

Kaye Hogan - Fwd: Re: Rent

From: "Lee Daniel" <DaniellLee@leoncountyfl.gov>
To: "Hogan, Kaye" <kaye.hogan@visittallahassee.com>
Date: 5/11/2010 9:18 AM
Subject: Fwd: Re: Rent
Attachments: Re: Rent; Lee Daniel.vcf

Al:

Here are my thoughts on the counteroffer:

1. When visitors come to the office to see you, they will have to use our staff in the reception area. Visitors will not be allowed to just board the elevator and come up to the third floor. There is both a security issue and a process/traffic issue since four Visit Tallahassee staff members have offices on the third floor. Guests will have to see the receptionist first who will then call you or Allen to make sure you are available. So, whether answering your telephone or not, staff will be providing you a necessary service if headquartered in this building.
2. Based on input from the experts at Leon County, the \$750 offer is a fair one based on the space needs and location. Please consider that the rent also includes utilities, custodial service and elevator service. You also have security for after hours work with an alarm system in place. In addition, Visit Tallahassee will have expenses in moving the existing furniture out of the proposed DIA space.
3. I am certainly sensitive to budget concerns as Visit Tallahassee is also struggling with a decrease in Tourist Development Tax collections based on the economy and depressed hotel/motel room rates.
4. Therefore, if approved by the Deputy County Administrator, I would like for you and your board to consider rent of \$700 per month and staff assistance of \$150 per month (without telephone answering) for a total of \$850. This would amount to \$10,200 on an annual basis and represents a reduction of \$2880 from the original offer. This is also \$150 less per month than the number you floated when we first began the discussions.
5. I would also recommend that we review these numbers on an annual basis, and if ad valorem tax collections are projected to increase, we work toward the original plan of \$1,090 per month beginning in year two.

Please let me know your thoughts as soon as possible. I would certainly like to work with you and have the Tallahassee Downtown Improvement Authority as a tenant. However, if this will not work, I need to move forward and consider other options.

Thanks Al.

The other reason I left two messages with you was to further discuss the possibility of a July 4th weekend GetDown. I'd still like to have that conversation immediately if possible. In order to get the desired advertising placed, I need to decide if the Friday, Saturday and Sunday July 4 events are feasible this week or next. Thank you.



Lee Daniel, CDME
Director, Tourism Development
850-606-2300
850-606-2304 (Fax)

>>> <apasini@comcast.net> 4/12/2010 9:34 AM >>>

Lee:
I got your phone message and sorry for the delay in response. I have been running hard.

Regarding the lease. We appreciate the offer of \$750 per month for the office space and \$340 per month for reception. Based on our current budget and future projections for ad valorem tax collections for the next year or two, we would like to forego the \$340 monthly fee for reception (we would rely on our voice mail system).

Regarding the montly space rental fee, if you could offer the space to us at \$600 a month, we would accept.

Thanks for your consideration.

AL

Al Pasini, CAE
Executive Director
Tallahassee Downtown Improvement Authority
Mailing Address: PO Box 10893
Tallahassee, FL 32302

Office Location:
111 S. Monroe Street
Tallahassee, Florida 32301
850.224.3252
850.224.9718 FAX