

**GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!™, A menu-driven database system. The INTERNET address for GSA Advantage!™ is: www.fss.gsa.gov

**FINANCIAL AND BUSINESS SOLUTIONS SCHEDULE
GROUP 520
SIN 520-1 and SIN 520-2**

Contract Number: GS-23F-0129M

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.

Contract period : March 13, 2002 to March 12, 2007

Contractor: **The Staubach Company**
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Washington DC, 20004
Tel. No. (202) 783-8181
Fax. No. (202) 783-6602
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*A large business concern
Over 1,200 employees in 53 offices Nationwide!*

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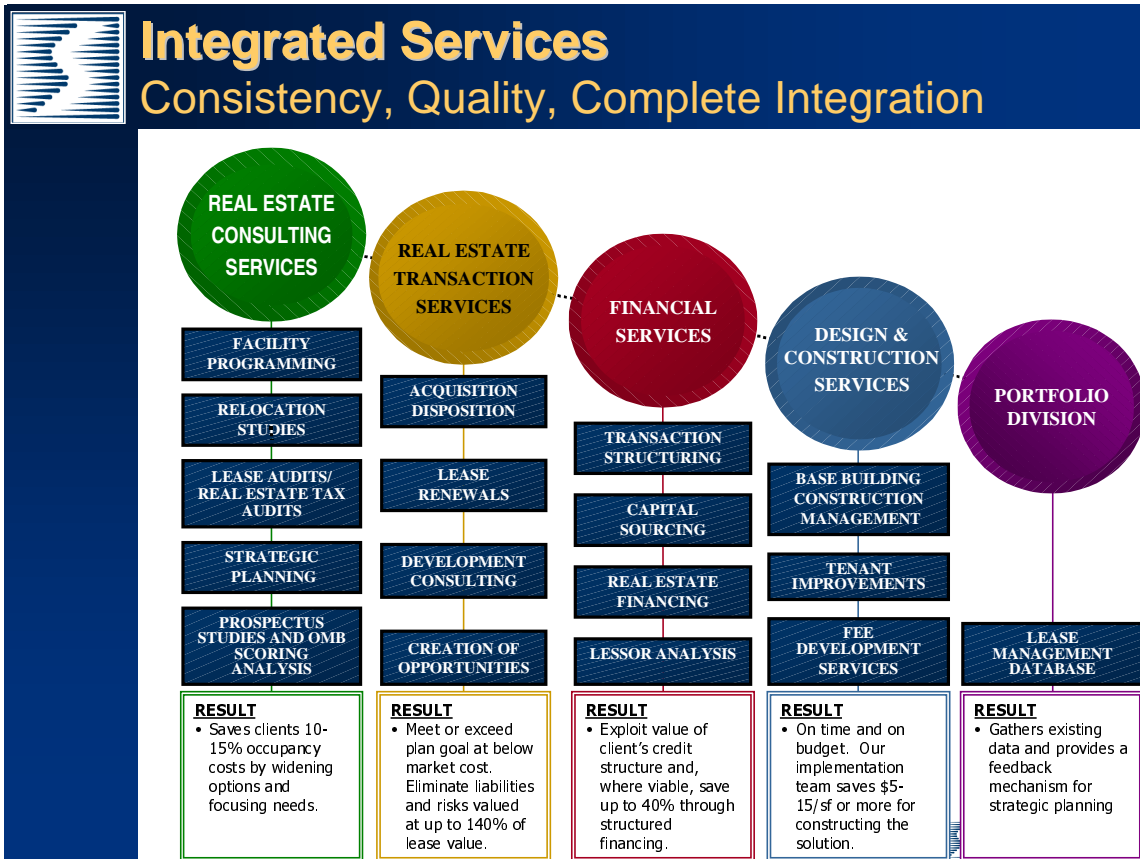
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INTRODUCTION

The Staubach Company (TSC) is the largest real estate services firm in the United States that exclusively represents users of real estate. Founded by Roger Staubach in 1977, the firm provides diversified integrated real estate services to corporations, non-profit organizations and municipal and federal agencies such as US Securities and Exchange Commission, USPS, US Secret Service, National Institutes of Health and the Executive Office of the President.



MENU OF SERVICES

TSC consists of (5) primary service divisions that are organized and staffed by only TSC employees to provide these comprehensive user-oriented services. These divisions perform the spectrum of services required for: Lease Acquisitions, Sale of Property, and Outleasing/Subleasing included in our **Asset Sales & Acquisition Basis Point Pricing**; Strategic Planning/Asset Management and Transaction Consulting included under our **Flat Fee Pricing**; and all of the foregoing comprehensive real estate services included under our **Hourly Pricing**. The availability of in-house expertise in the divisions below enhances TSC's ability to deliver a superior level of financial asset services and real estate counsel.

- **Strategic Facility Planning/Real Estate Consulting**, which includes space programming, relocation studies, market surveys and analysis, real estate tax audits, strategic planning, and prospectus development, highest and best use studies, and review of real estate strategies such as “enhanced-use” leasing alternatives for an agency’s assets.
- **Site/Facility Acquisition Services (Tenant/User Representation)**, which includes solicitation development, SFO coordination, solicitation negotiations, BAFO discussions, lease renewals and extensions, and preparation of lease documents.
- **Site/Facility Disposition Services (Outleasing, Sales, Etc.)**, that includes market analysis and surveys, renegotiating existing leases, and succeeding leases.
- **Facility Design & Construction Management Services**, which includes base building project management, tenant improvements coordination, Fee Developer services, lease alterations, fire and lie safety surveys, and post award services.
- **Real Estate Financial Services**, which includes transaction structuring, capital sourcing, real estate financing, lessor analysis, and operating cost escalation review.

The TSC approach and understanding of commercial real estate is very comprehensive and goes well beyond the traditional methods employed by conventional real estate companies today. Our corporate mission to exclusively represent only the interests of the facility user as our client in all of our consulting and project implementation projects make this possible.

CUSTOMER INFORMATION

1a. Table of awarded special item numbers:

SIN 520-1 PROGRAM FINANCIAL ADVISOR SERVICES

When an agency is involved in the management and/or resolution of an asset or asset portfolio, there are several issues and services that cut across many parts of an agency and are best handled on a coordinated basis by one entity. The program financial advisor is responsible for assisting agencies in addressing crosscutting issues and considerations associated with the overall development and management of an asset resolution program. The program financial advisor takes a global view of an agency's asset portfolio, provides advice, implements design of, and assists the agency on how to manage, dispose of and resolve various assets. Although oversight rests with the agency, the program financial advisor is expected to provide guidance and insight and point out financial concerns in order for timely remedies to be developed, established and performed. Applicable TSC services under this SIN are as follows:

- **Strategic Facility Planning / Real Estate Consulting**
- **Real Estate Finance Services**
- **Facility Design and Construction Consulting (for asset analysis)**

SIN 520-2 TRANSACTION SPECIALIST

Agencies have a variety of assets requiring asset resolution/asset sales related financial advisory/transaction specialist services, as well as requiring valuation, restructuring and/or disposition. These services shall include those tasks that are usually or customarily provided by a Program Financial Advisor or Transaction Specialist in connection with the valuation and/or disposition of various assets. TSC shall be responsible for advising the agency on all assets identified in a task order without exception. When an agency determines to contract for the disposal of an asset, any resulting asset sale structure, pricing, and bid acceptance are subject to final approval by that agency. Applicable TSC divisions' services under this SIN are as follows:

- **Site / Facility Acquisition Services (Tenant / User Representation)**
- **Site / Facility Disposition Services (Outleasing, Sales, Etc.)**
- **Facility Design & Construction Management Services**

As outlined in this proposal, senior members of the Staubach Northeast regional office headquartered in Washington, DC will lead the Staubach team. For the past two fiscal

years, Staubach Northeast has been recognized as the company's Client Service Award winner based upon client review forms. The other 50 offices nationwide will support us, and should there be a need for international services, we are supported by 191 overseas as well. You can get a list of our offices from our web site at www.staubach.com.

1b. Identification of the lowest priced model number and lowest unit price:

See Page # 8 for Price Lists

1c. Labor Categories:

See Page # 10 for Labor Category Descriptions

2. Maximum order:.....**\$1,000,000**

3. Minimum order:.....**\$300**

4. Geographic coverage (delivery area):**NATIONWIDE**

5. Point(s) of production:

**Washington, D.C., Primary Office
50 Secondary Offices, Nationwide; International services available from
191 additional offices worldwide**

6. Discount from list prices or statement of net price:.....**NOT APPLICABLE**

7. Quantity discounts:.....**NOT APPLICABLE**

8. Prompt payment terms:.....**NOT APPLICABLE**

9a. Notification that Government purchase cards are accepted below the micropurchase threshold:**YES**

9b. Notification whether Government purchase cards are accepted or not accepted above the micropurchase threshold:**YES**

10. Foreign items (list items by country of origin):**NOT APPLICABLE**

11a. Time of delivery:**Based on terms and conditions of Task Order**

11b. Expedited Delivery:..... **Based on terms and conditions of Task Order**

-
- 11c. Overnight and 2-day delivery:**NOT APPLICABLE**
- 11d. Urgent Requirements:.....**NOT APPLICABLE**
12. F.o.b. point(s):**NOT APPLICABLE**
- 13.a. Ordering address:
The Staubach Company
401 Ninth St, NW, Suite 1050
Washington, DC 20004
- 13.b. Ordering Procedures:.....**NOT APPLICABLE**
14. Payment address:
The Staubach Company
401 Ninth St, NW, Suite 1050
Washington, DC 20004
15. Warranty provision:.....**NOT APPLICABLE**
16. Export packing charges, if applicable:**NOT APPLICABLE**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level):**NOT APPLICABLE**
18. Terms and conditions of rental, maintenance, and repair: ...**NOT APPLICABLE**
19. Terms and conditions of installation:**NOT APPLICABLE**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:**NOT APPLICABLE**
- 20a. Terms and conditions for any other services:**Based on Task Orders**
21. List of service and distribution points:**NOT APPLICABLE**
22. List of participating dealers:**NOT APPLICABLE**
23. Preventive maintenance:**NOT APPLICABLE**
- 24.a. Environmental attributes:**We recycle and are an energy efficient office.**
- 24.b. Section 508 compliant:.....**NOT APPLICABLE**
25. Data Universal Number System (DUNS) number:..... **104171983**
26. Notification regarding registration in Central Contractor Registration (CCR) database: **The Staubach Company is registered in the Central Contractor Registration**

AUTHORIZED PRICE LISTS

ASSET SALES & ACQUISITION BASIS POINT PRICING:

The pricing set forth herein is specifically for Federal Government work and/or large portfolios. This is our preferable way of determining our fees and the one most convenient to the government.

Lease Acquisition Services

Tier	GSA Rate (Not Cumulative)
\$1 - \$500,000	3.93%
\$500,001 - \$1,000,000	3.53%
\$1,000,001 - \$2,000,000	3.12%
\$2,000,001 - \$5,000,000	2.82%
\$5,000,001 – and up	2.82%

Sale of Property Without Cooperating Broker

Tier	GSA Rate (Cumulative)
\$0 - \$10,000,000	4.03% Plus,
\$10,000,001 - \$25,000,000	3.02% Plus,
\$25,000,001 - \$50,000,000	2.01% Plus,
\$50,000,001 – and up	1.01%

Sale of Property With Cooperating Broker

Tier	GSA Rate (Cumulative)
\$0 - \$2,500,000	6.04% Plus,
\$2,500,001 - \$10,000,000	5.04% Plus,
\$10,000,001 - \$25,000,000	4.54% Plus,
\$25,000,001 - \$50,000,000	3.02% Plus,
\$50,000,001 – and up	2.52%

Outlease/Sublease of Property Without Cooperating Broker

Tier	GSA Rate (Cumulative)
1 – 24 Months	4.03% of total base rental to be paid for such months, plus
25 – 60 Months	3.02% of total base rental to be paid for such months, plus
61 Months and up.	2.01% of total base rental to be paid for such months

Outlease/Sublease of Property With Cooperating Broker

Tier	GSA Rate (Cumulative)
1 – 24 Months	6.04% of total base rental to be paid for such months, plus
25 – 60 Months	5.04% of total base rental to be paid for such months, plus
61 Months and up.	3.02% of total base rental to be paid for such months

FLAT FEE PRICING

The pricing set forth herein can be used if the Basis Point Pricing is not applicable or desirable. These costs shall be increased annually at a three percent (3%) escalator.

Labor Category or Service	Rate	Year 3
Space Programming (Requirements Development)	Per BOMA Usable Square Foot	\$0.83
Post-Award Services	Per BOMA Usable Square Foot	\$1.45
Lease Alterations	Per BOMA Usable Square Foot	\$2.14
Fire & Life Safety Survey	Per BOMA Usable Square Foot	\$0.12
Lease Extensions	Per Task	\$5,553.70
Real Estate Tax Adjustments	Per Task	\$555.37
Operating Cost Escalations	Per Task	\$555.37
Market Analysis	Per Task	\$3,887.59
Market Survey	Per Task	\$10,552.04
Develop Solicitations for Offers	Per Task	\$27,768.53
Discussions/BAFOs	Per Task	\$44,429.65
Prepare Lease Documents	Per Task	\$8,330.56
Succeeding Leases (non-competitive)	Per Task	\$36,099.08
Re-negotiation of Existing Lease	Per Task	\$44,429.65

HOURLY RATES

Staubach generally does not perform services on an hourly basis. We prefer fixed fee (based on an agreed upon scope and hourly charges) or percentage contracts (for a fixed scope of services) to allow a guaranteed out-of-pocket cost for our clients. The hourly rates, as outlined below, shall be increased annually at a three percent (3%) escalator.

Labor Category or Service	Rate	YEAR 3
Senior Advisor	Hourly	\$240.49
Staff Advisor	Hourly	\$187.04
Junior Advisor	Hourly	\$133.61

ANNUAL ADJUSTMENTS IN HOURLY RATES

Annual adjustments, effective every March, are based on 3% annual escalation in accordance with contract GS-23F-0129. Beyond Year five, (i.e. option years 6-20), our escalation will be based upon **yearly** changes in the Consumer Price Index (CPI), as quoted under All Urban Consumers, U.S. All Items, 1982-82=100, as reported by the U.S. Department of Labor, Bureau of Labor Statistics on the web site: <http://data.bls.gov/cgi-bin/surveymost?cu>. The CPI for the month in which this contract is awarded shall be the applicable index used each year. The % escalation will be determined by dividing the annual difference in the CPI, as stated in the month of this contract award, by the new CPI in the same month of the new year.

LABOR CATEGORY DESCRIPTIONS

The descriptions apply to the labor categories used to determine hourly rates:

Senior Advisor

- Principal Responsibilities:
 - Manage strategic business and real estate initiatives
 - Provide complex financial analysis required for key decision making
 - Provide direction and leadership to project team
 - Review and approve project schedules
 - Provide quality control of all project deliverables
 - Develop and maintain high level relationships within the community
 - Recruit, hire and train professional advisory staff
 - Some travel required
 - Perform other related duties as assigned

- Qualifications:
 - Related advanced degree or equivalent knowledge
 - Minimum of fifteen years relevant business experience in the real estate industry
 - Licensed as a commercial real estate agent
 - Excellent written and verbal communication skills
 - Strong analytical, organizational and interpersonal skills

Staff Advisor

- Principal Responsibilities:
 - Coordinate strategic business and real estate initiatives
 - Provide complex project specific financial analysis
 - Develop, coordinate and maintain project schedules
 - Develop and maintain client relationships
 - Attend client meetings as needed
 - Mentor and train Junior Advisors
 - Some travel required
 - Perform other related duties as assigned
 -

- Qualifications:
 - Related advanced degree or equivalent knowledge
 - Minimum of seven years relevant business experience
 - Licensed as a commercial real estate agent
 - Strong analytical, organizational, interpersonal and communication skills

Junior Advisor

- Principal Responsibilities:
 - Assist with strategic real estate initiatives
 - Assist with and complete standard financial analysis
 - Provide timely completion of assigned project deliverables
 - Attend client meetings as needed
 - Maintain client relationships
 - Some travel required
 - Perform other related duties as assigned

- Qualifications:
 - Related bachelors degree or equivalent knowledge
 - Minimum of three years relevant business experience
 - Strong analytical, organizational, interpersonal and communication skills