



Lease Renegotiation Status Report

2017

Rick Scott, Governor
Erin Rock, Secretary

Lease Renegotiation Status Report

Executive Summary

The Department of Management Services (DMS or department), in accordance with section 25 of Chapter 2017-71, Laws of Florida, with the cooperation of agencies that have existing lease contracts for office or storage space in excess of 2,000 square feet, shall use tenant broker services to renegotiate or reprocur all private lease agreements for office or storage space expiring between July 1, 2018, and June 30, 2020, in order to reduce costs in future years. DMS shall provide a report to the Executive Office of the Governor, the President of the Senate, and the Speaker of the House of Representatives by November 1, 2017, that lists each lease contract for private office or storage space, the status of renegotiations, and the savings achieved.

The collective lease renegotiation reporting information is incorporated into the DMS 2017 Master Leasing Report. Tenant broker services were used to determine potential co-location of office or storage spaces, review the space needs of each agency, and negotiate rates and lease terms.

Between July 1, 2016, and June 30, 2017, DMS and sister agencies have renegotiated or reprocured lease contracts with a cost increase of \$1,773,852.44, a 0.77 percent increase across the entire lease portfolio of 13,411,661 square feet. The improved economic outlook in Florida and rising rental rates in all major markets precluded additional cost avoidances. The current DMS policy to minimize square footage allocation per full-time equivalent (FTE) and encourage agencies to co-locate with other agencies providing a similar mission, when feasible, to offset the rising rental rates across the state is ongoing.

State of Florida Leasing Overview

The department's Division of Real Estate Development and Management (REDM) administers the operations and maintenance of the Florida Facilities Pool (Pool), as well as public and private leasing for the state.

The state's leasing portfolio includes state-owned Pool facilities spaces, private-sector buildings, and space leased from other governmental (federal and local) entities. The Department of Management Services currently manages 110 facilities in the Pool and five federal surplus property facilities. Additionally, DMS manages contracts for 7 private correctional facilities, and 11 Division of Telecommunications equipment buildings. Statewide, DMS manages less than 2 percent of the total number of state-owned facilities. However, DMS manages the second-largest portfolio of real estate among any agency in terms of square footage. As of June 30, 2017, agencies have entered into 308 leases for Pool space. Agencies have entered into an additional 1,202 leases with private landlords or other governmental entities.

The state's lease procurement process is administered in accordance with sections 255.248, 255.249, and 255.25, Florida Statutes. The leasing process is partially decentralized. Individual agencies are responsible for procuring leased space but, with few exceptions, submit leases to DMS for approval. The Department of Management Services has a fiduciary responsibility to its customers to provide facilities that meet their business and operational needs at optimal-value pricing, based on availability. A key element of the DMS leasing strategy is to provide taxpayers the best value for their tax dollars, which is best achieved by

maintaining high occupancy levels in Pool facilities.

Agencies' Lease Portfolio

Table 1 provides a snapshot of agency total lease portfolio costs and total square footage for office and storage space for fiscal year 2016-17, as recorded in the Florida State Owned Lands and Records Information System (FL-SOLARIS) (as of June 30, 2017). As depicted in the table, total square footage increased from fiscal year 2015-16 to fiscal year 2016-17 (1.48 percent), and overall leasing costs increased over the same period (0.77 percent).

Table 1 – Agencies' Lease Portfolio Snapshot*

Agency	Gross Square Footage Change			Agency Lease Cost Change		
	6/30/2016	6/30/2017	% Change	6/30/2016	6/30/2017	% Change
AG	85,931	79,330	-7.68%	\$ 1,411,469.27	\$ 1,346,013.73	-4.64%
AHCA	419,779	419,779	0.00%	\$ 8,831,867.09	\$ 8,969,418.33	1.56%
APD	280,966	280,966	0.00%	\$ 2,464,821.84	\$ 2,465,739.84	0.04%
AST	61,371	61,371	0.00%	\$ 1,050,805.20	\$ 1,050,805.20	0.00%
Citrus	7,543	7,543	0.00%	\$ 113,932.56	\$ 113,939.00	0.01%
CPIC	140,412	342,437	143.88%	\$ 2,571,619.84	\$ 5,858,688.90	127.82%
DACS	336,585	343,169	1.96%	\$ 4,256,548.21	\$ 4,414,005.78	3.70%
DBPR	399,441	400,785	0.34%	\$ 6,974,140.95	\$ 7,021,125.83	0.67%
DCF	1,501,254	1,403,958	-6.48%	\$ 31,230,385.82	\$ 26,454,210.15	-15.29%
DEA	116,399	126,086	8.32%	\$ 2,044,868.38	\$ 2,266,495.71	10.84%
DEO	151,882	138,171	-9.00%	\$ 2,190,065.60	\$ 1,966,525.38	-10.21%
DEP	582,354	578,861	-0.60%	\$ 9,705,022.23	\$ 9,703,112.23	-0.02%
DPS	778,248	782,872	0.59%	\$ 14,313,468.61	\$ 14,508,085.90	1.36%
DHSMV	237,784	246,902	3.83%	\$ 3,364,056.34	\$ 3,708,437.81	10.24%
DJJ	495,565	495,735	0.03%	\$ 9,516,404.96	\$ 9,757,873.83	2.54%
DIA	375,774	385,016	2.46%	\$ 8,484,113.44	\$ 7,948,740.90	-6.31%
DMA	47,530	47,530	0.00%	\$ 575,162.84	\$ 591,692.03	2.87%
DMS	222,498	224,173	0.75%	\$ 3,277,835.87	\$ 3,331,160.40	1.63%
DOAH	126,331	133,214	5.45%	\$ 2,477,260.54	\$ 2,609,370.04	5.33%
DOE	792,010	805,549	1.71%	\$ 12,867,794.44	\$ 13,370,291.90	3.91%
DOH	1,152,136	1,152,816	0.06%	\$ 21,937,189.23	\$ 22,200,868.24	1.20%
DOR	1,177,109	1,154,564	-1.92%	\$ 23,294,669.56	\$ 23,417,443.29	0.53%
DOS	304,682	322,904	5.98%	\$ 4,471,330.27	\$ 4,501,933.08	0.68%
EOG	384,617	369,529	-3.92%	\$ 4,957,915.97	\$ 5,110,850.19	3.08%
FCHR	12,111	12,111	0.00%	\$ 208,066.98	\$ 208,066.98	0.00%
FCOR	36,080	37,475	3.87%	\$ 474,674.14	\$ 475,255.14	0.12%
FDC	785,770	842,662	7.24%	\$ 14,771,219.14	\$ 15,848,568.50	7.29%
FDLE	677,103	694,391	2.55%	\$ 11,144,707.08	\$ 11,553,422.73	3.67%
FDOT	121,408	121,408	0.00%	\$ 2,163,406.68	\$ 2,225,545.02	2.87%
FDVA	36,312	36,184	-0.35%	\$ 338,892.68	\$ 338,892.68	0.00%
FSCJ	195,033	195,033	0.00%	\$ -	\$ -	0.00%
FWCC	168,630	178,031	5.57%	\$ 2,663,978.63	\$ 2,710,684.28	1.75%
JUDICIAL	14,017	14,017	0.00%	\$ 238,079.13	\$ 238,079.13	0.00%
LEGIS	444,983	452,251	1.63%	\$ 7,043,256.72	\$ 7,118,894.98	1.07%
Lottery	213,271	213,061	-0.10%	\$ 3,847,849.81	\$ 3,904,905.39	1.48%
MDC	46,065	46,065	0.00%	\$ 82,527.25	\$ 82,527.25	0.00%
NSA	15,311	15,311	0.00%	\$ 38,005.97	\$ 38,005.99	0.00%
NWFWMV	8,387	8,387	0.00%	\$ 153,610.66	\$ 153,610.68	0.00%
OSCA	79,033	81,692	3.36%	\$ 1,343,088.85	\$ 1,352,262.40	0.68%
POLKSC	25,000	25,000	0.00%	\$ 225,000.00	\$ 225,000.00	0.00%
PSC	108,680	108,680	0.00%	\$ 1,891,605.39	\$ 1,893,745.22	0.11%
SBA	174	174	0.00%	\$ 2,989.32	\$ 2,989.32	0.00%
SFWMD	5,000	8,689	73.78%	\$ 42,500.00	\$ 135,287.73	218.32%
SIRSC	6,048	3,456	-42.86%	\$ 21,703.68	\$ 13,201.92	-39.17%
SWFWMD	14,905	0	-100.00%	\$ 289,009.41	\$ -	-100.00%
TCC	14,200	4,200	-70.42%	\$ 128,756.00	\$ 63,756.00	-50.48%
UF	3,152	3,152	0.00%	\$ 54,151.36	\$ 54,151.36	0.00%
VALC	6,971	6,971	0.00%	\$ 33,588.83	\$ 33,588.83	0.00%
Grand Total	13,215,795	13,411,661	1.48%	\$ 229,583,416.77	\$ 231,357,269.21	0.77%

*Table 1 - * Includes all reported agency leases as of 6/30/2017. Note: This is a snapshot illustrating lease obligations as of 6/30/2017 and is not meant to represent or track actual lease payments made by agencies.*

Table 2 – Agencies with Reported Lease Cost Changes Since 7/1/2017

Agency	Reported Lease Cost Change
DOR	-\$212,658.12
FDLE	-\$118,806.00
FDC	-\$1,199.76
DOE	\$1,399.83
DBPR	\$2,156.47
DHSMV	\$177,076.94
AHCA	\$877,335.84
Total	\$725,305.20

Lease Cost Renegotiation

Table 2 above lists the seven agencies which have reported lease cost changes in private leases. These leases are for office and storage space greater than 2,000 square feet that expire between July 1, 2018, and June 30, 2020. The total reported change amounts to an increase of \$725,305.20 in private lease costs. The Department of Revenue reported the greatest savings of \$212,658.12, and the Agency for Health Care Administration reported the greatest increase in cost, \$877,335.84. See Attachment 2 for details on leases meeting the requirements of section 25 of

Chapter 2017-71, Laws of Florida, and the status of renegotiations.

Utilization of State-Owned Buildings

The state has a substantial financial investment in state-owned buildings. It is in the state's best interest for its agencies to fully utilize state facilities (when the state-owned buildings meet the agency's needs) before leasing private space. The leasing process begins when an agency submits a Request for Space Need (RSN) to DMS. The Department of Management Services then works to determine if state-owned space is available that meets the agency's operational needs. If there is state-owned space available and it meets the agency's needs, DMS enters into a lease with the agency. However, if state-owned space is not available, the agency begins the process of finding space to fit the requesting agency's needs. Once the agency finds a suitable lease, DMS reviews the agency's leasing documentation to determine if the lease action would be in the best interest of the state. If the lease is in the best interest of the state, DMS provides the agency with lease pre-approval. Finally, the agency works with the lessor on needed improvements or adjustments (buildout), and DMS approves the final version of the lease terms and conditions. This process allows DMS to ensure that all statutory and rule requirements are met. Then the landlord and tenant agency execute the lease contract.

The state contracts with two tenant brokers, selected in a competitive solicitation, to provide agencies with market data research, leasing transaction assistance, and construction management services. The state's tenant brokers, under the state's partially decentralized leasing system, can provide needed transaction expertise, which includes additional information regarding more favorable lease terms and rates, and additional monitoring and cost-reduction tracking.

Data Collection

To compile this report, DMS leasing staff consolidated lease data that was captured from the Department of Environmental Protection's FL-SOLARIS.

The Division of Real Estate Development and Management (division) uses a 24-month projection-tracking query to monitor upcoming lease expirations to review renewal options and/or initiate new procurements. The query provides analysis to leasing specialists, who in turn notify agency contacts at specific time frames to ensure the agencies take proper steps to address lease transactions in a timely and efficient manner. The query provides early detection of lease expirations, allowing increased opportunities for co-location, space reduction, and other portfolio efficiencies.

The division coordinated with agencies with expiring private and storage space leases, and agencies reported the status of expiring leases.

DMS Outreach Efforts

In addition to monitoring and tracking progress on lease renegotiations, DMS works with agencies to educate on and assist with renegotiations. The department also coordinates quarterly leasing liaison meetings to highlight directives, objectives, results, and pending requirements. The Department of Management Services has also provided information on these directives to the Florida Association of State Agency Administrative Services directors as well as the Governor's Office of Policy and Budget.

Conclusion

The Department of Management Services continues to work with the state's tenant brokers and partner agencies, as directed by 2017-71, Laws of Florida, to renegotiate or reprocur all private lease agreements for office or storage space expiring between July 1, 2018, and June 30, 2020. The division will continue to strive to realize cost savings whenever possible through renegotiation efforts.

Should you have any questions about this plan or need additional information, please contact the following individual:

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Attachment 1 – Abbreviations

Abbreviation	Definition
AG	Auditor General
AHCA	Agency for Health Care Administration
APD	Agency for Persons with Disabilities
AST	Agency for State Technologies
CPIC	Citizens Property Insurance Corporation
DACS	Department of Agriculture and Consumer Services
DBPR	Department of Business and Professional Regulation
DCF	Department of Children and Families
DEA	Department of Elder Affairs
DEO	Department of Economic Opportunity
DEP	Department of Environmental Protection
DFS	Department of Financial Services
DHSMV	Department of Highway Safety and Motor Vehicles
DJJ	Department of Juvenile Justice
DLA	Department of Legal Affairs
DMA	Department of Military Affairs
DMS	Department of Management Services
DOAH	Division of Administrative Hearings
DOE	Department of Education
DOH	Department of Health
DOR	Department of Revenue
DOS	Department of State
EFSC	Eastern Florida State College
EOG	Executive Office of the Governor
FCHR	Florida Commission on Human Relations
FCOR	Florida Commission on Offender Review
FDC	Florida Department of Corrections
FDLE	Florida Department of Law Enforcement
FDOC	Florida Department of Citrus
FDOT	Florida Department of Transportation
FDVA	Florida Department of Veterans' Affairs
FFP	Florida Facilities Pool
FL-SOLARIS	Florida State Owned Lands and Records Information System
FSCJ	Florida State College at Jacksonville
FWCC	Florida Fish and Wildlife Conservation Commission
JUDICIAL	Judicial Branch
LEGIS	Florida Legislature
Lottery	Department of Lottery
MDC	Miami Dade College
MTM	Month To Month
NOC	Not otherwise classified
NSA	Non-State Agency (example: Avis or Embarg)
NWFWMD	Norht West Florida Water Management District
OSCA	Office of the State Courts Administrator
POLKSC	Polk State College
PSC	Public Service Commission
SAW	Space Allocation Worksheet
SBA	State Board of Administration
FWMD	South Florida Water Management District
SJRSC	St. Johns River State College
SWFWMD	South West Florida Water Management District
TCC	Tallahassee Community College
UF	University of Florida
VALC	Valencia College

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
AG	1140048	5/31/2020	Office	\$30,915.45	N/A	N/A	N/A	N/A	
AG	1140062	6/30/2020	Office	\$43,149.68	N/A	N/A	N/A	N/A	
AG	1140066	8/31/2019	Office	\$46,435.92	N/A	N/A	N/A	N/A	
AG	1140068	8/31/2019	Office	\$101,439.96	N/A	TBD	TBD		
AHCA	6800070	2/28/2019	Office	\$1,437,368.31	CBRE	Renegotiation	Space reduction to be determined, will result in a cost-savings for the state.	We are renegotiating the renewal of the lease to include reducing the leased space of this office.	
AHCA	680M141	2/29/2020	Office	\$4,546,315.06	CBRE	Completed	Increase \$877,335.84	Space reduction of 33,273 sq. ft. The new lease is replacing 4 active leases: 720:0141A, 720:0141B, 680:0073 and 680:0069. The 4 original leases represent a combined 260,2014 sq. ft. The new lease starting on March 1, 2020 is for 226,931 sq. ft. This lease action was completed on July 10, 2017.	\$877,335.84
CPIC	9000001AP	10/31/2019	Office	\$1,122,000.00	CBRE	No Action	TBD	Goal is to make a decision regarding the Tampa office by the end of calendar year 2017. May be an opportunity to downsize due to reduced employee count and ability to utilize company's new AWA (Alternate Work Arrangement) policy.	
DACS	4200317	4/9/2020	Office	\$52,898.40	CBRE	Extend Lease	Unknown	No action - Intend to extend lease	
DACS	4200320	10/14/2019	Office	\$74,169.71	CBRE	Extend lease	Unknown	No action - Intend to extend lease	
DACS	4200470	7/31/2018	Office	\$92,972.32	CBRE	New Lease	Unknown	Tenant Broker preparing QSP for a new lease (420:0496) to replace this one	
DACS	4200474	2/28/2019	Office	\$32,567.77	CBRE	Extend Lease	Unknown	No action - Intend to extend lease	
DBPR	7900099	10/31/2018	Office	\$61,073.98	N/A	Lease Terminated	Lease increased \$2,156.47/yr	Replaced by Lease 942:8029	\$2,156.47
DBPR	7900101	7/31/2019	Office	\$84,056.00	Savills Studley	Pending	Lease Action Has Not Been Completed	TBD	
DBPR	7900102	10/31/2019	Office	\$321,059.16	Savills Studley	Pending	Lease Action Has Not Been Completed	TBD	
DBPR	7900103	10/31/2019	Unconditioned Storage	\$26,674.20	Savills Studley	Pending	Lease Action Has Not Been Completed	TBD	
DCF	5902539	6/30/2020	Office	\$111,397.00	CBRE	No Action	TBD	Renew	
DCF	5902847	3/31/2020	Office	\$281,538.62	CBRE	No Action	TBD	SIP	
DCF	5902860	3/31/2019	Office	\$531,000.00	CBRE	No Action	TBD	Renew - Increase	
DCF	5902971	5/31/2020	Office	\$15,880.55	CBRE	No Action	TBD	Extend lease	
DCF	5902973	7/31/2018	Office	\$150,600.00	CBRE	Pending	TBD	Renew	
DCF	5902977	3/31/2019	Office	\$124,399.64	CBRE	No Action	TBD	Renew	

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
DCF	5902989	10/31/2019	Office	\$400,000.00	CBRE	No Action	TBD	SIP	
DCF	5902993	7/31/2018	Office	\$113,763.50	CBRE	Pending	TBD	Renew	
DCF	5903016	7/31/2019	Office	\$70,008.12	CBRE	No Action	TBD	Renew	
DCF	5903045	11/30/2019	Office	\$476,293.61	N/A	TBD	TBD		
DCF	5903049	3/31/2019	Office	\$190,743.18	CBRE	Pending	TBD	Increase	
DCF	5903065	5/31/2019	Office	\$78,610.00	CBRE	No Action	TBD	New Lease	
DCF	5903068	4/30/2019	Office	\$132,844.25	CBRE	No Action	TBD	Renew	
DCF	5903071	12/31/2018	Office	\$129,605.93	CBRE	No Action	TBD	Renew	
DCF	5903074	8/31/2018	Office	\$154,034.40	CBRE	No Action	TBD	Renew	
DCF	5903077	11/30/2019	Office	\$108,592.20	CBRE	No Action	TBD	Renew	
DCF	5903079	6/30/2019	Office	\$108,881.08	CBRE	No Action	TBD	Renew	
DCF	5903082	1/31/2019	Office	\$139,370.00	CBRE	No Action	TBD	Renew	
DCF	5903083	3/31/2019	Office	\$131,922.00	CBRE	No Action	TBD	Renew	
DCF	5903084	5/31/2020	Office	\$166,914.00	CBRE	No Action	TBD	Renew	
DCF	5903085	3/31/2019	Office	\$68,962.00	CBRE	No Action	TBD	Renew	
DCF	5903086	10/31/2018	Office	\$19,016.93	CBRE	Pending	None	Extend lease	
DCF	5903088	3/31/2020	Office	\$179,061.50	CBRE	No Action	TBD	Renew	
DCF	5903090	7/31/2019	Unconditioned Storage	\$55,512.60	CBRE	No Action	TBD	Renew	
DCF	5903100	5/14/2020	Office	\$175,244.00	CBRE	No Action	TBD	SIP	
DCF	5903102	5/31/2019	Office	\$56,848.99	CBRE	No Action	TBD	Renew	
DCF	5903105	6/30/2020	Office	\$308,100.18	CBRE	No Action	TBD	Renew	
DCF	5903107	3/31/2020	Office	\$112,075.74	CBRE	No Action	TBD	Renew	
DCF	5903135	5/31/2020	Conditioned Storage	\$28,000.00	TBD	TBD	TBD	Not yet determined. Lease doesn't expire until 2020	
DCF	590M140	12/31/2019	Office	\$5,579,421.65	CBRE	New Procurement	TBD	Pending	
DEA	6500043	12/31/2018	Office	\$65,236.50	CBRE	Pending	Lease action not completed.	Broker is currently in the process of completing a lease modification that will extend the renewal period an additional five (5) years.	
DEA	6500066	8/31/2018	Office	\$68,399.10	CBRE	Extend lease for 5 years	TBD		
DEO	400M138	10/31/2019	Office	\$241,054.56	Savills Studley	On going, RSN and SAW has been submitted to DMS	None at this time, we have not started negotiations.	We would like to do a stay in-place, but we have not started that dialogue.	
DFS	4300097	6/30/2020	Unconditioned Storage	\$15,218.25	Savills Studley	Renegotiation		Lease action not yet complete	
DFS	4300157	4/30/2020	Office	\$250,582.50	N/A	TBD	TBD		
DFS	4300158	1/31/2019	Office	\$79,610.76	Savills Studley	Renegotiation		Lease action not yet complete	
DFS	4300173	12/31/2018	Office	\$318,202.50	Savills Studley	Renegotiation		Lease action not yet complete	
DFS	4300175	9/30/2019	Office	\$178,050.05	Savills Studley	Renegotiation		Lease action not yet complete	
DFS	4300176	2/14/2019	Office	\$39,084.69	Savills Studley	Renegotiation		Lease action not yet complete	

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
DFS	4300177	4/30/2019	Office	\$839,796.30	Savills Studley	Renegotiation		Lease action not yet complete	
DFS	4300179	6/30/2019	Office	\$134,147.00	N/A	TBD	TBD		
DFS	430M138	10/31/2019	Office	\$3,099,207.22	Savills Studley	Reprocurement		Lease action not yet complete	
DHSMV	7600515	12/31/2018	Office	\$74,246.30	CBRE	Reprocurement	Rent Increases 1/1/18 to \$80,770.44 annually.	RSN for new lease approved 6/22/17.	\$6,524.10
DHSMV	7600539	10/23/2019	Office	\$63,830.00	CBRE	Pending	Increase \$21,721.84	2 - 5 year Renewal Options. Renewal rate for the first 5 year option is \$85,551.84 for the first year and increases to \$96,275.28 in year five. Action status is Pending awaiting receipt of Lessor Evaluation Form and any needed tenant improvements.	\$21,721.84
DHSMV	7600545	3/31/2020	Office	\$132,219.54	CBRE	Pending	2 - 5 year Renewal Options. Renewal rate for the first 5 year option is \$148,831.00 for the first year and increases to \$167,506.89 in year five.	No action at this time.	\$148,831.00
DJJ	8000102	2/28/2019	Office	\$86,690.76	Savills Studley	Reprocurement	TBD - to be determined	DJJ will begin this action in	
DJJ	8000203	11/30/2019	Office	\$106,804.50	Savills Studley	Reprocurement	TBD - to be determined	DJJ will begin this action in Nov. 2017	
DJJ	8000273	1/31/2019	Office	\$71,823.60	Savills Studley	Reprocurement	TBD - to be determined	DJJ is currently working with Program to develop boundaries for solicitation	
DJJ	8000280	1/31/2019	Office	\$119,976.00	CBRE	ITN	TBD		
DJJ	8000282	9/12/2019	Office	\$145,710.24	Savills Studley	Reprocurement	TBD - to be determined	DJJ will begin this action in Sept. 2017	
DJJ	8000293	7/31/2018	Office	\$112,077.58	CBRE	Renegotiation	TBD - to be determined	RSN approved on 4/7/17 and broker currently working on	
DJJ	8000308	3/31/2020	Office	\$42,816.03	Savills Studley	Renegotiation	TBD - to be determined	DJJ will begin this action in Dec. 2018	
DJJ	8000338	10/31/2019	Office	\$152,000.00	Savills Studley	Reprocurement	TBD - to be determined	DJJ will begin this action in Nov. 2017	
DJJ	8000349	10/31/2019	Office	\$53,218.00	CBRE	Renegotiation	TBD - to be determined	DJJ will begin this action in Nov. 2017	
DJJ	8000381	5/31/2019	Office	\$214,173.70	Savills Studley	Reprocurement	TBD - to be determined	DJJ will begin this action in July 2017	
DJJ	8000383	10/31/2019	Office	\$82,656.00	Savills Studley	Renegotiation	TBD - to be determined	DJJ will begin this action in Nov. 2017	
DJJ	8000385	9/30/2019	Office	\$40,940.00	Savills Studley	Renegotiation	TBD - to be determined	DJJ will begin this action in Jan. 2018	

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Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
DJJ	8000402	11/30/2019	Office	\$94,716.93	Savills Studley	Renegotiation	TBD - to be determined	DJJ will begin this action in Dec. 2017	
DJJ	8000409	5/31/2019	Office	\$49,530.00	Savills Studley	Reprocurement	TBD - to be determined	DJJ will begin this action in July 2017	
DJJ	800M138	10/31/2019	Office	\$2,686,828.32	Savills Studley	Reprocurement	TBD - to be determined	DJJ is awaiting on approval from DMS to approve a SIP or ITN	
DLA	4100120	8/31/2018	Office	\$59,092.00	Savills Studley	Pending	Lease action not yet complete	Tenant Broker compiling QSP package	
DLA	4100130	3/14/2020	Office	\$933,894.36	Savills Studley	Pending	Lease action not yet complete	Modification to increase sf pending. Tenant Broker in negotiations with lessor.	
DMA	6200058	7/31/2018	Office	\$52,876.48	N/A	N/A	N/A	Too soon to tell if we will re-negotiate the lease in 2018	
DMS	720M140	12/31/2019	Office	\$827,166.45	CBRE	Renegotiation	Lease action not yet completed		
DOAH	7200109	11/30/2019	Office	\$72,501.50	TBD	TBD	TBD		
DOAH	7200113	7/31/2018	Office	\$76,650.00	Savills Studley	Going out to procure a new lease	TBD		
DOAH	7200122	3/31/2019	Office	\$50,849.32	N/A	TBD	TBD		
DOAH	7200154	8/31/2019	Office	\$210,922.84	TBD	TBD	TBD	DOAH plans to exercise the renewal option.	
DOAH	7200155	11/30/2019	Office	\$84,000.00	N/A	TBD	TBD		
DOAH	7200173	11/30/2018	Office	\$70,885.82	CBRE	New lease/ITN	TBD		
DOE	4800544	12/31/2019	Office	\$95,790.60	N/A	TBD	TBD		
DOE	4800600	6/30/2020	Unconditioned Storage	\$69,200.00	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800665	10/31/2018	Office	\$174,486.06	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800678	3/31/2020	Office	\$122,850.00	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800747	4/30/2020	Office	\$45,810.00	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800751	6/30/2020	Office	\$61,250.00	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800769	7/31/2018	Office	\$53,204.85	Savills Studley	Renegotiation	Lease action not yet completed		
DOE	4800774	3/31/2019	Office	\$89,370.54	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800782	6/30/2019	Office	\$57,316.00	N/A	TBD	TBD		
DOE	4800784	11/30/2018	Office	\$90,870.00	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800785	6/30/2019	Office	\$91,888.85	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
DOE	4800786	1/31/2019	Office	\$242,302.32	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800790	7/31/2018	Office	\$84,166.50	Savills Studley	Renegotiation	Lease action not yet completed		
DOE	4800794	2/28/2019	Office	\$69,118.20	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800797	5/31/2019	Office	\$75,680.43	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800808	11/14/2019	Office	\$243,666.00	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800827	9/30/2018	Office	\$47,192.97	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800830	7/14/2018	Office	\$253,706.32	Savills Studley	Pending	Lease action not yet completed	Lease action under review	
DOE	4800844	7/31/2019	Office	\$67,191.64	Savills Studley	Renew & Restructure	\$1399.83 Increase	The agency has 2/5 year renewals and is going to exercise one of them but restructure the rental rate.	\$1,399.83
DOE	4800845	8/31/2019	Office	\$74,500.52	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800852	6/30/2020	Office	\$112,860.08	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800856	6/30/2020	Office	\$108,227.25	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOE	4800862	5/31/2020	Office	\$53,547.45	N/A	TBD	TBD		
DOE	480M138	10/31/2019	Office	\$313,151.35	Savills Studley	Pending	Lease action not yet completed	Lease action not yet started	
DOH	6400195	12/15/2018	Office	\$515,550.00	Savills Studley	Reprocurement	Lease Action Not Yet Completed	SIP Action	
DOH	6400336	2/28/2019	Office	\$157,334.32	Savills Studley	Renegotiation	Lease Action Not Yet Completed	Working on preliminary lease docs	
DOH	6400369	9/30/2019	Unconditioned Storage	\$27,357.00	Savills Studley	Renegotiation	Lease Action Not Yet Completed	Working on preliminary lease docs	
DOH	6400377	1/31/2020	Office	\$89,164.34	N/A	TBD	TBD		
DOH	640M138	10/31/2019	Office	\$2,757,412.79	Savills Studley	Reprocurement	Lease Action Not Yet Completed	Waiting on DMS/Leg. Direction	

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
DOR	7300282	7/31/2018	Office	\$52,129.14	Savills Studley	The Child Support Program (CSP) is in the process of doing a 2 year modification.	Savings of \$32,166.12	The Tenant Broker attempted to negotiate the modification to remain at the current rate of \$12.50. The owner countered and said that the pre-determined renewal rates were below market average and wanted to maintain the current lease escalation. Two 1-year renewals executed at the rate 13.26 and 13.65. annualized at \$41,490.60 and \$42,710.88, beginning Aug 1, 18 and ending July 31, 2020. After this lease action, there will be one 1-year renewal remaining.	-\$32,166.12
DOR	7300306	11/30/2019	Office	\$104,247.00	Savills Studley	DOR Facilities will notify CSP of the upcoming lease action no later than 11/15/2017.	N/A	This lease has ten 1-year renewals remaining.	
DOR	7300321	9/30/2019	Office	\$793,981.50	Savills Studley	DOR Facilities will notify CSP and General Tax Administration (GTA) of the upcoming lease action no later than 9/15/2017.	N/A	This lease has seven 1-year renewals remaining.	
DOR	7300345	7/31/2018	Office	\$366,566.20	N/A	TBD	TBD		
DOR	7300347	12/31/2019	Office	\$345,060.00	Savills Studley	DOR Facilities will notify CSP and GTA of the upcoming lease action no later than 12/15/2017.	N/A	This lease has seven 1-year renewals remaining.	
DOR	7300364	7/31/2019	Office	\$133,771.90	Savills Studley	DOR Facilities will notify GTA of the upcoming lease action no later than 7/15/2017.	N/A	This lease has two 5-year renewals remaining.	

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
DOR	7300371	9/30/2018	Office	\$322,749.70	Savills Studley	CSP is in the process of doing a 5-year modification. GTA is trying to consolidate the Holiday and Tampa offices.		CSP will be occupying 8,882 Square Feet (SF) with a decrease of 7017SF due to GTA vacating lease. The rental rate remains at the pre-determined renewal rate of \$19.00 for the 5-year renewal period. The Invitation to Negotiate (ITN 730:0404) will be advertised on or before 6/22/2017. New rent \$168,758 annually. This does not consider GTAs rent cost for a new lease.	
DOR	7300372	8/31/2018	Office	\$1,178,000.00	Savills Studley	CSP is in the process of executing a 5-year Stay-in-Place (SIP) lease. GTA is trying to consolidate the Holiday and Tampa offices.	Decrease of \$180,492	CSP will be reducing SF from 62,000 SF, CSP will be occupying 36,591 Square Feet (SF); this is a reduction of 25,409 Square Feet (SF). The rental rates for the 5-year period are as follows: \$20.50, \$21.00, \$21.50, \$22.00, \$22.50. The ITN (730:0404) will be advertised on or before 6/22/2017. This does not consider GTAs rent cost for a new lease.	-\$180,492.00
DOR	7300376	5/31/2019	Office	\$175,024.32	Savills Studley	DOR Facilities notified GTA of the upcoming lease action on 5/8/2017. The Program's response is due back on 8/1/2017.	N/A	There are no renewal options remaining.	
DOR	7300377	10/31/2019	Office	\$1,119,290.80	Savills Studley	DOR Facilities will notify CSP of the upcoming lease action no later than 10/15/2017.	N/A	There are no renewal options remaining.	
DOR	7300381	5/31/2020	Office	\$634,785.44	Savills Studley	DOR Facilities will notify CSP of the upcoming lease action no later than 5/15/2018.	N/A	There are no renewal options remaining.	
DOS	450M138	10/31/2019	Office	\$892,839.00	CBRE	Reprocurement	Lease action not yet completed		
FDC	7000605	8/31/2018	Office	\$59,712.90	CBRE	Reprocurement	TBD		
FDC	7000774	8/31/2019	Office	\$53,932.50	N/A	No Action Taken Yet	No Change		
FDC	7000788	8/31/2018	Office	\$93,781.24	N/A	TBD	TBD		
FDC	7000802	4/30/2019	Office	\$81,558.12	Savills Studley	Pending	TBD		
FDC	7000808	4/30/2019	Office	\$122,724.00	CBRE	Pending	TBD		

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
FDC	7000813	9/30/2019	Office	\$107,244.50	N/A	No Action Taken Yet	No Change		
FDC	7000896	8/31/2018	Office	\$49,043.50	CBRE	Renegotiation	Lease Action not yet completed	Pending extension	
FDC	7000911	4/30/2019	Office	\$83,601.00	CBRE	Pending	TBD	Will begin working on 2 years prior to lease ending which is 04/2017 - Plans to negotiate with current Lessor	
FDC	7000980	6/9/2019	Office	\$101,834.04	CBRE	Pending	TBD		
FDC	7000985	1/14/2020	Office	\$480,425.76	N/A	No Action Taken Yet	No Change		
FDC	7000991	10/31/2018	Office	\$151,240.00	CBRE	Pending	TBD		
FDC	7000992	10/31/2018	Office	\$119,022.80	CBRE	Reprocurement	Lease Action not yet completed	QSP	
FDC	7001005	2/22/2019	Office	\$54,160.40	CBRE	Renegotiation	Lease Action not yet completed	Pending extension	
FDC	7001036	12/31/2018	Office	\$110,940.00	CBRE	Renegotiation	Lease Action not yet completed	Exercise Renewal Option	
FDC	7001055	10/31/2019	Office	\$212,463.24	N/A	TBD	TBD		
FDC	7001062	10/24/2018	Office	\$150,137.64	CBRE	Pending	TBD	Will begin working on 2 years prior to lease ending which is 10/2018, plans to renegotiate or ITN	
FDC	7001064	10/31/2018	Office	\$55,620.50	CBRE	Pending	Lease Action not yet completed		
FDC	7001075	10/31/2018	Office	\$128,356.20	CBRE	Reprocurement	Lease Action not yet completed		
FDC	7001077	4/30/2020	Office	\$627,600.00	N/A	No Action Taken Yet	No Change		
FDC	7001121	3/31/2020	Office	\$94,246.40	N/A	No Action Taken Yet	No Change		
FDC	7001122	6/30/2020	Office	\$95,761.00	N/A	No Action Taken Yet	No Change		
FDC	7001173	4/30/2019	Office	\$197,460.50	CBRE	ITN	\$1,199.76	Savings	-\$1,199.76
FDC	7008003	8/31/2019	Office	\$55,102.92	N/A	No Action Taken Yet	No Change		
FDLE	7100146	9/30/2019	Office	\$1,074,455.80	Savills Studley	Pending	\$118,806.00	SIP Lease 710:0265 with an 11% decrease in rate in 1st year; term TBD	-\$118,806.00
FDLE	7100237	6/30/2020	Office	\$17,997.92	Savills Studley	Renegotiation	Unknown	TBD/Renegotiation and possible extension	
FDLE	7100259	2/28/2019	Unconditioned Storage	\$31,360.00	Savills Studley	Renegotiation	Unknown	Renewal Option	
FDOT	5500334	12/31/2018	Unconditioned Storage	\$35,497.62	N/A	Pending		Terminating lease as space no longer needed.	
FDOT	550M138	10/31/2019	Office	\$1,887,274.89	CBRE	ITN	Pending	Space reduction from 81,000sq.ft. to 54,000sq.ft. Cost savings to be determined.	
FWCC	7700188	3/31/2019	Unconditioned Storage	\$13,500.00	Savills Studley	Pending	Unknown at this time	RSN submitted to have CBRE negotiate a 3 year extension to this storage lease that is shared between DLE and FYCCN.	
FWCC	7700208	6/30/2019	Office	\$48,360.38	Savills Studley	Renegotiation	Unknown at this time	RSN submitted to have Savills-Studley negotiate 5 year renewal option 2 of 2.	

Attachment 2 - Leases Greater Than 2,000 SF Expiring Between 7/1/2018 and 6/30/2020

Agency	Lease Id	Expiration Date	Primary Use	Annual Rent	Tenant Broker	Status of Negotiations	Cost Savings or Change	Comments	Reported Lease Cost Change
FWCC	7700218	12/31/2018	Unconditioned Storage	\$52,386.21	CBRE	Renegotiation	Unknown at this time	CBRE is currently renegotiating the Rate for the first of 2 - 2 year renewal options.	
FWCC	7700219	10/31/2019	Office	\$87,618.00	CBRE	Pending	Unknown at this time	Subleased from DOT, but will fall under FWC's space needs currently under the Master Lease.	
FWCC	7700221	3/31/2020	Office	\$6,000.42	CBRE	Pending	Renewal will be at the same rate as the original agreement	This is a sublease, with a one time renewal of up to five years. Will seek Tenant Broker CBRE to perform an IMA for the area and request Tenant Broker Credit hours be used.	
FWCC	770M138	10/31/2019	Office	\$1,174,912.43	CBRE	Pending	Unknown at this time	Working with Tenant Broker CBRE, an ITN will be advertised to look for new space within Leon Co.	
Lottery	3600006	7/14/2018	Office	\$2,746,315.26	Savills Studley	Renegotiation	Lease action not yet completed		
Lottery	3600684	3/29/2020	Office	\$134,930.00	N/A	No Action	Lease action not yet completed	Tenant Broker not yet determined; Anticipated start date of next lease action is 3/2019	
Lottery	3600685	6/30/2019	Office	\$136,371.78	N/A	No Action	Lease action not yet completed	Tenant Broker not yet determined; Anticipated start date of next lease action is 7/2018	
Lottery	3600686	12/31/2019	Office	\$91,712.00	N/A	No Action	Lease action not yet completed	Tenant Broker not yet determined; Anticipated start date of next lease action is 1/2019	

