NASA Acquisition of a New Headquarters in Washington, DC
Announcement for Proposal (AFP)
Solicitation #: AFP_NASA_HQ_2026_0001
Questions and Answers
August 4, 2026

For purposes of responding to the AFP, in the event of any conflict between the AFP and the Exhibits, the AFP terms and conditions shall govern.

1. Does the offeror need to bid on all four pricing options?

No. In accordance with the instructions contained in Subsections II B and III A. Factor 4 Pricing Offerors must provide pricing for at least one of the four specified options, but there is no requirement to bid on all four options.

2. Does parking need to be included in the $50/SF rent?

No. Parking costs do not need to be included in the $50/SF rent. The AFP was updated to separate parking as an additional cost rather than requiring it to be included within the $50/SF rent threshold.

3. Can you clarify whether any of the solicitation requirements are mandatory versus preferred, or if there is flexibility in how certain requirements are met?

Offerors must address all requirements in Section II, Submission Requirements. NASA will evaluate proposals in accordance with the Evaluation Factors contained in Section III, Evaluation Factors for Proposals.

4. Can you clarify how the commission process works, specifically between owner and owner's representatives?

The landlord pays all commissions directly to NASA's broker in accordance with the Broker Commission Agreement, which will be negotiated between the owner and the broker. NASA has no involvement in or knowledge of any separate agreements between the owner and the owner's representatives.

5. Can the Offeror propose changes to the template lease agreement?

The attached Exhibits are standard NASA templates provided for informational purposes only. Proposed modifications are discouraged. In the event of any conflict between the AFP and the Exhibits, the AFP terms and conditions shall govern.

6. Termination Provisions: Does NASA require the one-year termination provision as stated in the template lease, or may Offerors propose different termination terms? Is NASA's termination right intended to be for convenience?

Any lease agreement must include termination rights for NASA with advance written notice to accommodate appropriations availability. The specific notice period is subject to negotiation. The termination provision is subject to appropriations only and not intended for convenience. The two purchase options are not subject to termination provision.

7. Is there a range of square footage NASA is interested in? The AFP only quoted a minimum amount?

NASA will only consider buildings that meet or exceed the minimum requirement. The AFP Evaluation Criteria (Factor 2a) will be updated with the following language: "Buildings that exceed 450,000 RSF will still be evaluated but may exceed the required space need and may impact cost."

8. Does NASA require contiguous space?

Contiguous space is required. In a multi-tenanted building, NASA would need exclusive use of its own lobby, common areas, elevator bank, loading dock, and other points of access and any other tenants would need to be in a self-contained portion of the building. Other tenants must occupy a fully self-contained portion of the building separate from NASA's controlled areas.

9. Can you confirm what brokerage firm represents NASA in their space search??

JLL is providing broker services to NASA under contract #80HQTR22AA002 order # 80HQTR26FA058.

10. The AFP references 51 U.S.C. §20113(c). This U.S.C states that NASA must work through GSA in Washington DC. Can you confirm if NASA plans on doing this lease under their own authority or through GSA's leasing authority. Who will sign the lease?

NASA is executing this transaction under its independent leasing authority and will be the signatory of the lease or purchase agreement.

11. Can you confirm when the quoted leasing commission is due to NASA's brokerage?

The specific terms of the relationship between the owner and broker will be negotiated in the Broker Commission Agreement, to which NASA is not a party.

12. Can you provide a copy of NASA's POR for this lease requirement?

A POR is not required for this submission. Below is guidance from Section II. B for the two options requiring tenant build-out based on the building specifications outlined in this AFP:

Option 2: Operating Lease Paragraph 1.i: "Based on your proposed rental rate above, please propose the maximum TI allowance on a per RSF basis to be applied to a turn-key buildout performed by the landlord, assuming no free rent is provided."

Option 3: Purchase Fully Completed Turnkey Building Paragraph 1 requires the total purchase price for land, improvements, and the allowance being provided for tenant improvements. This is expected to be an estimate based on the conceptual space requirements outlined in the AFP.

13. For the turnkey lease and purchase options, how is the turnkey cost to build out the space established with no POR? Who will be responsible for the cost of build out, beyond the TI allowance offerors propose?

Regarding the POR, see question 12 above. NASA will be responsible for any cost in excess of the TI allowance.

14. Has NASA's leasing action in DC been funded for the current fiscal year or will NASA be seeking funds in subsequent fiscal year budgets? Is there a Congressional Prospectus approved or drafted?

NASA has current year appropriations for leasing actions in DC and is also seeking funds in subsequent years. Under NASA's authority, a Congressional Prospectus is not required.

15. Does NASA have the funds appropriated to proceed with a building purchase? Given the timeline outlined in the AFP, we cannot see anywhere in the budget that would allow this to be a viable alternative. Please advise.

Upon review and evaluation of proposals received, NASA will ensure proper appropriations are in place.

16. Is the 15-year lease fully obligated at execution, or subject to annual appropriations?

The 15-year term can consist of a base and option periods. The initial negotiated base term of the lease will be fully funded in compliance with applicable fiscal law.

17. If funding is unavailable and the lease is terminated, is the lessor entitled to any termination payment, including reimbursement for unamortized tenant improvement (TI) costs, leasing commissions (LCs), or other transaction-related costs?

To be determined in the negotiated terms of the lease.

18. Operating Lease: If security costs exceed the allowance, who bears the overage?

AFP states in Option 2: Operating Lease with II B. Pricing Terms that "All operating expenses with an escalation tied to CPI-U. Operating costs to exclude security which will be performed by NASA.

19. AFP states operating expenses are subject to CPI escalations. Template In-Lease reads as annual true-ups. Which governs?

AFP provisions govern: operating expenses should be subject to CPI escalations

20. Does NASA need to receive congressional authorization to acquire the property?

See question 15 above.

21. PSA states that the purchase price is based upon an appraisal. Will the appraisal be shared with the seller?

The purchase price agreed by the parties in the term sheet will govern. NASA will undertake an appraisal and other due diligence prior to closing under a Purchase and Sale Agreement.

22. Please clarify the intention of Exhibit D of the PSA and if that is provided as an example.

Exhibit D is an example of a prior action and not applicable to this requirement.

23. AFP Section A.i. Foreign Ownership and Financing - Shall offerors provide the typical government form or can the disclosures be conveyed via a narrative?

Response can be included in the narrative. NASA does not require the standard form.

24. Are there any specific ceiling height requirements for the SCIF component?

The minimum finished ceiling height of the SCIF space should be nine feet. (9'-0"). The AFP was updated with this requirement (Section III.A. Factor 2 d.)