

Looking Ahead – Commercial Real Estate: COVID's Impact on the Market in 2020 and Beyond

Thursday, May 21, 2020
Noon to 12:45 p.m.

Noon

Introductions

Mike Brown, Bradley (Moderator)
Dan Lovell, Graham & Company
Brian Bertella, Peoples Bank
Dave Dresher, Bradley

12:05 – 12:15 p.m. **Owners, Landlords, and Tenants: We're All In This Together**
Dan Lovell

How will landlord/tenant relationships change as businesses reopen?
How are safety responsibilities to be allocated?
What will be the tenancy issues for office, retail and mixed use properties?
What will be the impact on selling and valuing properties?
What about percentage rent issues?
How does the number of employees who work from home effect my business?

12:15 – 12:25 p.m. **Don't Forget About Your Lender**
Brian Bertella

How are banks looking at underwriting?
What are banks seeing on deferrals?
How do they anticipate dealing with deferrals through the remainder of the year?
PPP loan and forgiveness discussion

12:25 – 12:35 p.m. **Will the Government Help? And Who Gets the Benefit of Force Majeure?**
Dave Dresher

Can tenants use the Paycheck Protection Program loan funds to keep or bring rent current?
Can tenants use PPP loan proceeds for rent that in some way might fall outside the 8-week period to spend the funds?
Force Majeure clauses in leases: What should landlords and tenants know and anticipate?

12:35 – 12:45 p.m. **Question & Answer**