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----- CLE SEMINAR -----

# 15th Annual Commercial Real Estate Update

*Endorsed by the Real Property,  
Probate & Trust Law Section  
of the State Bar of Wisconsin*

**LIVE** SEMINAR: **Thursday, November 1, 2018 – Madison**  
WEBCAST: **Thursday, November 1, 2018**

**REPLAY** WEBCAST: **Friday, November 16, 2018**  
WEBCAST: **Tuesday, November 20, 2018**  
WEBCAST: **Monday, November 26, 2018**  
WEBCAST: **Thursday, December 6, 2018**  
WEBCAST: **Wednesday, December 12, 2018**

CREDITS

**4 CLE**

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## Trusted guidance for uncertain times

Interest rates, inflation, employment, trade wars – the real estate market is affected by many changing inputs. The *15th Annual Commercial Real Estate Update* is here to equip you with the latest updates and best practices.

Find resources for firms of all sizes while hearing from presenters with their fingers on the pulse of Wisconsin's real estate market.

## Chart a course through complex tasks

From obtaining financing to drafting leases, commercial real estate deals require attention to detail at every step – and there's significant liability if important items are overlooked.

Feeling daunted yet? Don't worry. You'll receive:

- An overview of different types of leases (commercial, retail, industrial, etc.)
- A helpful checklist approach for ensuring you include appropriate key provisions in leases
- A detailed look at the impact of the deal when development is on tribal lands

**Register today!**

**Real Property, Probate and Trust Law Section  
Members save \$50 on this seminar. Register now!**

## Schedule

**8:00 AM Registration**

**8:30 AM Industrial and Office Market Outlook**

- Industrial and office market overviews
- Leasing trends and activity
- Industrial investment sales—why are there limited sales occurring if the market is hot?
- How e-commerce continues to impact industrial real estate
- How offices are changing to attract and retain employees
- Case Studies: Global construction equipment manufacturer, and OM Station (formerly Oscar Mayer)
- Market outlook  
*Chase E. Brieman*

**9:20 AM Capital Markets Update**

- Interest rates – short and long term options
- Active lenders for commercial real estate
- How lenders are structuring and pricing
- Financing new developments  
*Matthew E. Lund*

**10:10 AM Break**

**10:25 AM Tribal Real Estate Fundamentals**

- Does the history of Indian land ownership impact a tribal real estate transaction?

- What are reservation, trust, restricted, and tribal trust properties?
- How do you obtain evidence of tribal authority for a transaction?
- Does state, federal, or tribal law apply?
- What is the import of tribal sovereign immunity on a real estate transaction?
- Does a tribal corporation enjoy sovereign immunity?
- When is an inter-governmental agreement appropriate?
- What is the HEARTH Act and how does it affect tribal leasing?
- Which, if any, tribal lands are taxed?

*Brian D. Anderson*

**11:15 AM One of These Leases Isn't Like the Other: An Analysis of Office, Retail, and Industrial Leases**

- Discussion of office, retail and industrial leases and the key differences among them
- Taking the landlord or tenant perspective—what you should you know about these leases
- What are the current trends?

*Anne Wal*

**12:05 PM Question and Answer**

**12:15 PM Program Concludes**

*Following program start time, webcast replay schedule will vary slightly from above listed times.*

## Faculty

### Program Chair

#### Lucas N. Roe

Reinhart Boerner Van Deuren, S.C.,  
Madison

### Presenters

#### Brian D. Anderson

Quarles & Brady LLP, Madison

#### Chase E. Brieman

CBRE, Madison

#### Matthew E. Lund

Walker & Dunlop, Madison

#### Anne Wal

von Briesen & Roper, S.C., Milwaukee

## Credits

This program has been submitted to the Wisconsin Board of Bar Examiners for up to **4.0 CLE credits**. It does not qualify for EPR credit. The live seminar and live webcast on November 1, 2018 will also be submitted for Minnesota credit.

## Location

### Live Seminar

#### Madison, State Bar Center

5302 Eastpark Blvd., American Center,  
(608) 257-3838

### Who should attend

### How you'll benefit

- Commercial real estate lawyers
- Business law attorneys
- Government lawyers
- Accountants
- Title insurers
- Discover the current landscape of the commercial real estate market
- Understand special considerations when dealing with tribal lands
- Receive a capital markets update
- Learn step-by-step advice for creating key provisions for various lease types

*This program is sponsored by:*

**GainExchange**

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## Additional Learning Opportunities

### 14th Annual Commercial Real Estate Update – 2017

Discover tips for making your purchase agreements more effective and efficient. Explore ways real estate deals can affect tax liability. In addition, learn how to work with lenders who are unwilling to negotiate. **4 CLE**

*CLE OnDemand™ Seminar:* #CA2671D | **Member:** \$219 | **Nonmember:** \$299

### Current Issues in Land Use and Development – 2018

Explore rental property ordinances and the problem of bad landlords. Delve into current laws on cell phone and transmission towers. Look at public-private partnership examples from around Wisconsin, and much more. **8 CLE**

*CLE OnDemand™ Seminar:* #CA2746D | **Member:** \$249 | **Nonmember:** \$329

### Condominium Law From Every Angle – 2017

Discover how federal requirements affect condo planning, design, and mortgage financing. See condo transactions from the real estate broker's perspective. Plus, learn tips for transitioning from developer to homeowners' association. **6.5 CLE**

*CLE OnDemand™ Seminar:* #CA2716D | **Member:** \$249 | **Nonmember:** \$329

### Wisconsin Construction Lien Law Handbook

Find a clear introduction to and an excellent resource on construction lien law in one comprehensive volume. It covers perfecting and enforcing liens, notices and filing deadlines, lienability of work and materials, priority over liens, and more. Plus, it includes helpful checklists and forms.

**Print Book:** #AK0038; 187+ pp.; 4th ed. 2014-15 | **Member:** \$179 | **Nonmember:** \$229

**Books UnBound® Subscription:** #AE0038 | **Member:** \$159 | **Nonmember:** \$199

### Wisconsin 2018 Municipal Law Codebook: Cities, Towns, and Villages

Compiled by experienced government attorneys, this codebook contains the statutes lawyers deal with most when handling matters falling under municipal jurisdiction. Topics addressed include governance, officials, procedures, lands, land use, public services, revenues, and taxation. (Updated annually)

**Print Book:** #AK0427E18; 876+ pp.; 2018 | **Member:** \$69 | **Nonmember:** \$89

### Real Estate Enhanced Forms Library

This online forms bank gives you access to more than 180 real estate documents, including forms, sample language docs, and checklists. Every document is fully customizable and regularly updated to ensure it complies with statutory specifications.

**Online subscription:** #FBD000; **Member:** \$129 (Discounts available on multi-user subscriptions)

# Registration

**Online:** [www.wisbar.org/seminars](http://www.wisbar.org/seminars)  
credit card or Ultimate Pass only

**Phone:** (800) 728-7788 » credit card  
or Ultimate Pass only

**Fax:** (608) 257-5502 » credit card  
or Ultimate Pass only

**Mail:** State Bar PINNACLE  
Registrations  
P.O. Box 7158, Madison, WI  
53707-7158  
check, credit card, Passbooks, or  
Ultimate Pass

**State Bar CLE/PINNACLE  
Passbook Registrations:** Passbook  
Certificates must be received by the  
State Bar at least one business day prior  
to the event. For live seminars, walk-in  
registrations with Passbook Certificates  
are welcome.

**Registration Cancellations:** Please  
visit [wisbar.org/cancellation\\_policy](http://wisbar.org/cancellation_policy) for  
information on PINNACLE registration  
cancellation policies.

## Course materials for those attending the seminar

Course materials are provided in  
PDF format and are downloadable  
from myStateBar on wisbar.org up to  
four days prior to and 90 days after  
your seminar. The PDF format is ideal  
for creating an electronic library that  
is easily stored, searched, and shared.  
Use a program like Adobe Reader or  
GoodReader for iPad to access the  
files from your computer, tablet, or  
mobile device during the seminar to  
make notes electronically, or print  
relevant sections ahead of time. **For  
live seminar attendees who prefer  
a printed format, please select the  
tuition option that includes printed  
materials for an additional \$20.**

## 15th Annual Commercial Real Estate Update

Priority Code: S 3 6 2 6 B

SEMINAR TUITION	LIVE SEMINAR: With PRINTED Course Materials	LIVE SEMINAR: With Downloadable (PDF) Course Materials	WEBCAST SEMINAR: With Downloadable (PDF) Course Materials
<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$209	<input type="checkbox"/> \$189	<input type="checkbox"/> \$219
<input type="checkbox"/> RPPT Section Member*	<input type="checkbox"/> \$159	<input type="checkbox"/> \$139	<input type="checkbox"/> \$169
<input type="checkbox"/> State Bar Nonmember	<input type="checkbox"/> \$289	<input type="checkbox"/> \$269	<input type="checkbox"/> \$299
<input type="checkbox"/> Ultimate Pass Subscriber	<input type="checkbox"/> \$20	<input type="checkbox"/> \$0	<input type="checkbox"/> \$0
<input type="checkbox"/> Passbook Certificate User	<input type="checkbox"/> \$20 + 1 Certificate	<input type="checkbox"/> 1 Certificate	<input type="checkbox"/> 1 Certificate

### SEMINAR DATE/LOCATION:

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\* The \$50 Real Property, Probate  
and Trust Law section member  
discount only applies to live, live  
webcast, and webcast replay  
versions of this seminar – not  
CLE OnDemand. RPPT members  
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passes, or PINNACLE discounts are  
not eligible for this discount. The  
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- State Bar Passbook Certificate (enter certificate number) # \_\_\_\_\_
  - Check enclosed (payable to State Bar PINNACLE)
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  - Ultimate Pass Silver Subscriber
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- Card No. \_\_\_\_\_
- Signature \_\_\_\_\_

To purchase written course materials for those **not** attending this program, contact the State Bar at (800) 728-7788.

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**MAIL TO:** State Bar PINNACLE Registrations

P.O. Box 7158  
Madison, WI 53707-7158

Event Code: CA2808 M W R R2 R3 R4 R5

## Book Sale – Save 20%

### Commercial Real Estate Transactions in Wisconsin

Save 20% on *Commercial Real Estate Transactions in Wisconsin*.  
Use discount code **CA2808** when you order online or by calling  
(800) 728-7788. \* Plus, all seminar attendees receive a free two-  
week trial of the Books UnBound® version.

*Commercial Real Estate Transactions in Wisconsin* gives both the  
buyer's and the seller's perspectives, so you can provide informed  
representation on either side of the deal. This book takes the  
commercial real estate transaction from the very beginning  
through closing and covers topics like title insurance and other  
insurance issues unique to commercial real estate. (Includes 2017-18 supplement.)

Print Book: #AK0341; 680+ pp; 2nd Ed., 2015-16  
Member: ~~\$179~~ \$143.20  
Nonmember: ~~\$229~~ \$183.20

Books UnBound® Subscription: #AE0341  
Member: ~~\$159~~ \$127.20  
Nonmember: ~~\$199~~ \$159.20



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