

# Capability Statement



## Who We Are

The Nichols Company Inc. delivers comprehensive real estate and development services to commercial and government clients, specializing in brokerage, leasing, and asset management. As a trusted subcontractor supporting GSA and DOD prime contractors, we offer a unique blend of functional expertise to optimize returns and mitigate risks across complex property portfolios.

## GSA Core Competencies

- **Leasing and Sales Support:** Property management and leasing services aligned with PBS / GSA regulations.
- **Market Research & Due Diligence:** Acquisition and analysis of properties for government ownership.
- **Property Management:** Leasing, inspections, maintenance, and tenant services for federal assets.
- **Asset Management:** Acquire, oversight, and disposal of excess government property.
- **Site Acquisition & Leasing:** Location sourcing and leasing services tailored to GSA specifications.

## Differentiators

- Proven success in managing and repositioning government and bank-owned property.
- Strong institutional, academic, and government partnerships for enhanced project execution.
- Multidisciplinary team with expertise in commercial development, historic properties, job creation projects, affordable housing, and life sciences real estate.
- Site study in progress for 450-acre development with data center and military vehicle focus.
- The NC Small Business Technology Center and the NC Military Business Center are our advisors of business strategies.

## Past Federal Performance

- **GM Defense** - Concord, NC
- **US Post Office** - Indian Trail, NC
- **VA Clinic** - Charlotte, NC
- **Army Recruiting** - Huntersville, NC
- **Army Recruiting** - Gastonia, NC
- **US Treasury** - Asset Disposal
- **Staff DOD Experience** - General Dynamics, United Technologies, BF Goodrich

## Company Data

**The Nichols Company Inc.**  
1204 Central Avenue #201  
Charlotte, NC 28204  
704-373-9797  
[www.thenicholscompany.com](http://www.thenicholscompany.com)

**Cage #:** OQ7U7  
**UEI #:** HJVLYYPJ6KS8  
**NAICS #:** 531210 (Primary)  
**Other:** 531120, 531130, 541714, 336922, 336110, 518210, 335991, 541380

**SBA Small Business**



## CONTACT INFORMATION

**John Nichols**  
*President and Owner*  
[jnichols@thenicholscompany.com](mailto:jnichols@thenicholscompany.com)

**AC Shull**  
*Strategic Partnerships Director*  
[ashull@thenicholscompany.com](mailto:ashull@thenicholscompany.com)

**G. Scott Jackson**  
*Broker | U.S. Army Major (Retired)*  
[scott@thenicholscompany.com](mailto:scott@thenicholscompany.com)

Office: 704-373-9797

1204 Central Avenue #201 Charlotte, NC 28204  
[www.thenicholscompany.com](http://www.thenicholscompany.com)