicago

4:15 Questions and Answers
Members of the Faculty

8:50 Introduction of Day Two
Program Co-Chairs

9:00 Environmental and Land Use Issues
Green Permit Process; Environmental Action Agenda; Green Building Program; CCX Climate Exchange Credits; Brownfield Issues; Funding and Incentives; State and Local Permitting and Enforcement Issues

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

Sadhu A. Johnston, Commissioner
*Dept. of Environment
City of Chicago*

R. Damon Lee, Dir. of Redevelopment
V3 Companies, Ltd.

Jerome I. Maynard, Esq.
Dykema Gossett PLLC

Douglas P. Scott, Director
Illinois Environmental Protection Agency

10:45 Break

11:00 The New Business District Act
John W. Brancaglione, Vice Pres.
Peckham Guyton Albers & Viets, Inc. (PGAV)

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

12:00 Lunch (on your own)

1:15 Investing in Residential Real Estate Developments
Cross Border Investors, Practical Considerations
Stefano Farsura, President
American Invsco International

2:00 Eminent Domain
Richard A. Redmond, Esq.
Holland & Knight LLP

E. Norman Sims, Jr., Exec. Dir.
Illinois Tax Increment Association

3:00 Break

3:15 New Market Tax Credits
What this Tool Can Accomplish; Types of Projects that Can be Supported, Typical Financing Structures, and a Profile of the City of Chicago's NMTC Program

Dante Hall
Dept. of Planning, City of Chicago

Tony Q. Smith, AICP, Practice Leader
S.B. Friedman & Company

Michael J. Taylor, Pres. & Exec. Dir.
National City Community Development Corporation

4:15 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.

Ronald S. Cope is a partner in the government group at Ungaretti & Harris, where he has extensive experience in local government, land use and financing issues.

Dennis P. Dooley, GRI, CRS, CRB is managing broker and vice president of sales & marketing for The Habitat Company LLC, Brokerage Division, overseeing the activities of 123 agents in three locations.

Stefano Farsura is President of American Invsco International, a leading condominium development firm in the U.S.

Michael L. Gaynor is an Assistant Corporation Counsel in the finance and economic development division of the City of Chicago Department of Law. His practice includes tax increment financing and industrial development bonds.

Dante Hall is with the City of Chicago Department of Planning and Development. He was previously in accounting at Peoples Energy and international tax at Arthur Andersen.

Sadhu A. Johnston is the Commissioner of the City of Chicago Department of Environment. He is involved in green building, as well as the development of the City's Environmental Action Agenda.

R. Patricia Kelly is the Executive Vice President, Head of Institutional Real Estate with LaSalle Bank N.A.

R. Damon Lee is Director of Redevelopment for V3 Companies, Ltd., which provides engineering and scientific services for development and redevelopment projects.

Jerome I. Maynard is a member of Dykema Gossett PLLC. His practice involves permitting, compliance, and enforcement cases arising under state and federal environmental laws.

Jack J. McInerney is with Illinois Financial Authority. The majority of his career has been spent in the financial industry. Prior to IFA, he was a broker at the Chicago Board of Trade.

Philip R. McKenna is President of Kane McKenna and Associates, Inc. He has expertise in public finance and economic development, including municipal general obligation and revenue bond financing.

Adam M. Meek, a partner with DLA Piper US LLP, has practiced environmental law for 15 years including site remediation, liability management, and environmental litigation.

Thomas S. Moore is a partner with Anderson & Moore and an instructor at the Loyola University School of Law.

John P. Nyhan is the Director of the Special Assessment Program and general counsel for the Cook County Assessor's Office.

Richard A. Redmond, a partner with Holland & Knight LLP, represents clients in eminent domain, regulatory takings, land use, environmental, and other real estate-related litigation.

Jeff Rossate is Division Administrator of the Iowa Department of Economic Development where his duties include strategic planning, client service management, and financial assistance negotiation.

Douglas P. Scott, Director of the Illinois Environmental Protection Agency, previously served as an Illinois State Representative and as mayor of the city of Rockford, Illinois.

Patricia Scudiero is the Acting Director of the City of Chicago Department of Zoning.

E. Norman Sims, Jr. is the Executive Director of the Illinois Tax Increment Association (ITIA). He has over 30 years experience in public agency policy, planning and administration.

Tony Q. Smith, AICP, S.B. Friedman & Company, is a planner and real estate analyst with experience in deal structuring, negotiations, tax increment financing analysis, and area revitalization strategies.

Stephen A. Stoner is President of the corporate services group at Grubb & Ellis. His career spans over 18 years of corporate real estate services such as strategic planning and real estate economics.

Michael J. Taylor is President and Executive Director of the National City Community Development Corporation.

Brett Traver is with the Kentucky Department of Economic Development.

Dennis Vicchiarelli is a Regional Development Executive with World Business Chicago, where he assists companies with incentives and site selection.

Louis P. Vitullo is a partner with Wildman Harrold Allen & Dixon LLP. His practice emphasizes municipal finance, tax increment financing, and land use.

Val Zillig, AICP, serves as Assistant Commissioner with the City of Chicago Department of Planning and Development.

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: Will apply for 11.0 CLE credit hours in July when the Illinois State Bar MCLE Board accepts applications for August programs. Up to 13.0 CPE credits available in Finance, Taxation, and Specialized Knowledge and Applications. 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, July 27th, 2007**. *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 at the Hilton Chicago, 720 South Michigan Avenue, Chicago, Illinois (312) 922-4400. Please call the hotel for directions. If you require a sleeping room, we recommend you book online through www.hotels.com for the best available rate.