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March 24, 2020

The Honorable Ron DeSantis

Governor of Florida

The Capitol

Tallahassee, FL

Dear Governor DeSantis,

The commercial real estate industry creates and supports over 161,000 jobs in Florida every year. Nationally, this industry contributes \$1.14 trillion to the United States GDP. As such, the sustained strength of the commercial real estate industry is integral to economic, civic, and social viability across the country and specifically in Florida. As Florida considers its options to support the economy and lobbies the federal government, I would implore you to include commercial rent coverage consideration for small and medium-size businesses in any relief/stimulus package, stabilize liquidity in the commercial lending markets, and extend forbearance relief to commercial loans should this economic situation be protracted and deep.

Representing a member network of more than 1,000 individuals and 533 companies, NAIOP Florida is proud to serve as the state arm of the nation's most prestigious organization representing commercial real estate development. Our members include developers, property owners, architects, engineers, contractors, brokers, accountants, attorneys and financial institutions. All of whom are and will continue to be deeply impacted by the spread of COVID-19.

Federal, state and local government and health officials are implementing unprecedented steps to limit the risk of COVID-19 community spread. America's commercial real estate operators, developers, and tenants applaud the efforts that are taking place and are eager to support our nation as we confront this public health crisis. NAIOP stands ready to help you blunt this public health crisis, whether it is by providing parking lots and unoccupied spaces to stage emergency supplies, delivery of food and essential goods to fellow citizens or hosting temporary facilities. Many of our members have already begun supporting local and national efforts with many more ready to assist immediately.

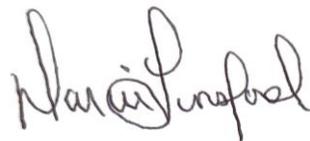
The necessary public health and safety actions being taken have required offices, retailers, restaurants, gyms, hotels and other service providers to close. These closures are placing an insurmountable strain on our embers, and we believe government action is urgently needed. In the most immediate term, we believe that the Florida legislature should include commercial rent coverage consideration for small and medium-size businesses as a part of any stimulus package. If tenants can pay rent, it will lessen the blow across CRE sectors. This will allow these businesses to continue to pay their employees and suppliers. Most importantly, this will buoy the nearly \$1 billion of state and local taxes the commercial real estate industry generates to support local communities.

It is estimated that over \$1 trillion is tied to the commercial real estate lending market. Without ensuring the stability of our tenant base, the repayment of secured and unsecured debt underlying the commercial real estate industry will be at risk. This will jeopardize the entire industry and cause long-term damage to financial markets, rampant unemployment and irreparable harm to communities across our country. As the ramifications of the crisis become clearer in the near term, the industry may also require stabilization of liquidity in the commercial lending markets and extend forbearance relief to commercial loans should this economic situation be protracted and deep.

The construction industry is also clouded by uncertainty. If allowed to sputter to halt, this would lead to the loss of a critical workforce and a cascade of other detrimental effects on commercial real estate, its tenants, lenders and professional service providers. As such, we request that construction and construction services be viewed as an essential business should a shelter-in-place order be deemed necessary.

We understand the federal Administration and Congressional leaders are currently discussing assistance for small businesses and relief to American workers and we are supportive of these efforts. We are hopeful that our federal leaders will seek solutions that prevent irreparable damage to the commercial real estate industry. Further, as you and your administration evaluates solutions to support your state's industries, NAIOP respectfully requests the opportunity to urgently discuss our proposals with you at this critical period in the history of our nation and the commercial real estate industry.

Sincerely,

A handwritten signature in dark ink, appearing to read "Darcie Lunsford". The signature is fluid and cursive, with the first name "Darcie" being more prominent and the last name "Lunsford" following in a similar style.

Darcie Lunsford,
State President, NAIOP Florida