



LEGAL LEARNING LAB

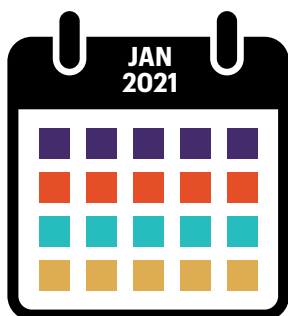
COURSE DESCRIPTIONS

JANUARY 3–31, 2021

HABITAT



LEGAL LEARNING LAB



28 DAY EVENT

TRACKS ROLL OUT WEEKLY



47 SESSIONS

ATTEND AT YOUR CONVENIENCE

CONFERENCE TRACKS

GOVERNANCE

STREAMING JAN 3-9, 2021

16 SESSIONS

CONTRACTS

STREAMING JAN 10-16, 2021

9 SESSIONS

COMMUNITY

STREAMING JAN 17-23, 2021

14 SESSIONS

FUTURE

STREAMING JAN 24-31, 2021

8 SESSIONS

ABOUT THE EVENT

Get practical insights from New York's leading co-op/condo attorneys on how to navigate today's turbulent environment. Each session is moderated by a Habitat editor, asking the kinds of questions confronting many boards. You'll learn about the issues that sneak up and upend a community's health and stability, and how to avoid the pitfalls.

WHAT TO EXPECT

Practical protocol and legal advice for your board to consider. Most sessions are between 10 and 15 minutes long – just enough time to take in new information and not get overwhelmed.

SESSION LIST

In the following pages you'll find a list of sessions with a brief outline of what you'll learn. Learning tracks stream weekly and you can watch sessions on your own time schedule.

TO REGISTER:

bit.ly/LegalLearningLab

47 Sessions, Streaming Over 28 Days: \$75

TRACKS, ROOMS AND PARTICIPATING ATTORNEYS

GOVERNANCE



AMENITIES/GYMS

Eric Goidel, Borah Goldstein
Altschuler Nahins & Goidel
Marc Luxemburg, Gallet Dreyer & Berkey
Mark Hankin, Hankin & Mazel
John M. Desiderio, Adam Leitman Bailey

BOARD CHALLENGES

Karol Robinson, Anderson Kill
Robert Braverman, Braverman Greenspun
Lewis Montana, Levine & Montana

BOARD ELECTIONS

James Glatthaar, Bleakley Platt & Schmidt
Stephen Lasser, Lasser Law Group
Dean Roberts, Norris McLaughlin
Marc Schneider, Schneider Buchel
Steve Wagner, Wagner, Berkow & Brandt

RULES

David Berkey, Gallet Dreyer & Berkey
William McCracken, Ganfer Shore Leeds & Zauderer
Geoffrey Mazel, Hankin & Mazel
J. David Eldridge, Taylor, Eldridge & Endres

CONTRACTS



ACCESS AGREEMENTS

Julie Schechter, Armstrong Teasdale
Adam Finkelstein, Kagan Lubic
Lepper Finkelstein & Gold
C. Jaye Berger, Law Offices C. Jaye Berger

APARTMENT ALTERATIONS

Leni Morrison Cummins, Cozen O'Connor

CONTRACTS

Richard Klein, Klein Greco & Associates

INSURANCE

Arthur Weinstein, Law Offices of Arthur Weinstein
Ken Jacobs, Smith Buss & Jacobs
Tom Smith, Smith Buss & Jacobs
Ian Brandt, Wagner, Berkow & Brandt

COMMUNITY



APARTMENT OWNERSHIP

Carly Clinton Davidoff, Adam Leitman Bailey
Deborah Koplovitz, Anderson Kill
Peter Massa, Armstrong Teasdale
Andrew Stern, Tane Waterman & Wurtzel

ARREARS

Christopher Tumulty, Tarter Krinsky & Drogin

DISRUPTIVE BEHAVIOR

Adam Leitman Bailey, Adam Leitman Bailey
Emanuela Lupu-Ferrante, Smith Buss & Jacobs
Michael Manzi, Smith Gambrell & Russell
Stanley Somer, Somer & Heller

RESIDENT CONCERNS

Helene Hartig, Helene W. Hartig Law Offices
Lisa Radetsky, Phillips Nizer
Dennis Greenstein, Seyfarth Shaw

SUBLETS

Phyllis Weisberg, Armstrong Teasdale
Seth Sahr, Novitt Sahr & Snow

FUTURE



COMMERCIAL INCOME

Andrew Brucker, Armstrong Teasdale
Howard Schechter, Armstrong Teasdale
Allen Brill, Brill & Meisel

CO-OP TURNAROUND

Matthew Goldberg, Hankin & Mazel

LOOKING AHEAD

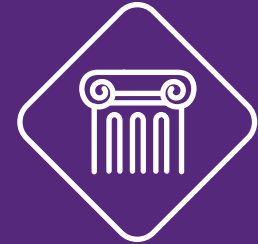
Dale Degenshein, Armstrong Teasdale
Steven Sladkus, Schwartz Sladkus
Reich Greenberg Atlas
Theresa Racht, Theresa Racht, Esq.
Stewart Wurtzel, Tane Waterman & Wurtzel



GOVERNANCE

Amenities/Gyms; Board Challenges; Board Elections; and Rules

STREAMING JANUARY 3–9, 2021



AMENITIES/GYMS

The Legal Minefield Of Reopening Amenities



Eric Goidel, Senior Partner,
Borah Goldstein Altschuler
Nahins & Goidel

HOST: BILL MORRIS

The reopening of amenities during the pandemic has touched on numerous areas of the law, but they all boil down to a simple conflict: a board's use of the Business Judgment Rule in the face of serious pushback from residents. Handling that conflict is the focus of this session.

- How can boards protect themselves against charges of negligence?
- What are the ramifications of reopening amenities for building staff and outside contractors?
- What should be the guiding principle on reopening and regulating amenities?

Is It Gym Time Now?



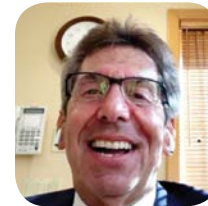
Marc Luxemburg, Partner,
Gallet Dreyer & Berkey

HOST: CAROL J. OTT

Gathering places are pandemic hotspots, and in many co-ops and condos this means gyms. In this session you'll learn what is required to conduct gym business safely, and what are the legal risks that boards face when doing so.

- There are gyms in the basements of older buildings and spiffy ones in newly built condos. What should boards in each of these buildings be concerned about?
- What are the protections that boards should put in place in both types of buildings?
- Bottom line, is it legally safe to operate your building's gym?

Balancing Gym Rules With Disability Requests



Mark Hankin, Partner,
Hankin & Mazel

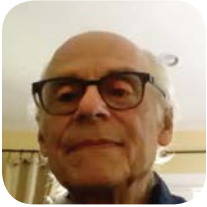
HOST: BILL MORRIS

Many co-op and condo boards have risen to the challenges of reopening their gyms and other amenity spaces — everything from ventilation upgrades to social distancing rules to hiring monitors. This session explores the surprises that can ambush even the best-prepared boards.

- What should a board do when a person with a disability asks for an accommodation to use the gym?
- If the requested accommodation isn't "reasonable," what are the board's options?
- Should expensive discrimination lawsuits be avoided at all costs?



Juggling Amenities and Apartment Sales



John M. Desiderio, *Partner,*
Adam Leitman Bailey

HOST: BILL MORRIS

Many co-op and condo boards have jumped through all the hoops required for the safe — and legal — reopening of their gyms. This session is about a condo board that balked.

- Should boards require gym users to release the board from liability if the gym user contracts COVID-19?
- Even if it's protected from legal liability, what are a board's up-front costs when reopening an amenity?
- Does the armor of the Business Judgment Rule protect boards from push-back by shareholders and unit-owners?

BOARD CHALLENGES

Mitchell-Lama Funding Complications



Karol Robinson, *Shareholder,*
Anderson Kill

HOST: CAROL J. OTT

Most co-ops and condos are in an endless cycle of repairs, upgrades and city regulation compliance. Underpinning all this, of course, is money. Today, however, Mitchell-Lamas, the co-ops that provide affordable housing to thousands, find themselves in a funding quandary. Why that is so, and what can be done about it, is the focus of this session.

- What are the traditional funding sources for Mitchell-Lamas?
- What's happening now to make funding more difficult?
- Can't the private market lend to Mitchell-Lama co-ops?

Transition Smoothing: From Sponsor to Unit-Owner Control



Robert Braverman, *Partner,*
Braverman Greenspun

HOST: CAROL J. OTT

With a sluggish real estate market, unit-owners in newly built condos or recent conversions may be wondering when the sponsor will relinquish control of their buildings. And on that day, will unit-owners be ready to govern? There are strategies for smooth transitions that many condos have used, and in this session you'll learn what they are.

- How long is the sponsor control period, and when does it end?
- What are ways to navigate the sponsor control period and the time limitations on construction defects?
- Can a sponsor give up control gradually? If so, what are the negatives and benefits to this?
- Reserve funds can be contentious in condo conversions. What can be done about that?



The Risk in Making Board Decisions



Lewis Montana, Partner,
Levine & Montana

HOST: CAROL J. OTT

When you sit on your board of directors, every decision you make comes with some type of risk. What that is and how you assess it is the focus of this session.

- What does risk mean, and should boards be risk-takers?
- What is a board decision with minimal risk, and one with a lot of risk?
- Boards are taking many actions during this pandemic period. How can they lower the risk?
- How does community politics influence a board's decision to take some risk?

BOARD ELECTIONS

When Virtual Won't Work



James Glatthaar, Partner,
Bleakley Platt & Schmidt

HOST: CAROL J. OTT

Virtual annual meetings have arrived, but what if it just won't work in your co-op or condo? There are other options besides Zoom or gathering in person in one large room, and in this session you'll learn the creative method one co-op used.

- First, what are the circumstances where a virtual meeting might not be a good idea?
- Why not just postpone the annual meeting and election?
- Glatthaar details the creative solution for hosting an in-person annual meeting that one of his clients used.

Statutory Authority: Why It Matters



Stephen Lasser, Managing Partner,
Lasser Law Group

HOST: CAROL J. OTT

Once boards go down the virtual road — holding Zoom meetings and conference calls, sending emails — it's easy to forget about statutory authority. Don't do it. In this session, you'll learn why.

- If boards are not meeting in person, do they have statutory authority to vote virtually?
- Does the same authority pertain to both co-ops and condos?
- What about voting by email?

Candidates to Elections: Running a Tight Virtual Ship



Dean Roberts, Member,
Norris McLaughlin

HOST: CAROL J. OTT

What has the pandemic wrought? Many things — bad, and less bad — but in the co-op/condo world it has ushered in virtual annual meetings. Running them comes in many



different flavors, and in this session you'll learn what works and what doesn't.

- Before the annual meeting is held, you have to have candidates for the board. How do you introduce candidates virtually?
- There are usually lots of questions asked at annual meetings. How is this handled virtually?
- What are the most important issues for boards considering virtual annual meetings?

Virtual Planning For the Annual Meeting



Marc Schneider, Managing Partner, Schneider Buchel

HOST: CAROL J. OTT

Running a successful virtual annual meeting requires more than a Zoom account. It takes careful planning, not only to meet corporate requirements but also to take into account the added steps required. In this session you'll learn what they are.

- How are the planning requirements for notices, proxies, and candidates different in a virtual meeting?
- Are there any communities where you think virtual wouldn't work?
- Practically speaking, who should run a virtual annual meeting?

When Dissenters Force an Election



Steve Wagner, Partner, Wagner, Berkow & Brandt

HOST: CAROL J. OTT

When shareholders disagree with a board's actions, they often attempt to unseat current board members at the annual election. For co-ops that have decided to delay their annual meeting because of the pandemic, dissenters have some options to force an election. In this session you'll learn what they are.

- What are the two main options for shareholders who want to force a board to hold an annual election?
- If aggrieved shareholders want to pursue these options, what's required?
- How should a board respond, and what happens if they don't?

RULES

Creating Safety Plans With Teeth



David Berkey, Partner, Gallet Dreyer & Berkey

HOST: CAROL J. OTT

The city and state have mandated that buildings create safety plans and that co-ops and condos have to incorporate these into their operations. How to do that, how to enforce compliance and what to do about rule-breakers is the focus of this session.

- What are the rules that boards need to focus on, and where should they be written?
- What are the enforcement challenges?
- And, finally, what are the risks of not enforcing?



Proprietary Lease Updates: Seize the Moment



William McCracken, *Partner, Ganfer Shore Leeds & Zauderer*

HOST: CAROL J. OTT

Every co-op board has been advised to update its corporation's proprietary lease, and many have done so. But with new ways of conducting business because of the pandemic, now may be the time to take a second look. In this session you'll learn why.

- What are some of the most important provisions that you think need revisiting now?
- Updating proprietary leases is a gargantuan effort because you need community buy-in. Does this moment make it easier?
- Aside from making sure your proprietary lease aligns with current law, what other areas should be codified in this document?

Living With Pets, Like It or Not



Geoffrey Mazel, *Founding Partner, Hankin & Mazel*

HOST: CAROL J. OTT

Even though many co-ops and condos have no-pet policies, pets live in these buildings. The reality is that boards have to come to grips with what's going on today. How to do that is the focus of this session.

- If no-pet buildings can now have pets, what's the point of a no-pet policy?
- What kind of pet policies should these buildings create? And are they enforceable?
- Does the right to a reasonable accommodation trump a person's right to not live around pets?

Use Common Sense When Policing Common Areas



J. David Eldridge, *Partner, Taylor, Eldridge & Endres*

HOST: BILL MORRIS

When residents flout the rules on the permitted uses of common areas, internecine feuds can erupt. Boards often find themselves in a delicate position: they need to be strict and fair in enforcing the rules, but being overly strict can backfire. This session will help boards navigate this tricky terrain.

- How does a board know when it's time to take an offender to court?
- How can flexibility avert an unwelcome outcome?
- When is it smarter to try to work things out rather than digging in your heels?



CONTRACTS

Access Agreements; Apartment Alterations;
Contracts; and Insurance

STREAMING JANUARY 10 -16, 2021



ACCESS AGREEMENTS

The Wild West of Access Agreement Negotiations



Julie Schechter, Partner,
Armstrong Teasdale

HOST: BILL MORRIS

Negotiating a licensing agreement with a neighboring property owner can be like a trip to the Wild Wild West. But even in this unruly land, as you'll learn in this session, there are ways for co-op and condo boards to push back against a neighbor's extortionate demands.

- Has the decline in civility between neighboring buildings been exacerbated by the pandemic?
- Is it important to be creative and is it wise to be accommodating during negotiations?
- How can a board persuade an extortionate neighbor to be reasonable?

The Shifting Stakes in Neighborly Negotiations



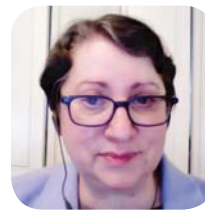
Adam Finkelstein, Partner,
Kagan Lubic Lepper
Finkelstein & Gold

HOST: BILL MORRIS

Access agreements with neighboring buildings have taken on new wrinkles in the age of COVID-19. In this session you'll learn to identify some of those wrinkles and how boards can iron them out.

- What should boards do when neighbors make unreasonable demands?
- What's the best way to tweak access agreement deadlines and penalties in the wake of the construction shutdown?
- Some open-air amenities — terraces, back yards, rooftops — are now more prized than ever. How has that affected negotiations?

Ask Before Accessing



C. Jaye Berger, Principal,
Law Offices C. Jaye Berger

HOST: CAROL J. OTT

At some point in a building's life, it's going to need access to a neighboring building, and the same is true for the neighbor. When this situation arises, it's important to take the right steps so your co-op or condo is legally — and physically — protected. What those steps are, and how to secure protections, is the focus of this session.

- First, when does this issue typically come up?
- When a neighboring building requests access, what are the steps a board should take?
- Where should boards be particularly diligent in their access agreements?



APARTMENT ALTERATIONS

The Power of the Alteration Agreement



Leni Morrison Cummins,
Member, Cozen O'Connor

HOST: CAROL J. OTT

Apartment alteration agreements were signed and renovation work was started — and then in March 2020 it all came to a dead halt. After the government gave the restart signal, one condo owner started work again despite the board's safety concerns and objections. That's when the power of the alteration agreement came into play, and in this session you'll learn how.

- Cummins was involved in a situation where apartment renovations were halted. She explains what happened.
- In general, can apartment alteration agreements be amended after they have been signed?
- If city and state guidelines are violated and the Department of Buildings stops alteration work, who will be fined?

CONTRACTS

The Secret Sauce Of a Good Contract



Richard Klein, Partner,
Klein Greco & Associates

HOST: BILL MORRIS

Every capital improvement at a co-op or condominium involves a signed contract with one or more vendors. In this session, you'll learn about a common mistake many boards make when signing these contracts — and the secret to avoiding it.

- What is the nature of this common blunder?
- What can an attorney do to help boards avoid it?
- How does a board benefit from doing the right thing?

INSURANCE

Who Insures What After a Major Fire?



Arthur Weinstein, Principal,
Law Offices of Arthur Weinstein

HOST: BILL MORRIS

A calamitous event in a co-op can wind up pitting a shareholder against the board. The big question is: who's responsible for which repairs? And that question can lead to many others. This session will provide the answers.

- Who pays to return a damaged apartment to its original condition?
- Who pays the rent when residents are forced to relocate temporarily?
- Should boards amend their proprietary lease to ensure that everyone is adequately insured?



Catastrophes Haven't Taken a Holiday



Ken Jacobs, Partner,
Smith Buss & Jacobs

HOST: BILL MORRIS

The day-to-day challenges that face co-op and condo boards haven't vanished during the coronavirus pandemic. Catastrophic events still happen — fires, leaks, floods. This session lays out how boards should prepare for a catastrophe, and the right way to deal with the aftermath.

- How important is it to keep everyone's insurance policies up-to-date — and pay close attention to the fine print?
- What are the first steps to take after a catastrophe strikes?
- Is it wise to hire an insurance adjuster to negotiate a better settlement?

When a Leak Is More Than a Leak



Tom Smith, Partner,
Smith Buss & Jacobs

HOST: CAROL J. OTT

Ask insurance brokers what kind of claim occurs most frequently in co-ops and condos, and they will tell you it's leaks. The focus of this session is understanding how ordinary claims become extraordinary ones, and what boards should be doing.

- You've got a client with leak problems that illustrate the point. Smith explains.
- Does insurance solve the problem?
- How do you evaluate insurance and legal questions when considering leak repairs?

Leak Challenges: Who Should Pay



Ian Brandt, Partner,
Wagner, Berkow & Brandt

HOST: CAROL J. OTT

Let's say an expensive floor is destroyed because of an apartment leak from an upstairs neighbor. The shareholder wants it repaired and replaced with the same flooring and turns to the co-op to do so. But the co-op's insurance company says it will replace only what is "original" — and not the expensive flooring. That's where proprietary lease language comes into play, and in this session you'll learn why this typical response should be challenged.

- When the co-op's insurance policy denies coverage, what should happen?
- A co-op's proprietary lease determines who has to pay for what. Brandt explains how and why.
- How should the replacement responsibility be divided between a shareholder's insurance policy and that of the co-op corporation?



COMMUNITY

Apartment Ownership; Arrears; Disruptive Behavior; Resident Concerns; and Sublets

STREAMING JANUARY 17 –23, 2021



APARTMENT OWNERSHIP

Orchestrating Apartment Closings



Carly Clinton Davidoff,
Associate, Adam Leitman Bailey

HOST: CAROL J. OTT

Apartment closings involve multiple parties coming together in a small closing room — a practice that for many was stopped in its tracks by the pandemic. But apartment sales are important, and there are many creative ways to have a successful closing. How to orchestrate one with all the various players is the focus of this session.

- First, who needs to be at an apartment closing, and what are their roles?
- What are the steps to choreographing a closing outside of one room?
- Who coordinates all these moving parts and how does that get done?

The Hunt: Next of Kin



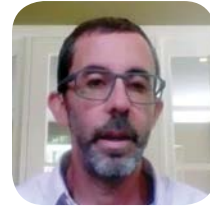
Deborah Koplovitz,
Shareholder, Anderson Kill

HOST: CAROL J. OTT

When a shareholder dies, a co-op board's fiduciary concern is that maintenance continues to be paid. Things can get complicated, though, when a disruptive family member remains in the apartment. In this session you'll learn just how complicated, and what steps a board can take.

- Koplovitz is dealing with this situation now, and she tells us what happened.
- The Tenant Protection Act has changed what the legal options are for a board. What are these changes, and why does it matter?
- Are there any protections a board can put in place to avoid these types of situations?

Trust Transfers: What You Need to Know



Peter Massa, Partner,
Armstrong Teasdale

HOST: CAROL J. OTT

For co-op owners making estate plans, putting their apartments into a trust can be an attractive option for their heirs. Boards have to approve such transfers, and in this session you'll learn what this means and how to protect the co-op corporation.

- What are the benefits for co-op owners who put their shares in a trust?
- How can a board accommodate such requests and still protect the co-op corporation?
- Is there any reason why a board wouldn't accommodate these requests?



Co-op Owned Apartments: A Unique Business Decision



Andrew Stern, Partner,
Tane Waterman & Wurtzel

HOST: CAROL J. OTT

Some co-ops have taken apartments back through litigation, satisfaction of a debt or purchase from an estate — and then earned income by renting them. With money tight today, the prospect of selling these assets is attractive. This session focuses on the question: How do you get the renters out?

- Is there a business solution to this problem?
- What does a co-op have to be careful of?
- What kind of offer can be made, and how do you do it?

ARREARS

Collections: New Laws, New Challenges



Christopher Tumulty, Partner,
Tarter Krinsky & Drogin

HOST: CAROL J. OTT

Co-op and condo budgets are dependent on the collection of monthly fees, and when that

revenue stream slows down or dries up, bills can't be paid. Staying on top of collections in today's environment is challenging, and this session focuses on what boards need to do.

- How has dealing with arrears changed since the Tenant Protection Act was passed?
- Are grace periods for late payers stipulated by the Tenant Protection Act?
- If you want to work out a payment plan with someone in arrears, what are the ways to do it?

DISRUPTIVE BEHAVIOR

The Tools for Taming Unruly Residents



Adam Leitman Bailey, Founding Partner,
Adam Leitman Bailey

HOST: BILL MORRIS

With so many New Yorkers stuck in their apartments, either working from home or not working at all, there have been numerous reports of erratic, unruly behavior, even by New York standards. In this session you'll learn how boards can tame disruptive residents.

- Can the mere threat of bringing a "Pullman" eviction proceeding make a disruptive co-op shareholder reform?
- What can a board do when a resident becomes a self-anointed enforcer of the house rules?
- Can condo boards use the right of first refusal to get rid of disruptive subletters?

How to Handle Intolerable Behavior



Emanuela Lupu-Ferrante, Partner,
Smith Buss & Jacobs

HOST: CAROL J. OTT

Behavior that was problematic when you went to an office has turned insufferable when you're home full time. How to deal with these disruptive individuals is often complex, and this session focuses on today's strategies.

- What kind of behavior is objectionable, and what did boards do about it pre-pandemic?
- Now that we're in the midst of the pandemic, how is this behavior handled?
- What about Article 81 guardianships, Adult Protective Services and the courts?



Dealing With Rule-Breakers



Michael Manzi, Partner,
Smith Gambrell & Russell

HOST: CAROL J. OTT

There are lots of stories about that shareholder or unit-owner who flouts building rules. What can a board do? This session's focus is on curbing the rule-breaker, and the fines and fees that could help.

- It's easy to adopt a new rule, but where should it exist in the governing structure in order to be enforced?
- If someone breaks a rule, what can a board do to get the attention of the rule-breaker and then change the behavior?
- Regarding fines, how do you set them, how do you collect them, and what is the relationship between an infraction and a fine?

Neighbor Disputes: You Might Have To Get Involved



Stanley Somer, Managing Partner,
Somer & Heller

HOST: CAROL J. OTT

When neighbors complain about neighbors, the situation can easily escalate. Everyone wants the situation resolved, but usually a board — or a building owner, for that matter — doesn't weigh in. That could change, because of a case that's now being litigated. This session will explain what's going on.

- Somer explains the dispute between Tenant A and Tenant B.
- What has been the legal journey of this dispute?
- If Tenant B prevails, what will this mean for boards and landlords?

RESIDENT CONCERNS

How to Handle COVID-19 Deaths



Helene Hartig, Principal,
Helene W. Hartig Law Offices

HOST: CAROL J. OTT

Many co-ops and condos have had residents die from COVID-19. When they die in their apartments, a whole host of issues crop up. This session explores what these are and how to handle them.

- Some of your clients have gone through this. Hartig explains what happened.
- What are the corporate issues a board has to deal with?
- Is there anything a board should do proactively in anticipation of having to deal with this type of event?



The Humane Way to Deal With At-Risk Residents



Lisa Radetsky, Partner,
Phillips Nizer

HOST: BILL MORRIS

COVID-19 has put added stress on everyone in the city — but especially on at-risk residents who were having trouble taking care of themselves before the pandemic hit. In this session, you'll learn the humane and effective way to deal with incompetent residents and make sure that they and all residents remain safe.

- What are the three places to turn for help?
- Are there limits on the legal options available to co-op and condo boards?
- How can a condo board successfully relocate a dangerous resident?

When COVID-19 Comes Home



Dennis Greenstein,
Partner, Seyfarth Shaw

HOST: CAROL J. OTT

COVID-19 is scary, particularly when neighbors in your co-op

or condo become ill. But sometimes boards are called upon to step up and do the right thing — both morally and legally. One board faced this situation head on, and in this session you'll learn how the board met the needs of a dying shareholder while ensuring that others were safe.

- What was the situation, and how did the board learn about it?
- What kind of arrangements were made?
- Were there any legal issues surrounding these actions?

SUBLETS

Revisiting Your Sublet Policy



Phyllis Weisberg, Partner,
Armstrong Teasdale

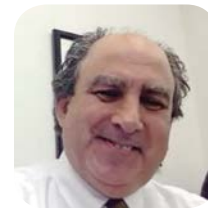
HOST: CAROL J. OTT

In a recent survey of Habitat board readers, 70% reported a drop in occupancy levels because of the pandemic. Owners might return, or they might take a wait-and-see stance. Subletting is the ultimate way to wait and see, but

many co-ops severely restrict the practice. Is it time to revisit the sublet policy?

- What are the sublet pros and cons in most co-ops?
- In this environment, should boards adjust their sublet policies, and if so, how?
- Can a board allow more sublets for a specific period of time?

Reining In Out-of-Control Sublets



Seth Sahr, Partner,
Novitt Sahr & Snow

HOST: CAROL J. OTT

When sublets get out of hand in a co-op, big problems can occur. How to respond when that situation arises is the focus of this session.

- What is the financial fallout for a co-op if sublets grow too numerous?
- Do boards have a right to control sublets? If so, what governs that right?
- What are some tried-and-true methods for controlling sublets?



FUTURE

Commercial Income;
Co-op Turnaround;
and Looking Ahead

STREAMING JANUARY 24 -31, 2021



COMMERCIAL INCOME

Navigating the Commercial Tenant Conundrum



Andrew Brucker, Partner,
Armstrong Teasdale

HOST: CAROL J. OTT

COVID-19 has affected commercial space in New York big time. But even before the pandemic, co-ops and condos had unique problems when renting commercial space. How to think about commercial space and who might occupy it in the future is the focus of this session.

- Are the general concepts of renting commercial space the same for a co-op/condo as they are for a commercial landlord?
- What are the main areas of concern that a board should pay attention to when renting commercial space?
- For those buildings with vacant commercial space, what will the future look like?

Time to Partner Up With Commercial Tenants?



Howard Schechter, Partner,
Armstrong Teasdale

HOST: CAROL J. OTT

Pre-COVID-19, co-ops and condos that had commercial tenants often saw a nice boost to their bottom line. For many, that boost has been wiped out, and boards are asking: What now? In this session you'll learn if this is the time to partner with your commercial tenant.

- What does partnering mean?
- How should a board evaluate its commercial rent situation?
- Moving forward, how do you make the correct business decision?

Empty Pockets: How to Find Lost Income



Allen Brill, Partner, Brill & Meisel

HOST: CAROL J. OTT

The co-op says to its commercial tenant, "Look, if I don't get money, I can't pay my bills." And the tenant says, "If I don't have customers, I don't have the money to pay you." This is the pandemic stand-off for many boards with commercial tenants. How boards are pushing through to find money to pay their building's bills is the focus of this session.

- What are your clients with commercial space facing as the pandemic continues?
- If leases can be renegotiated, what are some of the more common options, and how do these work?
- In the interim, what can a co-op or condo do to stay solvent?
- How do you see the landscape for commercial space in the future?



CO-OP TURNAROUND

It Takes a New Team



Matthew Goldberg,
Partner, Hankin & Mazel

HOST: BILL MORRIS

Stories of tortured co-ops can have happy endings. One such story unfolded recently in Corona, Queens, where a co-op facing foreclosure managed to turn itself around. This session will reveal how the board did it.

- Is it wise to keep monthly maintenance artificially low?
- What are the benefits of a transfusion of new blood on the board — and a new management company?
- How do you educate shareholders so they understand the need for a maintenance increase to balance the budget?

LOOKING AHEAD

Building Aesthetics: The COVID-19 Impact



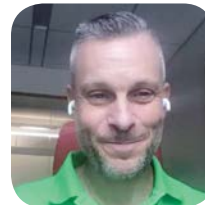
Dale J. Degenshein, *Partner,*
Armstrong Teasdale

HOST: CAROL J. OTT

Many boards are worried about their building's economics and the value of apartments. Although it may seem counter-intuitive, upping curbside appeal may be one way of stabilizing, and even enhancing, value. This session addresses the question: Is now the right time to do this?

- It's a down market. Why would upgrading public spaces make sense?
- How has the pandemic affected the upgrade process?
- Do boards need to be concerned about the supplies used in the upgrade?

A Silver Lining to These Dark Times



Steven Sladkus, *Partner,*
Schwartz Sladkus Reich
Greenberg Atlas

HOST: BILL MORRIS

Everyone talks about the trauma, expense and inconvenience brought on by the coronavirus pandemic. It's rare to hear about the positive things that have emerged in co-ops and condominiums. This session focuses on the silver lining to these stormy times.

- What has been the typical reaction when a resident contracts COVID-19?
- Are boards more willing to work with residents and commercial tenants who fall into arrears?
- The big question: Will this compassion live on?



Prepare Now for a Chilly Economic Future



Theresa Racht, Partner,
Theresa Racht, Esq.

HOST: BILL MORRIS

The coronavirus crisis has taxed co-op and condo boards and their management companies in unimaginable ways, but the full economic fallout has not yet been felt. In this session, you'll learn ways to prepare for an uncertain — but certainly chilly — economic future.

- Should boards be tough or forgiving on collecting arrears?
- With so many people leaving the city, is it time to review sublet policies?
- Should boards strive to hold on to commercial tenants, even if they're having trouble paying their rent?

Crystal Ball: What Lies Ahead



Stewart Wurtzel, Partner,
Tane Waterman & Wurtzel

HOST: CAROL J. OTT

Coping with the tumult of the pandemic year has been challenging, but 2021 is just around the corner, and boards need to prepare. The question is: Where to start? This session focuses on some key areas that will affect your bottom line in the future.

- What are some of the major budget areas that might cause concern?
- What effect will litigation — or the lack thereof — have on a building's financial health?
- What kinds of communication to residents will be necessary?