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The Business of Commercial Real Estate

THURSDAY, JUNE 12, 2025

Attend In Person

Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370, Minneapolis

Can't attend the live seminar?

View an online replay Wednesday, June 25, 2025 or
Monday, June 30, 2025
www.minncle.org

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TUITION:

\$295 MSBA member
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The Business of
**Commercial
Real Estate**

Thursday, June 12, 2025
Attend In Person

MINNESOTA CONTINUING LEGAL EDUCATION
Your Success Is Our Goal

ALL-NEW
SEMINAR

The Business of Commercial Real Estate

Navigating Deals and Transactions in Uncertain Times

The commercial real estate market has experienced a lot of volatility since the 2020 pandemic resulting from the shift to work-from-home options and businesses downsizing their footprints. These factors, among others, have impacted the demand for commercial property. So, what do attorneys need to know now?

ATTEND THIS SEMINAR AND LEARN ANSWERS TO 6 IMPORTANT QUESTIONS:

1. What is the **Commercial Market** Like in Minnesota?
2. What **Tax Considerations** are There for a Transaction?
3. What to Do with **Distressed Property**?
4. What Are the Hot Button Issues in **Commercial Leases**?
5. How to **Negotiate on Price** and Other Sticky Points for a Deal in Today's Market?
6. What Do You Need to Know About **Commercial Property Valuation and Tax Appeals**?

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8:30 – 9:00 a.m.
CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m.
WELCOME & INTRODUCTION

9:05 – 10:05 a.m.
**Twin Cities & Greater Minnesota
Commercial Real Estate Market
Overview – Office, Retail, Industrial,
Special Uses and More**

– *Tom DeSautel*
John McKenna

10:05 – 10:10 a.m.
BREAK

10:10 – 11:10 a.m.
**Understanding Tax Issues for
Commercial Real Estate Transactions –
Deal Strategies, Incentives, Liabilities
and More!**

– *James C. Witt*
Zach Wrobbel

11:10 – 11:15 a.m.
BREAK

11:15 a.m. – 12:15 p.m.
**What to Do with Struggling Commercial
Property? Solutions for Distressed
Assets, Preparing Loan Workouts and
Mitigating Bankruptcy Losses**

– *Sachin J. Darji*
Michael A. Rosow
Mark W. Vyvyan

12:15 – 1:00 p.m.
LUNCH BREAK (ON YOUR OWN)

1:00 – 2:00 p.m.
**5 Key Commercial Lease Issues for
Landlords and Tenants**

– *David A. LaBerge*
Marvin A. Liszt
Sara Wilson

2:00 – 2:05 p.m.
BREAK

2:05 – 3:05 p.m.
**Negotiating Price and Other Important
Sticky Points in Commercial Real Estate
Deals**

– *Robert J. Olson*

3:05 – 3:10 p.m.
BREAK

3:10 – 4:10 p.m.
**What to Make of Commercial Property
Valuation in the Current Environment
and How to Navigate Commercial
Property Tax Appeals**

– *Adam J. Pabarcus*

CAN'T ATTEND THE LIVE SEMINAR?

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or Monday, June 30, 2025.

Sachin J. Darji
US Bank; Minneapolis

Tom DeSautel
Cushman & Wakefield; Bloomington

David A. LaBerge
Maslon LLP; Minneapolis

Marvin A. Liszt
Bernick Lifson PA; Minneapolis

John McKenna
Cushman & Wakefield; Bloomington

Robert J. Olson
Dorsey & Whitney LLP; Minneapolis

Adam J. Pabarcus
Larkin Hoffman Daly & Lindgren Ltd.; Minneapolis

Michael A. Rosow
Maslon LLP; Minneapolis

Mark W. Vyvyan
Fredrikson & Byron, P.A.; Minneapolis

Sara N. Wilson
Lommen Abdo, P.A.; Minneapolis

James C. Witt
CliftonLarsonAllen LLP; Minneapolis

Zach Wrobbel
CliftonLarsonAllen LLP; Minneapolis

LIVE IN PERSON
Thursday, June 12, 2025
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAY
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Monday, June 30, 2025
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A moderator will be available to answer
questions by email.

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seminar is 6.0.

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