

PEDA Pre-Conference Session: Fundamentals of Collateral

(Agenda subject to change)

April 15, 2024

Hilton Harrisburg

Collateral plays a critical role in the world of lending. This session, geared toward economic development finance professionals, will explore types of collateral, the processes to perfect them and relevant considerations when underwriting loans.

Though the agenda is subject to change, the currently planned session outline is provided below.

- Introduction
- Business Assets (Personal Property / Non-Real Estate)
 - Types of Liens
 - Blanket
 - Purchase Money Security Interest
 - Fixture Filing
 - Lien Search Options (Perform a Search)
 - Other
 - Perfecting Liens – UCCs
 - How to Generate
 - How & Where to File / Terminate
 - State
 - Local
 - Amendment Addendum (UCC3Ad)
 - How to Monitor
 - How to Extend Filing
 - How to Conduct Lien Searches
 - Pledge of other Assets
 - Marketable Securities
 - Certificates of Deposit
- Mortgages
 - Mortgage Search Options
 - Generic vs Title
 - Title Insurance
 - When is it needed?

- Considerations
 - Types of Mortgages
 - Standard
 - Open-Ended
 - Collateral
 - Shared-Pro-Rata vs Pari-Passu
 - Mortgage Subordination
 - Mortgage vs Note & Guarantees
 - How to Record a Mortgage
 - Steps
 - Attorney – Title Agent
 - Mortgage Satisfaction
 - How to Prepare
 - How to Record
 - Mortgage Releases
 - When to Use vs Satisfaction
 - How to Prepare
 - How to Record
- Assignment of Leases / Rents
 - When to Use
 - How to Record
 - How to Terminate
- Other
 - Document Maintenance (Originals / Electronic Copies)
- Q&A