

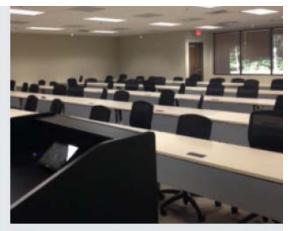




# Leasing Coordinator Meeting 2/21/2017











Before



I. Welcome (Pick up Leasing Coordinator Packages )	Frank Smith
II. Broker Introduction	Tamika Crittenden
III. SPC Space Management Process	
A. Design and Construction within the Leasing Process	Alisa Pereira & Ginette Tatem
B. State Fire Marshal Design Review and Inspection Processes	Jeff Mayers & Tim Barker
C. Leased Spaces w/o State Certificate of Occupancy	Frank Smith
IV. SPC New Lease Process Workflow Overview	Tamika Crittenden
V. SPC Policy Changes A. Assignment of Space B. Leases with Government Entities	Shelby Perdue & Tamika Crittenden
VI. FY 2018 Leasing Season Processes	Michael Mahan
A. Contract Renewal Process and Deadlines  B. Renegotiation Process and Deadlines	
VII. Questions	



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STATE PROPERTIES COMMISSION SPACE MANAGEMENT OVERVIEW FEBRUARY 21, 2017



## Requests for new space

#### Limited to:

- NEW SPACE
- RELOCATIONS

This web-based system allows for the sharing and tracking of transaction related information between SPC and its customer agencies. The system is designed to be more efficient than current processes by eliminating the use of paper forms and providing real time access to the status of any transaction request. In its full version, REACH will be the primary communication tool between SPC and its customer agencies for both Leasing and Land transaction requests.





## Other Space Requests

#### Examples of other such requests:

- Expansions
- Reductions

The agency must submit a completed Space Action Form (SAF) and Space Utilization Questionnaire (SUQ) to Space Management. Using the information in SAF and SUQ, Space Management applies current State Space Standards to calculate the usable square footage needed to meet the agency's desired space requirements.



## SPACE ACTION FORM (SAF)

Each of the following forms can be found on the SPC website, and currently used for the following request types:

- Renegotiations
- Cancellations
- Other (Landlord issues, etc.)
- \*Remember, all NEW and RELOCATION requests can go through REACH.

	SPC State Properties Commission
i i	2-129, Atlanta, GA 30334 (404) 656-5602 Fax: (404) 651-8084
	2-129, Atlanta, GA 30334 (404) 656-5602 Fax: (404) 651-8084 dis form to: SpaceManagement@spc.ga.gov
	CE ACTION FORM
	Fiscal Year:
Date:	
A STATE OF THE STA	PE OF SPACE ACTION:
SPC Lease: Renewal	Primary Use:
Renewal Renegotiation	Administrative/Office
	Warehouse/Storage
Cancellation	Classroom/Training
Other: (excludes "New", "Relocation" & "Expansion" R	Other:
	(equests)
1. FROM: (Requesting Agency/Division)	
Agency/Division:	
Address:	
Agency Official:	Phone: Email:
	Phone:
2. CURRENT RENTAL INFORMATION:	\$ 10000c.
2. CURRENT RENTAL INFORMATION.	
SPC Lease #:	
Shotree	200 (CASA) 10
Address:	City & County:
Capacity: Occupancy:	Total Sq. Ft:
Capacity: Occupancy: (number of closed & open workspaces) (number of	of annihosag)
Annual Rent: Annual Utilities*:	Annual Janitorial*:
(*If not included in rent)	(2000)
3. LANDLORD ISSUES: (Please provide brief descript	tion and attach any related correspondence)
(Control of the Control of the Contr	
<del>2</del>	
4. REMARKS OR ADDITIONAL COMMENTS:	
111	
	100 C   100 C
REQUESTING AGENCY CERTIFICATION: 1 CERTIFY THAT THE AGENCY NAMED, THAT SUFFICIENT FUNDS ARE AVAILABLE, A	E SPACE REQUESTED ABOVE IS NECESSARY FOR THE PROPER FUNCTION OF THE
	Date:
Signature: (Authorizing Agency Level Official)	Date:
For SPC Use Only	<u> </u>
	CMD C A LN -L-
Date Request Received at SMP:	SMP Control Number:
SMP Action Recommended:	
Assign to Transaction Management	Other Action:
Authorized SMP Agent:	Date:
Authorite City, Tageno	Date

05/2016



## SPC Space Utilization Questionnaire (SUQ)



#### SPACE UTILIZATION QUESTIONNAIRE

A.	AG	ENCY INFORMATION						
	Ag Tel	ency Name: ency Contact Name: lephone Number: ency/Division Contact Name						_
B.	DΓ	VISION / OFFICE INFOR	MATION					
	I.	Division/Office Name: Current Address/Location: Division/Office Contact Na Telephone Number: Email address:	me:		-	Fitle: Fax Number:		<u>_</u>
		Check one:	State Owned S	Space 🗆	Leased Sp	pace 🗆	Lease #	_
	Π.	Please attach a CURRE Division/Office.	ENT ORGAN	IZATIONAL	CHART in	cluding STAFF	BY POSITION	for
	Ш.	Briefly summarize the over	all FUNCTIO	N of the Divisi	on/Office.			_
	IV.	Number of employees:	Full Time:	Male	Female	Total		=
			Part Time:	Male	Female	Total	_	
	V.	Are there employees with special needs requirements			c.) in the Div	ision/Office? If s	o, please describ	e the
								_

#### C. STAFF SPACE REQUIREMENTS

SPC Space Standards provide for categories of workspace determined by the function of the work performed. Using the chart below, list the <u>current</u> number of positions and <u>projected growth</u> positions, if any, in each category.

Title / Function	Туре	Allocated SF	Current	Projected Growth
Executive Director, Commissioner, Agency Head	Office	220		
Deputy Executive Director, Deputy Commissioner, Division Director, Regional Director, Local Manager	Office	120		
Manager, Supervisor, Coordinator (5 or more direct reports)	Workstation	64 (8x8)		
Professional Staff, Administrative, Tech	Workstation	49 (7x7)		
Hoteling / Call Center	Workstation	20 (5x4)		
Total				



## **SPC** Space Utilization Questionnaire (SUQ)

I.			adjacencies within your division/office. Using the swork relationships are a <u>critical</u> factor.	GROUF	ON / OFFICE GROU	ING refers to t	those which be			
	PRIORITY	REASON		files tha	t are for group or gener the total number of cal	ral use; do <u>not</u> i	nclude those w	which are part of any in	idividual office of	work station.
	A. Important to be close		face-to-face contact	work sta		binets by type	in the appropri	iate column. Do <u>not</u> i	ist units in individ	mai offices or
	B. No importance	Shared task		WOIK Ste	ations.					
	C. Must be separated		s/equipment (specify)	Type of	Filing or Storage	Size W x D	Quantity	Location	Sec	cured
	c. mass oc septamen	4. Other (spe		48" late		48" x 18"	C CHARLET	Locuitor	300	
				36" late		36" x 18"		(i)		
	Group With	Group	Priority/Reason	Letter V	1 (A.17)	15" x 29"	55	-	_	
	•		S. <del>Constant of the Constant o</del>	Legal V	7.5	18" x 29"				
	1		-1.	Card file		10 X 29		8	<del></del>	
	2			Other:		—,, <u> </u>	-	9		
	2	-	_V = V:	Other:		,x,		-	_	
	3	<u> </u>		Other		_ x		B	6	
	4			F ANCII	LARY/SUPPORT AR	REAS				
		**	<del>-</del> 21 18 <del></del>							
	SHARED WORK AREAS				CEPTION/WAITING A					
-				Yes	□ No □ Number of	f guests?	Indicate an	y special requirement	s:	
	This does not include individ		s and tables typically shared by employees.	<u></u>						
	100	maily assigned offices of work	stations.	-						
\$ <b>.</b>		many assigned offices of wors	stations.		cribe the frequency and ess; (i.e., services, meeti				n/Office. Descrit	be your public
I.	SHARED EQUIPMENT								n/Office. Descrit	be your public
I.	SHARED EQUIPMENT List any <u>shared</u> special equi		printers, facsimile, etc.). Please indicate the space						n/Office. Describ	be your public
I.	SHARED EQUIPMENT List any <u>shared</u> special equi requirements (counter/floor)	pment (i.e., servers, copiers, for proper equipment operatio	printers, facsimile, etc.). Please indicate the space	acce					n/Office. Descrit	be your public
I.	SHARED EQUIPMENT List any <u>shared</u> special equi	pment (i.e., servers, copiers,	printers, facsimile, etc.). Please indicate the space	III. <u>CO</u>	ess; (i.e., services, meeti	ings/training, v	ehicle parking	needs, etc.)	n/Office. Describ	be your public
I.	SHARED EQUIPMENT List any <u>shared</u> special equi requirements (counter/floor)	pment (i.e., servers, copiers, for proper equipment operatio	printers, facsimile, etc.). Please indicate the space	III. <u>CO</u>	ess; (i.e., services, meeti	ings/training, v	ehicle parking	needs, etc.)	n/Office. Descrit	be your public
I.	SHARED EQUIPMENT List any <u>shared</u> special equi requirements (counter/floor)	pment (i.e., servers, copiers, for proper equipment operatio	printers, facsimile, etc.). Please indicate the space	III. <u>CO</u> I a. b.	ess; (i.e., services, meeti	ings/training, v	ehicle parking	needs, etc.)		
I.	SHARED EQUIPMENT List any <u>shared</u> special equi requirements (counter/floor)	pment (i.e., servers, copiers, for proper equipment operatio	printers, facsimile, etc.). Please indicate the space	III. <u>CO</u> I a. b.	NFERENCE SPACE  Is a huddle room requir	ings/training, v	ehicle parking	needs, etc.)		
I.	SHARED EQUIPMENT List any <u>shared</u> special equi requirements (counter/floor)	pment (i.e., servers, copiers, for proper equipment operatio	printers, facsimile, etc.). Please indicate the space	III. <u>CO</u> J a. b.	NFERENCE SPACE  Is a huddle room requir  Is a conference room : needed?	red by your divered by your divered by your diversed by your diversed by your diverse and the second	ision? Yes  ur division?  Number of	No □ Yes □ No □. If y	ves, how many o	
I.	SHARED EQUIPMENT List any <u>shared</u> special equi requirements (counter/floor)	pment (i.e., servers, copiers, for proper equipment operatio	printers, facsimile, etc.). Please indicate the space	III. <u>CO</u> J a. b.	NFERENCE SPACE Is a huddle room requir Is a conference room ineeded?	red by your divered by your required by your diverged by	ehicle parking ision? Yes   our division?  Number of Occupants	No   Yes   No   Square footage	ves, how many o	
	SHARED EQUIPMENT List any <u>shared</u> special equi requirements (counter/floor)	pment (i.e., servers, copiers, for proper equipment operatio	printers, facsimile, etc.). Please indicate the space	III. <u>CO</u> J a. b.	NFERENCE SPACE  Is a huddle room requir  Is a conference room ineeded?  Title  Small conference	red by your div.	ision? Yes  bur division?  Number of Occupants 6-8	No   Yes   No   Square footage  275	ves, how many o	



## Space Utilization Questionnaire (SUQ)

		or adjacencies within your division/office. Using the us work relationships are a <u>critical</u> factor.	D. DIVISION / OI	FICE GROUP FILES AN	D SHELVES		
PRIORITY  A. Important to be cld B. No importance C. Must be separated	2. Shared ta	es/equipment (specify)	files that are for	AND SHELVING refers to group or general use; do <u>not</u> number of cabinets by type Storage Size W x D	include those ve in the appropri	which are part of any in iate column. Do <u>not</u> l	dividual office or
2. 3.			48" lateral 36" lateral Letter Vertical Legal Vertical Card files Other: Other:	48" x 18" 36" x 18" 15" x 29" 18" x 29" " x " x "			
This does <u>not</u> include  SHARED EQUIPMEI List any <u>shared</u> specis	individually assigned offices or work  NT al equipment (i.e., servers, copiers,	printers, facsimile, etc.). Please indicate the space	II. Describe the	Number of guests? frequency and volume of P services, meetings/training,	UBLIC CONTA	ACT with your Division	750
Equipment Counter	floor) for proper equipment operation <u>Total Number</u>	on. <u>Space Requirement</u>	III. CONFEREN	ICE SPACE			
				tle room required by your di ference room required by y			yes, how many of
			b. Is a cor				yes, how many of  Quantity
			b. Is a corneeded?	ference room required by y	your division?	Yes □ No □. If	

Large conference room



## **SPC** Space Utilization Questionnaire (SUQ)

c. Is a Training/seminar room required by your division? Yes □ No □. If yes, how many of each type is

Number of Occupants	Square footage	Quantit	
24-32	1,000		
41-60	2,000		

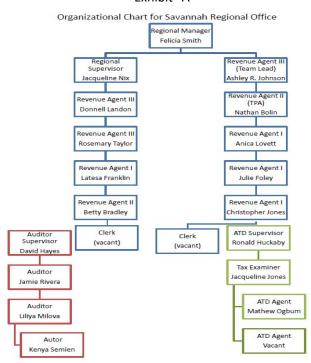
- IV. <u>KITCHEN/BREAK AREA</u>. Is a kitchen/break area required by your Division/Office? Yes □ No □ What is the expected occupancy (individuals)? \_\_\_\_\_\_.
- SPECIAL PURPOSE ROOM. List all requirements (i.e., file/storage room, drug/paternity testing area, etc.).
   Please specify the use or purpose of the room, size, any equipment needs, security issues, etc.


#### F. SPECIAL CONDITIONS

Does your Division/Office require any special features? If so, please indicate below.

Are there required work hours other than 8 a.m. - 5 p.m. / Monday - Friday? Yes 🗆 No 🗆

#### Exhibit "A"





## State Space standards

revised & approved 09/2015



### **Space Standards**

OFFICE SPACE STANDARDS					
Title / Function	Туре	Allocated SF			
Executive Director, Commissioner, Agency Head	Office	220			
Deputy Executive Director, Deputy Commissioner, Division Director, Regional Director, Local Manager	Office	120			
Manager, Supervisor, Coordinator (5 or more direct reports)	Workstation	64 (8 x 8)			
Professional Staff, Administrative, Tech	Workstation	49 (7x7)			
Hoteling / Call Center	Workstation	20 (5x4)			

CONFERENCE SPACE STANDARDS							
Туре	Number of Occupants	Square footage	Typical Tech Equipment				
HUDDLE ROOM	1 – 3	100	Speaker phone				
SMALL CONFERENCE ROOM	6 – 8	275	Speaker phone; flat screen or overhead projector with screen; data connectivity at table;				
MEDIUM CONFERENCE ROOM Or PROJECT / TEAM ROOM	10 – 12	350	Speaker phone; flat screen or overhead projector with screen; data connectivity at table; option of video conferencing				
LARGE CONFERENCE ROOM Multi-Purpose Room with configurable tables	14 – 16	500	Speaker phone; flat screen or overhead projector with screen; data connectivity at table; option of video conferencing and distributed speakers				
TRAINING / SEMINAR	24 – 32	1,000	Speaker phone; flat screen or overhead projector with screen; data connectivity at table; option of video conferencing.				
Multi-Purpose Room(s)	41 - 60	2,000	distributed speakers and multiple screens and projectors and distributed power access and speakers.				



## Space Utilization Program (SUP)

The SUP provides the agency with a total usable square footage based on a location's staffing and ancillary support needs. Also used to create the SUP is an agency's design guidelines and specifications.



#### SPACE UTILIZATION PROGRAM

**ENTITY NAME** 

SUB-ENTITY NAME ATLANTA, GEORGIA

Current Projected Square Staffing Quantity/ Required NOTES Number Capacity Enclosed offices Manager 1 Manager 2 120 120 Open office workstations Manager 3 Professional 49 49 Hoteling (call center) 20 Total number of work spaces enclosed & open (capacity) Ancillary/Support Reception/waiting area 0 0 Conference space Huddle room 100 100 Small conference room 275 Medium conference room 350 350 Large conference room Training/seminar room 24-32 1000 41-60 2000 2,000 Kitchen/break area 0 Special purpose room Storage room 0 0 Supply room 0 0 Group files & shelving 0 **GTA Telecommunications** 0 Common areas Staff ladies restroom 0 Staff men's restroom 0 0 Staff unisex restroom Staff break room 0 Electrical 0 0 Mechanical Janitor's closet

Total capacity

Copy of Master space utilization program w changes1.xls

**ENTITY NAME** SUB-ENTITY NAME ATLANTA, GEORGIA

Space name	Staffing	Projected Quantity/ Capacity	Size	Square Feet Required	NOTES
SUB-TOTAL 35% Circulation				4,678 1.637	
TOTAL (Occupancy & area)	5			-,	1263.1 sf/pos

Approval:

SMP# 00017

SPACE UTILIZATION PROGRAM for

1263.1 sf/pos

SMP# 00017

1 of 2

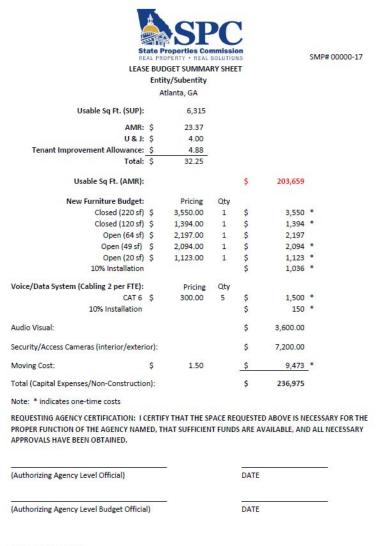


## Lease Budget Summary (LBS)

The Lease Budget Summary (LBS) is a visual of the estimated costs associated with an agency's request for space. It includes the following:

- average market rate (AMR)
- FF&E estimates (workstations, case goods, other equipment)
- voice/data cabling costs and moving costs
- other capital expenses (security, branding, audio visual, etc.

Agencies are encouraged to visit the State Procurement List and to talk to other agency staff to research such costs and to develop budgets to meet their needs.



AMR as of February 2016



## Space Management Links

#### Found on spc.ga.gov

SPC Construction Standards for Leased Properties

http://gspc.georgia.gov/sites/gspc.georgia.gov/files/related\_files/site\_page/SPC%20Construction%20Standards%20for%20Leased%20Prop\_erties%2016-JUL-27.pdf

SPC Building Plans (As-Built) Guidelines

http://gspc.georgia.gov/sites/gspc.georgia.gov/files/related\_files/site\_page/SPC%20Building%20Plans%20%28As%20Built%29.pdf

## Questions





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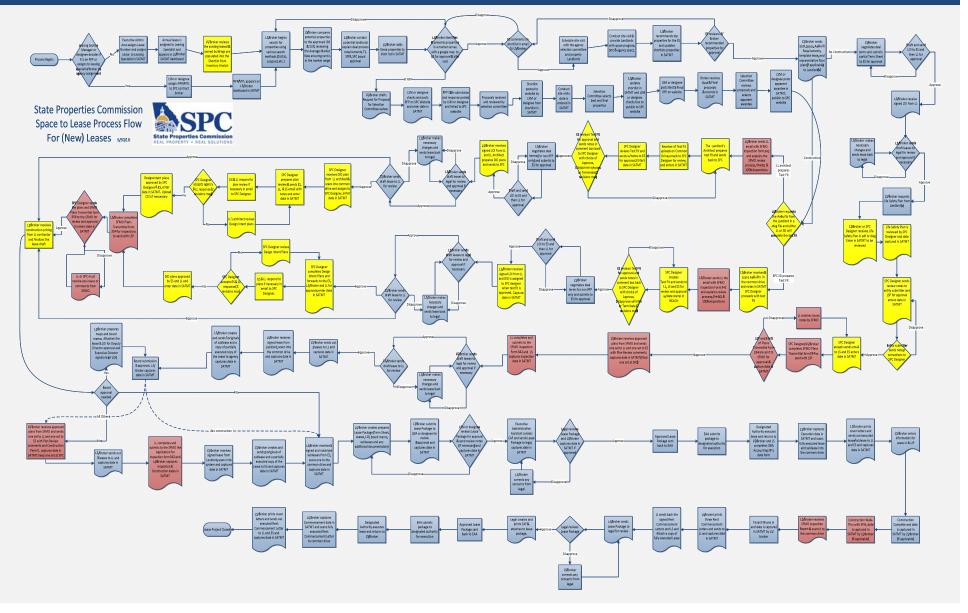


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## Nine (9) to Twelve (12) Month Leasing Process



## Example New Lease Schedule

Activity	Duration	<b>Estimated Completion</b>
Agency submits SAF and SUQ		March 22, 2016
SPC prepares send SUP and LBS to Agency for approval	2 weeks	April 5, 2016
Agency submits approved SUP and LBS to SPC	1 week	April 12, 2016
SPC or Broker performs Market Survey	3 weeks	May 3, 2016
Agency and SPC meeting/conference call to discuss Market Survey	1 day	NLT May 10, 2016
RFP Drafting and Posting	4.5 weeks	June 13, 2016
Review of Proposals/Short list/Tour of Shortlisted Properties	3.5 weeks	July 7, 2016
Best & Final RFP Posting	4 weeks	July 28, 2016
Review of B&F Proposals/Apparent Awardee Selection	3 weeks	August 18, 2016
LOI Negotiation and Execution	2 weeks	September 1, 2016
SPC Board Meeting (SPC executes lease after Board approval)		September 13, 2016
Lease Negotiation	4 weeks	October 11, 2016
SPC Designer or Architect prepares Test Fit	2.5 weeks	October 28, 2016
Agency and SPC Test Fit review and sends comments	2 weeks	November 11, 2016
Architect revises Test Fit	2.5 weeks	November 30, 2016
Agency and SPC approve Test Fit	1 week	December 7, 2016
Construction Drawings	5 weeks	January 11, 2017
Agency and SPC approve CDs	1.5 weeks	January 23, 2017
LL Bidding and Permitting	3 weeks	February 13, 2017
SFM Design Review of CDs	6 weeks	March 6. 2017
Construction	13 weeks	June 5, 2017
Fire Marshal 80% and 100% Inspections (w/ 21 day notice)		
Walk through & Punch List	1.5 weeks	June 15, 2017
Move	1 week	June 23, 2017



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## ASSIGNMENT OF SPACE

- SPC-04-Space Management: Assignment of Space and SPC-08-Transaction Management: Leasing Requirements for State Properties Commission Multiyear Rental Agreement for Administrative Space
  - Need flexibility in assigning administrative space to state agencies
- SPC assigns space to Occupying Agencies
  - Historically through an Intergovernmental Agreement (sublease)
  - Changes to policies allow for direct assignment of administrative space by a Letter of Assignment of Space
    - Subject to all of the requirements of the tenant under the lease
- Removes step in leasing process

## LEASES WITH GOVERNMENT ENTITIES

- SPC-08-Transaction Management: Leasing Requirements for State Properties Commission Multiyear Rental Agreement for Administrative Space
- State Multiyear lease agreements with local, state or federal governmental entities exempt from:
  - 3,000 square foot minimum
  - Minimum\$50,000 in tenant improvements
  - Limitation of term based on the square footage of the leased space
- Maximum term of twenty years



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## RENEWAL REPORTS

- Leases where either SPC or the agency is listed as the "Tenant," and renewal options remain to be exercised
  - Agency budget official (e.g. CFO, Finance Director) and lease signatory (e.g. Commissioner, Deputy Commissioner) will initial next to each lease for which the agency would like to renew.
  - Agency budget official and lease signatory will also sign the bottom of the Renewals report. Return initialed and signed Renewals report to SPC not later than April 1, 2017
  - SPC will prepare, execute, and send all Contract Renewal Letters that includes reference to SPC's leasing authority in accordance with OCGA §50-16-41.

## RENEWAL REPORTS

- Leases where either SPC or the agency is listed as the "Tenant," and renewal options remain to be exercised
  - Multi-Year Leases (MYLs)
    - Original lease term longer than one (1) year
    - Term has not yet expired
    - A CRL is not required to be issued for these leases
  - Automatic Renewal Leases with Specific Terms
    - Leases that automatically renew for a specific term or number of years
    - "This lease shall be automatically renewable...but in no event shall either party have the option to renew after ('50 years' or future date certain)."
    - A CRL is not required to be issued for these leases
- Return your hardcopy signed and initialed sheets to SPC
- All operating expense/CAM reconciliations should be forwarded to SPC with supporting documentation

## SAMPLE RENEWAL SHEET

As of February 21, 2017

#### SECRETARY OF STATE FY18 RENEWAL REPORT

							Lease	Lease										
Lease						Date of	Start	End			Options		Area					ł
Number	Entity	City	County	ZIP	Landlord	Lease	Date	Date	Use Type	Term	Remaining	Comments	(SqFt)	Capacity	Occupancy	FY17	FY18	Initials
					Colfin Cobalt I-II							Rent adjusts each						
					Owner, LLC				Storage			year; 1st Amend.						ı l
									building,			11/09 to add 3						i l
	Secretary of State,			30354-					enclosed shed,	Annual		options; 2nd Amend						ı l
1903	Office of the	Hapeville	Fulton	1240		8/14/2015	7/1/2016	6/30/2017	warehouse	Renewal	1	7/2013;	9028	NULL	NULL	\$3,859.47	\$3,957.27	i l
					Lee Building							Auto Escal; 1st						
	Secretary of State,			31794-	Partners, L.L.P.					Annual		Amendment 5/2012;						ı l
5196	Office of the	Tifton	Tift	4410	·	1/27/2015	7/1/2016	6/30/2017	Office	Renewal	1	Renewal;	1217	2	2	\$950.27	\$950.27	

Page 1

**AUTHORIZED AGENCY OFF** 

**AUTHORIZED BUDGET OFF** 

## RENEGOTIATION REPORTS

- April 1, 2017: Renegotiation SAFs are due to SPC
- SPC will renegotiate all expiring leases in 2017 unless the agency is closing the site or moving into a new site (within 3 months of lease expiration).
- Agency assignments for SPC transaction personnel.
- Information that should go on your SAF
  - CHANGE OF LANDLORD should include:
    - W-9
    - Lease Assignment and/or Novation Agreement
    - Property Deed
  - Any work or repairs to the space the agency needs completed for the coming year
  - Outstanding Landlord issues
- All operating expense/CAM reconciliations should be forwarded to SPC with supporting documentation

## RENEGOTIATION REPORTS

- Leases that will be renegotiated:
  - TAW status (more than 90 days)
  - Automatic Renewal Leases leases with no specific end date that state "Automatically Renew"
  - Any location that has no options left or is expired
- What you will do?
  - Review the renegotiation report for any discrepancies
  - Start working on the SAF's!

## SAMPLE RENEGOTIATION SHEET

As of February 21, 2017

#### GEORGIA DEPARTMENT OF COMMUNITY AFFAIRS FY18 RENEGOTIATION REPORT

Lease Number	Tenant	Entity	City	County	ZIP	Landlord	Date of Lease	Lease Start Date	Lease End Date	Use Type	Term	Options Remaining	Comments	Area (SqFt)	Capacity	Occupancy	FY17
5445		Community Affairs,	A111-	F.II.	20200 0000	Georgia Housing &	0/20/0042	7/4/0044	012010045	OF	AI D	0	No Feed IDO Decemb	77050	250	250	NII II I
5145	Agency	Department of	Atlanta	Fulton	30323-2230	Finance Authority	6/30/2013	7/1/2014	6/30/2015	O IIICE	Annual Renewal		No Escal; IPO; Renewal Auto Escal FY09; IPO; Replaced #5530; COA 911 on 1/3/07; 1st Amend 8/09 to add 1,770 sqft.; 2nd Amend 2/2012 to add 1,800 sqft. and to convert	77030	230	230	NULL
		Community Affairs,				Mosquito Creek						_	lease to Full Service;				
6210			Eastman	Dodge		Properties, L.L.L.P.	5/26/2005	7/1/2014	6/30/2015	Office	Annual Renewal	0	Renewal;	10567	35	34	NULL
7203		Community Affairs, Department of	Athens	Oconee	30606-5700	Reddy Properties, L.L.C.	10/7/2008	7/1/2015	6/30/2016	Office	Annual Renewal	2	Auto Escal: Renewal:	9448	35	35	NULL
7204	'''	Community Affairs,				GASM, L.L.C.	5/7/2012	7/1/2015		Office	Annual Renewal		Auto Escal; 1st Adden 3/4/07 + 1,330 sf;	5794	24		\$8,046.61
7219		Community Affairs,	Waycross			McLott Property, Inc.	8/28/2009	7/1/2014		Office	Annual Renewal		Rent adjustments every other year (odd); NRF ends 06/2013; 1st Amend 2/2010; Renewal;	6700	30	34	\$6,660.92
7881		Community Affairs, Department of	Athens	Clarke	30601-2383	Joe Sanders	6/29/2010	7/1/2014	6/30/2015	Office	Annual Renewal		Replaces #6377; Rent adjusts annually; Renewal;	1130	7	9	NULL



I. Welcome (Pick up Leasing Coordinator Packages )	Frank Smith				
II. Broker Introduction	Tamika Crittenden				
III. SPC Space Management Process					
A. Design and Construction within the Leasing Process	Alisa Pereira & Ginette Tatem				
B. State Fire Marshal Design Review and Inspection Processes	Jeff Mayers & Tim Barker				
C. Leased Spaces w/o State Certificate of Occupancy	Frank Smith				
IV. SPC New Lease Process Workflow Overview	Tamika Crittenden				
V. SPC Policy Changes A. Assignment of Space B. Leases with Government Entities	Shelby Perdue & Tamika Crittenden				
VI. FY 2018 Leasing Season Processes	Michael Mahan				
A. Contract Renewal Process and Deadlines B. Renegotiation Process and Deadlines					
VII. Questions					

















