

WEBINAR SERIES: Part IV

Preparing the built world for the new normal:
Who is going to pay for all of this?

Panelists:

Chris Rising – CEO, Rising Realty

Rob Kane – EVP, Lincoln Property Company (LPCWest)

Paul Brindley, Sr. Managing Director & Co-Office Head, JLL

Michael Beckerman – CEO, CRETEch

Moderated by:

James Segil – President, Openpath

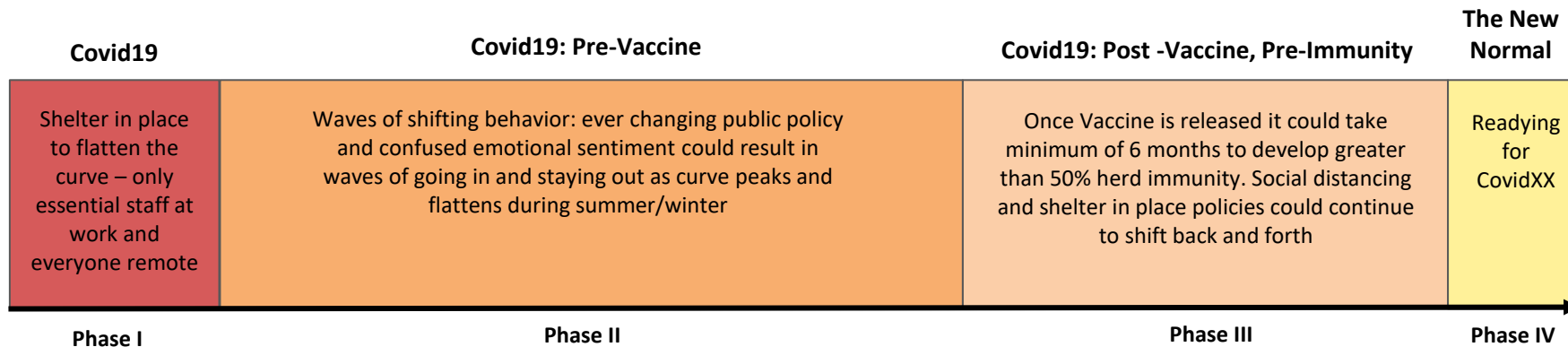
Agenda:

- Introductions
- Framing the problem
- Discussion
- Q&A

Please submit questions via Q&A section in the Zoom webinar and we will review those and answer them during Q&A

A POTENTIAL FRAMEWORK TO CONSIDER FOR DECISION MAKING

A FRAMEWORK TO CONSIDER: IT'S A STARTING POINT, NOT GOSPEL

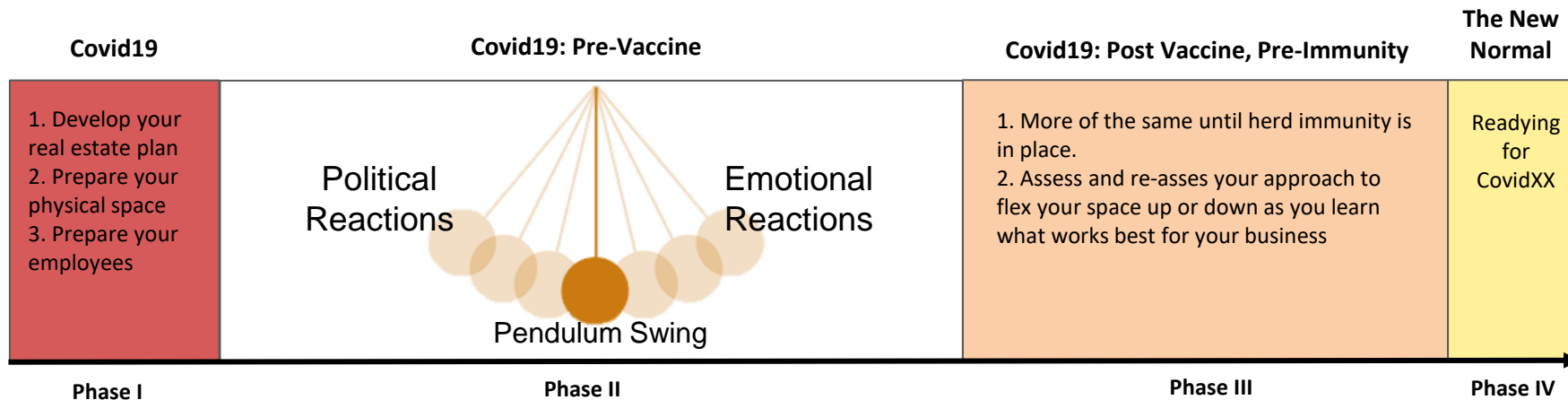


The framework/timeline above is a broad estimate of time frames based on conversations with expert Epidemiologists and Economists, as well as informal surveys with public policy experts, clients and channel partners. They serve to only provide a framework for planning purposes and these phases are certain to change as we all learn more about the disease, the treatments and the public policy that evolves to respond.

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A POTENTIAL FRAMEWORK TO CONSIDER FOR DECISION MAKING

A FRAMEWORK TO CONSIDER: WHAT STEPS TO TAKE AND WHEN



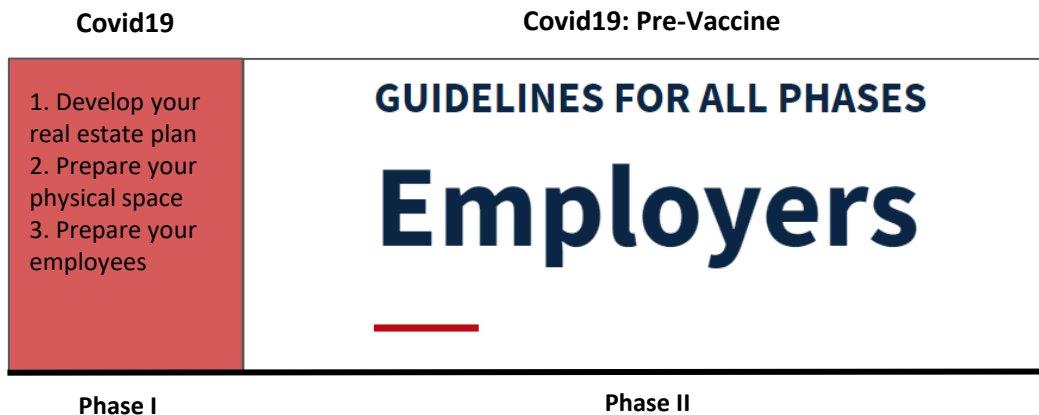
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A FRAMEWORK TO CONSIDER: WHAT STEPS TO TAKE AND WHEN



Develop and implement appropriate policies, in accordance with Federal, State, and local regulations and guidance, and informed by industry best practices, regarding:

- ✓ Social distancing and protective equipment
- ✓ Temperature checks
- ✓ Sanitation
- ✓ Use and disinfection of common and high-traffic areas
- ✓ Business travel

Monitor workforce for indicative symptoms. Do not allow symptomatic people to physically return to work until cleared by a medical provider.

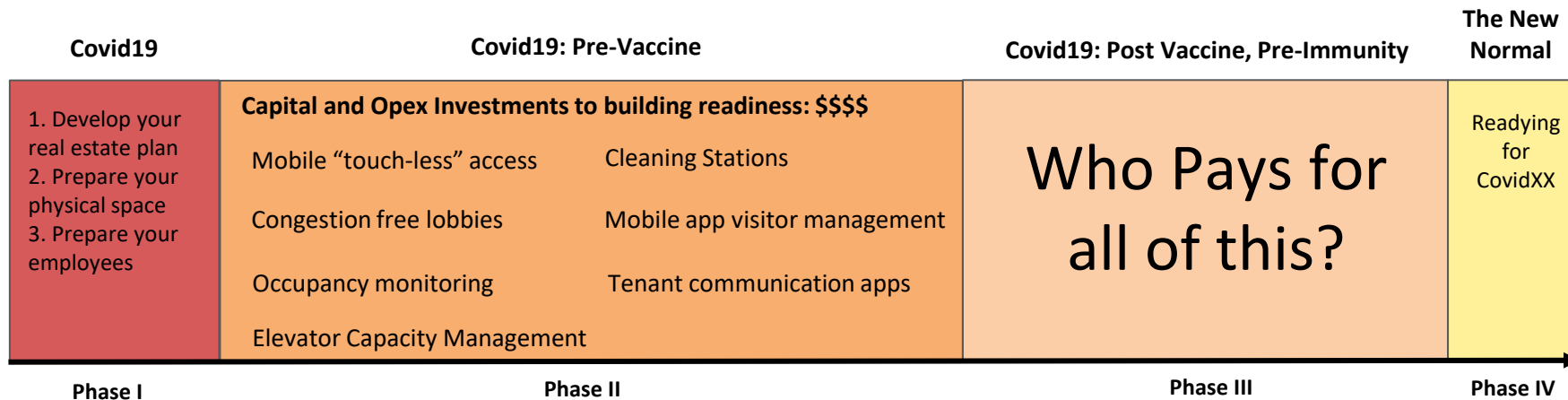
Develop and implement policies and procedures for workforce contact tracing following employee COVID+ test.

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A FRAMEWORK TO CONSIDER: WHAT STEPS TO TAKE AND WHEN



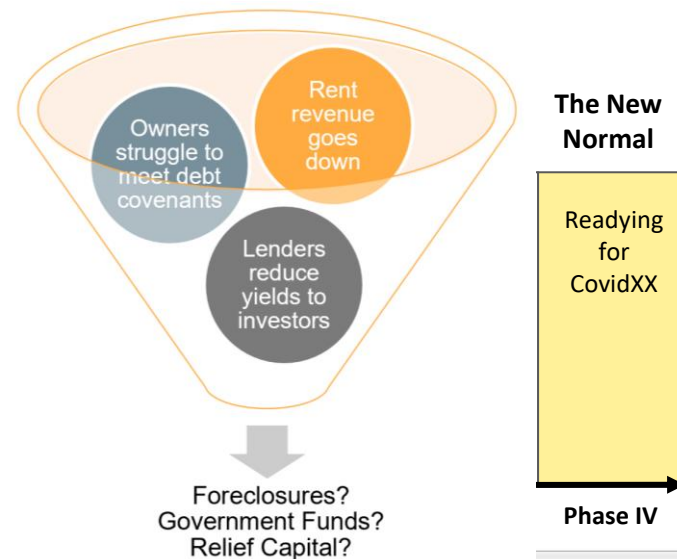
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A FRAMEWORK TO CONSIDER: WHAT STEPS TO TAKE AND WHEN

Covid19	Covid19: Pre-Vaccine									
<ol style="list-style-type: none"> 1. Develop your real estate plan 2. Prepare your physical space 3. Prepare your employees 	<p>Capital and Opex Investments to building readiness: \$\$\$\$</p> <table border="0"> <tr> <td data-bbox="336 456 716 489">Mobile “touch-less” access</td> <td data-bbox="716 456 1128 489">Cleaning Stations</td> </tr> <tr> <td data-bbox="336 525 716 558">Congestion free lobbies</td> <td data-bbox="716 525 1128 558">Mobile app visitor management</td> </tr> <tr> <td data-bbox="336 594 716 626">Occupancy monitoring</td> <td data-bbox="716 594 1128 626">Tenant communication apps</td> </tr> <tr> <td colspan="2" data-bbox="336 662 1128 695">Elevator Capacity Management</td> </tr> </table>		Mobile “touch-less” access	Cleaning Stations	Congestion free lobbies	Mobile app visitor management	Occupancy monitoring	Tenant communication apps	Elevator Capacity Management	
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Phase I	Phase II									

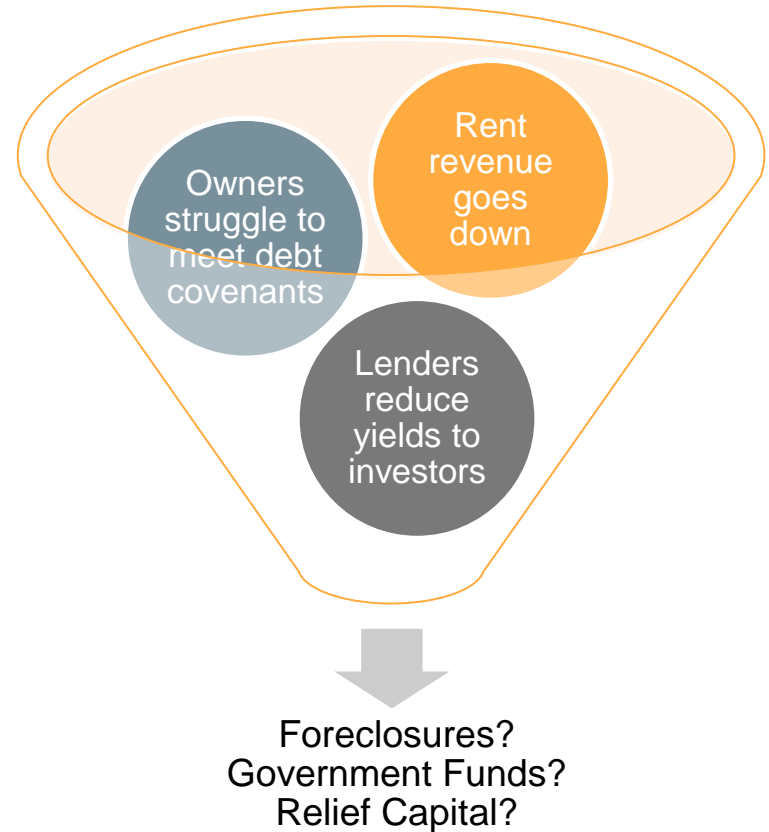


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Discussion:

- Tenant perspective
- Owner perspective
- Lender perspective
- Single tenant vs. Multi-tenant
- Government backstop?
- Timing and impact on revenue flow?
- Who stands to lose, who stands to gain?



Audience Q&A:

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Contact Info:

If you have follow-up questions and want to reach out to any of us, please feel free.

Our contact info is below

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