

**Friday, November 5, 2021  
10:30 AM – 11:45 AM**

**Workshop 22**

**Loan Workout Strategies for the Pandemic and Post-Pandemic Economies: Putting Humpty Back Together Again**

**Jason E. Grinnell, Esq.**  
Partner  
Thompson Coburn LLP  
10100 Santa Monica Blvd.  
Suite 500  
Los Angeles, CA 90067  
[jgrinnell@thompsoncoburn.com](mailto:jgrinnell@thompsoncoburn.com)

**Gilbert R. Saydah Jr., Esq.**  
Partner  
Montgomery McCracken  
Walker & Rhoads LLP  
437 Madison Ave., 24th Fl.  
New York, NY 10022  
[gsaydah@mmwr.com](mailto:gsaydah@mmwr.com)

**Lica Tomizuka, Esq.**  
Partner  
Faegre Drinker Biddle & Reath LLP  
2200 Wells Fargo Center  
90 South Seventh St.  
Minneapolis, MN 55402  
[lica.tomizuka@faegredrinker.com](mailto:lica.tomizuka@faegredrinker.com)

- I. Scope of discussion → loan modifications, forbearances, workouts.
- II. Strategies from the Lender's perspective:
  - A. Take critical look at the Borrower's business & cashflow.
    1. Prevent Borrower from diverting present cashflow.
    2. Trigger existing lockbox / cash management
  - B. What is the reason for the default?
  - C. Look at loan documents - properly done? Any openings for challenge?
  - D. Look at collateral - is it sufficient? Is there anything else to add?
  - E. Pre-Negotiation Agreements & Letters of Intent
- III. Strategies from the Borrower's perspective:
  - A. Evaluation. Can Borrower "right the ship?"
  - B. Selection of approach – forbearance, loan modification, deed-in-lieu.
- IV. Impacts of COVID-19 Pandemic and Moratorium
- V. Bankruptcy Issues