



October 20, 2020

Dear Postal Service Landlord:

The Postal Service awarded a National Contract for Real Estate Services to Jones Lang LaSalle Americas, Inc. (JLL) in April 2017. JLL has experience and expertise in real property transactions and will be providing real estate support services, including lease management and brokerage services. The contract with JLL became effective on April 21, 2017.

This National Contract for our Real Estate Services Provider (RESP) entitles JLL to serve as the Tenant Representative on the behalf of the Postal Service for your leasing transaction. The Postal Service expects that you will pay a commission to the JLL representative for leasing services pursuant to a separate agreement between you and the JLL representative. The Postal Service understands that the rental rate may reflect this commission payment, along with other market based factors.

The Postal Service expects that the JLL representative will be respectful and professional in representing the Postal Service's interests and that you will work cooperatively with the JLL representative on the leasing transaction. We appreciate your cooperation in working with the Postal Service's Tenant Representative.

If you have any questions, please contact Whitney Aaronson, JLL Contract Executive at 202-719-5832 or 202-268-5728 or at Whitney.Aaronson@am.jll.com.

Sincerely yours,

Karen LaFave

Digitally signed by Karen LaFave
DN: cn=Karen LaFave, o=Headquarters
Facilities, ou=Manager, Facilities Leasing,
email=karen.a.lafave@usps.gov, c=US
Date: 2020.10.20 12:01:08 -0400

Karen LaFave
Manager, Facilities Leasing



Pall Spera <pall.spera@pallspera.com>

Fwd: USPS Lease Renewal - Stowe, VT (507644-004) Detached Box Unit

1 message

Pall Spera <pall.spera@pallspera.com>

Thu, Jul 29, 2021 at 6:45 PM

To: Gums <Gums46a@aol.com>, "Colleen Shepard. *****" <cshepardconsulting@gmail.com>

Bcc: pall.spera@pallspera.com

I informed the new person in the USPO chain of silliness, that the lease as presented was not acceptable. I told her we would review and respond as appropriate.

The lease expires on Feb 1/22

They want it by 12/15/21

Let's talk..

P

Sent from my iPhone

Begin forwarded message:

From: "Rolfe, Charlotte" <Charlotte.Rolfe@am.jll.com>

Date: July 29, 2021 at 4:14:23 PM EDT

To: ps@pallspera.com

Subject: USPS Lease Renewal - Stowe, VT (507644-004) Detached Box Unit

Hello Pall,

It was nice speaking with you today. If you would please look at the lease Janet Hopkins sent to you and let me know what concerns you may have, that would be great.

I completely understand your stance on the market commission. With that said, per our national contract with USPS, we are required to collect payment for the work JLL provides via a market rate commission for each individual transaction. USPS accounts for this when calculating the proposed rent for each transaction. This is stated on the letter of intent that was included in your lease package. It is also referenced on our contract letter from the head of USPS leasing (attached).

USPS is essentially paying the commission through your rent – USPS pays you a rent amount that includes the 4% commission that you ultimately pay us. When Landlords are unwilling to pay the commission, the offer amount can get reduced by 4%. With that said, for this specific transaction there is a little bit of room to renegotiate the rent amount if you are willing to pay a commission. I am willing to offer \$16,200 per year, if you are willing to pay a 4% commission. This will allow you to net \$77,760.00 over the 5-year term, which is more than Janet's initial offer pre-commission. Please also note that this is a one-time payment for the entirety of the lease. If you decide to keep the renewal options, this means it is one payment for the entire 15-year term.

Please let me know what you think and if you have any concerns. I am happy to work this out via email or phone call. I look forward to hearing from you.

Best,

Charlotte Rolfe

Transaction Manager

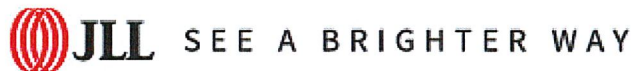
JLL

2020 K St NW, Suite 1100

Washington, DC 20006

T: 202-719-5682

F: 312-260-4465



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Jones Lang LaSalle

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 **JLL Contract (2).pdf**
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