



U.S. General Services Administration

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Government Real Estate Opportunities

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Kory Hochler

Jason Hobick

U.S. General Services Administration



- GSA was created by Congress in 1949 to improve efficiency and leverage the buying power of the federal government in order to acquire best value for the American taxpayer.
- The Heartland Region of GSA delivers superior workplaces, quality acquisition services, and expert business solutions for federal workers located in more than 400 government-owned and leased buildings in communities throughout Missouri, Kansas, Iowa, and Nebraska.

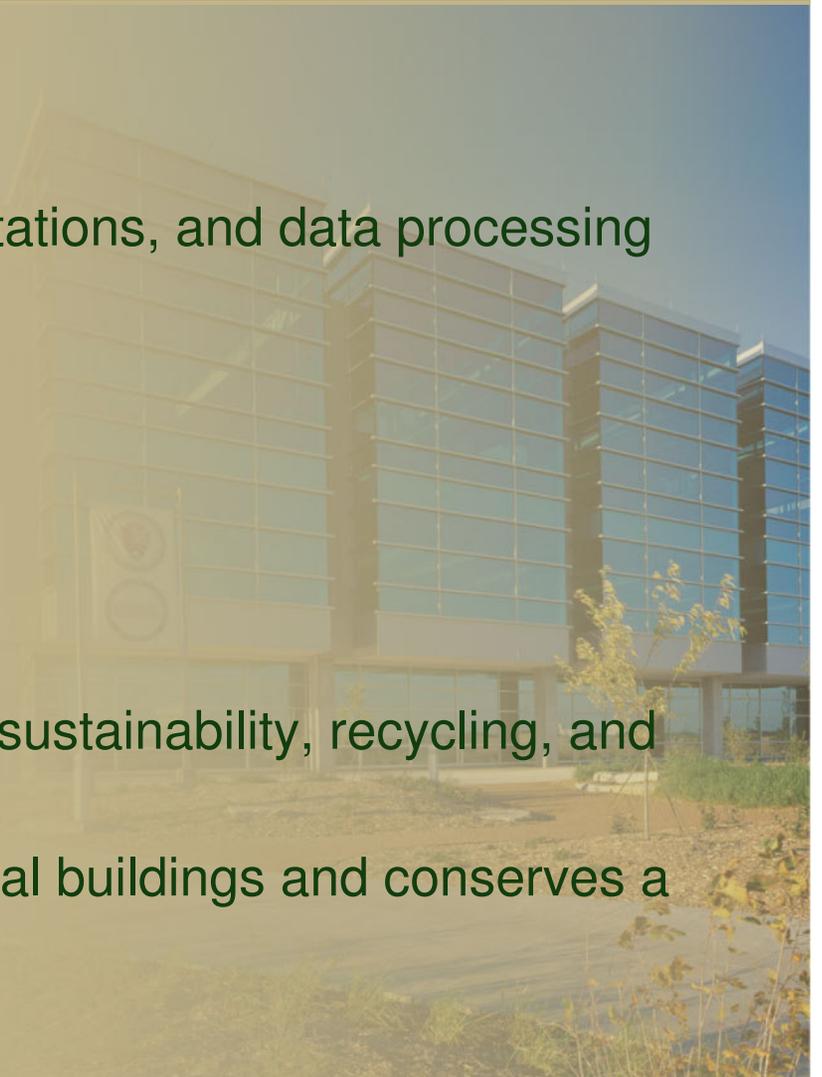


Public Buildings Service



- GSA's Public Buildings

- Designs and builds award-winning courthouses, laboratories, border stations, and data processing centers
- Leases real estate on behalf
- Repairs, alters, and renovate
- Houses and maintains child c
- Donates or sells real estate fo
- Is a leader in energy conservation, sustainability, recycling, and historic preservation
- Commissions artwork for new federal buildings and conserves a substantial inventory of New



GSA Nationwide



Total Assets

- 10,211 Assets
- 357,423,802 Total Rentable Square Feet (RSF)

Owned Assets

- 1,959 Assets
- 176,499,258 RSF

Leased Assets

- 8,252 Assets
- 180,924,544 RSF



GSA Heartland Region



Total Assets

- 452 Assets
- 21,095,792 Total RSF

Owned Assets

- 82 Assets
- 12,037,384 RSF

Leased Assets

- 370 Assets
- 9,058,408 RSF



Kansas City Metro Statistics



- Total Assets
- 83 Assets
- 10,992,820 Total RSF

- Owned Assets
- 8 Assets
- 4,112,906 RSF

- Leased Assets
- 58 Assets
- 5,966,715 RSF



GSA Heartland Region



- In the Heartland Region, GSA manages:
 - The largest amount of underground storage space, totaling more than 2.4 million RSF of space.
- #1 in the nation on customer satisfaction
- Top customers (by sq. ft.)
 - IRS
 - NARA
 - SSA



Recovery Act



The \$5.55 billion dollars authorized to GSA by the American Recovery and Reinvestment Act (Recovery Act) will be invested in:

- converting federal buildings into high-performance green buildings,
- renovating and constructing federal buildings, courthouses, and land ports of entry (LPOE).

For more information on Heartland Region specific projects, please contact:

- Regional Recovery Act Executive, Linda Phillips at (816) 926-8305
- www.gsa.gov/recovery
- www.recovery.gov



Building Green



- Energy Star
- GSA's policy requires that all build-to-suit leases 10,000 RSF and higher shall strive to achieve LEED Silver
- LEED Certified GSA Leases:
 - 24 buildings Nationwide
 - 10 buildings in the Heartland Region (totaling 2 million RSF)
 - 3 buildings in the KC Metro Area (totaling 1.38 million RSF)
- Heartland Region leads the nation in the most LEED-rated leased space



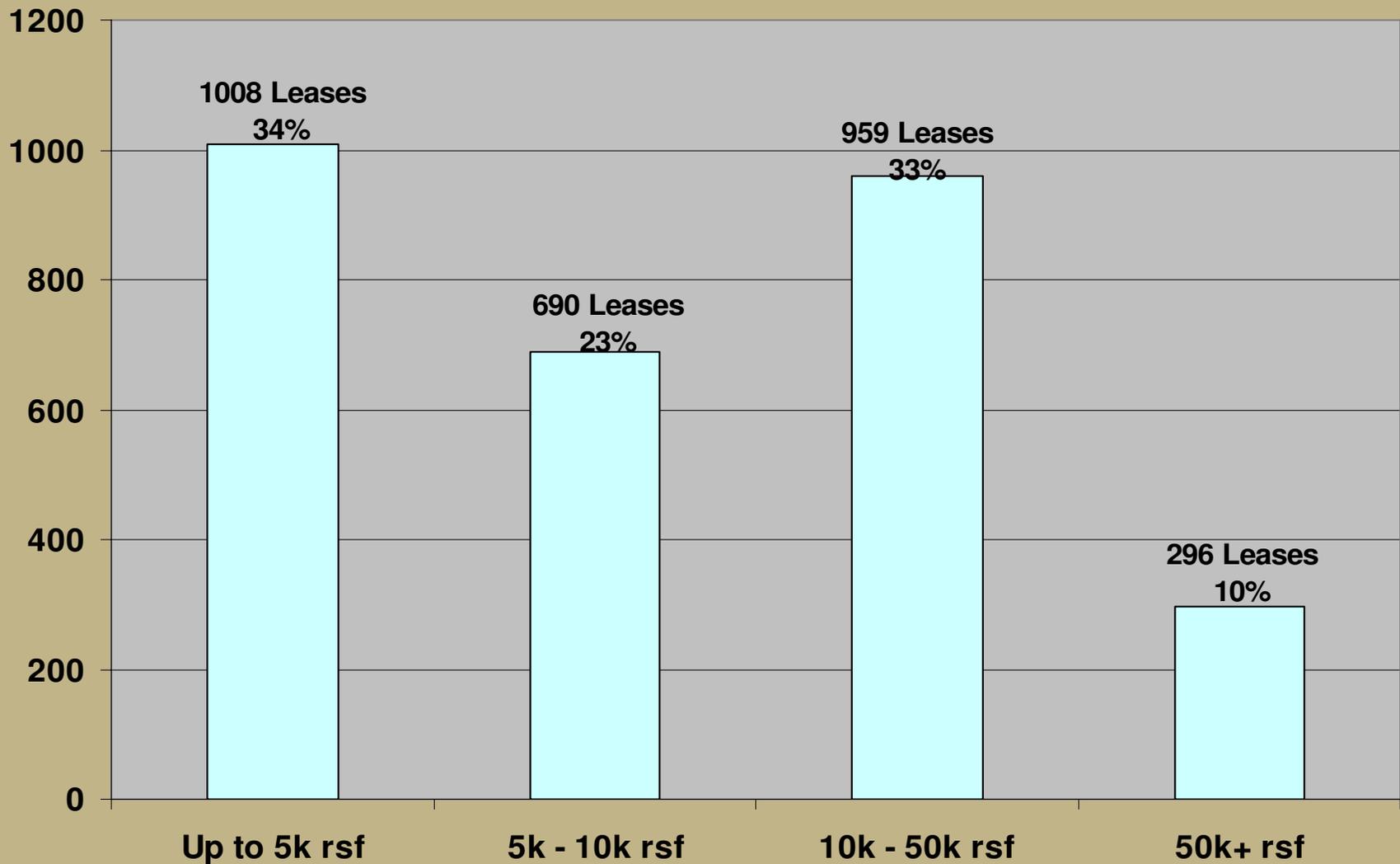
National Broker Contract



- Established April 2005
 - GSA awarded 4 performance based contracts
 - Trammel Crow (now CBRE)
 - Jones Lang LaSalle
 - Staubach (now Jones Lang LaSalle)
 - Studley
 - Base year plus 4 one-year options
- Develop consistency while leveraging market share and strategic alliances



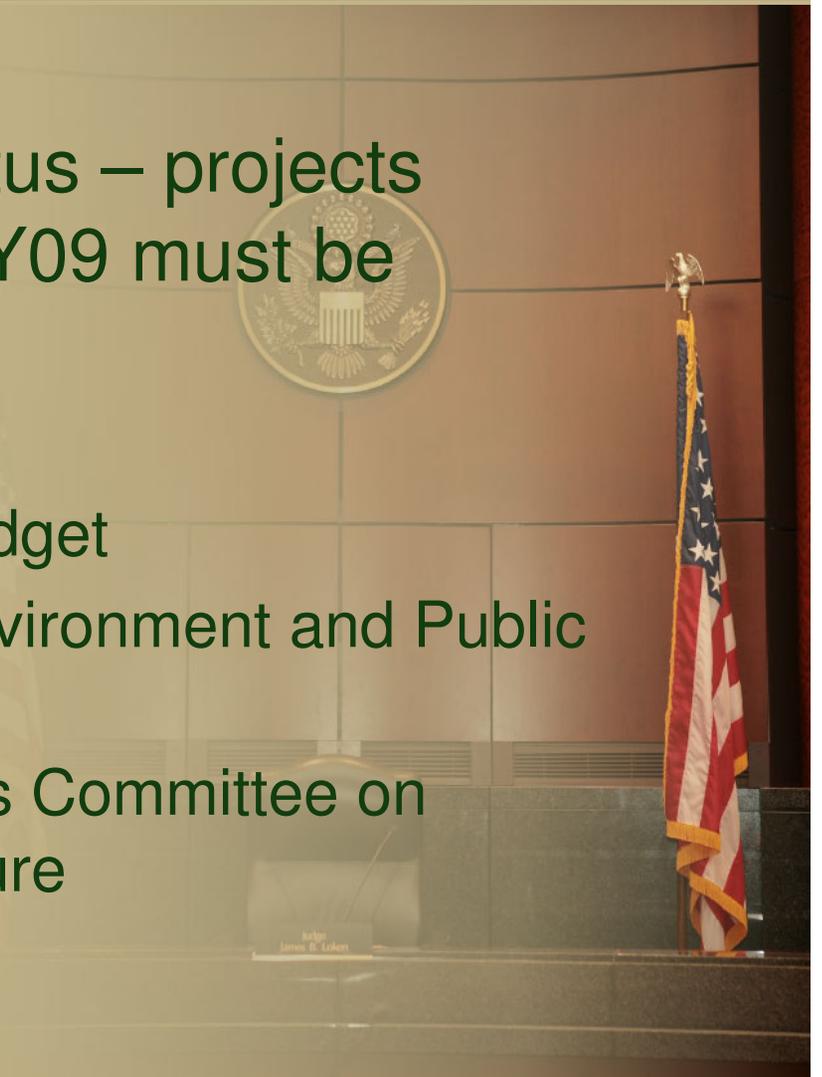
Expiring Leases – Nationwide Between April 2011 – March 2016



Lease Authority



- 20 years
- Non-prospectus vs. prospectus – projects exceeding \$2.66 million in FY09 must be approved by:
 - GSA Central Office
 - Office of Management and Budget
 - U.S. Senate Committee on Environment and Public Works
 - U.S. House of Representatives Committee on Transportation and Infrastructure

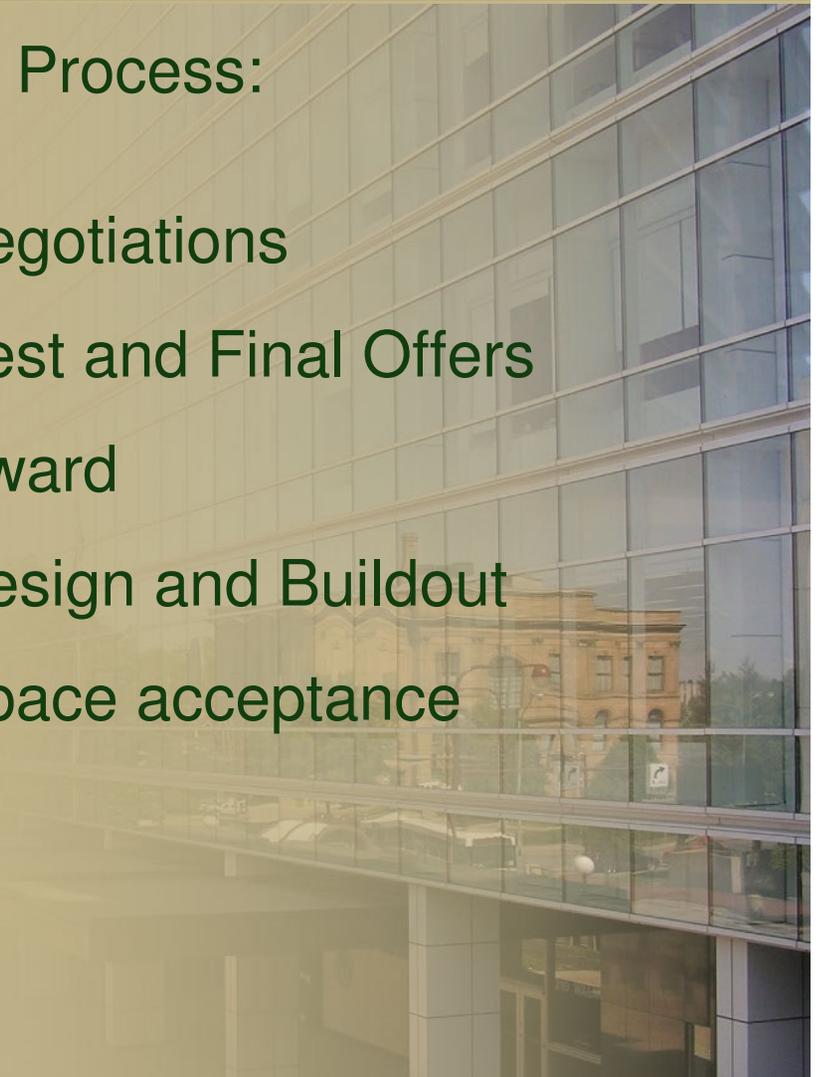


Standard Lease Process



GSA's Leased Space Procurement Process:

- Identify Requirements
- Advertise
- Market Survey
- Solicitation for Offers
- Receive/Evaluate Offers
- Negotiations
- Best and Final Offers
- Award
- Design and Buildout
- Space acceptance



KC Metro Points of Contact



Kansas City North

Kory Hochler – (816) 823-2229
kory.hochler@gsa.gov

Shenika Kuchar – (816) 823-1180
shenika.kuchar@gsa.gov

Latosha Rushing – (816) 823-5790
latosha.rushing@gsa.gov

Kansas City South

Shellie Starr – (816) 823-1042
shellie.starr@gsa.gov

Jason Hobick – (816) 823-1685
michael.hobick@gsa.gov

Sheri DeMartino – (816) 823-1558
sheri.demartino@gsa.gov

Kansas

Matt Helmering – (816) 823-2125
matthew.helmering@gsa.gov

Emily Syrett – (816) 823-1056
emily.syrett@gsa.gov

Joe Schurle – (816) 926-7240
joseph.schurle@gsa.gov

Kristen Sowell – (816) 926-1103
kristen.sowell@gsa.gov

Doing Business with GSA



Doing Business with GSA:

www.gsa.gov/realestateservices

Federal Business Opportunities:

www.fbo.gov

Recovery Act:

www.gsa.gov/recovery

www.recovery.gov



Questions?



To access today's presentation:

www.gsa.gov/heartlandrealtyservices