

Commercial Real Estate – From Handshake to Closing

Live Webinar

September 8, 2023

Event Sponsor: New Jersey Institute for Continuing Legal Education

David C. Scott, an associate in the firm's Environmental Department, will be on the faculty for "Commercial Real Estate – From Handshake to Closing," to be presented as a live webinar by the New Jersey Institute for Continuing Legal Education on Friday, September 8, 2023, from 9:00am – 4:00pm.

To effectively handle commercial real estate transactions in New Jersey, one must be aware of a wide range of complex issues including environmental, financing, leasing, insurance, title, and land use due diligence, all of which will impact the outcome of a deal. Complex deals also require the ability to recognize when there is need to bring other professional specialists onto the team, such as corporate attorneys when structuring the entities of a transaction, and CPAs when dealing with analysis and structure of tax issues. Knowledge of these areas and the ability to anticipate problems and pitfalls are essential tools.

This definitive course on commercial real estate transactions will be of special interest to attorneys who represent sellers, buyers, landlords and tenants in commercial matters, commercial real estate owners, developers, contractors, financial institutions, title search companies, insurance companies, and others seeking to hone their skills in this area.

Mr. Scott will participate in a segment on "Environmental Challenges and Due Diligence Concerns." The program agenda will address the following additional topics:

- Negotiating PSAs
- Land Use, Redevelopment and PILOT Contingencies
- Incentives Update
- Capital Markets Update

Attorneys

David C. Scott

Seminars & Events (Cont.)

- Financing/Negotiating Loan Documents
- Negotiating Operating Agreements and Joint Ventures and Corporate Transparency Act Primer
- 21st Century Ethical Issues in Real Estate Transactions

Mr. Scott's environmental law practice emphasizes transactions, permitting, and regulatory compliance. He primarily provides counsel on environmental risks associated with real estate and business transactions, methods for mitigating those risks, and strategies for addressing environmental issues when they do arise, including the presence of hazardous substances in soil and groundwater, discharges from underground storage tanks, and the cleanup and remediation of contaminated sites.

Additional program details and registration on the NJICLE website.