



ECONOMIC
DEVELOPMENT
COLLABORATIVE

CREATIVE SOLUTIONS FOR COMMERCIAL LANDLORDS AND TENANTS DURING COVID-19

The Economic Development Collaborative proudly hosted Douglas Bordner, Rachel Coleman, and Michael Martin from Myers, Widders, Gibson, Jones & Feingold, LLP on September 24, 2020.

Have questions for the legal team? Call 805.644.7188 or visit www.mwgilaw.com

Review their top Win-Win Solutions below!

1. **Postpone or Restructure Rent** – landlord gives tenant a specific temporary period of free or reduced rent, then delayed rent is recovered in the future through increasing the term or increasing rent amount due later in the lease term
2. **Cash for Keys** – a lump sum to the landlord in exchange for the tenant surrendering the premises and terminating the lease early (both parties agree to release any and all claims against each other)
3. **Additional Cash Security** – an additional letter of credit, increased security deposit, surety bond, or personal/family member guarantees from the tenant
4. **Additional Collateral** – in the form of interest in available non-cash assets or a UCC-1 lien
5. **In-Kind Services in Lieu of Rent** – some tenants may be able to provide services in-lieu of rent
6. **Promissory Note for Rent** – secure a promissory note by resident or personal guarantee from another relative
7. **Obtain Interest in Tenant's Company** – offer stock or membership interest to the landlord in exchange for rent, with clear terms for sale back to the tenant in the future
8. **Reduce Leased Premises** – relocate the tenant to different premises or reduce the square footage of the existing premises
9. **Third Party Sources of Relief** – mortgage modification or forbearance, business interruption insurance, emergency disaster relief loans, or reduction of other expenses (such as utilities)

For more information on specific county and city ordinances visit the [NOLO COVID-19 CA Eviction Moratoriums \(Bans\) and Tenant Protections](#).

For more information on the recent eviction moratoriums, the effects of bankruptcy on tenancy, and more negotiation principles you can watch the **recorded webinar** on the [EDC's YouTube Page](#).

Looking for one-on-one technical business consulting?

Call the EDC to set up your no-cost appointment at 805.409.9159 or visit www.edcollaborative.com