



# Real Estate Construction Lending Workshop

## Oct. 25-26, 2023

ND Gateway to Science, Bismarck



### SESSION OVERVIEW

This workshop will give you the knowledge and skills needed to become an effective lender in the real estate construction arena - from single and multi-family units to commercial, retail and office space. It will also help identify the various risks associated with construction lending.



### PRICING

ICBND Member: \$695/person  
Non ICBND Member: \$750/person

#### DAY 1 - OCT. 25

8:30 am	Registration	
9:00 am	Welcome & Class Introductions	Barry Haugen, ICBND
9:15 am	Introduction to Commercial Lending Process & Loan Documentation	Carolyn Normand, South Shore Bank
12:00 pm	Lunch	
1:00 pm	5 Reasons Why Development Projects Lose Money	Rick Blaylock, CodeFi Solutions
2:15 pm	Break	
2:30 pm	Title Issues	Nick Hacker, The Title Team
3:30 pm	Break	
3:45 pm	Legal Issues	Blaine Johnson, Crowley Fleck PLLP

#### DAY 2 - OCT. 26

8:30 am	Contractor Issues	Brandon Sandberg & Nathan Todd, Northwest Contracting Inc.
10:30 am	Break	
10:45 am	Appraisals & Inspections	Joe Ibach, Dakota Appraisals & Consulting
12:15 pm	Lunch	
1:00 pm	Bank of North Dakota Valuation Services	Dustin Baaken, BND
1:45 pm	Break	
2:00 pm	Insurance Issues & Builder Risk	Dustin Maier, Starion Bank
3:00 pm	Break	
3:15 pm	Panel Discussion	David Rogstad, Starion Bank Dan Schaff, HTG Architects Cam Knutson, Knutson Companies Jeran Thomson, JE Homes

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