

RESOLUTION NO. 17-22

Selecting a Firm to Provide Commercial Real Estate Brokerage Services at Washington Dulles International Airport

WHEREAS, The Metropolitan Washington Airports Authority (Airports Authority) has identified three parcels of land on Washington Dulles International Airport (Dulles International) that are not required for Airport operations and would be suitable for commercial development;

WHEREAS, In March 2017, the Strategic Development Committee concurred with the pre-solicitation terms, including using the best value procurement method, for the procurement of commercial real estate brokerage services to expose these three land parcels to multiple real estate markets and to advise the Airports Authority in relation to real estate matters;

WHEREAS, A Request for Proposals was issued on March 31, 2017;

WHEREAS, The Technical Evaluation Committee determined that CBRE, Inc. provided the best value to the Airports Authority;

WHEREAS, The actual cost of the commercial real estate brokerage services will be determined by the economic value of the completed transactions and other factors, but the estimated cost ranges from \$3.9 to \$5.0 million; and

WHEREAS, The Strategic Development Committee is satisfied with the results of the competitive procurement process, as presented at its July 19, 2017 meeting; now, therefore, be it

RESOLVED, That the President and Chief Executive Officer is authorized and directed to enter into a contract for a five-year base period and five one-year option



periods with CBRE, Inc., consistent with the terms presented to the Strategic Development Committee at its July 19, 2017 meeting.

Adopted July 19, 2017

Monica R. Hargrove

Monica R. Hargrove, Secretary