

U.S. General Services Administration

GSA Region 4

Leasing – Branch 4PLG  
Southern Service Center – Leasing

JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

PROJECT NUMBER: 8GA2377

Agency Name: Social Security Administration (“SSA”)

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

The General Services Administration currently leases 12,505 ABOA/13,952 rentable square feet (RSF) of office space at 303 Isabella Street, Waycross, GA under lease number GS-04P-LGA62173 for the SSA. The current lease expires June 30, 2023. Approval is requested to negotiate a succeeding lease with the incumbent Lessor without full and open competition for continued occupancy at this leased location. The procedures for pursuing a succeeding lease are detailed in GSAR 570.402: Succeeding Leases.

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

SSA submitted a continuing need letter on April 15, 2021, with an expectation of fully competing the requirement, for a reduced size of approximately 7,900 ABOA SF, for a period of fifteen (15) years, ten (10) firm. On July 15, 2022, this need was revised to seek continued occupancy at the current size, with minimal cosmetic improvements to the space, with a firm term not to exceed five (5) years. This change in approach was determined by SSA to be in their best interest at this time as they continue to evaluate workplace needs in a post-COVID requirement. To satisfy SSA’s mission requirements, the offered space must be contiguous on one floor, preferably on the 1<sup>st</sup> floor/grade level.

This requirement is for 12,505 ABOA/13,952 RSF of space for a for a 10-year term with cancellation rights after the 5<sup>th</sup> year, to commence on July 1, 2023. The estimated cost of this lease is [REDACTED] per rentable square feet per year for an annual cost of [REDACTED] and a total contract value of [REDACTED]. The delineated area is within the city limits of Waycross, GA. There is no vacant Federal Space available.

**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. This statutory authority is implemented through GSAR 570.402. In accordance with GSAR 570.402, use of the sole source authority is appropriate when the government does not identify any potential acceptable alternate locations.

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

GSAR 570.402-1(b)(1) allows for negotiation with the incumbent Lessor when no other potential acceptable locations are identified through the advertisement or the market survey. Based on market research and responses to the SAM.gov advertisement, GSA has identified only one source, the incumbent location, that can satisfy the Government’s space requirement.

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

Per the requirements of GSAR 570.402, the GSA Lease Contracting Officer placed an advertisement on the Contracting Opportunities domain of SAM.gov on August 17, 2022 for 15 working days. In addition, Savills Inc. ("Savills"), GSA's broker partner, contacted interested parties from the previous full and open advertisement (posted March 24, 2022) to determine their level of interest in continuing to be considered and responded to telephone calls from landlord representatives inquiring about the space requirement.

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

Recent market surveys conducted by Savills in Waycross, GA showed the rental rate within the delineated area ranges from [REDACTED] per RSF. This information was derived from Savills market research of recent lease comparables.

Therefore, the proposed rental rate for this succeeding lease of [REDACTED], is within the current market range for this submarket and is deemed fair and reasonable by the GSA Lease Contracting Officer.

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

On August 1, 2022, Savills conducted market research using CoStar and identified no potentially acceptable locations other than the incumbent that might meet the agency's needs within the delineated area. In addition, Savills posted an advertisement conforming to GSAR 570.402-2 on the Contract Opportunities domain of SAM.gov website on August 17, 2022. The incumbent Lessor's expression of interest indicated that the rate would be approximately [REDACTED]. The incumbent provided a rate slightly less than [REDACTED] but was vague as to the entire terms. To be conservative, the rate of [REDACTED] is being used.

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

Address	Source [EOI/CoStar, etc.]	Asking Full Service Rental Rate
303 Isabella Street	EOI	[REDACTED]

**Figure 1: Market Research Comparables**

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

The most recent property inspection report dated May 10, 2021, outlined a few small areas of concern that the Lessor immediately corrected. The Lessor continues to show a willingness to correct all concerns as soon as they are brought to their attention.

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

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

In advance of an existing lease contract's expiration, considerations will be given to allow for sufficient time to conduct a full and open procurement. The Government will consider the time and cost of moving from the existing location, and the time and cost to build out new space when deciding whether it is economically advantageous to stay at the existing building or undergo a competitive action.

Additionally, consideration will be given to the customer agency's mission and security requirements (if applicable) to include limiting any agency space requirements that may be deemed unduly restrictive and thus

favor the incumbent. The Government will remain conscious of the effort to continuously encourage competition when practicable.

**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 a succeeding lease of 13,952 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.

X

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Dion D. Reid  
Lease Contracting Officer

**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.

X

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Robert Brunton  
Broker Contractor (Savills Inc)

Approved:

X

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Darnell Chavis  
Branch Chief

X

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Heather Driskell  
Lease Acquisition Officer

X

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Sabina A. Sims  
Leasing Director

X

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Pamela Mitschke  
Competition Advocate