

Justification for Other Than Full and Open Competition, <REDACTED>

U.S. General Services Administration
GSA Region 3
Real Estate Acquisition Division

JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION
PROJECT NUMBER: 0MD2322
<REDACTED>
BALTIMORE, MARYLAND

1. NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED.

The General Services Administration currently leases 41,106 ABOA [45,243 rentable square feet (RSF)] of office space at 250 W Pratt Street, 250 W Pratt St, Baltimore, MD under lease number LMD07335 for <REDACTED>. The current lease expires 07/31/2028. Approval is requested to negotiate a <REDACTED> with the incumbent Lessor without full and open competition for continued occupancy at this leased location. <REDACTED>.

2. DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEEDS (INCLUDING ESTIMATED VALUE).

The <REDACTED> Office in Baltimore, Maryland is one of two <REDACTED> offices that serves <REDACTED>. Currently, the office is housed on <REDACTED>. <REDACTED> long-term plan is to right-size their space. The plan to right size their space is to achieve 39,540 ABOASF or 43,494 RSF, by <REDACTED>. This rightsizing effort will result in slight reduction. The agency is required to be located <REDACTED>. There is no vacant Federal Space available.

The <REDACTED> is currently in the second renewal option period, and there is no other renewal option available in the lease.

Estimated cost of this <REDACTED> during the firm term is <REDACTED> for an annual cost of <REDACTED>. The total estimated contract value is \$<REDACTED>.

3. IDENTIFICATION OF STATUTORY AUTHORITY PERMITTING OTHER THAN FULL AND OPEN COMPETITION.

41 U.S.C. 3304(a)(1): Only one responsible source and no other supplies or services will satisfy agency requirements. <REDACTED>. In accordance with this authority, use of the sole source authority is appropriate where it is determined that award to any other offeror would result in substantial duplication of costs to the Government that are not expected to be recovered through competition.

4. DEMONSTRATION THAT THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS OR NATURE OF THE ACQUISITION REQUIRES THE USE OF THE AUTHORITY CITED.

Revised 10-23-2023

It is in the best interest of the Government to remain at the current location. Award to other than the current Lessor would require relocation of the entire requirement and would cause the agency to incur move and replication costs that would not be recovered through competition. Relocation costs are estimated to be <REDACTED>. The Agency would also require new furniture for over 100 employees which would cost an estimated <REDACTED>. Additionally, this allows the Government to make use of existing tenant improvements and building specific buildout, avoiding replication costs of approximately <REDACTED>. A cost-benefit analysis was completed following the procedures set forth in GSAR 570.402-6. The cost of relocating the agency using the low-cost quote exceeds the cost of remaining in place with a total savings to the Government of <REDACTED>.

5. **DESCRIPTION OF EFFORTS MADE TO ENSURE THAT OFFERS ARE SOLICITED FROM AS MANY POTENTIAL SOURCES AS IS PRACTICABLE.**

<REDACTED>, the GSA Lease Contracting Officer placed an advertisement on the Contracting Opportunities domain of SAM.gov on 10/11/2024 for 14 days. In addition, the GSA project team conducted market research using CoStar and brokers were contacted by phone.

6. **DEMONSTRATION BY THE CONTRACTING OFFICER THAT THE ANTICIPATED COST TO THE GOVERNMENT WILL BE FAIR AND REASONABLE.**

Recent market surveys conducted by PBS in Baltimore MD, showed the rental rate within the delineated area ranges from <REDACTED>. These rates were collected from CoStar and adjusted to meet the Government's warm lit requirement.

Therefore, the proposed rental rates not inclusive of the Tenant Improvements <REDACTED>, is within the-market range for this submarket and are deemed fair and reasonable by the GSA Lease Contracting Officer.

7. **DESCRIPTION OF MARKET RESEARCH CONDUCTED AND THE RESULTS.**

GSAR 570.402-5 allows for negotiation with the incumbent Lessor when a cost-benefit analysis shows that the Government cannot expect to recover relocation and duplication costs through competition.

On January 17, 2024 and again on October 2, 2024, market research was conducted using listings found on CoStar. The search showed that there are five (5) other buildings within the delineated area that could potentially meet the client agency's square footage requirement, which are captured in the chart below. In addition, on October 11, 2024, PBS posted an advertisement conforming to GSAR 570.402-2 on the Contract Opportunities domain of SAM.gov website. The incumbent Lessor's expression of interest indicated that the rate would be \$<REDACTED>.

See Figure 1 below for the results of the market research and SAM's advertisement, including the incumbent.

Address	Source	Asking Full Service Rental Rate range per RSF	With, taxes, insurance and warm lit Adjustment Per RSF
<REDACTED>	EOI	<REDACTED>	<REDACTED>
<REDACTED>	CoStar	\$<REDACTED>	<REDACTED>
<REDACTED>	CoStar	<REDACTED>	<REDACTED>
<REDACTED>	CoStar	<REDACTED>	<REDACTED>

<REDACTED>	CoStar	<REDACTED>	<REDACTED>
<REDACTED>	CoStar	<REDACTED>	<REDACTED>

Figure 1: Market Research Comparables

8. **OTHER FACTS SUPPORTING USE OF OTHER THAN FULL AND OPEN COMPETITION.**

The lessor's performance under this lease has met the Government's expectations for quality performance and responsiveness. The results of the most recent Tenant Satisfaction Surveys confirm that the agency is satisfied. The most recent property inspection showed the space to be well maintained and in good condition.

9. **LIST OF SOURCES, IF ANY, THAT EXPRESSED, IN WRITING, AN INTEREST IN THE ACQUISITION.**

Only the incumbent lessor submitted an expression of interest.

10. **STATEMENT OF ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS TO COMPETITION BEFORE ANY SUBSEQUENT ACQUISITION.**

There are no systemic barriers to competition. If the agency has a continuing need for space upon lease expiration, GSA will follow all authorities, regulations and policies applicable to lease acquisition. Should there be remaining useful life in the Government's tenant improvements, the Government will consider the cost of moving from the existing location, and the cost to build out new space when deciding whether to undergo a competitive action.

Additionally, objective scrutiny will be given to the customer agency's mission and security requirements (if applicable) to eliminate unnecessary agency space requirements that may be deemed unduly restrictive.

11. **CONTRACTING OFFICER CERTIFICATION.**

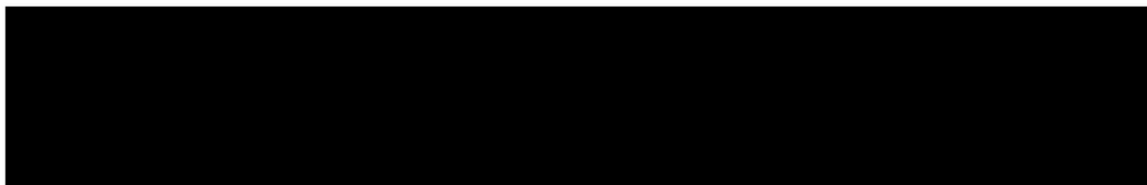
By signature on this Justification for Other than Full and Open Competition, the GSA Lease Contracting Officer certifies that the award of <REDACTED> of 39,540 ABOASF or 43,494 RSF is in the Government's best interest and that this Justification is accurate and complete to the best of the GSA Lease Contracting Officer's knowledge and belief.

<REDACTED>



12. **PREPARER'S TECHNICAL CERTIFICATION.**

I certify that the supporting data used to form the basis of this Justification is complete and accurate to the best of my knowledge and belief.



Concurred by:

Date 
<REDACTED>

Approved by:

Date 
<REDACTED>

Approved by:

Date 
<REDACTED>

Reviewed for legal sufficiency by:

Date 
<REDACTED>