



# 2018

## Florida Lease Renegotiation Status Report



FLORIDA DEPARTMENT of

**management**  
**SERVICES**

We serve those who serve Florida

Erin Rock, Secretary



# Florida Lease Renegotiation Status Report

## Executive Summary

The Department of Management Services (DMS), in accordance with section 47 of Chapter 2018-10, 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, must use tenant broker services to renegotiate or reprocur all private lease agreements for office or storage space expiring between July 1, 2019, and June 30, 2021, in order to reduce future costs. DMS continues to encourage efficient use of space and will work with the state’s tenant brokers and partner agencies to renegotiate or re-procure all private leases expiring within this time frame. DMS shall provide a report to the Executive Office of the Governor, President of the Senate, and Speaker of the House of Representatives by November 1, 2018, that lists each lease contract for private office or storage space, status of renegotiations, and the savings achieved. The improved economic outlook in Florida and rising rental rates in all major markets may impact future savings.

## Lease Cost Renegotiation

DMS identified 146 office and storage space leases in excess of 2,000 square feet that will be expiring between July 1, 2019 and June 30, 2021. As presented in Attachment 2, agencies responded to DMS’ request for information and the attachment lists each lease for private or storage space, the status of renegotiation as of July 31, 2018, along with projected cost variance for FY 2019/20 and FY 2020/21, where available. Agencies are projecting an overall cost reduction of \$600,868.85 for FY 2019/20 and \$987,644.63 for FY 2020/21 as annotated in Attachment 2.

## Data Collection

To compile this report, DMS leasing staff consolidated lease data, as recorded by agencies, in the FL-SOLARIS database. The department uses a 24-month projection-tracking query to monitor upcoming lease expirations and review renewal options and initiate new procurements. The query provides analysis to leasing specialists, who in turn notify agency contacts to ensure the agencies 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.

Figure 1 – Chapter 2018-10, Laws of Florida (excerpt)

Section 47. In order to implement appropriations used to pay existing lease contracts for private lease space in excess of 2,000 square feet in the 2018-2019 General Appropriations Act, the Department of Management Services, with the cooperation of the agencies having the existing lease contracts for office or storage space, shall use tenant broker services to renegotiate or reprocur all private lease agreements for office or storage space expiring between July 1, 2019, and June 30, 2021, in order to reduce costs in future years. The department shall incorporate this initiative into its 2018 master leasing report required under s. 255.249(7), Florida Statutes, and may use tenant broker services to explore the possibilities of collocating office or storage space, to review the space needs of each agency, and to review the length and terms of potential renewals or renegotiations. The department 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, 2018, which lists each lease contract for private office or storage space, the status of renegotiations, and the savings achieved. This section expires July 1, 2019.

## DMS Outreach Efforts

In addition to monitoring and tracking progress on lease renegotiations, DMS works with agencies to educate and assist with the renegotiation process. The department also coordinates quarterly leasing liaison meetings to highlight directives, objectives, results, and pending requirements.

## Conclusion

DMS continues to work with the state's tenant brokers and partner agencies, as directed by 2018-10, Laws of Florida, to renegotiate or reprocur all private lease agreements for office or storage space expiring between July 1, 2019, and June 30, 2021. DMS will continue to work with agencies to reduce leasing costs.

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
<b>AG</b>	Auditor General
<b>AHCA</b>	Agency for Health Care Administration
<b>APD</b>	Agency for Persons with Disabilities
<b>CPIC</b>	Citizens Property Insurance Corporation
<b>DACS</b>	Department of Agriculture and Consumer Services
<b>DBPR</b>	Department of Business and Professional Regulation
<b>DCF</b>	Department of Children and Families
<b>DEA</b>	Department of Elder Affairs
<b>DEO</b>	Department of Economic Opportunity
<b>DEP</b>	Department of Environmental Protection
<b>DFS</b>	Department of Financial Services
<b>DHSMV</b>	Department of Highway Safety and Motor Vehicles
<b>DJJ</b>	Department of Juvenile Justice
<b>DLA</b>	Department of Legal Affairs
<b>DMS</b>	Department of Management Services
<b>DOAH</b>	Division of Administrative Hearings
<b>DOE</b>	Department of Education
<b>DOH</b>	Department of Health
<b>DOR</b>	Department of Revenue
<b>DOS</b>	Department of State
<b>EOG</b>	Executive Office of the Governor
<b>FDC</b>	Florida Department of Corrections
<b>FDLE</b>	Florida Department of Law Enforcement
<b>FDOT</b>	Florida Department of Transportation
<b>FWCC</b>	Florida Fish and Wildlife Conservation Commission
<b>Lottery</b>	Department of Lottery
<b>SFWMD</b>	South Florida Water Management District



## Attachment 2 - Private Leases Greater Than 2,000 SF Expiring Between 7/1/2019 and 6/30/2021

Agency	Lease ID	Expiration Date	Primary Use	Square Feet	Amount Per Year*	Status of Renegotiations*	FY 19/20 Cost Variance*	FY 20/21 Cost Variance*
AG	1140048	5/31/2020	Office	2,001	\$31,835.91			
AG	1140062	6/30/2020	Office	2,657	\$43,149.72			
AG	1140066	8/31/2019	Office	2,292	\$49,278.00			
AG	1140068	8/31/2019	Office	4,000	\$101,439.96			
AHCA	6800074	3/31/2021	Office	9,700	\$244,731.00	No Action	\$0.00	\$0.00
AHCA	680M141	2/29/2020	Office	244,163	\$4,758,736.87	No Action	\$228,817.47	\$418,951.65
APD	6700016	6/30/2021	Office	7,594	\$140,944.64	No Action		
CPIC	9000001AP	10/31/2019	Office	60,000	\$1,122,000.00	Pending		
DACS	4200317	4/9/2020	Office	2,790	\$54,488.70	Renegotiation	unknown	unknown
DACS	4200320	10/14/2019	Office	3,841	\$78,702.09	Renegotiation	unknown	unknown
DACS	4200478	10/14/2020	Office	49,164	\$816,122.40	Renegotiation	unknown	unknown
DACS	4200484	9/30/2020	Office	4,260	\$83,836.80	Renegotiation	unknown	unknown
DBPR	7900101	7/31/2019	Office	4,256	\$90,014.40	Pending	TBD	TBD
DBPR	7900102	10/31/2019	Office	16,827	\$321,059.16	Pending	TBD	TBD
DBPR	7900103	10/31/2019	Unconditioned Storage	3,045	\$28,288.05	Pending	TBD	TBD
DCF	5902539	6/30/2020	Office	5,330	\$118,166.10	Renegotiation	N/A	N/A
DCF	5902847	3/31/2020	Office	16,199	\$277,326.88	Reprocurement	N/A	N/A
DCF	5902971	5/31/2020	Office	2,023	\$22,758.75	Renegotiation	N/A	N/A
DCF	5902989	10/31/2019	Office	16,000	\$408,000.00	No Action	N/A	N/A
DCF	5903016	7/31/2019	Office	3,276	\$74,266.92	Pending	N/A	N/A
DCF	5903018	2/28/2021	Office	9,789	\$245,116.56	Renegotiation	N/A	N/A
DCF	5903036	2/28/2021	Office	4,289	\$63,262.75	Renegotiation	N/A	N/A
DCF	5903045	11/30/2019	Office	21,047	\$485,975.23	Renegotiation	N/A	N/A
DCF	5903057	6/30/2020	Office	2,800	\$63,000.00	Renegotiation	N/A	N/A
DCF	5903073	7/31/2020	Office	17,500	\$323,750.00	Renegotiation	N/A	N/A
DCF	5903077	11/30/2019	Office	3,870	\$105,534.90	Renegotiation	N/A	N/A
DCF	5903084	5/31/2020	Office	7,735	\$170,170.00	No Action	N/A	N/A
DCF	5903087	8/31/2020	Office	2,032	\$53,929.28	Renegotiation	N/A	N/A
DCF	5903090	7/31/2019	Unconditioned Storage	9,420	\$60,947.40	Renegotiation	N/A	N/A
DCF	5903095	6/30/2021	Office	10,300	\$234,325.00	Renegotiation	N/A	N/A
DCF	5903100	5/14/2020	Office	7,720	\$175,244.00	Renegotiation	N/A	N/A
DCF	5903105	6/30/2020	Office	13,133	\$314,141.36	Renegotiation	N/A	N/A
DCF	5903107	3/31/2020	Office	4,753	\$112,075.74	Renegotiation	N/A	N/A
DCF	5903111	4/30/2021	Office	3,502	\$84,223.10	Renegotiation	N/A	N/A
DCF	5903112	6/30/2021	Office	17,000	\$294,780.00	Renegotiation	N/A	N/A

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Agency	Lease ID	Expiration Date	Primary Use	Square Feet	Amount Per Year*	Status of Renegotiations*	FY 19/20 Cost Variance*	FY 20/21 Cost Variance*
DCF	5903115	3/31/2021	Office	4,614	\$71,517.00	N/A	N/A	N/A
DCF	5903135	5/31/2020	Conditioned Storage	4,000	\$28,000.00	Renegotiation	N/A	N/A
DCF	590M140	12/31/2019	Office	287,155	\$5,745,971.55	Reprocurement	N/A	N/A
DEA	6500065	2/28/2021	Office	2,460	\$54,120.00	No Action	\$0.00	\$0.00
DEO	4000067	1/31/2021	Office	46,886	\$945,221.76	Renegotiation	\$16,410.10	\$16,957.08
DEO	4000070	1/31/2020	Office	36,888	\$682,428.00	Reprocurement	\$20,011.74	
DEO	400M138	10/31/2019	Office	9,847	\$243,319.37	Reprocurement	\$2,560.24	
DEP	3700177	9/14/2020	Office	36,228	\$746,296.80	Renegotiation	-\$160,943.04	-\$153,490.80
DFS	4300097	6/30/2020	Unconditioned Storage	2,955	\$16,134.30	Renegotiation		
DFS	4300157	4/30/2020	Office	14,319	\$250,582.50	Renegotiation		
DFS	4300175	9/30/2019	Office	9,703	\$184,939.18	Pending		
DFS	4300183	4/30/2021	Conditioned Storage	6,874	\$70,802.16	Renegotiation		
DFS	430M138	10/31/2019	Office	133,414	\$3,296,659.94	Reprocurement		
DHSMV	7600490	4/16/2021	Office	3,754	\$77,107.16	No Action	TBD	TBD
DHSMV	7600539	10/23/2019	Office	3,928	\$65,754.72	Renegotiation	TBD	TBD
DHSMV	7600545	3/31/2020	Office	4,801	\$140,285.22	No Action	TBD	TBD
DJJ	8000203	11/30/2019	Office	6,473	\$106,804.50	Pending	TBD	TBD
DJJ	8000282	9/12/2019	Office	7,374	\$157,656.12	Renegotiation	\$0.00	\$3,244.56
DJJ	8000308	3/31/2020	Office	2,269	\$44,540.47	Pending	TBD	TBD
DJJ	8000338	10/31/2019	Office	7,600	\$161,272.00	Renegotiation	TBD	TBD
DJJ	8000341	6/11/2021	Office	2,858	\$72,135.92	Pending	TBD	TBD
DJJ	8000349	10/31/2019	Office	2,200	\$54,274.00	Renegotiation	-\$3,124.00	-\$2,090.00
DJJ	8000382	4/30/2021	Office	2,512	\$51,496.00	Pending	TBD	TBD
DJJ	8000383	10/31/2019	Office	5,904	\$85,608.00	Renegotiation	TBD	TBD
DJJ	8000385	9/30/2019	Office	2,300	\$42,228.00	Renegotiation	TBD	TBD
DJJ	8000387	9/10/2020	Office	9,493	\$198,403.70	Reprocurement	TBD	TBD
DJJ	8000400	3/31/2021	Office	3,830	\$63,195.00	Pending	TBD	TBD
DJJ	8000402	11/30/2019	Office	4,323	\$100,509.75	Renegotiation	-\$1,765.23	\$396.28
DJJ	8000408	3/31/2021	Office	2,265	\$54,314.76	Pending	TBD	TBD
DJJ	800M138	10/31/2019	Office	115,662	\$2,858,008.14	Reprocurement	-\$571,536.52	-\$747,622.04
DLA	4100123	9/30/2020	Office	42,027	\$1,451,192.31	Renegotiation	TBD	TBD
DLA	4100130	3/14/2020	Office	41,177	\$990,306.85	Renegotiation	\$98,913.00	\$26,073.32
DLA	4100135	3/31/2021	Office	22,283	\$608,994.39	No Action	N/A	N/A
DMS	720M140	12/31/2019	Office	43,835	\$877,576.70	Reprocurement	\$36,553.66	\$73,107.32
DOAH	7200109	11/30/2019	Office	3,919	\$74,461.00	Renegotiation	\$0.00	\$0.00

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Agency	Lease ID	Expiration Date	Primary Use	Square Feet	Amount Per Year*	Status of Renegotiations*	FY 19/20 Cost Variance*	FY 20/21 Cost Variance*
DOAH	7200132	3/31/2020	Office	3,827	\$70,761.23	No Action	\$0.00	\$0.00
DOAH	7200154	8/31/2019	Office	7,097	\$221,781.25	Renegotiation	\$0.00	\$0.00
DOAH	7200155	11/30/2019	Office	3,500	\$85,750.00	Reprocurement	\$0.00	\$0.00
DOAH	7200170	1/31/2021	Office	9,270	\$199,305.00	No Action	\$0.00	\$0.00
DOE	4800544	12/31/2019	Office	3,942	\$98,668.26	Pending	\$0.00	\$0.00
DOE	4800600	6/30/2020	Unconditioned Storage	10,000	\$65,200.00	Pending	\$0.00	\$0.00
DOE	4800678	3/31/2020	Office	8,750	\$163,975.00	Pending	\$0.00	\$0.00
DOE	4800743	9/30/2020	Office	5,488	\$101,528.00	Pending	\$0.00	\$0.00
DOE	4800751	6/30/2020	Office	3,500	\$57,750.00	Pending	\$0.00	\$0.00
DOE	4800767	1/31/2021	Office	2,080	\$57,595.20	Pending	\$0.00	\$0.00
DOE	4800779	2/28/2021	Office	8,194	\$242,624.34	Pending	\$0.00	\$0.00
DOE	4800789	2/28/2021	Office	6,304	\$178,970.56	Pending	\$0.00	\$0.00
DOE	4800799	1/31/2021	Office	11,355	\$221,422.50	Pending	\$0.00	\$0.00
DOE	4800805	6/30/2021	Office	3,374	\$64,106.00	Pending	\$0.00	\$0.00
DOE	4800806	7/31/2020	Office	2,744	\$43,904.00	Pending	\$0.00	\$0.00
DOE	4800808	11/14/2019	Office	13,537	\$243,666.00	Pending	\$0.00	\$0.00
DOE	4800815	3/31/2021	Office	4,014	\$111,067.44	Pending	\$0.00	\$0.00
DOE	4800835	6/30/2021	Office	14,685	\$248,763.90	Pending	\$0.00	\$0.00
DOE	4800838	6/30/2021	Office	4,951	\$107,684.25	Pending	\$0.00	\$0.00
DOE	4800844	7/31/2019	Office	2,549	\$68,542.56	Reprocurement	\$0.00	\$0.00
DOE	4800845	8/31/2019	Office	3,214	\$79,064.40	Pending	\$0.00	\$0.00
DOE	4800851	7/31/2020	Office	4,413	\$122,902.05	Pending	\$0.00	\$0.00
DOE	4800852	6/30/2020	Office	3,818	\$100,566.12	Pending	\$0.00	\$0.00
DOE	4800855	6/30/2021	Office	3,929	\$110,012.00	Pending	\$0.00	\$0.00
DOE	4800856	6/30/2020	Office	4,203	\$111,463.56	Pending	\$0.00	\$0.00
DOE	4800862	5/31/2020	Office	2,805	\$54,276.75	Reprocurement	\$0.00	\$0.00
DOE	480M138	10/31/2019	Office	14,345	\$354,464.95	Reprocurement	\$0.00	\$0.00
DOH	6400347	2/28/2021	Office	3,375	\$88,290.00	Renegotiation	\$0.00	\$0.00
DOH	6400369	9/30/2019	Unconditioned Storage	3,300	\$29,040.00	Renegotiation	\$0.00	\$0.00
DOH	6400377	1/31/2020	Office	3,686	\$89,164.34	Renegotiation	\$0.00	\$0.00
DOH	6400395	10/31/2020	Office	2,864	\$43,303.68	Renegotiation	\$0.00	\$0.00
DOH	6400399	3/31/2021	Office	2,500	\$60,550.00	Renegotiation	\$0.00	\$0.00
DOH	6400402	9/30/2020	Unconditioned Storage	27,490	\$274,075.30	Renegotiation	\$0.00	\$0.00
DOH	640M138	10/31/2019	Office	135,815	\$3,355,988.65	Reprocurement	\$0.00	\$0.00
DOR	7300282	7/31/2020	Office	3,129	\$40,270.23	Renegotiation	\$0.00	\$0.00

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Agency	Lease ID	Expiration Date	Primary Use	Square Feet	Amount Per Year*	Status of Renegotiations*	FY 19/20 Cost Variance*	FY 20/21 Cost Variance*
DOR	7300306	11/30/2019	Office	3,861	\$104,247.00	No Action	-\$77,049.27	-\$134,021.75
DOR	7300321	9/30/2019	Office	37,050	\$842,146.50	Renegotiation	\$0.00	\$0.00
DOR	7300339	9/30/2020	Office	3,913	\$98,568.47	Renegotiation	\$0.00	\$0.00
DOR	7300341	4/30/2021	Office	26,744	\$625,542.13	No Action	\$0.00	\$0.00
DOR	7300344	3/31/2021	Office	4,478	\$78,365.04	No Action	\$0.00	\$0.00
DOR	7300345	7/31/2019	Office	18,310	\$381,214.20	Procurement	\$0.00	\$0.00
DOR	7300347	12/31/2019	Office	15,336	\$353,648.16	Procurement	\$0.00	\$0.00
DOR	7300364	7/31/2019	Office	4,702	\$138,473.90	Procurement	\$0.00	\$0.00
DOR	7300377	10/31/2019	Office	35,320	\$1,187,458.40	Renegotiation	\$0.00	\$0.00
DOR	7300381	5/31/2020	Office	24,566	\$650,753.34	Renegotiation	\$0.00	\$0.00
DOR	7300385	11/30/2020	Office	8,228	\$131,648.00		\$0.00	\$0.00
DOS	450M138	10/31/2019	Office	36,502	\$901,964.42	Reprocurement	-\$193,017.00	-\$279,987.00
EOG	3100050	1/31/2021	Office	2,544	\$169,633.92	Pending		
FDC	7000813	9/30/2019	Office	5,797	\$113,041.56	Reprocurement	TBD	TBD
FDC	7000922	7/31/2020	Office	4,734	\$89,946.00	No Action	\$0.00	\$0.00
FDC	7000985	1/14/2020	Office	23,643	\$481,746.13	Reprocurement		
FDC	7001016	11/30/2020	Office	4,133	\$83,155.96	No Action	\$0.00	\$0.00
FDC	7001031	7/31/2020	Office	8,944	\$203,476.00	No Action	\$0.00	\$0.00
FDC	7001055	10/31/2019	Office	8,251	\$212,463.25	No Action		-\$212,463.25
FDC	7001077	4/30/2020	Office	26,150	\$601,449.95	Pending		
FDC	7001079	8/31/2020	Office	7,323	\$122,879.94	No Action	\$0.00	\$0.00
FDC	7001083	1/31/2021	Office	5,855	\$131,737.56	No Action	\$0.00	\$0.00
FDC	7001092	4/30/2021	Office	14,134	\$304,587.71	No Action	TBD	TBD
FDC	7001094	2/28/2021	Office	6,557	\$190,021.86	No Action	\$0.00	\$0.00
FDC	7001095	11/30/2020	Office	7,554	\$188,774.52	No Action	\$0.00	\$0.00
FDC	7001103	6/30/2021	Office	3,861	\$119,691.00	No Action	\$0.00	\$0.00
FDC	7001121	3/31/2020	Office	5,920	\$94,246.40	Reprocurement		
FDC	7001122	6/30/2020	Office	5,633	\$95,761.00	No Action	TBD	TBD
FDC	7001176	10/31/2019	Office	12,703	\$206,677.81	Reprocurement		
FDC	7008003	8/31/2019	Office	3,041	\$55,102.92			
FDLE	7100146	9/30/2019	Office	30,620	\$1,092,827.80	Pending	\$0.00	\$0.00
FDLE	7100237	6/30/2020	Office	2,258	\$30,618.48	No Action	\$0.00	\$0.00
FDOT	550M138	10/31/2019	Office	81,243	\$2,007,514.53	Renegotiation	TBD	TBD
FWCC	7700182	2/29/2020	Office	2,906	\$58,120.00	Renegotiation	\$0.00	\$0.00
FWCC	7700219	10/31/2019	Office	5,100	\$87,618.00	Pending	\$0.00	\$0.00



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FWCC	7700221	3/31/2020	Office	3,093	\$6,000.42		\$0.00	\$0.00
FWCC	770M138	10/31/2019	Office	53,821	\$1,329,916.91	Pending	\$0.00	\$0.00
Lottery	3600684	3/29/2020	Office	5,150	\$143,170.00			
Lottery	3600686	12/31/2019	Office	6,400	\$97,280.00			
Lottery	3600692	9/30/2020	Office	7,830	\$123,557.40			
SFWMD	_431019	9/30/2020	Office	6,600	\$135,287.73	Pending	\$3,300.00	\$3,300.00
<b>Total Projected Cost Variance:</b>							<b>-\$600,868.85</b>	<b>-\$987,644.63</b>