

## Client Enrichment Series – Q & A



**Topic:** *Is Longer Term Leasing Right For You?*

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**Link to Series Information:** [www.gsa.gov/ces](http://www.gsa.gov/ces)

**1. Does GSA have average length of term in the same location data by agency?**

*Answer: Please contact your [PBS national customer leads](#) or regional PBS Planning Manager staff for further discussion.*

**2. Will the longer terms account for maxing out the 90% OMB Scoring threshold?**

*Answer: [OMB Circular A-11](#), and the associated scoring rules, still apply.*

**3. Will this initiative impact the term of OAs in Federal space so customers can see savings in GSA Federal assets?**

*Answer: The longer term lease initiative is focused on GSA's leased inventory, as this is where the term has a meaningful impact on rent rates.*

**5. Part of the GSA 7% fee is supposed to be for vacancy risk. So shouldn't the firm term be a GSA decision, especially in situations where the Occupancy Agreement is cancellable by the agency?**

*Answer: The lease term is GSA's decision and does not need to match the OA term.*

**6. Are the evaluated/priced renewal options firm terms?**

*Answer: If an evaluated/priced renewal option is fully exercised, the remaining term in the renewal becomes firm.*

**7. What is the average size of the available space size listed on the AAAP system?**

*Answer: It's dependant upon the market as AAAP is a national application with submitted offers from across the nation.*

**8. What is the formula (GSA Decision Matrix) GSA uses to determine the lease length for any given agency property? ... Not the art, just the science GSA uses to make the decision for the agency?**

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*Answer: There is no magic formula or algorithm as real estate markets are unique. The GSA Decision Matrix sets forth a framework to help with determining the lease term.*

**9. What historical data can you show to make a business case in favor of a longer firm term if my agency is unsure about future changes in manpower, and is obligated to reduce our footprint?**

*Answer: These upfront planning conversations about risk and uncertainty are critical to an effective requirements development process. Your Planning Manager and the PBS team supporting this process are eager to explore these considerations with you and to develop a business case to help you make the best decision for your occupancy as you work together to develop the Client Project Agreement, and refine your requirements. Please contact your [PBS national customer leads](#) or regional PBS Planning Manager staff for further discussion.*