

Webinar

ULI Utah: Steering Utah's Real Estate Industry Through Uncertain Times

Date: March 31, 2020

00:00:00 --> 00:00:03: Thank you so much for joining us this morning.

00:00:03 --> 00:00:06: We have an amazing lineup of speakers that will share

00:00:06 --> 00:00:07: with US local,

00:00:07 --> 00:00:11: national and international guidelines, personal experiences,

00:00:11 --> 00:00:16: lessons learned on how COVID-19 affected the real estate industry.

00:00:16 --> 00:00:19: During this time of social distancing you are,

00:00:19 --> 00:00:23: I will continue to provide the opportunity for our members

00:00:23 --> 00:00:24: to virtually get together,

00:00:24 --> 00:00:29: share best practices and educate throughout this virtual meetings.

00:00:29 --> 00:00:32: If you or have any ideas and suggestions on topics

00:00:33 --> 00:00:35: that you I should be focusing on,

00:00:35 --> 00:00:37: will you please email Rachel or me?

00:00:37 --> 00:00:41: We would. We would love to put together events that

00:00:41 --> 00:00:44: will be beneficial to all of our members.

00:00:44 --> 00:00:48: I would like to also just let you know about

00:00:48 --> 00:00:50: the upcoming events.

00:00:50 --> 00:00:53: Thursday, April 9 we will noon to one.

00:00:53 --> 00:00:55: We will have another siari update,

00:00:55 --> 00:01:00: this time from a great lineup of speakers from Cushman

00:01:00 --> 00:01:01: and Wakefield.

00:01:01 --> 00:01:04: So please save that on your schedule.

00:01:04 --> 00:01:08: And then Lastly, I wanted to say thank you so

00:01:08 --> 00:01:10: much for all of our sponsors.

00:01:10 --> 00:01:14: You can see all of our generous sponsors on the

00:01:14 --> 00:01:14: screen.

00:01:14 --> 00:01:18: Thank you for supporting us on an annual basis.

00:01:18 --> 00:01:21: We would love to listen to you if you have

00:01:21 --> 00:01:24: any ideas on events and topics.

00:01:24 --> 00:01:26: Once again, please reach out to us.
00:01:26 --> 00:01:30: We would be happy to share on our social media
00:01:30 --> 00:01:36: channels and initiatives that you guys are taking so please.
00:01:36 --> 00:01:38: Let us know how we can support you and help
00:01:39 --> 00:01:42: you throughout this time without your amazing support,
00:01:42 --> 00:01:45: we would. We would not be able to do what
00:01:45 --> 00:01:46: we are doing today.
00:01:46 --> 00:01:49: So thank you for your sponsorship with that.
00:01:49 --> 00:01:52: I will turn over.
00:01:52 --> 00:01:53: The rest of the event,
00:01:53 --> 00:01:59: Rubber Smith Robert is vice president of fact Development
and
00:01:59 --> 00:02:03: his incoming you Ally Utah Chair and Robert will be
00:02:03 --> 00:02:06: moderating the rest of the event.
00:02:06 --> 00:02:08: Thank you again for joining us.
00:02:08 --> 00:02:11: Thank you for being a ULI member or friend and
00:02:11 --> 00:02:14: we are looking forward to see you hopefully in person
00:02:15 --> 00:02:15: soon,
00:02:15 --> 00:02:18: but will just continue to see if you're truly until
00:02:18 --> 00:02:19: until then,
00:02:19 --> 00:02:22: but that Robert, will you please take that over?
00:02:22 --> 00:02:25: You bet thanks baby.
00:02:25 --> 00:02:28: Welcome everybody, glad you could join us this morning.
00:02:28 --> 00:02:32: We're excited to be able to present this this webinar.
00:02:32 --> 00:02:37: We look forward to hearing information that hopefully is
relevant
00:02:37 --> 00:02:40: and timely for each of you and that this is
00:02:40 --> 00:02:41: time well spent for you.
00:02:41 --> 00:02:45: We've got some folks that have graciously agreed to join
00:02:45 --> 00:02:46: us.
00:02:46 --> 00:02:49: I I'd like to introduce Kenri who is executive Director
00:02:49 --> 00:02:51: of ULI China Mainland.
00:02:51 --> 00:02:55: He'll be sharing just a short presentation on experiences and.
00:02:55 --> 00:03:00: And what he is seeing in China regarding COVID-19?
00:03:00 --> 00:03:02: And we also have Carey Loop.
00:03:02 --> 00:03:05: Who is the manage Managing director at China?
00:03:05 --> 00:03:08: Life and life is the largest insurance company in China
00:03:08 --> 00:03:12: and carry overseas real estate investment for China Life.
00:03:12 --> 00:03:17: We also have with us Jonathan Walsh and Jonathan had.
00:03:17 --> 00:03:20: He is the head of real estate and financial research
00:03:21 --> 00:03:22: at UBS Global Wealth Management.
00:03:25 --> 00:03:29: Here locally we have with us Rob Hyde with Curtain

00:03:29 --> 00:03:29: Mcconkie.

00:03:29 --> 00:03:32: And that Rob is going to stay with this.

00:03:32 --> 00:03:35: Some of what he sings locally on the ground and

00:03:35 --> 00:03:37: in terms of a legal perspective.

00:03:37 --> 00:03:41: And then Lastly, we have Rich Thorne who's the president

00:03:41 --> 00:03:45: of AGC Utah Riches boots on the ground regarding construction

00:03:45 --> 00:03:49: and the construction industry and he'll share with US insights

00:03:49 --> 00:03:52: and perspectives from a construction standpoint.

00:03:52 --> 00:03:54: So with that.

00:03:54 --> 00:03:57: We'd like to turn the time over to Ken for

00:03:57 --> 00:04:00: a few minutes to share perspectives on 19 in China

00:04:00 --> 00:04:01: can.

00:04:05 --> 00:04:09: Good morning everyone. If I can see those slide.

00:04:11 --> 00:04:15: OK, so I'm going to be talking about the latest

00:04:15 --> 00:04:15: situation,

00:04:15 --> 00:04:18: not only in China but also create.

00:04:18 --> 00:04:22: I'll spend more time on Korea as Korea offers very

00:04:22 --> 00:04:27: interesting granular details about Covin 19 that I think would

00:04:27 --> 00:04:30: be interest to our members in in the US.

00:04:30 --> 00:04:34: So this graph shows the historical infection data for for

00:04:34 --> 00:04:38: China as we can tell the number of Newtons has

00:04:38 --> 00:04:41: gone down substantially to nearly 08.

00:04:41 --> 00:04:46: The daily basis nowadays most of the if not all

00:04:46 --> 00:04:51: knew confirmed cases are coming from imported cases.

00:04:51 --> 00:04:57: Meeting Chinese people returning from overseas so far

00:04:57 --> 00:05:03: China in

00:04:57 --> 00:05:03: Curd over 3000 deaths and there currently about 4500

00:05:04 --> 00:05:07: people

00:05:04 --> 00:05:07: still confirmed as infected next days.

00:05:11 --> 00:05:14: Next piece.

00:05:14 --> 00:05:18: And this shows provincial level data in China one and

00:05:18 --> 00:05:24: the surrounding problems to Hubei represent the vast

00:05:24 --> 00:05:27: majority of

00:05:24 --> 00:05:27: the cumulative confirmed cases,

00:05:27 --> 00:05:30: around 83%, and also about 96%

00:05:30 --> 00:05:35: of the cumulative deaths, with about 3170 deaths as a

00:05:35 --> 00:05:37: comparison in Shanghai,

00:05:37 --> 00:05:40: with a population of 25 million,

00:05:40 --> 00:05:44: people had little over 450 cumulative confirmed.

00:05:44 --> 00:05:49: Infection cases with five resulting in deaths next please.

00:05:51 --> 00:05:54: And the next slide is for Korea,

00:05:54 --> 00:06:00: so this shows the confirmed cases on a daily basis.

00:06:00 --> 00:06:05: From January 20th. That's when they had their first case.
00:06:05 --> 00:06:10: A visitor from Wuhan and the country seemed to have
00:06:10 --> 00:06:14: coffee 1990 fall pretty nicely until February 18th.
00:06:14 --> 00:06:18: That's when they discovered patient over 31,
00:06:18 --> 00:06:22: which led to the discovery of a way more than
00:06:22 --> 00:06:22: 50%
00:06:22 --> 00:06:26: of the portal confirmed cases in Korea.
00:06:26 --> 00:06:30: It was in a religious group in San Diego.
00:06:30 --> 00:06:33: And within about 30 days,
00:06:33 --> 00:06:39: the country, through a combination of effective testing and
and
00:06:39 --> 00:06:44: other control measures sync bring code 19 under control.
00:06:44 --> 00:06:46: Next please.
00:06:48 --> 00:06:53: And this is a very time where infections occur as
00:06:53 --> 00:06:54: a few days ago,
00:06:54 --> 00:06:58: so of about 7500 cases for which they have verified
00:06:58 --> 00:06:59: links.
00:06:59 --> 00:07:04: 67% belong to this Church Group Church group called
Shincheonji,
00:07:04 --> 00:07:08: followed by small clusters representing 18%
00:07:08 --> 00:07:12: and contact confirmed cases representing 14%
00:07:12 --> 00:07:14: on the right hand side.
00:07:14 --> 00:07:19: You see the pitch chart that shows the small cluster
00:07:20 --> 00:07:21: infections.
00:07:21 --> 00:07:27: With venues provided by the government and and hospital,
00:07:27 --> 00:07:28: and.
00:07:28 --> 00:07:31: Um? See.
00:07:34 --> 00:07:36: I cannot see with it,
00:07:36 --> 00:07:40: sorry, so hospital is representing 36%
00:07:40 --> 00:07:43: and followed by call center,
00:07:43 --> 00:07:47: nursing homes and gym facilities and so on.
00:07:47 --> 00:07:49: And next please.
00:07:53 --> 00:07:57: And these are the photos of Hainan wholesale fish market
00:07:57 --> 00:07:58: in Wuhan,
00:07:58 --> 00:08:02: China. This is where the first case of coronavirus,
00:08:02 --> 00:08:06: a Kurd you could see inside.
00:08:06 --> 00:08:09: Of the shopping center of the wholesale center.
00:08:09 --> 00:08:13: Maybe? Perhaps integration might not have been too great
next,
00:08:13 --> 00:08:14: please.
00:08:18 --> 00:08:22: And this is the epicenter of COVID-19 in Korea.
00:08:22 --> 00:08:27: This is a Shin Chan Church in Democratic population of
00:08:27 --> 00:08:28: 2.5 million people,

00:08:28 --> 00:08:31: the third largest city in Korea,
00:08:31 --> 00:08:36: and they represent the vast majority of the total confirmed
00:08:36 --> 00:08:38: cases in Korea.
00:08:38 --> 00:08:42: On the left hand side you see rather crowded nature
00:08:42 --> 00:08:44: of the church service,
00:08:44 --> 00:08:49: which patient #31 attended on February 9th and 16th.
00:08:49 --> 00:08:54: An outside temperature of Bagel was pretty cold at around
00:08:54 --> 00:08:55: 5 degrees Celsius.
00:08:55 --> 00:09:00: Manship ended the first church service and I think just
00:09:00 --> 00:09:03: just based on the available photos,
00:09:03 --> 00:09:05: we think that there is.
00:09:05 --> 00:09:08: I think that there is there was probably a low
00:09:08 --> 00:09:14: humidity and relatively limited amount of fresh air injected
into
00:09:14 --> 00:09:15: the space.
00:09:20 --> 00:09:24: And this call star building is sold represents the.
00:09:24 --> 00:09:29: The is the value of the largest outbreak of coronavirus
00:09:29 --> 00:09:33: in Korea Metro soul and they were out there.
00:09:33 --> 00:09:36: 158 confirmed cases, but most of 'em.
00:09:36 --> 00:09:42: In 9070 employees and 61 context employees were.
00:09:42 --> 00:09:47: In fact it right. So about 994 employees worry worry
00:09:47 --> 00:09:51: in the call center on the 11th floor of the
00:09:51 --> 00:09:58: building and subsequent investigation by Kreas Aquarius
CDC complete that
00:09:58 --> 00:10:05: they were the probability of infection through sharing elevator
office
00:10:05 --> 00:10:06: lobby for a B.
00:10:06 --> 00:10:09: As part of daily life is low.
00:10:09 --> 00:10:14: So I think this is a significant finding it came
00:10:14 --> 00:10:14: out.
00:10:14 --> 00:10:17: About five days ago. Next please.
00:10:19 --> 00:10:23: Anne and this other I operate in Zumba Class in
00:10:23 --> 00:10:29: China and this shows that although the infections are
categorized
00:10:29 --> 00:10:34: as have taken place in gym facilities actually infection might
00:10:34 --> 00:10:40: have a Kurd outside the gym facility through social
interaction.
00:10:40 --> 00:10:45: Outside the gym such as sharing meals had coffee together
00:10:45 --> 00:10:46: and so on next please.
00:10:49 --> 00:10:52: OK, now next slides are how created with Cover 19
00:10:52 --> 00:10:55: and I'm going to just go through this in one
00:10:56 --> 00:10:56: minute right?
00:10:56 --> 00:11:00: So crazy DC played a significant role and they led

00:11:00 --> 00:11:05: the testing of over 380,000 suspected patients which is about
00:11:05 --> 00:11:08: 3 times around 40 times the number of confirmed cases
00:11:08 --> 00:11:09: in the country.
00:11:13 --> 00:11:16: And and one key reason why they were able to
00:11:16 --> 00:11:20: do that was because they had test kits available as
00:11:20 --> 00:11:24: early as mid February and so they had plenty of
00:11:24 --> 00:11:29: test kits available for testing next phase.
00:11:29 --> 00:11:34: And also they were able to process a lot of
00:11:34 --> 00:11:42: suspected patients through innovative ideas like drive drive
through testing
00:11:42 --> 00:11:44: stations next please.
00:11:44 --> 00:11:47: And most recently, walk through testing stations.
00:11:47 --> 00:11:51: It takes only 5 minutes to collect a saliva sample
00:11:51 --> 00:11:53: from a suspected patient.
00:11:53 --> 00:11:54: Next please.
00:11:56 --> 00:12:01: And they they use high tech tracking of suspected patients
00:12:01 --> 00:12:03: by searching credit card.
00:12:03 --> 00:12:08: Use speech, CTV and GPS records on mobile phones or
00:12:08 --> 00:12:10: we suspect the patient next.
00:12:12 --> 00:12:14: Now this is the last page,
00:12:14 --> 00:12:19: some positive news, none of the approximately 42,000
volunteer medical
00:12:19 --> 00:12:23: professionals who went to Han after this out of the
00:12:23 --> 00:12:26: query of the city on January 23rd was infected,
00:12:26 --> 00:12:30: right? So that this is what the government report is
00:12:30 --> 00:12:30: saying.
00:12:30 --> 00:12:32: So that's a positive news.
00:12:32 --> 00:12:37: The volunteers were properly trained and properly equipped
and DES
00:12:37 --> 00:12:40: prevented infection of those people.
00:12:40 --> 00:12:41: So.
00:12:43 --> 00:12:44: Yes, thank you.
00:12:46 --> 00:12:50: Thank you Tim. It's encouraging to see that in China
00:12:50 --> 00:12:53: and South Korea that there is an end that things
00:12:54 --> 00:12:56: are trending in the positive direction.
00:12:56 --> 00:12:59: So thanks for sending that.
00:12:59 --> 00:13:01: OK, Kerry.
00:13:03 --> 00:13:07: Looking forward to hearing what you have to say.
00:13:07 --> 00:13:10: You know, I'm curious for your perspective on what you
00:13:11 --> 00:13:14: have seen in terms of effects of Corona virus on
00:13:14 --> 00:13:17: commercial real estate in China,
00:13:17 --> 00:13:21: and you know how tenants are reacting how landlords are
00:13:22 --> 00:13:26: reacting and how lenders are lenders are reacting so.

00:13:26 --> 00:13:29: Karaoke bar with you for a few minutes and I
00:13:29 --> 00:13:31: may jump in with a few questions as we go
00:13:31 --> 00:13:31: along.
00:13:31 --> 00:13:35: OK, no problem yeah. Hello everyone,
00:13:35 --> 00:13:39: it's nice to have this chance to shine with you.
00:13:39 --> 00:13:44: You know our experience in China and the good news
00:13:44 --> 00:13:49: is that starting from January 24th when Wuhan City was
00:13:49 --> 00:13:54: isolated and the whole nation was shut down for our
00:13:54 --> 00:13:58: economic activities. So right up to 1/2 Maps.
00:13:58 --> 00:14:01: So starting from mid March.
00:14:01 --> 00:14:05: Almost to 95% of all economic activities are back to
00:14:05 --> 00:14:10: normal and people are back to normal life almost everywhere
00:14:10 --> 00:14:11: in China.
00:14:11 --> 00:14:14: So I want to share with you from our,
00:14:14 --> 00:14:18: you know, landlords perspective. Yeah,
00:14:18 --> 00:14:22: so the first slide please.
00:14:22 --> 00:14:25: Yeah, so my presentation will be covered on the 1st
00:14:25 --> 00:14:29: impact on the commercial words lists it and also the
00:14:29 --> 00:14:33: second would has Chinese government have them and
special.
00:14:33 --> 00:14:38: And I'll also introduce as a landlord channelized leasing,
00:14:38 --> 00:14:43: corresponding strategy and also property management
strategy in order to
00:14:43 --> 00:14:47: control the spreading of the virus and make sure that
00:14:47 --> 00:14:50: vehicle people can get back to the normal life as
00:14:50 --> 00:14:52: soon as possible next.
00:14:56 --> 00:15:01: Next please. The first is impact on the office owner,
00:15:01 --> 00:15:04: so I think it's very obvious that we will.
00:15:04 --> 00:15:08: All office owners will be under the rent reduction pressure.
00:15:08 --> 00:15:12: An most of the tenants will ask for rental reduction
00:15:13 --> 00:15:16: or you know later payment and also you will have
00:15:16 --> 00:15:20: the OpEx to be increased due to the extra expense
00:15:20 --> 00:15:25: of kernel virus, epidemic prevention and also the vacancy
rate
00:15:25 --> 00:15:29: will be raised because basically you cannot find.
00:15:29 --> 00:15:32: Any new tenants to visit your place and you know,
00:15:32 --> 00:15:36: discuss with the leading case and 2nd.
00:15:36 --> 00:15:40: I'll share with you on the commercial side because we
00:15:40 --> 00:15:40: also,
00:15:40 --> 00:15:43: as a landlord, we own some retail shopping malls.
00:15:43 --> 00:15:44: Next please.
00:15:52 --> 00:15:54: OK, so for the office tenants,

00:15:54 --> 00:15:58: sorry we can also see they're trying to cut cutting
00:15:58 --> 00:16:03: down the renter area and also they want to restructure
00:16:03 --> 00:16:04: the rental.
00:16:04 --> 00:16:07: Want you have some reduction on a rental and some
00:16:07 --> 00:16:12: of them will move to suburban projects with lower cost
00:16:12 --> 00:16:13: so this is very,
00:16:13 --> 00:16:17: you know, simple trend that you will also see in
00:16:17 --> 00:16:19: American office market.
00:16:21 --> 00:16:26: But those stronger ones, especially those big associations,
00:16:26 --> 00:16:32: especially those SOS State owned enterprises as well as to
00:16:32 --> 00:16:33: Fortune 500's,
00:16:33 --> 00:16:36: they are still very strong,
00:16:36 --> 00:16:42: so most affected tenants others more sized MSS.
00:16:42 --> 00:16:43: Next slide, please.
00:16:46 --> 00:16:50: OK, here comes the impact under retail sector for the
00:16:50 --> 00:16:55: shopping malls that we owned in major cities in China,
00:16:55 --> 00:16:59: we can see that for the operation impact we have
00:16:59 --> 00:17:01: tenants closure for about 85%
00:17:01 --> 00:17:07: of tenants closed only the daily necessities and supermarket
opened
00:17:07 --> 00:17:09: for people's purchasing an.
00:17:09 --> 00:17:12: Also the sales are down by almost 95%
00:17:12 --> 00:17:16: during this period time and traffic down by 90%.
00:17:16 --> 00:17:20: So this is what the figure shows as operational site
00:17:20 --> 00:17:23: and found a financial site.
00:17:23 --> 00:17:28: Nowadays we have finished the calculation on the NRI
impact
00:17:28 --> 00:17:30: for all our retail portfolio.
00:17:30 --> 00:17:33: So we can see for Community malls.
00:17:33 --> 00:17:35: Then I will down by 25 to 30%
00:17:35 --> 00:17:39: and regional center malls are done by 15 to 20%
00:17:39 --> 00:17:42: compared to the normal years.
00:17:42 --> 00:17:46: Mainly because the community more they have more.
00:17:46 --> 00:17:49: Tenants of education and Service,
00:17:49 --> 00:17:53: and Jim so that the tenant makes will cost.
00:17:53 --> 00:17:58: Um, more rental reduction because these kind of tenants,
00:17:58 --> 00:18:03: they're opening date will be later than the retail and
00:18:03 --> 00:18:03: FMB.
00:18:03 --> 00:18:08: So currently this figure only shows our experience in
Shanghai
00:18:08 --> 00:18:12: and also other major cities in China.
00:18:12 --> 00:18:16: The closure time. Or I mean people stay at home
00:18:16 --> 00:18:20: working at Home's time is only about two months,

00:18:20 --> 00:18:22: so if it is longer than that,
00:18:22 --> 00:18:24: the impact will be bigger.
00:18:27 --> 00:18:27: Next slide, please.
00:18:31 --> 00:18:33: OK, in terms of the retail tenants,
00:18:33 --> 00:18:38: we can see you know different types which are tenants
00:18:38 --> 00:18:39: affected differently.
00:18:39 --> 00:18:41: For the SMB you know,
00:18:41 --> 00:18:45: although they their shop are closed or cannot be opened
00:18:45 --> 00:18:48: for people to dining in house,
00:18:48 --> 00:18:52: but most of them can still do.
00:18:52 --> 00:18:56: Delivery so the delivery business is quite good and can
00:18:56 --> 00:18:59: at least help them to paid staff cost.
00:18:59 --> 00:19:04: You know for the entertainment and service education these
kind
00:19:04 --> 00:19:05: of tenants.
00:19:05 --> 00:19:09: They are impacted more severely because even now as I
00:19:09 --> 00:19:10: said 95%
00:19:10 --> 00:19:14: of office workers are coming back to office to work.
00:19:14 --> 00:19:19: However all the cinemas, karaoke and nightclubs are still
closed
00:19:20 --> 00:19:23: and also for the education and schools.
00:19:23 --> 00:19:26: All of them are still closed the day to be
00:19:26 --> 00:19:30: opened is to be informed by the government,
00:19:30 --> 00:19:35: so these kind of tenants or ask of rental reduction
00:19:35 --> 00:19:37: during these two Maps.
00:19:37 --> 00:19:39: Anna for fashion and retail,
00:19:39 --> 00:19:44: are 70% of the store suspended their operation in China
00:19:44 --> 00:19:45: during disk upward.
00:19:45 --> 00:19:49: However, nowadays you know things mid much.
00:19:49 --> 00:19:53: You know that all the shopping malls are.
00:19:53 --> 00:19:56: Back to normal operation. 80 percent 85%
00:19:56 --> 00:20:00: of shops reopened, and as far as I know,
00:20:00 --> 00:20:05: or the retail brands their cells are coming back to
00:20:05 --> 00:20:06: around 60 to 70%
00:20:06 --> 00:20:10: of the normal days. So only takes 2 weeks to
00:20:10 --> 00:20:14: come back to around 2/3 of the cells of the
00:20:14 --> 00:20:16: normal days.
00:20:16 --> 00:20:19: I think the recover is quite soon.
00:20:21 --> 00:20:24: Next please.
00:20:24 --> 00:20:27: OK, now we can see the government support on the
00:20:27 --> 00:20:32: copy prevention since Chinese government is very very
strong,
00:20:32 --> 00:20:35: it's totally different from the United States.

00:20:35 --> 00:20:39: But I also think there may be something that you
00:20:39 --> 00:20:41: can find interesting there.
00:20:41 --> 00:20:46: Helping the first thing is very strict strict quarantine policy.
00:20:46 --> 00:20:50: As you all know, the Hubei province has shut down
00:20:50 --> 00:20:52: and no exception.
00:20:52 --> 00:20:57: Inspection and 14 days quarantine policy for anyone with
00:20:57 --> 00:20:59: recent
00:20:59 --> 00:21:02: travel history to any.
00:21:02 --> 00:21:05: Places if you are not in the Hubei.
00:21:05 --> 00:21:09: If you were in Beijing or in Shanghai,
00:21:09 --> 00:21:13: if you left your own city to any other problems
00:21:13 --> 00:21:15: other city you need 14 days current time,
00:21:15 --> 00:21:20: so this is very strict,
00:21:20 --> 00:21:20: strict and also currently since there helping or almost you
00:21:20 --> 00:21:25: know,
00:21:25 --> 00:21:29: one month like in Shanghai most Big City in China
00:21:29 --> 00:21:30: we have 0 cases almost 0 cases confirmed during the
00:21:30 --> 00:21:35: past one month.
00:21:35 --> 00:21:40: Now all of the new cases are important ones,
00:21:40 --> 00:21:42: so nowadays all the governments have very strict policy to
00:21:42 --> 00:21:45: have suspected cases.
00:21:45 --> 00:21:50: 100% site current height and 100%
00:21:50 --> 00:21:51: tested in the airport. So right after they landed in
00:21:51 --> 00:21:55: China,
00:21:55 --> 00:21:56: you know they will be current timed to hotels and
00:21:56 --> 00:22:00: you know 100%
00:22:00 --> 00:22:05: tested. And if the hotels are full like in Shanghai
00:22:05 --> 00:22:09: there already having over 100 hotels are full and some
00:22:09 --> 00:22:13: of the people will be allowed to current time in
00:22:13 --> 00:22:18: their home. However, as long as they back to home
00:22:18 --> 00:22:19: and the workers will be together with them and you
00:22:19 --> 00:22:21: know put.
00:22:21 --> 00:22:24: Orlaam a digital alarm on their door,
00:22:24 --> 00:22:28: so if they open the door,
00:22:28 --> 00:22:29: it will be alarmed so everything will be delivered to
00:22:29 --> 00:22:31: his house.
00:22:31 --> 00:22:35: You know, by the volunteers,
00:22:35 --> 00:22:35: however, you cannot get out of your door in this
00:22:35 --> 00:22:39: 14 day,
00:22:39 --> 00:22:41: so it's very strict and also financial support and a
00:22:41 --> 00:22:45: tax exemption.
Ann Rand concession. I think these kind of things are

00:22:45 --> 00:22:48: very similar to what Euro and United States,
00:22:48 --> 00:22:53: the. We were best countries are doing and what's interesting
00:22:53 --> 00:22:56: is that for the rent concession,
00:22:56 --> 00:23:00: because as you know, in China we have so many
00:23:00 --> 00:23:00: ESO ES.
00:23:00 --> 00:23:04: So as China life, we're also one big SOS.
00:23:04 --> 00:23:08: So the government asked Audit SOS to give 223 months
00:23:08 --> 00:23:11: rental free for all the tenants.
00:23:11 --> 00:23:16: For other MSE the middle and small sized enterprises.
00:23:16 --> 00:23:17: Next please.
00:23:20 --> 00:23:24: OK, here is also one thing I want to say.
00:23:24 --> 00:23:29: It's very important because China population is so big in
00:23:29 --> 00:23:33: in in Shanghai we have 25 million people and everyday
00:23:33 --> 00:23:38: yeah nowadays even most of the international flights cut.
00:23:38 --> 00:23:42: We still have 10,000 people landed in the put on
00:23:42 --> 00:23:44: airport every day.
00:23:44 --> 00:23:48: So we have a huge volunteer community to work with
00:23:48 --> 00:23:51: the government every building has.
00:23:51 --> 00:23:54: A team, every residence, every office tower,
00:23:54 --> 00:23:58: every shopping mall. Had a whole team you know to
00:23:58 --> 00:24:02: work with the government and also currently.
00:24:02 --> 00:24:06: For example, we have over 10,000 volunteers in the put
00:24:06 --> 00:24:09: on airport helping on the prevention.
00:24:09 --> 00:24:10: Next
00:24:14 --> 00:24:17: next piece. So now I want to share with you
00:24:18 --> 00:24:21: from the lenders perspective water landlord will do.
00:24:21 --> 00:24:25: As you may know, China life is the biggest insurance
00:24:25 --> 00:24:29: company in China and we do invest in commercial real
00:24:29 --> 00:24:30: Estates in different.
00:24:30 --> 00:24:33: First he ran major second tier cities next fees.
00:24:36 --> 00:24:38: But this is our bounce in the,
00:24:38 --> 00:24:44: you know, major cities in China next please.
00:24:44 --> 00:24:48: OK, for the leaders in corresponding strategy on the 1st
00:24:48 --> 00:24:52: is as I said direct the rent concession for medium
00:24:52 --> 00:24:55: and small sized enterprises.
00:24:55 --> 00:24:58: We have given one to two months rent free for
00:24:58 --> 00:25:01: them and the Esther local government.
00:25:01 --> 00:25:05: They encourage us to to give them second.
00:25:07 --> 00:25:12: Yeah we are not stopping doing the leading team because
00:25:12 --> 00:25:16: there are still more people wanted to,
00:25:16 --> 00:25:20: you know, enlarge their market share in this.
00:25:20 --> 00:25:25: And also some people wanted to find cheaper places to

00:25:25 --> 00:25:28: relocate because of the virus.

00:25:28 --> 00:25:34: So the leasing activity actually is quite active compared to

00:25:34 --> 00:25:37: last year and the last quarter.

00:25:37 --> 00:25:41: So the interesting as that for our own premise,

00:25:41 --> 00:25:44: we have used all these online promotion channels,

00:25:44 --> 00:25:47: including the we chat accounts,

00:25:47 --> 00:25:51: Blogger and also we use this VR project tour for

00:25:51 --> 00:25:54: client to see our buildings and we have even more

00:25:54 --> 00:25:56: transactions during this.

00:25:56 --> 00:26:01: During the season one the first season compared to last

00:26:01 --> 00:26:03: quarter which is very interesting.

00:26:03 --> 00:26:07: Of course the rental will be a little bit down

00:26:07 --> 00:26:07: but.

00:26:07 --> 00:26:09: If you have the quick response,

00:26:09 --> 00:26:13: you can still get some good transaction next.

00:26:16 --> 00:26:21: Yeah, and for the property management corresponding

00:26:21 --> 00:26:22: strategizing,

00:26:22 --> 00:26:26: this is very, very key,

00:26:26 --> 00:26:31: because if one building or one shopping mall have one

00:26:31 --> 00:26:32: confirmed cases and the government will close it down for

00:26:32 --> 00:26:36: a certain.

00:26:36 --> 00:26:39: And everyone who walked in this place need at least

00:26:39 --> 00:26:41: 14 days quarantine so it will have a very very

00:26:41 --> 00:26:45: big trouble to everyone.

00:26:45 --> 00:26:46: So I think it's very important for every owner to

00:26:46 --> 00:26:50: make sure that.

00:26:50 --> 00:26:54: Your place is very safe and it needs a collaboration

00:26:54 --> 00:26:58: from the owner site and the government and the tenants

00:26:58 --> 00:27:00: and so here I want to share more about you

00:27:00 --> 00:27:05: know what Chinese government in,

00:27:05 --> 00:27:06: especially Shanghai government did. It's a very high tech and

00:27:06 --> 00:27:07: clever way.

00:27:07 --> 00:27:11: Simple way to do it.

00:27:11 --> 00:27:15: So now every Chinese people we have we chat account

00:27:15 --> 00:27:16: so it's linked to your personal ID and you can

00:27:16 --> 00:27:20: simply refresh it.

00:27:20 --> 00:27:22: Every minutes an award shows different colors.

00:27:22 --> 00:27:23: If it's green means that you are OK to go

00:27:23 --> 00:27:26: everywhere,

00:27:26 --> 00:27:28: you can take public transportation's.

00:27:28 --> 00:27:31: You can go to other cities,

00:27:31 --> 00:27:31: but if it's orange and means that you need seven

00:27:31 --> 00:27:34: days current time and it's 14 days if it's red,
00:27:34 --> 00:27:37: which means you need 14 days current time.
00:27:37 --> 00:27:39: So this very simple rule.
00:27:39 --> 00:27:41: So every office tower, an average shopping,
00:27:41 --> 00:27:45: more every indoor places you can only come in when
00:27:45 --> 00:27:47: you showed green QR code.
00:27:47 --> 00:27:51: At entrance and backwards. Actually this is a whole big
00:27:51 --> 00:27:53: data and monitoring system,
00:27:53 --> 00:27:58: because you may know that all Chinese people we need
00:27:58 --> 00:27:59: to you know,
00:27:59 --> 00:28:02: use the app or the digital payment.
00:28:02 --> 00:28:06: Basically to do another payment so we don't use credit
00:28:06 --> 00:28:09: cards and cash these days,
00:28:09 --> 00:28:12: so it's very easy to tracking your routines.
00:28:12 --> 00:28:16: You know BYOD apps you use and also with all
00:28:16 --> 00:28:17: the CCTV camera.
00:28:17 --> 00:28:22: Everywhere and we have very strong face recognition
system.
00:28:22 --> 00:28:26: An even with masks, the police told me that it
00:28:26 --> 00:28:27: is 90 percent 90%
00:28:27 --> 00:28:31: accuracy for audacity cameras recognize who you are.
00:28:31 --> 00:28:35: So even now this moment your QR code is green,
00:28:35 --> 00:28:40: but maybe you know yesterday when transfer market and
there
00:28:40 --> 00:28:44: is a guy you know in the mean time he's
00:28:44 --> 00:28:47: in a supermarket and your QR code well.
00:28:47 --> 00:28:50: You know BBBBB reader or be orange as long as
00:28:50 --> 00:28:52: they find it out in,
00:28:52 --> 00:28:55: and they will easily find out you are at the
00:28:55 --> 00:28:58: same place at A at the mean time and also
00:28:58 --> 00:29:02: the volunteers will come to your place is and to
00:29:02 --> 00:29:06: you know, make sure that your current height with digital
00:29:06 --> 00:29:07: seal on your door.
00:29:07 --> 00:29:11: So this is very important for every owner to follow
00:29:11 --> 00:29:12: this rule,
00:29:12 --> 00:29:15: and for the tenants. Of course we ask them to
00:29:15 --> 00:29:17: give daily report on steps.
00:29:17 --> 00:29:22: House condition and we need a very detailed information for
00:29:22 --> 00:29:23: every stuff.
00:29:23 --> 00:29:25: Of course there is some,
00:29:25 --> 00:29:29: you know, privacy issue, but nowadays we think that healthy
00:29:29 --> 00:29:33: and safety you know have higher priority than De Privacy
00:29:33 --> 00:29:35: in this moment.

00:29:35 --> 00:29:38: And also all the tenants order companies.
00:29:38 --> 00:29:41: We need them to sign on the commitment letter.
00:29:41 --> 00:29:44: They are healthy and this man,
00:29:44 --> 00:29:48: the infection control and also if they don't have.
00:29:48 --> 00:29:52: Enough storage for the carpet prevention supplies and we will
00:29:52 --> 00:29:55: introduce them to places to buy,
00:29:55 --> 00:29:57: so make sure that if I could,
00:29:57 --> 00:30:00: we're going to run a little bit short on time,
00:30:00 --> 00:30:03: so if you could yeah last night.
00:30:05 --> 00:30:08: OK, um, so these are the property management so you
00:30:08 --> 00:30:11: can see we have their restaurant in house control mainly.
00:30:11 --> 00:30:15: That we have all the tenants workers and also property
00:30:15 --> 00:30:16: management stuff.
00:30:16 --> 00:30:20: Retail tenants you know to have very detailed health control
00:30:20 --> 00:30:24: and the declaration forms and also the entrance culture.
00:30:24 --> 00:30:26: As I said with a QR code with the strict
00:30:27 --> 00:30:31: in fridge temperature check in every building so it's confirmed
00:30:31 --> 00:30:35: and also the this this infection control for every public
00:30:35 --> 00:30:37: places.
00:30:37 --> 00:30:41: Yeah, so these are my presentations and experience to be
00:30:41 --> 00:30:41: shipped.
00:30:41 --> 00:30:43: Thank you Kerry.
00:30:46 --> 00:30:49: Jonathan and Carrie. We may come back with some
00:30:49 --> 00:30:50: questions
00:30:49 --> 00:30:50: at the end,
00:30:50 --> 00:30:53: so thank you very much for sharing your insights and
00:30:53 --> 00:30:56: some of the strategies that you're seeing in China.
00:30:56 --> 00:31:02: Jonathan, I suspect that given differences in culture
00:31:02 --> 00:31:06: differences in
00:31:02 --> 00:31:06: in government between China and US that you know some
00:31:06 --> 00:31:11: of these measures that Kerry talked about couldn't feasibly
00:31:11 --> 00:31:13: be
00:31:11 --> 00:31:13: implemented here in the US.
00:31:17 --> 00:31:20: But with that, what? What are you seeing an inhering
00:31:20 --> 00:31:24: in your research and your analysis of commercial real
00:31:24 --> 00:31:25: estate?
00:31:24 --> 00:31:25: You know across the US,
00:31:25 --> 00:31:28: sure that she's been thanks for having me.
00:31:28 --> 00:31:30: I don't have any slides,
00:31:30 --> 00:31:33: so anybody who wants to follow up with anything I'm
00:31:33 --> 00:31:35: saying please let me know.
00:31:35 --> 00:31:36: I'm happy to do afterwards,

00:31:36 --> 00:31:38: and I will apologize up front.
00:31:38 --> 00:31:41: I'm an over caffeinated New Yorker so I have a
00:31:41 --> 00:31:44: lot to go through when I talk very fast,
00:31:44 --> 00:31:47: so apologies up front. I just want to preface everything
00:31:47 --> 00:31:48: by saying,
00:31:48 --> 00:31:50: look. It is very early in a lot of this
00:31:50 --> 00:31:51: and it's very,
00:31:51 --> 00:31:54: very fluid. I've been on the phone in the last
00:31:54 --> 00:31:58: couple of weeks with whether it's whether it's.
00:31:58 --> 00:32:01: Building owners the Mortgage Bankers Association.
00:32:01 --> 00:32:04: Different lenders government agencies. So things are very,
00:32:04 --> 00:32:07: very fluid and please understand that I I did I
00:32:07 --> 00:32:10: did a call with one lender who said what I'm
00:32:10 --> 00:32:13: about to tell you may not be true in two
00:32:13 --> 00:32:15: hours, so that's how fluid some things are.
00:32:15 --> 00:32:18: So I was given a few things to address and
00:32:18 --> 00:32:20: I'll try to do them in order.
00:32:20 --> 00:32:22: Let me start with the multifamily industry.
00:32:22 --> 00:32:26: So you've got the National Multi Housing Council among
other
00:32:26 --> 00:32:30: trade groups as men encourageing members to provide rent
deferrals
00:32:30 --> 00:32:32: in evictions for several months.
00:32:32 --> 00:32:36: We've heard all the reads all the Reacher doing that,
00:32:36 --> 00:32:38: and largely I think we're seeing that now.
00:32:38 --> 00:32:41: What is a little bit more troubling to me as
00:32:41 --> 00:32:42: I live here in New York State,
00:32:42 --> 00:32:45: which is really trying to out California,
00:32:45 --> 00:32:47: California in terms of shifting hard left.
00:32:47 --> 00:32:50: And now I'm not trying to make a political comment,
00:32:50 --> 00:32:54: just understanding it. The governor is actually considering by
executive
00:32:55 --> 00:32:55: order,
00:32:55 --> 00:32:58: trying to eliminate rent payments for the next three months.
00:32:58 --> 00:33:01: And there's a bill going through the Senate,
00:33:01 --> 00:33:03: the New York state Senate.
00:33:03 --> 00:33:05: And and and for anybody on the phone,
00:33:05 --> 00:33:08: it doesn't know the New York Legislature has moved very
00:33:08 --> 00:33:11: hard left as of the last election is trying to
00:33:11 --> 00:33:13: put through a bill to do this.
00:33:13 --> 00:33:16: There's also been talk about nationwide rent strikes.
00:33:16 --> 00:33:20: So, while were heartened by some of the support that's
00:33:20 --> 00:33:22: coming out of the CARES act that I'm going to

00:33:23 --> 00:33:24: come and talk about that.

00:33:24 --> 00:33:27: There certainly are going to be some near term potential

00:33:28 --> 00:33:30: challenges to the multifamily industry now.

00:33:30 --> 00:33:35: On the positive side. You've seen Fannie and Freddie saying,

00:33:35 --> 00:33:39: for any multifamily borrower that has an agency backed loan,

00:33:39 --> 00:33:42: if they do not evict a tenant over the next

00:33:42 --> 00:33:43: three months,

00:33:43 --> 00:33:47: they'll get mortgage forbearance. Now there is going to be

00:33:47 --> 00:33:48: a 30 month,

00:33:48 --> 00:33:50: 30 month, a 30 day gap.

00:33:50 --> 00:33:54: So and I'm still trying to understand the details.

00:33:54 --> 00:33:58: The Multifamily Housing Council is basically said there's going to

00:33:58 --> 00:34:02: be a 30 day gap between when the mortgage forbearance

00:34:02 --> 00:34:03: will kick in.

00:34:03 --> 00:34:06: And when the tenants are paying rent again,

00:34:06 --> 00:34:09: but I think the more important part of this is

00:34:09 --> 00:34:13: that that Fannie and Freddie are really trying to help

00:34:13 --> 00:34:14: out here.

00:34:14 --> 00:34:16: Anybody who has an agency back loan.

00:34:16 --> 00:34:20: So that's a positive. Also just looking at what the

00:34:20 --> 00:34:24: agencies are doing on home mortgages that you're seeing.

00:34:24 --> 00:34:28: Fannie, Freddie the FHA are all putting in mortgage moratoriums

00:34:28 --> 00:34:30: on foreclosures now.

00:34:30 --> 00:34:34: The downside of this is this is really going to

00:34:34 --> 00:34:34: stress.

00:34:34 --> 00:34:37: The servicers we've had a number of calls on this

00:34:37 --> 00:34:38: topic,

00:34:38 --> 00:34:41: with various people. Now the Ginnie Mae has said that

00:34:41 --> 00:34:45: they're going to put up facility in place to help

00:34:45 --> 00:34:46: out the servicers,

00:34:46 --> 00:34:49: but the biggest pool of agency back loans are Fannie

00:34:49 --> 00:34:50: and Freddie.

00:34:50 --> 00:34:54: It's almost seven. I think it's almost 7 trillion dollars

00:34:54 --> 00:34:55: now includes *****

00:34:55 --> 00:34:57: so it's about 5 1/2 trillion,

00:34:57 --> 00:35:01: and so secretary Mnuchin is putting in task force together

00:35:01 --> 00:35:02: to deal with it.

00:35:02 --> 00:35:05: So while there's certainly risk on the on the mortgage

00:35:05 --> 00:35:06: servicer side,

00:35:06 --> 00:35:09: the good news is least will be able to help

00:35:09 --> 00:35:11: people out on the mortgage side.
00:35:11 --> 00:35:14: Now, one of the questions I got was had to
00:35:14 --> 00:35:16: deal with non payment of rent.
00:35:16 --> 00:35:19: I'll answer this a number of different ways.
00:35:19 --> 00:35:22: I did a call with a group of shopping center
00:35:22 --> 00:35:25: owners have been doing this for 40 years and to
00:35:26 --> 00:35:28: a person they all said the same thing.
00:35:28 --> 00:35:30: Be proactive with your tenants.
00:35:30 --> 00:35:35: We're all in this together and that's an exact quote.
00:35:35 --> 00:35:38: So the key is they said over communicate.
00:35:38 --> 00:35:40: Be proactive, no ones going to get out of this
00:35:40 --> 00:35:41: unscathed,
00:35:41 --> 00:35:43: but the more proactive you are in,
00:35:43 --> 00:35:45: the more communicate. Give more communicate.
00:35:45 --> 00:35:48: If you are the better chance you have,
00:35:48 --> 00:35:50: especially for your longer standing tenants.
00:35:50 --> 00:35:53: Also be realistic about concepts that were on the fence
00:35:53 --> 00:35:54: anyway.
00:35:54 --> 00:35:57: Going into this, some concepts weren't going to make it,
00:35:57 --> 00:36:00: and while none of us ever want to see anybody
00:36:00 --> 00:36:01: on the short end of the stick,
00:36:01 --> 00:36:03: it's the time to be pretty ruthless.
00:36:03 --> 00:36:06: I actually got during the global financial crisis,
00:36:06 --> 00:36:09: one of the shopping center REIT said this to me
00:36:09 --> 00:36:11: when I talked about.
00:36:11 --> 00:36:14: Rent relief, and I think this was very good advice.
00:36:14 --> 00:36:17: They said we will absolutely have that conversation with
anybody,
00:36:17 --> 00:36:20: but we ask for three years of tax returns and
00:36:20 --> 00:36:23: we ask for business plans 'cause we want to separate
00:36:23 --> 00:36:26: who really needs help from who's trying to be opportunistic.
00:36:26 --> 00:36:29: So again, you can do this in a constructive proactive
00:36:30 --> 00:36:30: banner,
00:36:30 --> 00:36:33: but you know, again, you want to make sure you're
00:36:33 --> 00:36:35: helping the people really need the help.
00:36:37 --> 00:36:40: Next thing I was asked to address is forced mature
00:36:41 --> 00:36:43: and business interruption insurance.
00:36:43 --> 00:36:46: This is far from a settled topic we did put
00:36:46 --> 00:36:47: out a report on this.
00:36:47 --> 00:36:49: Had a number of calls.
00:36:49 --> 00:36:51: A number of calls with experts on this,
00:36:51 --> 00:36:53: so I'm just going to give you.

00:36:53 --> 00:36:55: You know what art feedback has been,
00:36:55 --> 00:36:58: but I think my overall.
00:36:58 --> 00:37:01: Comments are going to be that this is going to
00:37:01 --> 00:37:03: be a lot of negotiation.
00:37:03 --> 00:37:05: There's going to be what I like to call a
00:37:05 --> 00:37:09: lot of people asking for forgiveness rather than permission,
00:37:09 --> 00:37:11: because this is really unknown.
00:37:11 --> 00:37:15: So the basic feedback that we've gotten as as it
00:37:15 --> 00:37:19: pertains to force majeure clauses in leases and less their
00:37:19 --> 00:37:22: specific language in the Force majeure clause,
00:37:22 --> 00:37:25: related to a pandemic. It is unlikely that a tenant
00:37:25 --> 00:37:29: can trigger that can trigger that to not pay their
00:37:29 --> 00:37:29: rent.
00:37:29 --> 00:37:32: So a lack of funds would not constitute a force
00:37:32 --> 00:37:36: majeure clause if the situation is because of a voluntary
00:37:36 --> 00:37:38: closure by a landlord.
00:37:38 --> 00:37:41: Now we've seen Simon Properties announced about,
00:37:41 --> 00:37:42: I guess, week or so ago.
00:37:42 --> 00:37:45: They're closing all their US properties.
00:37:45 --> 00:37:48: That's where it becomes a little bit a little bit
00:37:48 --> 00:37:49: less clear.
00:37:49 --> 00:37:52: Now, the experts that we talked to said you got
00:37:52 --> 00:37:53: to go back to the Fort.
00:37:53 --> 00:37:56: The language in the Force majeure clause.
00:37:56 --> 00:37:59: However, in this situation, it's possible that the tenant may
00:37:59 --> 00:38:03: have more leverage in terms of rent abatement or rent
00:38:03 --> 00:38:04: relief discussion there.
00:38:04 --> 00:38:08: If there's a government mandated closure or shelter in place,
00:38:08 --> 00:38:11: restrictions that would likely not provide tenants with the
00:38:12 --> 00:38:13: basis
00:38:12 --> 00:38:13: for rent relief for abatement,
00:38:13 --> 00:38:16: which I found a little interesting.
00:38:16 --> 00:38:20: Now some some tenants have also questioned the possibility
00:38:20 --> 00:38:24: of
00:38:20 --> 00:38:24: invoking the casualty clause of the releases due to property
00:38:24 --> 00:38:25: closures.
00:38:25 --> 00:38:27: What we have been told is,
00:38:27 --> 00:38:29: unless there's physical damage to a property,
00:38:29 --> 00:38:33: it would be difficult to utilized the casualty clause.
00:38:33 --> 00:38:38: Now, in terms of business interruption insurance.
00:38:38 --> 00:38:42: Again, please understand these comments are coming from
00:38:42 --> 00:38:43: experts in
00:38:42 --> 00:38:43: the field.

00:38:43 --> 00:38:47: Business interruption insurance is triggered when there's what's known as

00:38:47 --> 00:38:50: a physical direct loss of a subject property.

00:38:50 --> 00:38:54: Now the question comes around whether the property considered habitable

00:38:54 --> 00:38:54: or not,

00:38:54 --> 00:38:58: and this is where the negotiations are going to get

00:38:58 --> 00:38:58: interesting.

00:38:58 --> 00:39:01: That if a building is not contaminated,

00:39:01 --> 00:39:05: it's technically considered habitable. If the building has been

00:39:05 --> 00:39:06: been contaminated,

00:39:06 --> 00:39:08: then it's more likely that.

00:39:08 --> 00:39:11: There there could be business interruption insurance,

00:39:11 --> 00:39:14: but the realities are there is going to be a

00:39:14 --> 00:39:16: lot of negotiations here.

00:39:16 --> 00:39:19: There's going to be a lot of litigation unfortunately,

00:39:19 --> 00:39:22: so that's why I go back to be proactive with

00:39:22 --> 00:39:23: your tenants.

00:39:23 --> 00:39:28: It's going to be the most helpful thing out there.

00:39:28 --> 00:39:32: What we're seeing from lenders it's a little early to

00:39:32 --> 00:39:33: answer the question.

00:39:33 --> 00:39:36: April Bills are going out now.

00:39:36 --> 00:39:39: I was very intrigued when I saw Taubman Taubman centers

00:39:39 --> 00:39:43: yesterday said we expect our tenants to pay their rent

00:39:43 --> 00:39:44: well,

00:39:44 --> 00:39:47: well, that was an interesting statement.

00:39:47 --> 00:39:48: I think the realities are.

00:39:48 --> 00:39:51: It's too early to tell given you know,

00:39:51 --> 00:39:54: and this is now a personal view.

00:39:54 --> 00:39:58: Given the extraordinary monetary and fiscal stimulus.

00:39:58 --> 00:40:00: Has gone on not only here in the US,

00:40:00 --> 00:40:04: but around the world. We suspect there is going to

00:40:04 --> 00:40:07: be a lot of subtle and not so subtle pressure

00:40:07 --> 00:40:10: on lenders to work with borrowers the way bar the

00:40:10 --> 00:40:13: way landlords are being encouraged.

00:40:13 --> 00:40:16: I'm air quoting the word car encouraged to work with

00:40:16 --> 00:40:17: their tenants,

00:40:17 --> 00:40:20: but that is to be determined.

00:40:20 --> 00:40:22: My wife has a phrase of don't ask,

00:40:22 --> 00:40:26: don't get. I've been married for almost 29 years and

00:40:26 --> 00:40:29: if you saw her closet she's very good at asking.

00:40:29 --> 00:40:31: So I would emphasize, don't ask,

00:40:31 --> 00:40:35: don't get, so you certainly should ask as far as
00:40:35 --> 00:40:36: the Care Act goes,
00:40:36 --> 00:40:39: I'd say a couple of things in terms of banks,
00:40:39 --> 00:40:43: the Care Act allows banks to spend gap treatment of
00:40:43 --> 00:40:47: any loan modifications arising from COVID-19 that would be
categorized
00:40:47 --> 00:40:48: as TDR.
00:40:48 --> 00:40:52: And in addition, the Care Act suspends any determination of
00:40:52 --> 00:40:55: loans modified as a result of COVID-19 is being a
00:40:56 --> 00:40:57: troubled debt restructuring.
00:40:57 --> 00:41:00: In addition, banks who were supposed to.
00:41:00 --> 00:41:04: Institute something called Current expected credit losses.
00:41:04 --> 00:41:07: Those rules have been suspended to the earlier of the
00:41:07 --> 00:41:09: ending of the global health crisis or twelve 3120,
00:41:09 --> 00:41:13: so it looks like there would be a little bit
00:41:13 --> 00:41:14: of relief there.
00:41:14 --> 00:41:16: In terms of the MBS market,
00:41:16 --> 00:41:18: have a few comments there.
00:41:18 --> 00:41:21: A number one for all intents and purposes new.
00:41:21 --> 00:41:26: See MBS issuances come to a screeching halt.
00:41:26 --> 00:41:30: Where you seen spreads actually after everything gapped
out,
00:41:30 --> 00:41:33: spreads in the in the AAA's have come in but
00:41:33 --> 00:41:37: see MBS specially non agency is certainly is certainly the
00:41:37 --> 00:41:41: most stressed but I think it's worth spending a couple
00:41:41 --> 00:41:45: of minutes on the CMB S market because there's especially
00:41:45 --> 00:41:50: everybody is looking back at the global financial crisis in
00:41:50 --> 00:41:51: trying to draw the line.
00:41:51 --> 00:41:56: The non agency conduit CMBS market in the global financial
00:41:56 --> 00:41:57: crisis was almost 800.
00:41:57 --> 00:42:01: Billion dollars, it's a lot smaller today,
00:42:01 --> 00:42:04: so if the total see MBS market today is 1.35
00:42:04 --> 00:42:06: trillion dollars,
00:42:06 --> 00:42:10: agency is almost 760 billion of that and right now
00:42:10 --> 00:42:15: the Fed fish the feds facilities allow purchases of agency
00:42:15 --> 00:42:19: MBS so the non agency markets about 594 billion dollars
00:42:19 --> 00:42:23: of which the conduit market is 384 billion.
00:42:23 --> 00:42:28: So then if you break that down further the three
00:42:28 --> 00:42:29: biggest.
00:42:29 --> 00:42:32: Three biggest property types of that 384 billion retail at
00:42:32 --> 00:42:35: 108 hotel at 50 billion office at 100 billion.
00:42:35 --> 00:42:39: So I don't want to minimize any potential risk here,

00:42:39 --> 00:42:42: but I would say while the currency MBS market is
 00:42:42 --> 00:42:44: certainly not functioning,
 00:42:44 --> 00:42:47: it quickly, well. AAA spreads have come in an when
 00:42:47 --> 00:42:50: you start to look through the distress,
 00:42:50 --> 00:42:54: the potential distress. It is significantly smaller than I think.
 00:42:54 --> 00:42:56: A lot of people are looking at.
 00:42:56 --> 00:43:00: Plus most of these were underwritten during CMB S2 dot
 00:43:00 --> 00:43:00: O.
 00:43:00 --> 00:43:03: Where the underwriting standards were a heck of a lot
 00:43:03 --> 00:43:04: better.
 00:43:04 --> 00:43:06: So again, not minimizing the risk there,
 00:43:06 --> 00:43:10: but certainly I think it's important to understand the
 magnitude
 00:43:10 --> 00:43:13: of the CMB S market in terms of refinances and
 00:43:13 --> 00:43:16: access to capital had a long conversation with the Mortgage
 00:43:16 --> 00:43:20: Bankers Association. Again, please understand this is all
 very,
 00:43:20 --> 00:43:23: very fluid information, but in terms of refinance,
 00:43:23 --> 00:43:26: it depends on the lender and the borrower and the
 00:43:26 --> 00:43:27: property type.
 00:43:27 --> 00:43:31: Lenders are getting very, very selective on property types
 and
 00:43:31 --> 00:43:31: locations,
 00:43:31 --> 00:43:34: instabilities of cash flow matter a lot.
 00:43:34 --> 00:43:38: Not particularly shocking LTV's and debt service coverage
 ratios are
 00:43:38 --> 00:43:40: certainly getting more conservative now.
 00:43:40 --> 00:43:43: The good news here is markets have not ground to
 00:43:43 --> 00:43:43: a halt.
 00:43:43 --> 00:43:47: The GS remain active, particularly for multifamily banks and
 insurance.
 00:43:47 --> 00:43:50: Companies are certainly getting more selective,
 00:43:50 --> 00:43:52: but they still remain active.
 00:43:52 --> 00:43:54: What we're seeing here in this very,
 00:43:54 --> 00:43:57: very low interest rate environment is floor loans.
 00:43:57 --> 00:43:59: Now we saw this during the global financial crisis.
 00:43:59 --> 00:44:02: Now this day, this data is now probably a week
 00:44:02 --> 00:44:02: old,
 00:44:02 --> 00:44:05: so it's probably expanded a little bit.
 00:44:05 --> 00:44:08: But smaller life companies are 325 plus larger life
 companies,
 00:44:08 --> 00:44:11: maybe 280 plus what is difficult to price in this
 00:44:12 --> 00:44:14: market or floaters in terms of construction.

00:44:14 --> 00:44:18: Loans an hotel loans. Not surprisingly very very challenging to
00:44:18 --> 00:44:21: come by here I can help you talk about the
00:44:21 --> 00:44:22: hotel market event,
00:44:22 --> 00:44:26: but he wants to. Multifamily financing is still reasonably good
00:44:26 --> 00:44:29: senior and student housing is seeing some funding stresses,
00:44:29 --> 00:44:33: especially if you see what's going on in the senior
00:44:33 --> 00:44:34: housing Reit's.
00:44:34 --> 00:44:37: I don't think that should shock anybody.
00:44:37 --> 00:44:40: Cielo Market is kind of stress tan on the debt
00:44:40 --> 00:44:40: fund side.
00:44:40 --> 00:44:43: You know debt funds are broken down into largely two
00:44:43 --> 00:44:44: categories.
00:44:44 --> 00:44:47: In my view, those who are reasonable and those who
00:44:47 --> 00:44:48: are not.
00:44:48 --> 00:44:50: And you know, I do a meeting every year in
00:44:50 --> 00:44:54: Los Angeles for about 50 large commercial real estate
investors
00:44:54 --> 00:44:57: and I brought up the whole issue of debt funds
00:44:57 --> 00:45:00: last October and one of the participants there was a
00:45:00 --> 00:45:03: debt fund who I put in the reasonable category told
00:45:03 --> 00:45:06: me the business he was losing to debt funds that
00:45:06 --> 00:45:09: were going out. With 90 plus LTV 's in 1.1
00:45:09 --> 00:45:12: debt service coverage ratios and So what we're seeing here
00:45:12 --> 00:45:14: is for a portion of the debt fund market,
00:45:14 --> 00:45:17: they've completely eliminate it cash out.
00:45:17 --> 00:45:20: Refis some of them are having their lines called so
00:45:20 --> 00:45:21: you know,
00:45:21 --> 00:45:23: not all debt. Funds are going to be challenged.
00:45:23 --> 00:45:27: But certainly for anybody who has financed in that market.
00:45:27 --> 00:45:30: There are going to be some challenges now in terms
00:45:30 --> 00:45:32: of what they call the cares act or you know.
00:45:32 --> 00:45:36: Basically, the 2.2 billion dollar stimulus that has come out,
00:45:36 --> 00:45:40: particularly as it pertains. Choose me as it pertains to
00:45:40 --> 00:45:41: small business.
00:45:41 --> 00:45:45: There's been a 349 billion dollars in allocated to their
00:45:45 --> 00:45:46: protector,
00:45:46 --> 00:45:50: potentially forgiveable loans for small business and
nonprofits with 500
00:45:50 --> 00:45:52: or fewer employees.
00:45:52 --> 00:45:56: Now, Interestingly, franchisees in food service in the hotel
room,
00:45:56 --> 00:46:00: what they call the accommodation industry with 500 or fewer

00:46:00 --> 00:46:02: employees at a physical location,
00:46:02 --> 00:46:06: are also eligible. So say you're a hotel owner who
00:46:06 --> 00:46:06: owns,
00:46:06 --> 00:46:09: you know 10 hotels. As long as you have less
00:46:09 --> 00:46:11: than 500 people at each property.
00:46:11 --> 00:46:15: Our understanding is you will be eligible for these loans.
00:46:15 --> 00:46:19: There's also an emergency grant of \$10,000 that you can
00:46:19 --> 00:46:23: that small business can get within three days of the
00:46:23 --> 00:46:25: SBA verifying eligibility.
00:46:25 --> 00:46:29: Now, the maximum loan is \$10,000,000 or about 2 1/2
00:46:29 --> 00:46:31: time average monthly payroll.
00:46:31 --> 00:46:35: The approved uses for this money are payroll rent and
00:46:35 --> 00:46:36: utilities.
00:46:36 --> 00:46:39: After 8 weeks, some or all of the loan can
00:46:39 --> 00:46:44: be forgiven if alone went for payroll for rent utilities.
00:46:44 --> 00:46:48: And the borrower maintains employment level whatever their
employment levels
00:46:48 --> 00:46:49: were,
00:46:49 --> 00:46:51: as of March 24th, and they retain at least 90%
00:46:51 --> 00:46:54: of their employees as of that date.
00:46:54 --> 00:46:57: To the extent that the bar or takes alone,
00:46:57 --> 00:46:59: and they do reduce reduce payroll,
00:46:59 --> 00:47:03: the amount of any loan forgiveness will be proportionately
reduced.
00:47:03 --> 00:47:06: Now, any business that cut payroll prior to March 24th,
00:47:06 --> 00:47:09: they can still get loan forgiveness that they restore payroll
00:47:09 --> 00:47:11: levels prior to getting the loan.
00:47:11 --> 00:47:14: Also, in terms of unemployment insurance,
00:47:14 --> 00:47:16: in addition to the state level,
00:47:16 --> 00:47:19: there's something called pandemic unemployment
assistance.
00:47:19 --> 00:47:22: Not only this spring in what they call the gig
00:47:22 --> 00:47:22: workers,
00:47:22 --> 00:47:25: you know the people who drive for Uber who have
00:47:25 --> 00:47:27: nontraditional non W2 jobs.
00:47:27 --> 00:47:30: But unemployment insurance increases by up to \$600 a
week
00:47:30 --> 00:47:31: for 39 weeks now.
00:47:31 --> 00:47:36: There's also something the Small Business Administration
has what they
00:47:36 --> 00:47:40: call the the SBA disaster assistance loans are small
businesses.
00:47:40 --> 00:47:43: Now these are not forgivable these are loans,

00:47:43 --> 00:47:46: so the SBA is going to be working with states
00:47:46 --> 00:47:48: provide targeted small business loans.
00:47:48 --> 00:47:50: They can be up to \$2,000,000.
00:47:50 --> 00:47:52: They can be used for payroll,
00:47:52 --> 00:47:55: fixed expenses, accounts payable and other bills.
00:47:55 --> 00:47:58: Basically running your business. They do come at a rate
00:47:58 --> 00:48:00: for small business at 3.75%.
00:48:00 --> 00:48:02: And two .75% for nonprofits.
00:48:02 --> 00:48:05: Jonathan, let me ask a quick question on that can
00:48:06 --> 00:48:09: can can you apply for both of those loans and
00:48:09 --> 00:48:11: then pick which one you want to take?
00:48:11 --> 00:48:15: Or both of them? That's an interesting question.
00:48:15 --> 00:48:17: I'm truthfully not 100% sure,
00:48:17 --> 00:48:19: because the way we read the CARES act,
00:48:19 --> 00:48:22: it said if no other financing is available.
00:48:22 --> 00:48:25: So what I don't know if that means if if
00:48:25 --> 00:48:28: if you as a business is why you know I
00:48:28 --> 00:48:28: would.
00:48:28 --> 00:48:33: I would urge everybody to consult their attorney.
00:48:33 --> 00:48:36: Does that mean there's available means it's out there,
00:48:36 --> 00:48:37: but you chose not to get it?
00:48:37 --> 00:48:40: Or you just said I'm going this route as opposed
00:48:40 --> 00:48:40: to that route.
00:48:40 --> 00:48:42: So that's the way the wording is.
00:48:42 --> 00:48:44: But you know, like anything else,
00:48:44 --> 00:48:48: it's open to interpretation. That's my best answer on that
00:48:48 --> 00:48:49: question.
00:48:49 --> 00:48:52: In terms of the transaction market,
00:48:52 --> 00:48:56: not surprisingly, price discovery is getting pretty challenging
for a
00:48:56 --> 00:48:57: few reasons,
00:48:57 --> 00:48:59: so any any deal that was,
00:48:59 --> 00:49:02: you know, within the two yard line is highly likely
00:49:02 --> 00:49:03: to get done.
00:49:03 --> 00:49:07: One of the big issues the transaction market is facing
00:49:07 --> 00:49:11: the side from financing is that an especially in property
00:49:11 --> 00:49:14: transactions you have to physically access documents,
00:49:14 --> 00:49:17: and I think I read something like a third of
00:49:18 --> 00:49:19: government government.
00:49:19 --> 00:49:23: Document offices are closed, so that's going to make it
00:49:23 --> 00:49:24: very,
00:49:24 --> 00:49:27: very challenging to get to get documents in terms of

00:49:27 --> 00:49:28: appraisals.

00:49:28 --> 00:49:34: Agencies are allowing what they call drive by appraisals and

00:49:34 --> 00:49:36: you there they are allowing.

00:49:36 --> 00:49:40: They're allowing certain things to be done electronically,

00:49:40 --> 00:49:42: but if you still have to get physical documents,

00:49:42 --> 00:49:45: that's certainly going to be a challenge.

00:49:45 --> 00:49:46: Also, in times of uncertainty,

00:49:46 --> 00:49:49: not surprisingly, it's just going to be much,

00:49:49 --> 00:49:52: much tougher out there now.

00:49:52 --> 00:49:55: One thing that we have seen lobbying for whether this

00:49:55 --> 00:49:59: happens or not is clarifying language in tensor.

00:49:59 --> 00:50:01: In 1031, transactions to extend that 45 day.

00:50:01 --> 00:50:04: I know the the the Real Estate Roundtable,

00:50:04 --> 00:50:07: his lobby for that. I don't know where it stands,

00:50:07 --> 00:50:09: but they're trying to get that.

00:50:09 --> 00:50:13: Extended because obviously 45 days in this market is going

00:50:13 --> 00:50:14: to be very,

00:50:14 --> 00:50:18: very challenging. But right now we're seeing and we're

00:50:18 --> 00:50:20: hearing

00:50:18 --> 00:50:20: this from the REITs as well.

00:50:20 --> 00:50:25: Transaction market is certainly. Hold insignificantly as has

00:50:25 --> 00:50:27: and the last thing I want to highlight here is

00:50:28 --> 00:50:29: part of the cares.

00:50:29 --> 00:50:32: Act did have buried in a few positive things for

00:50:32 --> 00:50:36: the real estate industry and I'll just go through them

00:50:36 --> 00:50:37: very quickly.

00:50:37 --> 00:50:41: The tax treatment of qualified improvement property,

00:50:41 --> 00:50:46: which includes qualified leasehold restaurant leasehold

00:50:46 --> 00:50:49: improvements,

00:50:46 --> 00:50:49: was changed to qualify as 15 year property,

00:50:49 --> 00:50:53: not 39 year property. So those assets become eligible for

00:50:53 --> 00:50:53: 100%

00:50:53 --> 00:50:59: bonus depreciation for, for many taxpayers #2 interest

00:50:59 --> 00:51:03: expense limitations

00:51:03 --> 00:51:07: for business had been modified for 2018-2019 and 2020

00:51:07 --> 00:51:08: also,

00:51:07 --> 00:51:08: as well as increasing the amounts allowed is allowed to

00:51:08 --> 00:51:11: be deducted from.

00:51:08 --> 00:51:11: 30% of adjusted taxable income to 50%.

00:51:11 --> 00:51:14: In addition, non corporate taxpayers.

00:51:14 --> 00:51:18: The \$500 limit of business losses has been waived,

00:51:18 --> 00:51:22: so this is going to allow for a carryback of

00:51:22 --> 00:51:24: Nols so 2018 and 2019.
00:51:24 --> 00:51:27: Also, the CARES Act is eliminating the 80%
00:51:27 --> 00:51:32: limitation for the tax year 2018-2019 and 2020 and creates
00:51:32 --> 00:51:35: A5 year carryback for those NO else.
00:51:35 --> 00:51:38: So there are definitely some positives here.
00:51:38 --> 00:51:41: An I would certainly urge.
00:51:41 --> 00:51:43: Anybody who is looking to take advantage of these to
00:51:43 --> 00:51:47: consult with their their accounts and their attorneys take
advantage
00:51:47 --> 00:51:48: of whatever is out there.
00:51:48 --> 00:51:50: Now the cares bills. I think it runs over 900
00:51:50 --> 00:51:53: pages and this certainly is not comprehensive,
00:51:53 --> 00:51:55: but those as it pertains to real estate.
00:51:55 --> 00:51:56: These are some of the highlights,
00:51:56 --> 00:51:59: so I apologize for blowing through a lot in a
00:51:59 --> 00:52:00: short amount of time,
00:52:00 --> 00:52:02: but I want to be respectful of everybody's time now.
00:52:02 --> 00:52:06: I appreciate that that's very valuable information for all this
00:52:06 --> 00:52:08: be aware of and so thank you very much.
00:52:08 --> 00:52:09: We may have some questions.
00:52:09 --> 00:52:12: Circle back we are. We're doing a little bit long
00:52:12 --> 00:52:12: here folks.
00:52:12 --> 00:52:16: We apologize, but we'd like to maybe run 10 or
00:52:16 --> 00:52:18: 15 minutes long so you know,
00:52:18 --> 00:52:22: for Rob Heidenrich, Thorne will ask him to take you
00:52:22 --> 00:52:22: know,
00:52:22 --> 00:52:25: 5 to 7 minutes at the most and give us
00:52:25 --> 00:52:26: an update.
00:52:26 --> 00:52:29: Rob will start with you and maybe a couple of
00:52:29 --> 00:52:33: things that haven't been touched on already from Jonathan,
00:52:33 --> 00:52:37: you know, locally here we're seeing in some noise about
00:52:37 --> 00:52:41: student housing and students that were asked to go home
00:52:41 --> 00:52:43: and asking for their rent.
00:52:43 --> 00:52:45: To be refunded, you know,
00:52:45 --> 00:52:49: can you talk about maybe some legal issues around that
00:52:49 --> 00:52:52: and and maybe some force majeure fuse?
00:52:52 --> 00:52:55: And again, if you could take 5 to 7 minutes
00:52:55 --> 00:52:56: or so would be great.
00:52:56 --> 00:53:00: I'll be brief. Jonathan covered a lot of what I
00:53:00 --> 00:53:01: would cover.
00:53:01 --> 00:53:05: We've looked extensively at forced measure in the country,
00:53:05 --> 00:53:08: my clients or national more so than local.

00:53:08 --> 00:53:12: We've looked at multi family office and retail primarily.
00:53:12 --> 00:53:14: I tell my clients tenants.
00:53:14 --> 00:53:17: The landlords have all the law on their side and
00:53:17 --> 00:53:19: the tenants have all the power,
00:53:19 --> 00:53:22: and so they've got to use a little practicality on
00:53:22 --> 00:53:22: the law.
00:53:22 --> 00:53:26: The Force measure clauses. They do not reach tenants and
00:53:26 --> 00:53:27: stream situations.
00:53:27 --> 00:53:30: I'd be surprised if anyone showed me one place for
00:53:30 --> 00:53:31: the most part,
00:53:31 --> 00:53:35: tenants don't even have force majeure clauses in their favor.
00:53:35 --> 00:53:37: If they do, they don't reach rent.
00:53:37 --> 00:53:38: Rent owed no matter what,
00:53:38 --> 00:53:39: and.
00:53:41 --> 00:53:44: But but the practical side is that is that the
00:53:44 --> 00:53:48: governments are disallowing evictions in multifamily an in
some commercial
00:53:48 --> 00:53:49: cases,
00:53:49 --> 00:53:52: even if they didn't, the courts are closed and probably
00:53:52 --> 00:53:53: will be for awhile,
00:53:53 --> 00:53:55: and it'll be difficult to evict.
00:53:55 --> 00:53:57: If you wanted to. And really,
00:53:57 --> 00:53:59: what I'm seeing from my landlord clients,
00:53:59 --> 00:54:01: they don't want to anyway.
00:54:01 --> 00:54:04: Everyone's in this together, but from a legal standpoint,
00:54:04 --> 00:54:06: force measure really doesn't come up.
00:54:06 --> 00:54:11: It mostly comes up. It's mostly useful in the construction
00:54:11 --> 00:54:12: industry.
00:54:12 --> 00:54:15: Ironically, two things are ironic about that one.
00:54:15 --> 00:54:20: The clauses still aren't usually going to reach this pandemic
00:54:20 --> 00:54:23: until there's government action.
00:54:23 --> 00:54:26: The that's the one situation where the pandemic leads to
00:54:26 --> 00:54:27: government orders.
00:54:27 --> 00:54:30: When government orders come into effect,
00:54:30 --> 00:54:32: then you have clauses kicking in.
00:54:32 --> 00:54:34: But the irony of all that is that the one
00:54:34 --> 00:54:38: industry that could most use this at most applies to
00:54:38 --> 00:54:39: his construction.
00:54:39 --> 00:54:42: In my experience, is still going full full bore ahead
00:54:42 --> 00:54:43: on my construction.
00:54:43 --> 00:54:47: Clients are still building so.
00:54:47 --> 00:54:49: You're just going to block with force measure.

00:54:49 --> 00:54:52: The tenants are not write these housing tenants.
00:54:52 --> 00:54:55: I went to BYU's law school and the the people
00:54:55 --> 00:54:56: that are quoting in the paper.
00:54:56 --> 00:54:58: They're not right about that.
00:54:58 --> 00:55:01: That clause wasn't intended for how they're using it,
00:55:01 --> 00:55:03: and they're getting a lot of noise on it,
00:55:03 --> 00:55:06: but the fact is, there really is not illegal right
00:55:06 --> 00:55:09: for tenants not to be paying their rent,
00:55:09 --> 00:55:12: but there's a whole bunch of practical ones which we're
00:55:12 --> 00:55:14: seeing with the laws that are being passed.
00:55:14 --> 00:55:18: the New York laws. Interesting that Jonathan referred to.
00:55:18 --> 00:55:20: Not only does it would it?
00:55:20 --> 00:55:22: Relieve tenants from taking for making payments,
00:55:22 --> 00:55:26: but it would relieve those landlords from making mortgage
payments,
00:55:26 --> 00:55:29: which isn't helpful to some of my clients who don't
00:55:29 --> 00:55:30: have mortgages,
00:55:30 --> 00:55:33: and so it's gonna be interesting to see how that
00:55:33 --> 00:55:34: plays out.
00:55:34 --> 00:55:37: We know in the end it'll everyone will turn.
00:55:37 --> 00:55:40: The lenders will then turn to the government because it's
00:55:40 --> 00:55:42: really not fair that they eat it.
00:55:42 --> 00:55:44: Risk legally is to be born by tenants,
00:55:44 --> 00:55:47: but there's a group that isn't going to bear it
00:55:47 --> 00:55:50: and have a lot of power 'cause they just don't
00:55:50 --> 00:55:50: pay.
00:55:50 --> 00:55:54: There's noise about. Not having a negative credit reporting
be
00:55:54 --> 00:55:57: allowed for these few months next few months,
00:55:57 --> 00:56:00: which would you know the incentive for people to just
00:56:00 --> 00:56:01: not in multifamily,
00:56:01 --> 00:56:05: especially not to pay their their random then just walk
00:56:05 --> 00:56:08: away is going to be a pretty pervasive because of
00:56:08 --> 00:56:11: the non reported non reporting happens as well as the
00:56:11 --> 00:56:13: non enforcement of. Of debt.
00:56:13 --> 00:56:16: So there's there's. There's a lot going on there.
00:56:16 --> 00:56:19: In the end I keep telling my commercial clients,
00:56:19 --> 00:56:22: which are mostly landlords, just need to be generous and
00:56:22 --> 00:56:24: jump in and help the the tenants because in the
00:56:24 --> 00:56:25: end they want him back,
00:56:25 --> 00:56:28: right? This is going to be over here in awhile
00:56:28 --> 00:56:31: and they're going to want those same tenants back and
00:56:31 --> 00:56:34: and that's what I see is mostly cooperative relationship and

00:56:34 --> 00:56:37: and getting through the next few months and then striking
00:56:37 --> 00:56:39: deals that are fair for everyone.
00:56:39 --> 00:56:41: Everyone needs to take a little bit of a loss.
00:56:41 --> 00:56:45: The business interruption insurance I looked at yesterday.
00:56:45 --> 00:56:48: Jonathan spoke to this highly unlikely it's going to be.
00:56:48 --> 00:56:50: We have it on my clients.
00:56:50 --> 00:56:52: Have it on their commercial properties,
00:56:52 --> 00:56:54: but. It really has to do with his.
00:56:54 --> 00:56:58: Jonathan mentioned contaminated buildings getting people
staying home with a
00:56:58 --> 00:57:00: building that's still functional.
00:57:00 --> 00:57:02: If you were there to use it probably probably the
00:57:02 --> 00:57:04: insurance doesn't kick in,
00:57:04 --> 00:57:08: but that's one where there will be plenty of lawyers.
00:57:08 --> 00:57:11: I'm a business attorney, but there will be plenty of
00:57:11 --> 00:57:14: the litigation attorneys that will be arguing the other side
00:57:14 --> 00:57:15: of that,
00:57:15 --> 00:57:16: with probably some some success.
00:57:16 --> 00:57:20: So that's what why people buying business interruption
insurance.
00:57:20 --> 00:57:23: And it's always troubling when the insurance companies don't
want
00:57:23 --> 00:57:24: to,
00:57:24 --> 00:57:26: you know, be a little bit more liberal,
00:57:26 --> 00:57:28: but they won't be, so we'll end up with litigation
00:57:28 --> 00:57:29: over that,
00:57:29 --> 00:57:31: probably.
00:57:31 --> 00:57:34: I I can stop there and you can ask any
00:57:34 --> 00:57:37: other questions or other things you want to.
00:57:37 --> 00:57:40: I guess the one thing I would say is it
00:57:40 --> 00:57:41: changes every day so.
00:57:41 --> 00:57:45: Impatient, well I appreciate your comments about you know
the
00:57:45 --> 00:57:47: fact that that you know,
00:57:47 --> 00:57:49: be generous and that we want these tenants back.
00:57:49 --> 00:57:51: I think you know. Ultimately,
00:57:51 --> 00:57:54: we're all looking forward to recovery an and you know
00:57:54 --> 00:57:55: how to.
00:57:55 --> 00:57:56: How do we best affect that?
00:57:56 --> 00:57:59: And I think your comments are pressing about,
00:57:59 --> 00:58:01: you know the fact that.
00:58:01 --> 00:58:05: Landlords have all. I'm not quite remember how you phrase
00:58:05 --> 00:58:05: it,

00:58:05 --> 00:58:08: but landlords have all the legal rights,
00:58:08 --> 00:58:10: and the tenants have all the power.
00:58:10 --> 00:58:13: You know. Hopefully we can get some some relief for
00:58:13 --> 00:58:17: landlords in terms of lending standards and and get some
00:58:17 --> 00:58:18: help there as well.
00:58:18 --> 00:58:20: So thank you very much.
00:58:20 --> 00:58:23: Alright rich.
00:58:23 --> 00:58:25: If you would just take a few minutes,
00:58:25 --> 00:58:28: give us a rundown what's happening in construction and
how,
00:58:28 --> 00:58:32: how. Current regulations in the state of Utah specifically or
00:58:32 --> 00:58:34: affecting construction best practices,
00:58:34 --> 00:58:36: that type of thing. Thanks Robert.
00:58:36 --> 00:58:39: I'll jump right into it before I begin,
00:58:39 --> 00:58:42: though, I want to thank you align for pulling this
00:58:42 --> 00:58:43: together.
00:58:43 --> 00:58:46: Great job. Appreciate Rachel, you and EB and the team
00:58:46 --> 00:58:47: making this happen.
00:58:47 --> 00:58:51: Holy cow, great information, and we're grateful to be apart
00:58:51 --> 00:58:51: of it.
00:58:51 --> 00:58:53: Always on time and on budget,
00:58:53 --> 00:58:57: right? So we're going to accelerate this schedule all enhance
00:58:57 --> 00:58:59: my delivery a little bit quicker.
00:58:59 --> 00:59:01: So if I talk quick.
00:59:01 --> 00:59:04: Please forgive me, but thank you for letting us be
00:59:04 --> 00:59:04: apart of it.
00:59:04 --> 00:59:08: The Associated General Contractors is celebrate our 90th
year in
00:59:08 --> 00:59:09: business.
00:59:09 --> 00:59:12: We include just under 600 members that do the majority
00:59:12 --> 00:59:12: by volume.
00:59:12 --> 00:59:16: All commercial or non residential construction in the state
both
00:59:16 --> 00:59:19: on the civil side and the vertical side as well.
00:59:19 --> 00:59:22: So thank you for letting us be apart of this.
00:59:22 --> 00:59:24: We're we're in challenging times.
00:59:24 --> 00:59:25: There's no doubt. I mean,
00:59:25 --> 00:59:27: we have never seen anything like this.
00:59:27 --> 00:59:29: I'm in my 40th year here at AGC.
00:59:29 --> 00:59:32: I can't remember anything even close to what we've been
00:59:33 --> 00:59:33: going through.
00:59:33 --> 00:59:36: And it seems like it's changed so quickly or just
00:59:36 --> 00:59:38: the past few weeks and it is very fluid.

00:59:38 --> 00:59:41: It changes every day. We're blowing up our members in
00:59:41 --> 00:59:44: boxes with basically how to do different things,
00:59:44 --> 00:59:48: and I'm grateful that we have the opportunity to provide
00:59:48 --> 00:59:50: some of that for years well.
00:59:50 --> 00:59:53: I think the best thing the best message that I
00:59:53 --> 00:59:56: could leave with this group is construction is here.
00:59:56 --> 01:00:00: We are still classified as an essential service when you
01:00:00 --> 01:00:03: look at the promotion that has been done and some
01:00:03 --> 01:00:07: of the other speakers have talked about construction being in
01:00:07 --> 01:00:10: full swing. I'd have to agree with that.
01:00:10 --> 01:00:13: Most of our members are still very busy still looking
01:00:13 --> 01:00:15: for additional people to hire.
01:00:15 --> 01:00:19: Now that being said, some of the production has been
01:00:19 --> 01:00:20: slipping a little bit.
01:00:20 --> 01:00:22: Because we've tried to embrace,
01:00:22 --> 01:00:26: not tried, we have embraced things like social spacing,
01:00:26 --> 01:00:29: making sure that we've amped up all of the safety
01:00:29 --> 01:00:33: protocols that have been suggested by CDC by the World
01:00:33 --> 01:00:36: Health Organization by local best practices,
01:00:36 --> 01:00:39: etc etc etc. So some of those things are taking
01:00:39 --> 01:00:40: a little bit more time.
01:00:40 --> 01:00:44: That being said, we're not aware of any projects that
01:00:44 --> 01:00:47: our members are doing here in the state of Utah
01:00:47 --> 01:00:48: that have been shuttered.
01:00:48 --> 01:00:51: That's on a state level or on the.
01:00:51 --> 01:00:53: On the commercial side as well,
01:00:53 --> 01:00:56: there may be some we're just not aware of it.
01:00:56 --> 01:00:58: So what are we doing as an industry?
01:00:58 --> 01:01:02: We're working hard to make sure that our government
01:01:02 --> 01:01:05: leaders
01:01:05 --> 01:01:09: recognize that construction is an essential service,
01:01:09 --> 01:01:10: and I'm going to reference the most recent iteration of
01:01:10 --> 01:01:14: that.
01:01:14 --> 01:01:16: And that's Salt Lake County Mayor Jenny Wilson's
01:01:16 --> 01:01:19: declaration or
01:01:19 --> 01:01:21: public Health Order number 2020 Dash 03.
01:01:21 --> 01:01:24: Let me just read to you from Addendum a,
01:01:24 --> 01:01:29: 'cause I think that's the same,
01:01:29 --> 01:01:33: lan. Boy, this group needs to hear.
01:01:33 --> 01:01:34: It's essential infrastructure and it says for the purpose of
this public health order ascential infrastructure includes,
but is not limited to,

01:01:34 --> 01:01:39: public works, construction, residential and commercial construction,
01:01:39 --> 01:01:42: airport operations, water, sewer, gas,
01:01:42 --> 01:01:45: electrical, oil, refining, roads and highways,
01:01:45 --> 01:01:48: public transportation, solid waste collection,
01:01:48 --> 01:01:52: removal, etc etc. You can read that in Mayor Wilsons
01:01:52 --> 01:01:55: in Mayor Wilson's Public health notice.
01:01:55 --> 01:01:57: And then when you drill down on that,
01:01:57 --> 01:02:00: the important part for our industry and for you as
01:02:00 --> 01:02:00: well,
01:02:00 --> 01:02:03: because you know what folks we are partners in the
01:02:03 --> 01:02:06: truest sense you pull these projects together.
01:02:06 --> 01:02:08: You develop him, you chase the money.
01:02:08 --> 01:02:09: You make these things happen.
01:02:09 --> 01:02:12: We're the ones that build them for you.
01:02:12 --> 01:02:14: So we are in the truest sense partners.
01:02:14 --> 01:02:15: And we want you know,
01:02:15 --> 01:02:17: we're grateful for that. We depend on you,
01:02:17 --> 01:02:20: and I believe that you depend on us as well.
01:02:20 --> 01:02:22: So thank you for letting us be part of your
01:02:22 --> 01:02:23: construction team.
01:02:23 --> 01:02:28: You're delivering projects. They are badly needed across the
state
01:02:28 --> 01:02:31: of Utah and we will always claim that that's an
01:02:31 --> 01:02:32: essential service.
01:02:32 --> 01:02:36: So back to addenda Megan Meier Wilsons Light item M
01:02:36 --> 01:02:38: critical trades is spelled out.
01:02:38 --> 01:02:41: Let me just read those to you quickly and then
01:02:41 --> 01:02:44: I'll try and close up to leave some Q&A time.
01:02:44 --> 01:02:49: Critical trades is building and construction tradesmen and
tradeswomen and
01:02:49 --> 01:02:50: other trades,
01:02:50 --> 01:02:53: including but not limited to plumbers,
01:02:53 --> 01:02:58: electricians, carpenters, laborers. Sheet metal ironworkers
masonry pipe trades fabricators
01:02:59 --> 01:02:59: finishers.
01:02:59 --> 01:03:03: Extermination pesticide application, janitorial staff.
01:03:03 --> 01:03:05: I'm skipping around a little bit.
01:03:05 --> 01:03:08: Security staff operating engineers, HVC painting etc etc.
01:03:08 --> 01:03:12: We feel like we're clearly outlined as an essential service
01:03:12 --> 01:03:15: and I think that's probably one of the reasons why
01:03:15 --> 01:03:17: you're seeing construction move forward.
01:03:17 --> 01:03:20: It's really, really important that it does.

01:03:20 --> 01:03:23: We're still a major part of the economic sector and
01:03:23 --> 01:03:25: this is not just about the economy,
01:03:25 --> 01:03:27: it's about the public. And frankly,
01:03:27 --> 01:03:29: our employees health and safety.
01:03:29 --> 01:03:31: That's our number one asset people.
01:03:31 --> 01:03:34: We've got to make sure that we take care of
01:03:34 --> 01:03:37: our people when you look at the things that are
01:03:37 --> 01:03:38: being done.
01:03:38 --> 01:03:42: These are extraordinary measures that contractors in the
construction community
01:03:42 --> 01:03:46: are putting into place so we can maintain these operations
01:03:46 --> 01:03:48: in a safe and satisfying operation.
01:03:48 --> 01:03:50: You see up on the screen thank you.
01:03:50 --> 01:03:53: Rachel AGC, Utah's website hop on there.
01:03:53 --> 01:03:57: There's tremendous information that is available that will help
you
01:03:57 --> 01:03:59: navigate through these challenging times.
01:03:59 --> 01:04:03: From a construction standpoint, we've got a chronological list
of
01:04:03 --> 01:04:05: events that are happening more.
01:04:05 --> 01:04:09: The salient points that are members are requesting is trying
01:04:09 --> 01:04:10: to provide to them.
01:04:10 --> 01:04:13: Now couple lists with the Agency of America website who
01:04:14 --> 01:04:18: has actually pulled together 8 different webinars dealing with
eight
01:04:18 --> 01:04:20: specific topics that are also available.
01:04:20 --> 01:04:23: We feel like our industry is moving forward in a
01:04:23 --> 01:04:24: safe,
01:04:24 --> 01:04:27: orderly manner, and we appreciate the opportunity to be with
01:04:27 --> 01:04:28: you this day.
01:04:28 --> 01:04:30: If you look in closing.
01:04:30 --> 01:04:33: At the leadership that we've had here in the state
01:04:33 --> 01:04:34: of Utah,
01:04:34 --> 01:04:38: with the Governors document, Utah leads together a stay
safe,
01:04:38 --> 01:04:41: stay home information there great Rd Maps.
01:04:41 --> 01:04:43: We just need to please please please,
01:04:43 --> 01:04:47: please use good judgment. Do the social spacing.
01:04:47 --> 01:04:50: Wash your hands. All those things that we've heard a
01:04:50 --> 01:04:51: million times,
01:04:51 --> 01:04:53: but you know what they are so important.
01:04:53 --> 01:04:56: If we together going to flatten this curve and we
01:04:56 --> 01:04:58: need to do it so as we as we wrap

01:04:58 --> 01:04:58: up,

01:04:58 --> 01:05:01: we want, you know that we've been communicating with the

01:05:01 --> 01:05:03: governor and other governmental leaders.

01:05:03 --> 01:05:06: We've created an industry white paper that's made up of

01:05:07 --> 01:05:09: 19 different Utah trade associations,

01:05:09 --> 01:05:12: saying, we applaud what's happening on a governmental level.

01:05:12 --> 01:05:14: We need to stay open for business.

01:05:14 --> 01:05:17: Construction is essential, and we're here to serve so.

01:05:17 --> 01:05:21: With that, hopefully we've left some time for Q&A and

01:05:21 --> 01:05:22: Robert team.

01:05:22 --> 01:05:24: Thank you for letting us be apart of this and

01:05:24 --> 01:05:25: be happy.

01:05:25 --> 01:05:27: Answer Any questions that may come.

01:05:27 --> 01:05:29: Thank you. Thanks for it.

01:05:29 --> 01:05:32: So we're going to take 5 minutes for Q&A.

01:05:32 --> 01:05:34: Will wrap this up at at 10:15 and this this

01:05:34 --> 01:05:36: webinar has been recorded.

01:05:36 --> 01:05:39: Will disseminate that if you have not been able to

01:05:39 --> 01:05:41: participate in the entire thing,

01:05:41 --> 01:05:44: you'll be able to catch up so a follow up

01:05:44 --> 01:05:45: question for you.

01:05:45 --> 01:05:47: Rich. Have you seen any slowdown?

01:05:47 --> 01:05:50: In new starts, what do you see for the next

01:05:50 --> 01:05:52: year in terms of new construction starts?

01:05:52 --> 01:05:55: You know if you would just take a minute to

01:05:55 --> 01:05:58: answer that have not seen any slowdown at this point.

01:05:58 --> 01:06:01: Now again, we're still relatively new into this right?

01:06:01 --> 01:06:05: A month ago we weren't even having this conversation,

01:06:05 --> 01:06:08: but the communications we've had from our members here locally

01:06:08 --> 01:06:11: is that they are still moving ahead.

01:06:11 --> 01:06:12: Full steam ahead now again,

01:06:12 --> 01:06:16: full steam ahead is qualified a bit because because there

01:06:16 --> 01:06:18: are some unknowns at this point.

01:06:18 --> 01:06:20: But we're not aware of any projects that have been

01:06:20 --> 01:06:21: scuttled,

01:06:21 --> 01:06:23: so we're optimistic. I think we need to be that

01:06:23 --> 01:06:24: way.

01:06:24 --> 01:06:27: This could change quickly, but we're not seeing it at

01:06:27 --> 01:06:29: this point from our members.

01:06:29 --> 01:06:33: OK, great Jonathan. Are you still on?

01:06:33 --> 01:06:37: Yes, am I a question about going back to lenders

01:06:37 --> 01:06:41: and asking for some type of an amortizing loan?

01:06:41 --> 01:06:46: Maybe outside of the emergency packages that have been provided

01:06:46 --> 01:06:47: specially?

01:06:47 --> 01:06:51: Maybe with CMB S where there's not as much flexibility

01:06:51 --> 01:06:52: on there?

01:06:52 --> 01:06:56: You know the regulatory environment.

01:06:56 --> 01:06:59: You know, is there any traction they believe?

01:06:59 --> 01:07:02: Well, you know, I think the the bank,

01:07:02 --> 01:07:07: certainly a there are much better capitalized than they were

01:07:07 --> 01:07:10: during the global financial crisis,

01:07:10 --> 01:07:13: and that you know, or our view is,

01:07:13 --> 01:07:17: that the banks have both the capital flexibility an will

01:07:18 --> 01:07:21: get the appropriate nod from the Fed to to work

01:07:21 --> 01:07:22: with,

01:07:22 --> 01:07:26: you know with borrowers so you know whether I mean,

01:07:26 --> 01:07:29: I don't think it will be a holiday like.

01:07:29 --> 01:07:32: Some people are trying to get,

01:07:32 --> 01:07:36: but you know, working on some sort of forbearance program.

01:07:36 --> 01:07:40: We suspect that you'll you'll see because you know it's

01:07:40 --> 01:07:43: like working with the with the landlord,

01:07:43 --> 01:07:47: landlord and tenant. Everybody is in this together and it

01:07:47 --> 01:07:49: is all highly intertwined,

01:07:49 --> 01:07:53: so we're fairly confident that you know the regulators,

01:07:53 --> 01:07:58: the Federal Reserve, and the government are understand what's going

01:07:58 --> 01:07:58: on here,

01:07:58 --> 01:08:01: so we suspect as we talk about.

01:08:01 --> 01:08:05: Stimulus 4 or whatever the terminology for it is.

01:08:05 --> 01:08:08: That will see something along those lines,

01:08:08 --> 01:08:11: either through that program or I mean,

01:08:11 --> 01:08:15: the Federal Reserve is put in already 5 different facilities.

01:08:15 --> 01:08:18: So we suspect that this is something that is high

01:08:18 --> 01:08:20: on on on people's lists.

01:08:20 --> 01:08:20: Yeah, great.

01:08:23 --> 01:08:23: OK.

01:08:25 --> 01:08:28: I don't see any other questions in the chat box.

01:08:28 --> 01:08:32: Rachel, maybe I'll ask you if you've seen any questions

01:08:32 --> 01:08:33: come into you.

01:08:33 --> 01:08:34: No, I haven't seen any,

01:08:34 --> 01:08:37: so I think I think we're going to wrap up.

01:08:37 --> 01:08:39: But thank you everyone for joining us.

01:08:39 --> 01:08:42: Thank you to all the speakers for taking time out
01:08:42 --> 01:08:43: of your schedule.
01:08:43 --> 01:08:47: Apologies on the technical difficulties this morning.
01:08:47 --> 01:08:49: If you were able to get on right at at
01:08:49 --> 01:08:49: 9:00 AM,
01:08:49 --> 01:08:53: I'm going to be sending our recording of the video
01:08:53 --> 01:08:56: and so everyone will have access to watch this so.
01:08:56 --> 01:08:58: Thank you, thank you everyone,
01:08:58 --> 01:09:02: very good, thank you will we will we will be
01:09:02 --> 01:09:03: putting out other.
01:09:03 --> 01:09:06: You'll I webinars in the future.
01:09:06 --> 01:09:07: We'd love to have you join.
01:09:07 --> 01:09:11: Will be seeking to provide information that's relevant and
timely
01:09:12 --> 01:09:13: and important to each of you.
01:09:13 --> 01:09:15: If you have suggestions.

This video transcript has been machine-generated, so it may not be accurate. It is for personal use only. Reproduction or use without written permission is prohibited. If you have a correction or for permission inquiries, please contact [\[email protected\]](#).