City of Jacksonville, Florida

Lenny Curry, Mayor

Department of Public Works
Real Estate Division
214 N. Hogan Street, 10th Floor
Jacksonville, FL 32202
(904) 255-8234
www.coj.net

ONE CITY. ONE JACKSONVILLE.

April 15, 2019

TO: **Gregory W. Pease, Chairman**
Professional Services Evaluation Committee

THRU: **John P. Pappas, P.E.**
Director

FROM: **Renee Hunter**
Chief

SUBJECT: **P-58-16 AD#4 CBRE, Inc.**
Piggyback State Contract No. DMS-12/13-007A for Real Estate Consulting Services
Recommendation to Increase Award to $100,000

AMD #2

The Real Estate Division recommends approval to continue piggybacking State Contract No. DMS-12/13-007A Real Estate Consulting Services with CBRE, Inc. which has been extended through April 8, 2024.

The not-to-exceed maximum is currently $35,000.00 and we are requesting the not-to-exceed maximum to increase to $100,000.00.

A formal contract amendment to City Contract No. 10282 will be executed through the Office of General Counsel.

Your assistance in concurring with this recommendation would be appreciated. If you have any questions or concerning this matter, please contact me at 255-8234 or Guy Parola with DIA at _____.

RH:ab

Attachments: Previous Award

Cc: Ann Brackin, Public Works Contracts & Finance Manager
Renee Hunter, Chief, Real Estate Division
Guy Parola, Downtown Investment Authority

ADMINISTRATIVE AWARD
BID/RFP No.: P-58-16 AD#4
Amendment #1

DESCRIPTION OF GOODS/SERVICES: Recommend approval to amend City Contract No. 10282 utilizing State Contract No. DMS-12/13-007 Real Estate Consulting Services with CBRE, Inc., by (I) exercising the first and final renewal option extending the period of service from April 9, 2019 through April 8, 2024; and (ii) changing the expenditure from $10,000.00 annually to a not-to-exceed total maximum indebtedness of $35,000.00. A formal contract amendment will be executed through the Office of General Counsel.

FOR AGENCY/DEPARTMENT: Department of Public Works/Real Estate Division

REQUISITION NUMBERS: N/A

NUMBER FIRMS SOLICITED: N/A

NUMBER FIRMS BIDDING: N/A

REASON FOR LESS THAN REQUIRED MINIMUM SOLICITATION/QUOTATION:
Pursuant to Section 126.211 and 126.309 of the Procurement Code

RECOMMEND AWARD TO: CBRE, Inc.

CONCURRENCE BY: Renee Hunter
Chief, Real Estate Division

PRICE: $35,000.00

TERMS: N/A

REASON FOR NOT ACCEPTING LOW BID: Exempt

Professional Services Specialist

Manager of Purchasing Services

28 MAR 2019
Date

01 APR 2019
Date

APPROVAL:

Gregory Pease, Chief of Procurement Division

4/1/19
Date

City of Jacksonville, Florida

Lenny Curry, Mayor

Department of Public Works
Real Estate Division
214 N. Hogan Street, 10th Floor
Jacksonville, FL 32202
(904) 255-8234
www.coj.net

ONE CITY ONE JACKSONVILLE

March 7, 2019

TO: **Gregory W. Pease, Chairman**
Professional Services Evaluation Committee

03/28/19 10:17:21
Procurement Division

THRU: **John P. Pappas, P.E.**
Director

FROM: **Renee Hunter**
Chief

SUBJECT: **P-58-16 AD#4 CBRE, Inc.**
Piggyback State Contract No. DMS-12/13-007A for Real Estate Consulting Services
Recommendation to Renew Contract

The Real Estate Division recommends approval to utilize the 5-year renewal option to continue piggybacking State Contract No. DMS-12/13-007A Real Estate Consulting Services with CBRE, Inc. for the five (5) year period from April 9, 2019, through April 8, 2024.

The annual expenditure of $10,000.00 will be changed to a not-to-exceed maximum of $35,000.00.

A formal contract amendment to City Contract No. 10282 will be executed through the Office of General Counsel.

Your assistance in concurring with this recommendation would be appreciated. If you have any questions or concerning this matter, please contact me at 255-8234.

RH:ab

Attachments: Previous Award
CBRE Contract with State of Florida
Renewal Amendment paperwork
Vendor Consent Letter

Cc: Ann Brackin, Public Works Contracts & Finance Manager
Renee Hunter, Chief, Real Estate Division

ab

ADMINISTRATIVE AWARD
BID/RFP No.: P-58-16 AD#4

DESCRIPTION OF GOODS/SERVICES: Recommend approval to piggyback on State Contract No. DMS-12/13-007 A with CBRE, Inc., for Real Estate Consulting Services to include: Lease transaction Services, Portfolio Strategy Services, Real Estate Services, Independent Market Analysis, and Broker Opinion of Value services. The period of service will be from date of contract execution to April 9, 2019, with an option to renew for one additional 5-year term upon 30 days written notice. Estimated amount of annual expenditure is a not-to-exceed amount of $10,000.00. To be executed by formal contract through Office of General Counsel.

FOR AGENCY/DEPARTMENT: Department of Public Works/Real Estate Division

REQUISITION NUMBERS:

NUMBER FIRMS SOLICITED: -N/A **NUMBER FIRMS BIDDING:** -N/A

REASON FOR LESS THAN REQUIRED MINIMUM SOLICITATION/QUOTATION:
Per PROCUREMENT CODE SECTION 126.211 and 126.309

RECOMMEND AWARD TO: CBRE, Inc.

CONCURRENCE BY: Stephanie Burch, Esq.
Chief, Real Estate Division

PRICE: $10,000.00 **TERMS:** Net 30

REASON FOR NOT ACCEPTING LOW BID: Exempt

Professional Services Specialist

9/20/16
Date

Sharon Bryant-Dallas
Asst. Manager of Purchasing Svcs.

9-20-2016
Date

APPROVAL:

Gregory Peaster, Chief of Procurement Division

9/20/16
Date

CONTRACT NO.: DMS-12/13-007A
BETWEEN
FLORIDA DEPARTMENT OF MANAGEMENT SERVICES
AND
CBRE, INC.

AMENDMENT NO.: 2
(RENEWAL NO.: 1)

This Amendment to Contract No.: DMS-12/13-007A (the "Contract") is by and between the State of Florida acting through the Florida Department of Management Services (the "Department") and CBRE, Inc. (the "Contractor"), collectively known as the "Parties".

Therefore, the Parties agree to amend the Contract as follows:

1. Pursuant to Section 8.1. Term and Renewal, the Contract is renewed for five (5) years beginning April 9, 2019, and ending April 8, 2024.

2. Section 9.17. Public Records, is hereby revised to add subitem (v) as follows:

   (v) **IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT THE TELEPHONE NUMBER, EMAIL ADDRESS AND MAILING ADDRESS PROVIDED FOR THE CONTRACT MANAGER.**

3. Section 9.22 Scrutinized Companies List, is hereby revised to read as follows:

   If the Contract exceeds $1,000,000.00 in total, not including renewal years, Contractor certifies that it is not listed on either the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List created pursuant to sections 215.473, F.S. and 215.4725 F.S. respectively, or is participating in a boycott of Israel. Pursuant to section 287.135(5), F.S., and 287.135(3), F.S., Contractor agrees the Department may immediately terminate the Contract for cause if the Contractor is found to have submitted a false certification or if Contractor is placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List, or is engaged in a boycott of Israel during the term of the Contract.

4. Section 9.30 Cooperation with the Inspector General, is hereby incorporated into the Contract as follows.

   9.30. Cooperation with the Inspector General

   Pursuant to section 20.055(5), Florida Statutes, contractor and any subcontractors understand and will comply with their duty to cooperate with the inspector general in any investigation, audit, inspection, review, or hearing.

5. This Amendment is hereby made a part of this Contract. All other terms and conditions of the Contract shall remain in full force and effect. Except as otherwise expressly set forth herein, the terms and conditions contained in the Contract and subsequent amendments are unchanged. This Amendment sets forth the entire understanding between the Parties with regard to the subject matter hereof.

6. This Amendment is effective April 9, 2019.

SO AGREED by the Parties' authorized representatives on the dates noted below:

FLORIDA DEPARTMENT OF MANAGEMENT SERVICES

Tom Berger, Director
Real Estate Development and Management

6/19/19
Date

CBRE, INC.

Signature

William J. Gulliford III, Sr Managing Director
Print Name and Title

6.18.19
Date

#18-37685

DP200 Agreement Approval Form

The DP200 shall be completed accompanied by the final contract documents. Renewal Amendments shall also be accompanied by a Market Analysis Memo

General Information

Document Type	Amendment 2/Renewal 1	Division	REDM
Agreement Title	TB & Real Estate Consult. Services	Annual Agreement Amount	$ N/A – no cost
Agreement Number	DMS-12/13-007A	Total Agreement Amount (initial term and renewal)	$N/A – no cost
Contractor Name:	CBRE, Inc.	Amount of this amendment	$N/A – no cost
Procurement Method:	ITN	Payment Method (fixed rate, cost reimbursement, etc):	No Cost

Description of Purchase

Description: Amendment 2 renews the contract for five years beginning April 9, 2019. The Tenant Broker contract provides lease transactions services, portfolio strategy services and real estate services.

Authority for this agreement: Section 255 249 Florida Statutes
Budget authority for this agreement N/A – No Cost Contract

Term Years	Start Date	Current End Date	Renewal Years Remaining
10 years	4/9/2014 Renewal 4/9/2019	4/8/2019 Renewal 4/8/2024	0 years

Verification of required provisions

The following information is contained in the attached documents, or required action has been taken.

Provision	Authority	Confirm Yes or No
OPB approval has been sought and given through the DMS CFO	Office of the Governor Memo #12-019 reinstating Executive Order 11-01	N/A
Contracts shall not include cost of living increases or pricing increases that exceed the current budget authority in either the initial or renewal term.	s. 216.311, F.S.	N/A
If services are performed statewide, the performance standards and financial consequences are reviewed on a regional or site basis and not measured in the aggregate.	s. 287.058 (e) and (h), F.S.	Yes (Sec. 5)
Completed DFS's Contract Checklist Attached (with page numbers)	Multiple	Yes
Contractor acting on behalf of state: Contracts, public records transfer to state	s 119.0701, F.S	Yes
Preferred-pricing clause annual affidavit for contracts modified after 7/1/10	s. 216.0113, F.S	Yes
Required utilization of E-Verify system	Executive Order 11-116	Yes
Vendor is not on scrutinized vendors lists (value > $1M)	s.287.135, F.S	Yes
Specific appropriation is identified in contracts with a value greater than $5M	s.216.313, F.S.	N/A
Contract attestation completed (value >$1M)	State Purchasing memo	N/A

Required Documents before rendering of services

Is a performance bond or letter of credit required before rendering of services? No
Is a warrant of security required before rendering of services? No

Savings

[illegible]	Description	Savings over the life of the contract
N/A	No cost to Agency	N/A

Approvals

	Signature	Date
Contract Manager (REDM):	Michele Stevens	6/5/18
Bureau Chief, O&M / Leasing (REDM):	Michele Stevens	6/5/18
Division Budget Coordinator (REDM):	Dana Vollertsen	6/6/18
Bureau Chief, BBSS (REDM)	Dana Vollertsen	6/6/18
Director / Deputy Director (REDM):	[illegible]	6/6/18
Contract Administrator (DP):	[illegible]	6/7/18
Purchasing Director / Deputy Director (DP):	[illegible]	6/11/18
Office of the General Counsel (OGC):	[illegible]	6/13/18
Budget (CFO):	[illegible]	6/14/18

Final Approval (choose <u>one</u> signature below, based on annual contract value)

Secretary (all values):		
Chief of Staff (all values):		
CFO ($10 million or less):		
Division Director ($500k or less, contract assignments, or amendments correcting a scrivener's error):	[illegible]	6/19/18
Senior Director of Executive Operations (Interagency Agreements)		

Scope of Work Does the agreement clearly:	Yes, No or N/A	Page number
establish the tasks to be performed by the provider?	Yes	3-6
sufficiently identify activities/services?	Yes	3-6
identify qualitative standards?	Yes	9-11
contain documentation requirements?	Yes	15

Comments, if necessary:

Deliverables Does the agreement clearly have deliverables that:	Yes, No or N/A	Page number
divided into quantifiable, measurable, and verifiable units that must be received and accepted before payment is made?	Yes	3-10
are related to the scope of work?	Yes	3-10
specify required level of service to be performed?	Yes	3-10
specify the criteria for evaluating successful completion of each deliverable?	Yes	10
identify the amount of compensation for each major deliverable?	Yes	Amend. 1 (1-2)

Comments, if necessary:

Financial Consequences	Yes, No or N/A	Page number
Does the agreement specify the financial consequences that the agency must apply if the provider fails to perform in accordance with the contract?	Yes	17-18

Financial Assistance	Yes, No or N/A	Page number
If the agreement is with a recipient or sub-recipient of state or federal financial assistance: does it include the provisions required by CFOM #4 (05-06)?	N/A	

Additional Legal Requirements Does the agreement reference or contain the relevant provisions of s. 287.058, F.S?	Yes, No or N/A	Page number
That bills for fees or other compensation for services or expenses be submitted in detail sufficient for a proper pre-audit and post-audit thereof.	N/A	
That bills for any travel expenses be submitted in accordance with s. 112.061. A state agency may establish rates lower than the maximum provided in s. 112.061.	Yes	16
Allowing unilateral cancellation by the agency for refusal by the contractor to allow public access to all documents, papers, letters, or other material made or received by the contractor in conjunction with the contract, unless the records are exempt from s.24(a) of Art. I of the State Constitution and s. 119.07(1).	Yes	29
Specifying the criteria and the final date by which such criteria must be met for completion of the contract.	N/A	
Specifying that the contract may be renewed for a period that may not exceed 3 years or the term of the original contract, whichever period is longer, specifying the renewal price for the contractual service as set forth in the bid, proposal, or reply, specifying that costs for the renewal may not be charged, and specifying that renewals shall be contingent upon satisfactory performance evaluations by the agency and subject to the availability of funds. Exceptional purchase contracts pursuant to s.287.057(3)(a) and (c) may not be renewed.	Yes	22
Addressing the property rights of any intellectual property related to the contract and the specific rights of the state regarding the intellectual property if the contractor fails to provide the services or is no longer providing services.	N/A	

Annual Appropriation Contingency Statement	Yes, No or N/A	Page number
Does the agreement reference or contain the provisions of s. 287.0582, F.S.?	Yes	24

CONTRACT NO.: DMS-12/13-007A
BETWEEN
FLORIDA DEPARTMENT OF MANAGEMENT SERVICES
AND
CBRE, INC.

AMENDMENT NO.: 2
(RENEWAL NO.: 1)

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FLORIDA DEPARTMENT OF MANAGEMENT SERVICES

Tom Berger, Director
Real Estate Development and Management

6/19/18
Date

CBRE, INC.

Signature

William J. Gulliford III, Sr Managing Director
Print Name and Title

6.18.18
Date

MARKET ANALYSIS MEMORANDUM
Departmental Purchasing

DATE: June 4, 2018
TO: Dave Zeckman, Chief of Staff
THROUGH: Lance Dyal, Departmental Purchasing Director
FROM: Tom Berger, Director, Division of Real Estate Development and Management
SUBJECT: DMS-12/13-007A - Tenant Broker - Market Analysis

Background

The Department of Management Services currently contracts with CBRE, Inc , and Savills Studley Occupier Services, Inc (formerly Vertical Integration, Inc.) to assist the State in making more efficient and economical use of current and proposed sector lease agreements. Specifically, the current vendors:

1. Act as the State's tenant brokers to competitively negotiate and develop private sector lease agreements;
2. Provide space management services using the State's recommended space utilization standards;
3. Provide tenant representation services for the State during the term of a lease from lease negotiation through tenant build out and move in;
4. Help identify strategic opportunities for reducing occupancy costs through the consolidation, relocation, reconfiguration, capital investment and the selling, building or acquisition of space; and
5. Outline any additional real estate related services or concepts for adding value to the State's processes

The initial contract term is five (5) years, with up to five (5) years' of renewals as authorized by section 287.059(13), Florida Statutes The current contracts expire April 8, 2019.

☒Searched FACTS for other agency contracts https://facts.fldfs.com/Search/ContractSearch.aspx

☒Searched for and reviewed similar contracts in the State of New York, State of California, State of Texas and Florida counties, schools, and cities

☐Reviewed procurements lists for RESPECT of Florida and PRIDE

☐Searched Office of Supplier Diversity certified vendor directory https://osd.dms.myflorida.com/directories

☒Searched U.S. General Services Administration Federal Government Interagency Contract Directory (ICD) https://www.contractdirectory.gov/contractdirectory/

☒Personal knowledge procuring or previous purchases of similar or identical types of supplies or services

☒Searched the Internet

☐Reviewed recent Market Research (dated, title) to meet similar requirements

☐Contacted industry trade associations or similar associations

☐Reviewed catalogs, other product literature published by manufacturers, distributors, and dealers or available on-line

☐Conducted a Request for Information (RFI)

☒Reviewed an IBISWorld procurement report

☐Reviewed Thomas Register (commodity only) http://www.thomasnet.com/

☐Consumer Price Index

☐Other (state):

The Industry and Potential Vendors

Instructions: This section should reflect the current information you are aware of in the industry. Include information such as:

- *Who are the main vendors in this industry?*
- *Are there mostly national/international vendors supplying these commodities or services and who are they?*
- *Are these larger companies or mostly smaller vendors, which may change how you develop your solicitation to ensure small businesses can compete for the contract?*
- *Are there any Certified Minority Businesses that supply this commodity/service? https://osd.dms.myflorida.com/directories*
- *This information can be found in an **IBISWorld report, vendor statistics table.***

Industry information should include items such as:

- *How strong is the industry?*
- *Are there any changes or trends that may affect this action?*
- *Has there been anything in the news about this industry?*
- *This information can be found in an **IBISWorld report, price trends, price drivers, and regulation***

Commissions for commercial real estate brokerage services were trending upward between 2014 and 2017, as demand for commercial real estate brokerage services increased. Many businesses require commercial buildings to facilitate their operations, so growth in the number of businesses in recent years has fueled demand for brokers to negotiate sales and lease agreements. Moreover, brokers have incurred greater costs during this period, primarily due to the rising cost of professional services. During the three (3) years to 2020, commission rates for commercial real estate brokerage services are forecast to increase 0.4 percentage points. Key price drivers include overhead costs-professional services, average wages-real estate sales and brokerage, number of businesses, access to credit and value of private nonresidential construction.

Vendor Statistics	US Product Market Share (%)
CBRE Group, Inc.	<5%
Jones Lang LaSalle, Inc.	<5%
Realogy Holdings Corporation	<5%
BGC Partners, Inc.	<5%
Colliers International Property Consultants, Inc.	<5%
Cushman & Wakefield, Inc.	<5%
NAI Global	<5%
Savills Studley, Inc.	<5%
Eastdil Secured	<5%
Marcus & Millichap, Inc.	<5%

Buyer Power Score

The IBISWorld Buyer Power Score is a weighted score based on a number of quantitative and qualitative criteria associated with buying a product or service. The score is calculated between 1 and 5, with 1 signifying low buyer power and 5 meaning high buyer power. The more power a buyer has the greater leverage they have to get lower prices and better contract terms. The market for commercial real estate brokerage services has a buyer power score of 3.1 out of 5, reflecting mixed negotiation conditions for buyers and brokers.

Life Cycle Factor – Commercial Real Estate Brokerage Services Characteristics

Price Trend: The price of commercial real estate brokerage services fluctuates in accordance with macroeconomic conditions. In the past three (3) years, the price of services has been rising in concert with economic growth, which has been fueling demand for commercial real estate brokerage services. This upward trend in demand for services is forecast to continue during the three years to 2020, fueling additional growth in commission rates. However, the high fragmentation in the market allows buyers to leverage the ample availability of suppliers in order to elicit favorable commission rates, providing some relief to buyers.

Product Change: Providers of commercial real estate brokerage services use listing services and their negotiation expertise to aid buyers with the sales and leasing process. Although the scope of these services may vary across suppliers, the underlying services have not changed substantially during its life cycle.

Distribution Scope: The distribution scope in the commercial real estate brokerage services market strongly correlates with the distribution of the US population. The wide distribution enables buyers to choose from a multitude of suppliers, which allows buyers to compare multiple bids from vendors.

Marketing Trends: Vendors allocate an estimated 5.5% of revenue on marketing to distinguish their services from competitors' offerings. The relatively standard services across the market encourage vendors to differentiate themselves from their competitors to attain business. Furthermore, marketing is used to capture new markets.

Pricing Analysis

In order to determine a fair market price, the following contract prices are noted.

Source of Information	Pricing	Notations
State Contracts		
State of New York http://ogs.ny.gov/bu/pc/		Contract with CBRE available upon request
State of California http://www.documents.dgs.ca.gov/pd/contracts/ContractIndexListing.pdf		Unable to find contractual information
State of Texas http://www.window.state.tx.us/procurement/		Unable to find contractual information.
Team Georgia, State of Georgia http://doas.ga.gov/state-purchasing/team-georgia-marketplace Log-In Info User Name: tomquest as ID and password		Unable to find contractual information
State of Ohio http://procure.ohio.gov/proc/currentcontracts.asp		In-house real estate/agency tenant services
State of Pennsylvania http://www.emarketplace.state.pa.us/		Unable to find contractual information
Federal Contracts		
GSA Schedule 70 (IT Only) http://gsa.gov/portal/content/104506	N/A	N/A
Purchasing Cooperatives		
NASPO / Value Point http://www.naspovaluepoint.org/#/current-contracts/search	N/A	N/A
U.S. Communities http://www.uscommunities.org/	N/A	N/A
Florida Counties, Cities or Public School Districts		
City of Orlando http://cms.cityoforlando.net/Home/Contracts	Cities and counties utilize the Department's current Tenant Broker contracts.	
Miami Dade County https://www.miamidade.gov/DPMww/SearchContracts.aspx		
Broward County public schools http://www.broward.k12.fl.us/supply/districtcontracts/contract-listing.html		
Hillsborough County public schools (commodity only) http://www.sdhc.k12.fl.us/doc/205/form-commoditysearch		
Industry Market Research Reports		
Industry Benchmarking Reports, such as IBISWorld (Contact DP for the IBISWorld Procurement reports)	See IBISWorld report attached	

Risk Assessment

This section should include any risk factors that the procurement team and executive team need to be aware of, such as industry risks, or supply chain risks, not DMS operational risks.
This information can be found in an IBISWorld report, supply chain risks

No risk associated with renewing the current contract.

Special Circumstances or Other Information

This section should include any special situation or handling that applies uniquely to this project

- *Unique statutory requirements*
- *Industry-wide laws or regulations to purchases of the commodity or service*
- *Customary terms and conditions governing commercial sales of the product, including:*
  - *Warranties*
  - *discounts*
  - *shipping & handling*
  - *license agreements*

HB 5003 – Implementing the 2018-2019 General Appropriations Acts per Section 47 requires the Department of Management Services (DMS) and agencies to utilize a tenant broker to renegotiate private lease agreements, in excess of 2,000 square feet, expiring before June 30, 2021. This section expires on July 1, 2019.

Recommendation

Renew each vendor's contract for five (5) years beginning April 9, 2019, and ending April 8, 2024.

Renewal Period Pricing

- There is no cost to the agency.

COMMERCIAL REAL ESTATE SERVICES

CBRE

Lee Ann Korst
First Vice President
Southeast Regional Manager
Public Institutions & Education Solutions

CBRE, Inc.

225 Water Street
Suite 110
Jacksonville, FL 32202

+1 850 251 9319 Cell
+1 850 222 6800 Fax

leeann.korst@cbre.com
www.cbre.com/leeann.korst

March 6, 2019

Ms. Renee H. Hunter
Chief of Real Estate
City of Jacksonville | Department of Public Works
214 N. Hogan Street
Jacksonville, FL 32202

Dear Renee,

As you know, the State of Florida, Department of Management Services extended CBRE's contact for an additional five year term ending April, 2024. Given the City of Jacksonville hired CBRE via the state contract, we wanted to write and let you know that CBRE is also willing to extend our contract with the City of Jacksonville.

On behalf of the entire CBRE, team, thank you for your partnership and continued trust in our organization. We appreciate the opportunity to serve the city and look forward to continuing to learn more about the City's real estate goals and priorities and ways in which we can help you achieve them.

Best regards,

Lee Ann Korst
SE Regional Manager