A Message From ULI Pittsburgh's Membership Committee...

ULI Pittsburgh is here to help navigate this strange new world of ever-changing information and worry. This weekly news blast is one way to connect our local members and friends with industry experts, timely information, and cutting-edge research. Many of our links lead to content provided by ULI Americas, drawn from what peers across the country and the world are learning and sharing in real time about life and real estate during this global pandemic. You may have noticed that a number of these links are for ULI Members only, such as access to opportunities to participate in more than 100 webinars and online courses, to discover reports and case studies through ULI Knowledge Finder, and to make virtual connections with other real estate experts via the Member Directory.

If you want to learn more, we’re hosting a virtual Coffee & Conversation on April 14th to explain how you can maximize these Member Tools. Grab a mug of your favorite breakfast drink and Zoom into the session.

This will be our first venture in virtual programming, and we expect to roll out more. That is why we want to hear from you --our members, partners, and colleagues -- what kind of locally generated content and engagement would add the most value for you during these challenging times. Are webinars the way to go? What topics are front of mind for folks working in the region? What leaders do you want to hear from? Are you available to help curate newsletter content, offer program ideas, or are there other ways that you can be a more engaged member, because ultimately, we recognize that the value of being part of ULI PITTSBURGH comes from connecting with our community of local experts, thinkers, and doers.

ULI Pittsburgh Membership Committee
Lawrence Fabbroni, Strada, LLC.
John Vogel, Tucker Arensberg Attorneys
Tracy Kochanowski, PNC Real Estate
Leah Adams, TetraTech

On The Pulse

ULI Pittsburgh's On The Pulse question is meant to engage our District Council
Members in discussion by live polling questions that address what is going on in the real estate industry during this trying time. Please follow this link to participate.

*How has your firm reacted to the COVID-19 Global Pandemic?* (Multiple Choice)
*Which category best represents your organization?* (Multiple Choice)

*You may have to refresh your browser to access the 2nd question

March 30, 2020

Question:

"I just read *How We're Helping Our Retail Tenants Make It Through* by John McNellis of Palo Alto based McNellis Partners, about his company forgiving April rent to help the "mom and pop" shops and even franchises (assuming corporate also provides same credit). Do you know of any similar local landlord response/help for tenants?"

If you have a question to ask your fellow colleagues, we would be glad to help you. Please email Jami Pasquinelli, District Manager for more info.
Before You Break That Lease Over COVID-19, Negotiate First, Brokers Say

March 25, 2020

The temporary shutdown of businesses nationwide due to COVID-19 prompted commercial real estate tenants to search their leases and insurance contracts, looking for ways to break up with their landlords in the event of financial hardship.

The impact of COVID-19 on lease agreements in Germany – practical considerations

COVID-19 is currently affecting all areas of (economic) life. Many businesses are being forced to reduce costs due to a decrease or a loss of turnover and may not
be able to pay their rents any longer. For both landlords and tenants, the question arises about the impact of the COVID-19 pandemic on their lease relationships. Does the contract need to be adapted to the current situation? Is there a claim to reduce or defer the rental payment obligation? Can the contract be terminated due to a delayed payment under these circumstances? What else is there to consider?

The stunning impact of COVID-19 social distancing on air pollution

Melissa Lunden and Meghan Thurlow
Tuesday, March 31, 2020

With millions of people sheltering in place across the San Francisco Bay Area, the daily ebb and flow of urban life has come to a sudden halt.

The COVID-19 pandemic has upended many patterns and placed tremendous strain on medical, economic, political and social systems. The corresponding drop in regional traffic, along with reduced industrial and commercial activity, also has led to a significant decline in air-polluting emissions. While images of empty freeways paint a surreal picture, they also give us an unprecedented glimpse into what happens to the air we breathe when we drastically and suddenly cut emissions.

Webinar: Leading Through Disruption: A Leadership Series

Recorded on March 27, 2020

ULI Global Chairman Owen Thomas moderates a discussion among members of the ULI Global Board of Directors, sharing insights on the near and long-term impacts of the uncertainty and change related to the COVID-19 pandemic. In true ULI fashion, these global real estate leaders address some of the most pressing questions of the moment and share lessons learned from previous economic cycles, including how they are forming their strategies as we head into another time of transition. What are the anticipated short-
medium-, and long-term impacts and actions and how will "business as usual" look going forward?

*Member only access.

Webinar: Federal CARES Act: Implications for the Real Estate Industry

April 9, 2020
12:00 PM to 1:00 PM

On March 27, $2 trillion federal coronavirus response legislation, known as the CARES act, became law. ULI and PwC are partnering to offer insights to ULI members through a timely webinar on how the CARES Act will impact members and their businesses. Join this panel of experts that will focus on how provisions of the bill relate to the real estate industry. Through facilitated conversation, drawing upon questions from the audience, the panel will discuss the objectives of the Act and its implications from a variety of perspectives, including how businesses can access funds set aside to aid in the recovery of the American economy. Panelists will also share resources and where to access additional information.

This webinar is free for ULI Members on a first-come, first-served basis. It will be recorded and made available to watch on demand at knowledge.uli.org (Knowledge Finder).

Register Now
For up to date webinar information, please visit [pittsburgh.uli.org/events](https://pittsburgh.uli.org/events)

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**Other Resources & News**

**Webinar: Coffee & Conversation: Member Tools Presentation**

On April 14, 2020, at 8:00 am, grab your coffee and join District Manager, Jami Pasquinelli for a virtual presentation on ULI Member Tools. Discussion includes: Member Directory, Knowledge Finder, and Navigator.

This event is free to members and non-members.

*The presentation will be recorded for future reference.*

Register Now

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**Webinar: Considerations for Multifamily and Affordable Housing**

April 7, 2020

1:00 pm

This is a free webinar and open to everyone.
Sponsor Spotlight

Are you tired of having Zoom meetings with the same boring old backgrounds? Do you have an important meeting on Zoom that you don't want people to see the heap of dirty laundry you haven't quite gotten to yet? Well, the Cultural Trust has your back! They have backgrounds that would be perfect for giving your next video chat that extra bit of flair. Check them out HERE.
The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.