



*Learn how to  
structure rent relief  
deals to succeed!*



# Key Elements of Rent Relief Agreements in Commercial Leases

*Devin Itterman &  
Alixandra Stoicheff*

**Tuesday, May 26, 2020**

**Live webinar with chat**

***includes 60 day replay\****

9:00 am – 10:30 am (Pacific)

10:00 am – 11:30 am (Mountain)

11:00 am – 12:30 pm (Central)

12:00 pm – 1:30 pm (Eastern)

1:00 pm – 2:30 pm (Atlantic)

1:30 pm – 3:00 pm (Newfoundland)

*\*This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.*

## WHO SHOULD ATTEND

All lawyers who act for landlords, tenants and other participants in the commercial leasing industry should attend this program.

## ABOUT THE PROGRAM

Commercial leasing has been one of the hardest hit sectors by the COVID-19 pandemic. As another month's rent becomes due, landlords are seeing a massive surge in new requests from tenants for rent relief. But rent concessions require a delicate balance of providing meaningful assistance to the tenant so they can survive short-term financial difficulties, while still allowing the landlord to meet a myriad of its own ongoing obligations. This timely, highly practical presentation addresses negotiating a rent relief agreement in a commercial tenancy, from both the landlord and tenant perspectives. Commercial lawyers Devin Itterman and Alixandra Stoicheff explore key considerations when negotiating rent relief, options for structuring concessions, and practical tips for preserving the landlord and tenant relationship. By the end of the program you'll better understand general principles relating to defaults in commercial leases, and have new tools, including sample clauses, for negotiating rent relief. Topics include:

- Why *Force Majeure* and frustration may not be the right solutions for commercial lease defaults
- The importance of a written rent relief agreement
- Key elements of a rent relief arrangement
- Adding new or modifying existing lease terms in exchange for rent concessions
- Requiring applications for governmental assistance and/or insurance proceeds

With no reliable end in sight to the current crisis, landlords and tenants will need to continue to plan and adjust their actions. Don't miss this opportunity to get the information you need to confidently advise clients through these important discussions and decisions.

## SCHEDULE (Eastern)

**12:00 pm - 1:30 pm**

**Welcome & Introduction**

**Force Majeure, Frustration of Contract &**

**Overriding Principles of Commercial Lease Default**

**Options for Rent Relief**

**Documenting the Rent Relief Agreement – Basic**

**Considerations & Key Provisions**

**Adding or Modifying Terms of the Existing Lease**

**Government Assistance & Insurance Proceeds**

**Wrap-up & Program Evaluation**

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## MEET YOUR PRESENTERS



**Devin Itterman** is a partner in the Calgary office of Lawson Lundell LLP. Devin's practice focuses on commercial transactions and real estate law, including purchase and sale transactions, financing, corporate matters, condominium work, commercial and residential

leasing, and development matters. Devin has experience acting for a wide variety of clients including business owners, lenders, borrowers, landlords, tenants, and commercial developers. His work has included major housing developments, hospitality agreements relating to the Olympics, and the purchase and sale of numerous businesses, including restaurants, hotels, medical practices, and pharmacies. Devin is a regular writer and presenter on legal topics, including commercial leasing. Devin earned his B.A. at the University of Alberta and his J.D. at the University of Victoria.

**Alixandra Stoicheff** is an associate in the Commercial Litigation & Dispute Resolution Group in the Calgary office of Lawson Lundell LLP. Her areas of expertise include Civil Litigation and Indigenous Law. Alixandra has assisted with



proceedings before all levels of court in Saskatchewan, the Federal Court of Appeal, and various federal and provincial regulatory and administrative tribunals. She has also appeared before the Provincial Court of British Columbia for criminal and family law matters. Alixandra has been called to the bars of Nunavut (2019), Northwest Territories (2019), Alberta (2019), and Saskatchewan (2015). Alixandra has written and spoken on law-related topics, including commercial leases. She received her B.A. from McGill University and her J.D. from the University of Victoria.



**BC:** This program has been approved for 1.5 CPD hours. **SK:** CPD application is pending.

**ON:** This program contains 1.5 Substantive hours. **NB:** CPD application is pending.

Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan.

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### ✓ Yes, I want to attend **Key Elements of Rent Relief Agreements in Commercial Leases**

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\* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 60 days.

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