7. Topic: Will CareerSource be the commercial tenant?

Will CareerSource come back to this site as a ground-floor tenant once construction is complete?

On June 12, Florida Commerce's Chief Operating Officer asked the City to give CareerSource a right of first refusal on equivalent space, a lease of up to 10 years, and stable rent.

Six days later, the City Manager wrote: "I am not crazy about becoming a landlord. Nor do I want to saddle a potential developer with the requirement of taking on a tenant especially this one."

Not one of the twenty-one revisions of this term sheet contains the words “first refusal.” None contains a ten-year term. What the Commission approved instead is a promise that the City “will communicate CareerSource Broward's operational needs” to whoever it picks.

The July 29 revision of the “FINAL” term sheet changed CareerSource's stay from a "minimum" of 18 months to a "maximum," and dropped the escrow for its moving costs. A draft Funding and Relocation Agreement between the State and CareerSource, dated August 14, is headed “No Guaranteed Space.” It reads: “If the Commerce Property is redeveloped, CareerSource acknowledges that it has no right of first refusal, option, guaranteed space, or other property interest in a future redevelopment unless established in a separate written agreement approved and executed by all applicable parties.”

But Florida Commerce's Chief of Staff, Adam Callaway, told an Oakland Park citizen by phone on September 9 that CareerSource, after redevelopment has occurred, either gets the right of first refusal on space in the newly redeveloped area, or is provided adequate and acceptable other space somewhere in the city, with favorable lease terms. And during the Commission Meeting on September 9, Commissioner Budhoo stated that we would be able to afford the purchase, because: “CareerSource is a tenant right now, and they'll be able to pay some of that interest from the loan, wherever we borrow, because we'll have a strong tenant there.”

The State and the City's own statements say opposite things. Is this question still being negotiated?

A return has a cost. If this becomes a Live Local project, the City can require only 10 percent of the building as commercial space. CareerSource could fill much of that space, reducing or eliminating the desperately needed retail and commercial development.

Would CareerSource come back? Would that be written into the purchase and development agreements? And how much of the ground-floor retail space would it utilize?

From: David Hebert <davidh@oaklandparkfl.gov>
Sent: Saturday, June 13, 2026 10:10 AM
To: Andrew Collins
Cc: Robin Butler; Courtney Fletcher; Sierra Marrero; Ana Alvarez; Renee Miller
Subject: Re: [EXTERNAL] - Initial Proposal to Florida Dept of Commerce - City of Oakland Park

Andrew-

Thanks so much for the follow up after our call. As I assured you then and reiterate here: we are committed to getting to "YES." This effort in a Qualified Census Track is vital to turning the page for the struggling business and residential community in that vicinity.

As the intent of our partnership is to realize development of the properties in question and achieve the OZ designation, it will be incumbent on us to make transitions and selection of the best positioned private development partner as smooth and swift as possible.

Having reiterated a commitment to get to a point at which every party's interests are secured and safe guarded — including your current tenant, I have just a few thoughts for our joint consideration.

Having come to the last stages of a multi-year effort to build new city facilities that resulted in relocation for some 80-90% of staff, I appreciate the challenges of relocating operations while staying focused on delivering on the mission.

You suggest that remaining on site may be the goal of your tenant but that would likely mean not one but two relocations: first to move out and then after construction to move back in. While this may well be feasible, it may not be optional for continuity of operations and is likely to add additional costs for the tenant.

As such, rather than committing to any specific plan, I would reiterate my request to meet with Career Source Broward to better understand their current operations and future needs. There may then be more desirable alternatives to consider than those itemized in your email. If those alternatives prove unavailable or unacceptable, we can certainly revisit the current enumerated list. Again, our commitment is to get to "YES!"

I am excited to be working on this transformational project and look forward to a fruitful partnership that achieves the goals of all parties impacted.

My sincere thanks to you for your consideration of this request. Best regards to you and your team!

On Jun 12, 2026, at 5:55 PM, Collins, Andrew <andrew.collins@commerce.fl.gov> wrote:

Some people who received this message don't often get email from andrew.collins@commerce.fl.gov. Learn why this is important

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Good afternoon,

Thank you for taking the time to talk with me today. As discussed, we would like to explore additional support for our partner, CareerSource Broward. In addition to the 18-month holdover at the current location, we would like to propose that the deal include the following on behalf of CareerSource Broward:

1. Right of first refusal on an option to lease an equivalent amount of space to what they currently occupy.
2. Long-term lease terms (up to 10 years).
3. Rent stability for the term of the lease (as close as possible to what they pay currently, with as little annual increase as possible).

After you have a chance to review this request, I propose we set up another call with our Chief of Staff so we can iron out these last remaining details and begin the process of formalizing the deal.

If you have any questions or want to talk more, please don't hesitate to call me directly at your convenience.

Andrew Collins
Chief Operating Officer

FloridaCommerce
850-245-7479
FLORIDACOMMERCE www.FloridaJobs.org







From: David Hebert <davidh@oaklandparkfl.gov>
Sent: Thursday, June 11, 2026 4:19 PM
To: Collins, Andrew <andrew.collins@commerce.fl.gov>
Cc: Robin Butler <robinb@oaklandparkfl.gov>; Fletcher, Courtney <courtney.fletcher@commerce.fl.gov>; Sierra Marrero <sierra.marrero@oaklandparkfl.gov>; Ana Alvarez <anaa@oaklandparkfl.gov>
Subject: Re: [EXTERNAL] - Initial Proposal to Florida Dept of Commerce - City of Oakland Park

Thanks Andrew. I look forward to hearing from you. All the best!

On Jun 11, 2026, at 3:54 PM, Collins, Andrew <andrew.collins@commerce.fl.gov> wrote:

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Good afternoon,

Appreciate the quick turnaround with this information. I have briefed our Chief of Staff and scheduled time with our Secretary to meet immediately upon his return from international travel. Good news is that the initial reaction was positive.

Please know we are eager to make progress, and I will stay in touch as I get feedback from my leadership about the desired next steps.

Thank you.

Andrew Collins
Chief Operating Officer

FloridaCommerce
850-245-7479

<image003.jpg>
www.FloridaJobs.org

<image004.png>
<image005.png>

<image006.png>

From: Robin Butler <robinb@oaklandparkfl.gov>
Sent: Wednesday, June 10, 2026 11:05 AM
To: Collins, Andrew <Andrew.Collins@commerce.fl.gov>; Fletcher, Courtney <courtney.fletcher@commerce.fl.gov>
Cc: Sierra Marrero <sierra.marrero@oaklandparkfl.gov>; Ana Alvarez <anaa@oaklandparkfl.gov>; David Hebert <davidh@oaklandparkfl.gov>
Subject: [EXTERNAL] - Initial Proposal to Florida Dept of Commerce - City of Oakland Park

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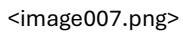
Good morning Mr. Collins,

Thank you for meeting with us yesterday.

Please find our initial proposal attached, which we hope meets with your approval. Should you have any questions, please do not hesitate to contact us. We will await your response before taking any additional steps.

We appreciate your consideration and look forward to hearing from you.

Sincerely,



David Hebert
City Manager
City of Oakland Park
1100 Park Lane East
Oakland Park, FL 33334
954-630-4212
davidh@oaklandparkfl.gov www.oaklandparkfl.gov
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From: David Hebert <davidh@oaklandparkfl.gov>
Sent: Thursday, June 18, 2026 10:44 AM
To: Renee Miller
Cc: Sierra Marrero; Ana Alvarez; Robin Butler
Subject: Re: [EXTERNAL] - Re: Career Source Ft. Lauderdale

Never mind. Flight is now delayed. I may not land now until after 3. I briefed Sierra yesterday but the new info received from Andrew today helps massage the equation.

Bottom line is I am not crazy about becoming a landlord. Nor do I want to saddle a potential developer with the requirement of taking on a tenant especially this one. I also do not want the city to be out of pocket while at the same time I don't need to put $ in our pockets from a tenant. I think talking directly to Carol Hylton the Ex. Dir. makes the most sense. Germaine told me she knows her and would be happy to make an introduction. I have only held off doing so as I don't want to upset Commerce.

We need to understand:

1. Does 5399 make sense geographically?
2. If we take them on as a temporary "swing space" tenant at that location who will pay relocation and build out expenses? If they want the city to do either/both we need a reduction in the sales price.
3. If they want a right of first refusal in the new development, I cannot guarantee what the lease rate will be (and again do not want to create conditions on the developer/owner) but, I would consider rebating a portion (maybe even all) of the lease payments that they make to the city during their time in a city facility to help off-set a long term permanent lease in another location.
4. If they move in to 5399 I would like special attention and programming at 5399 directed to graduating NEHS students to help them find next career paths, vocational training , etc.
5. Finally and ideally, I think we should consider including Ralph Stone in this conversation to see if he can locate and secure space (temporary and/or permanent) as part of a county "contribution" to the project.

Good luck!

> On Jun 18, 2026, at 10:05 AM, David Hebert <davidh@oaklandparkfl.gov> wrote:
>
> I'm scheduled to land @ 1 so 1:30 works.
>
> > On Jun 18, 2026, at 9:43 AM, David Hebert <davidh@oaklandparkfl.gov> wrote:

See if you can do some research about their “service” area and whether 5399 fits.

Begin forwarded message:

From: David Hebert <davidh@oaklandparkfl.gov>
Date: June 18, 2026 at 9:39:20 AM EDT
To: Andrew Collins <andrew.collins@commerce.fl.gov>
Subject: Re: [EXTERNAL] - Re: Career Source Ft. Lauderdale

Got it! Thanks.

On Jun 18, 2026, at 9:28 AM, Collins, Andrew <andrew.collins@commerce.fl.gov> wrote:

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Sure, it would be preferred for the new location to be close to her current spot if possible. At a minimum we need to know where the city space is located in proximity to her current location to ensure she covers the service territory / participants. Mostly, this will allow us to tell the whole story when we have the meeting with her to discuss the options.

Hope that helps but we can always touch base today and talk more.

From: David Hebert <davidh@oaklandparkfl.gov>
Sent: Thursday, June 18, 2026 9:13 AM
To: Collins, Andrew <andrew.collins@commerce.fl.gov>
Subject: [EXTERNAL] - Re: Career Source Ft. Lauderdale

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Sorry Andrew one clarification please. You reference “geographic location” but you provide no guidance on requirements. Might you assist? Thanks.

On Jun 18, 2026, at 9:05 AM, David Hebert <davidh@oaklandparkfl.gov> wrote:

Excellent! Thanks Andrew. That is most helpful indeed. We will be back in touch soon! Be well.

On Jun 18, 2026, at 8:57 AM, Collins, Andrew <andrew.collins@commerce.fl.gov> wrote:

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Good morning,

Please see the details below outlining the current footprint for CareerSource Broward. They are currently paying $16.80 / sq ft.

We can talk more but I think if you take the information below and see how to best support them with the three items of geographic location, long term lease option, and rent stability.

Thanks!

Andrew Collins
Chief Operating Officer

FloridaCommerce
850-245-7479

www.FloridaJobs.org

From: Smith, Ramone <Ramone.Smith@commerce.fl.gov>
Sent: Wednesday, June 17, 2026 12:41 PM
To: Collins, Andrew <Andrew.Collins@commerce.fl.gov>
Cc: Fletcher, Courtney <Courtney.Fletcher@commerce.fl.gov>
Subject: Career Source Ft. Lauderdale

CareerSource is occupying approximately 9,000 sq. ft. of office space in building 2550 and 2600. They will need access approximately 75 parking spaces daily. They currently have approximately 30 employees and they receive approximately 140 customers daily.

Hope this is the information you are looking for.

Ramone Smith
Chief of General Services

FloridaCommerce
Office: 850.245-7469
Cell: 850.597-0012

<image008.jpg>
www.FloridaJobs.org

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