

CONTENTS

Douglas Densmore <i>Senior Partner, Gentry, Locke, Rakes and Moore LLP</i> <i>STRATEGIES FOR WORKING</i> <i>WITH BANKING REGULATORS</i>	7
John D. Gillespie <i>Partner, Shumaker, Loop & Kendrick LLP</i> <i>EQUITY JOINT VENTURES: A PRACTICAL PRIMER</i> <i>FROM THE DEVELOPER'S PERSPECTIVE</i>	23
John G. Treitz Jr. and John G. Hundley <i>Members, Stoll Keenon Ogden PLLC</i> <i>THE NEW PARAMETERS OF THE</i> <i>COMMERCIAL LENDING ENVIRONMENT</i>	47
Daniel C. Rodgers <i>Partner, Watson Farley & Williams</i> <i>ACTING AS LENDER'S COUNSEL</i> <i>FOR SHIP FINANCE TRANSACTIONS</i>	67
Richard A. Ginsburg <i>Partner, Weil, Gotshal & Manges LLP</i> <i>CREATING BANKING DOCUMENTATION</i> <i>(AND A RELATIONSHIP) THAT WORKS</i>	77
Lorie Harris Hancock <i>Shareholder, Schwabe Williamson & Wyatt PC</i> <i>STRATEGIES FOR HIGH-QUALITY REPRESENTATION</i> <i>WITH FINANCIAL INDUSTRY CLIENTS</i>	89
Appendices	97

Appendices

Appendix A: Sample Guaranty Sharing Provision	98
Appendix B: Sample Major Decision Provision	99
Appendix C: Sample <i>Pari Passu</i> and Promote Structures	101
Appendix D: Sample Buy-Sell Provisions	104
Appendix E: Project Demo – Closing Checklist	106
Appendix F: Project Sample Structure and Funds Flow Memorandum	142