

# Surviving & Thriving as Commercial Landlords & Tenants Post-Pandemic

*Applying lessons learned to lease drafting and negotiation*

The COVID-19 pandemic altered how we live and work in countless ways, and its impacts are still being felt. As the questions of how we work, where we work, and how we consume goods and services are reevaluated, we must also reexamine how commercial leases are structured and address the changing challenges presented by the pandemic.

This new program launches with a presentation of current conditions in the commercial real estate leasing market, with an emphasis on the office, retail, industrial, and biotech sectors in the Greater Boston area. The faculty then identify and discuss key commercial lease provisions implicated by the pandemic, and how these provisions are viewed and can be negotiated from each of the landlord's and tenant's perspectives. The program concludes with an open Q&A session; bring your questions and join the dynamic discussion.

## Agenda

- **Overview of Current Conditions in the Greater Boston Leasing Market**
- **Effects of the Pandemic on Different Market Sectors**
- **Discussion of Key Lease Provisions Implicated by the Pandemic**
  - Force majeure clauses
  - Equitable doctrines
  - Rent relief clauses
  - Construction timing and delays
  - Term and rent commencement dates
  - Continuous operations clauses
  - Co-tenancy requirements
  - Casualty provisions
  - Tenant default clauses and landlord remedies
  - “Time is of the essence” concept
- **“Ask the Experts” Q&A Session**

## Faculty

Zachary D. Drench, Esq., *Lerner & Holmes, PC, Boston*, Chair  
Jennifer Ioli Connelly, Esq., *Sherin and Lodgen LLP, Boston*  
Margaret Fee, *Associate Director, Newmark, Boston*  
Michael Holiday, Esq., *Holiday Law Firm, PC, Wellesley*



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## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Tuesday, December 5, 2023  
11:00 am–1:00 pm  
Program # 2240041WBC

### REBROADCAST

Wednesday, December 20, 2023  
9:00 am–11:00 am  
Program # 2240041RB1

### REBROADCAST

Thursday, December 28, 2023  
12:00 pm–2:00 pm  
Program # 2240041RB2

### ON DEMAND WEBCAST

View after Thursday, December 28, 2023  
Program # 2240041WBA

## Tuition *(includes written materials)*

- \$145
- \$130.50 MCLE Sponsor Members
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## Materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

## CLE Credits

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