

ACC NCR Evaluate the Real Estate!

Real Estate Considerations for Non-Real Estate Companies

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Presented by:

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Program Outline

- I. **Case Study Overview**
- II. **Real Estate Due Diligence**
 - a. Assess the Real Estate
 - b. Assess the Contract Needs
 - c. Due Diligence Checklist – *see App. #1*
 - d. Title/Survey and Entitlements Review
 - e. Owned Properties – Business Perspective
- III. **Leasing Issues**
 - a. Existing Lease Reviews
 - b. New Lease Issues – Letters of Intent (LOIs) – *see App. #2*
 - c. Assessing Space Needs
 - d. Landlord Approval Rights
 - e. Estoppels – *see App. #3*
 - f. SNDAs – *see App. #4*
- IV. **COVID-19's Impact on Real Estate Needs**
 - a. COVID Challenges, Force Majeure
 - b. Potential Avenues for Tenant Relief
 - c. Impact of COVID-19 Legislation; focus on DC – *see App. #5 and App. #6*
- V. **Structuring and Finance**
 - a. Structuring Considerations
 - b. Financing Liens (Mortgages)

Handouts:

- Power Point Presentation
- Appendix 1: Form of Due Diligence Checklist
- Appendix 2: Form of Letter of Intent
- Appendix 3: Form of Estoppel Certificate
- Appendix 4: SNDA Provisions
- Appendix 5: Summary: DC Covid-19 Laws Protecting Mortgage Borrowers
- Appendix 6: Summary: DC Covid-19 Laws Protecting Tenants