



1. Where are we at?

- This is not your fault
- Your Landlord will be impacted as well
- This is a time when the relationship between Landlord and Tenant matters most

2. What do we do?

If you lease directly from a Landlord or occupy space in a co-working environment, review your lease and contract for key terms.

- Force Majeure is defined as "unforeseeable circumstances that prevent someone from fulfilling a contract". Note that each agreement will be different and that most leases will be more favorable to the Landlord as compared to your position.
- Default Language from Tenant and Landlord's perspectives
- SNDA (Subordination, Non-Disturbance, Attornment)
- Are your access and amenities being provided to you?
- Business Interruption Coverage on your insurance policy



3. Next Steps

Just as real estate has been about location, location, location, it is now about communication, communication, communication!

- Develop a plan taking into consideration time and assistance needed. Remember that all parties have a vested interest in your success.
- Reach out to your Landlord or co-working location in writing to document your situation
- Negotiate changes to your document that may include temporary rent abatement
- Trade rent abatement for extended term
- Engage the assistance of professionals





4. Additional Options

Additional options exist that are very fluid and being developed

- Investigate the SBA EIDL program (Economic Injury Disaster Loan):
<https://disasterloan.sba.gov/ela/Information/EIDLLoans>
 - This package is available in all 50 states and will provide funding for not only rental or mortgage payments it will also provide support for payroll, accounts payable, and other contracted payments associated with your business.
- SNDA (Subordination, Non-Disturbance, Attornment)
- Assuming your lease is within approximately an 18-month window of expiration and you prefer to renew your lease, now is that time from both obtaining a concession at this time as well as securing favorable terms that may not exist later
- Termination Rights that are in your agreement
- Look into potential packages being offered by your state



How can we be a resource?

If you have any questions or would like to talk further about your real estate, reach out to me directly

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