



THE PROPERTY CONNECTION

SECOND QUARTER 2021 • VOL. 37, ISSUE 2

News from the West Virginia State Agency for Surplus Property • WVSurplus.gov

8(a) Small Businesses Eligible for Federal Property

Thanks to the Federal Property and Administrative Services Act of 1949, WV Surplus has the ability to coordinate the donation of property

retired by the federal government to eligible entities. Included within the list of eligible entities are small businesses that are registered with

the U.S. Small Business Administration (SBA) 8(a) Business Development Program.

“WV Surplus is happy to coordinate the acquisition of federal property for 8(a) small businesses,” said WV Surplus Manager Elizabeth Cooper. “We want to support these West Virginia entities and give back to the state.”

According to the SBA, to qualify for the 8(a) program a business must:

- Be considered a small



U.S. Small Business Administration

8(a) Program

Please see 8(a), Page 5

In Other News...

- **Manager's Perspective:** WV Surplus Resumes Normal Business Hours, Outreach Efforts for Past and New Customers
- Annual WV Surplus Webinar for Eligible Organizations Attracts Views from Around the State
- WV Surplus Hosts Customer Appreciation Reception

WV Surplus Hosts Webinar for Veterans Who Own Small Businesses

Veteran-owned businesses now have access to retired federal property with the passing and implementation of the Veterans Small Business Enhancement Act of 2018. With rules and procedures published, WV Surplus is now able to administer this program in West Virginia.

“While it took time for the procedures to be enacted, the program is finally active and we are excited to help West Virginia veterans acquire federal surplus property for their small businesses,” said WV Surplus Manager Elizabeth Cooper.

Eligible veteran-owned small businesses must be registered with and verified through the U.S. Department of Veterans Affairs first. Once they have completed this step, they can submit an *Application for Eligibility for Veteran-*

Please see VETERAN'S WEBINAR, Page 3

WV Surplus Resumes Normal Business Hours, Outreach Efforts for Past and New Customers

The spring and summer months are always an exciting time at WV Surplus. In addition to more individuals visiting the warehouse, we are also able to host several online and in-person events. This includes our annual orientation for eligible organizations (page 3), a webinar on how veteran-owned small businesses can now receive federal surplus property (page 1), and the return of our Customer Appreciation Day (page 4).

Thank you to all of the individuals who logged in online or visited us in person at our Dunbar warehouse. We know that our COVID-19 hours have changed several times and have not always been accessible. This is why I am so excited to announce WV Surplus is resuming normal business hours. The warehouse will be open Monday through Friday from 9 a.m. to 4 p.m., excluding state and federal holidays. While this is a slightly later start time than our previous

operations, we have found great success with this opening time.

If you still find these hours to be a challenge, WV Surplus will continue to offer online auctions from around the state at GovDeals.com. To see a list of past auction site locations where WV Surplus has sold property on GovDeals, visit WV-Surplus.gov and view the 2021 first quarter newsletter of *The Property Connection*.

In addition to our previously mentioned outreach efforts, WV Surplus is also working to connect with participants in the Small Business Administration (SBA) 8(a) Business Development Program. Small businesses that are enrolled in this program are able to acquire retired federal surplus property. While WV Surplus will be reaching out to registered 8(a) businesses within West Virginia soon, individuals interested in learning how to enroll in the 8(a) program and apply with WV Surplus should

THE MANAGER'S PERSPECTIVE

ELIZABETH COOPER



view the article featured on page 1 of this newsletter. The individuals at the West Virginia chapter of the SBA are available to answer any questions and work with us to get qualified individuals registered.

And remember, don't let the summer heat keep you from visiting WV Surplus. Whether you are looking for back-to-school supplies or just want to stop in and say "hello," our climate-controlled warehouse will allow you to shop in a cool, comfortable environment.

We hope to see you soon!

WV Surplus Participates in Governor's Internship Program

This summer, WV Surplus has an extra staff member with its intern Braden Phillips. A participant in the Governor's Internship Program, Phillips will spend the 2021 summer working at the Dunbar warehouse as a marketing intern.

"This is my second year working as an intern for state government," Phillips said. "By working with WV Surplus, I hope to improve my professional communication skills as they relate to marketing and continue to develop my professional growth."

While working at WV Surplus, Phillips is responsible for promoting the public sales and federal surplus programs and developing plans to increase outreach to organizations that are eligible to receive surplus property. Phillips has also developed a brochure for the federal surplus property program and is working with Purchasing Division employees on a website redesign.

Phillips is from Charleston and is a marketing major at West Virginia University. He will be entering his third year of school in August 2021.

Welcome Phillips to WV Surplus!



Braden Phillips
WV Surplus Intern

Annual WV Surplus Webinar for Eligible Organizations Attracts Views from Around the State

On Tuesday, April 13, 2021, WV Surplus hosted a webinar that provided information on the state and federal surplus property programs to eligible organizations, including public agencies and nonprofit organizations. The webinar was attended by 38 individuals from more than 35 organizations, including Four-H Clubs of Webster County, Berkeley Springs Volunteer Fire Company, and several Habitat for Humanity organizations.

“Each year WV Surplus connects with new eligible organizations that are unfamiliar with our services,” said WV Surplus Manager Elizabeth Cooper. “West Virginia eligible organizations provide great services to our state, and we are pleased that we can support them in their efforts.”

A post-event survey revealed that 40% of the respondents were “Very Unfamiliar” or “Somewhat Unfamiliar” with WVSASP prior to attending the webinar.

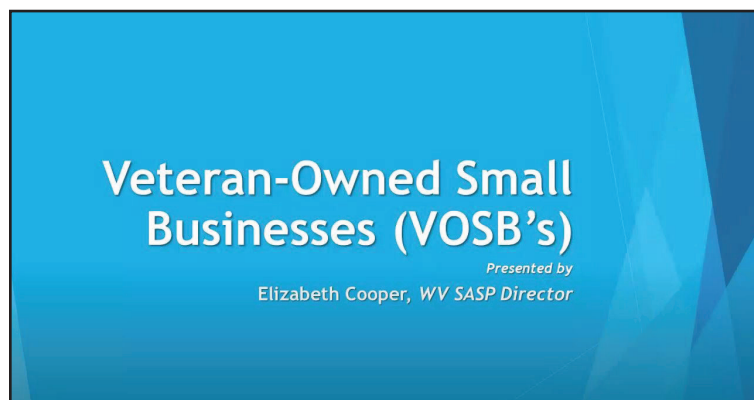
The post-event survey also revealed the following information:

- 69% of respondents were “Extremely Satisfied” with the webinar.
- 40% of respondents said they completed an *Application for Eligibility* form as a direct result of the webinar.
- 88% of respondents indicated they were “Highly Likely” or “Somewhat Likely” to recommend WVSASP to other organizations.

Eligible organizations that want to learn more about the surplus property program are invited to view a copy of this webinar at https://youtu.be/_1jwtNAzqPU. Questions regarding the state and federal surplus programs should be directed to 304.766.2626. Additional information is also available on the WV Surplus website at WVSurplus.gov.

VETERANS' WEBINAR

Continued from Page 1



Because the Veterans Small Business Enhancement Act is a new program, WV Surplus hosted a webinar explaining its procedures and made a copy of the presentation available on-demand for user reference.

Owned Small Businesses with WV Surplus.

To help educate veterans on this program, WV Surplus hosted a webinar in March. During the presentation, WV Surplus staff members explained how individuals can confirm their registration with the U.S. Department of Veterans Affairs, how to screen federal property online, and the compliance requirements they will need to follow when property is obtained. A recording of this webinar is available for on-demand viewing at <https://youtu.be/t2unlx7S2oA>.

For more information on this program and how West Virginia veterans can participate, visit WVSurplus.gov and select “Veterans” on the left side menu.

We Want to Hear From You!

What are some of your success stories with using items acquired through the West Virginia State Agency for Surplus Property? Please email Samantha.S.Knapp@wv.gov so we can know how our program has benefited your agency. In a future issue of *The Property Connection*, we may highlight YOUR organization!

WV Surplus Hosts Customer Appreciation Reception

Thank you to all of the individuals who visited WV Surplus during our Customer Appreciation Reception on June 24, 2021. The event was attended by more than 25 individuals with many never having before visited WV Surplus. Items purchased during the event includ-

ed desks, blankets, chairs, library catalog cabinets, and more.

“I will definitely tell friends about WV Surplus and will visit again myself,” said one individual in a post event survey.



8(A)

Continued from Page 1

- business by the North American Industry Classification System;
- Not have previously participated in the 8(a) program;
- Be at least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged;
- Have a personal net worth of \$750K or less, adjusted gross income of \$350K or less and \$6 million or less in assets; and,
- Demonstrate good character and potential to perform on contracts.

Once a business has been enrolled in the 8(a) Business Development Program, they are invited to complete the *Application for Eligibility* with WV Surplus. The small business will then be issued a unique user ID to screen for available federal property.

“If an eligible entity finds federal property they wish to acquire, WV Surplus is ready to assist however we can,” said Cooper.

The Application for Eligibility and additional resources on how to screen for federal property are available on the WV Surplus website at WVSurplus.gov. For more information, please contact Doug Elkins at 304.356.2428 or Doug.J.Elkins@wv.gov.

New Hours Effective June 2021

WV Surplus is pleased to announce it has resumed its normal hours of operation, effective June 23, 2021. The warehouse is now open from 9 a.m. to 4 p.m., Monday through Friday, excluding state and federal holidays. For more information, please visit WV Surplus.gov or call 304-766-2626.

West Virginia State Agency for Surplus Property

Hours: 9:00 a.m. - 4:00 p.m., Monday through Friday

Specializing in:

- Office furniture and equipment
- Shop equipment
- Electronic equipment
- Tires, engines, and vehicle parts
- Rolling stock and heavy equipment
- Plus many more items

Information: For property information and availability, contact the Federal or State Warehouse Supervisors at 304.766.2626 or call toll free at 800.576.7587.

Terms: All organizations must pay by check or credit card. No cash transactions permitted.

The Property Connection

This online publication is made available to all eligible participants of the West Virginia State Agency for Surplus Property on a quarterly basis.

For additional information on becoming an eligible organization, please call 304.766.2626 or complete an *Application for Eligibility* at:

WVSurplus.gov

Jim Justice
Governor
State of West Virginia

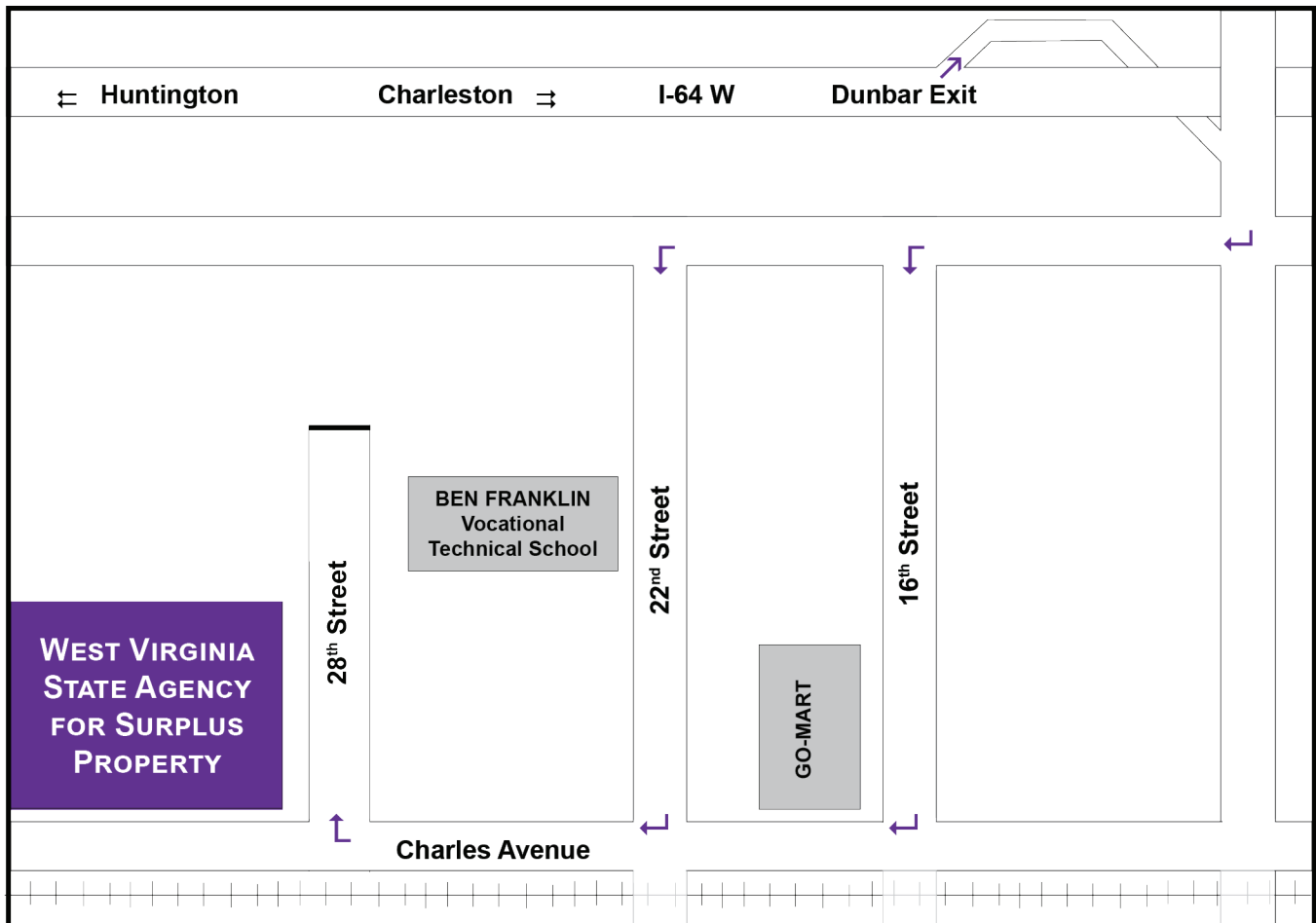
Mike Sheets
Director
Purchasing Division

Elizabeth Cooper
Surplus Property Manager

Samantha Knapp
Courtney Johnson
Editors

Jessica Chambers
Writer

Surplus Property Warehouse Location



DIRECTIONS: Exit I-64 at Dunbar/Roxalana Road, turn right on Roxalana Road then turn onto WV-25 West. At 16th Street, turn left. Go to intersection with Charles Avenue -- if you miss 16th Street, go to 22nd Street which is also a throughway. Turn right onto Charles Avenue, continue to 28th Street and turn right. The West Virginia State Agency for Surplus Property is on that corner inside the cyclone fence.

Terms and Conditions of Sale

FEDERAL AND STATE REGULATIONS: Acceptance of Federal equipment and supplies by users who have established eligibility to participate in WV Surplus is subject to certifications and agreements identified on the reverse side of the Distribution Document. **1:** Federal equipment and supplies are restricted to institutional use only, not personal use, and are to be used for a minimum of one year; **2:** All vehicles and items with an acquisition cost of \$5,000.00 or more shall be used for the purpose(s) for which acquired within one year from the date the property was invoiced and used for 18 months thereafter. **3:** During the restriction period, the property shall not be sold, traded, leased, lent, bailed, cannibalized, encumbered or otherwise disposed of or removed from the State of West Virginia without the express approval of WV Surplus. The recipients of Federal property are urged to contact WV Surplus prior to taking any actions which might be interpreted as modifying any of the certifications and agreements stated on the reverse side of the Distribution Document.

TERMS: Payment required upon receipt unless previous arrangements have been made. Payment must be by check or credit card issued against an eligible organization. No personal checks, money orders or cash transactions are permitted.

SHIPPING: All service charges are FOB Dunbar Warehouse unless expressly indicated. Out-shipping can be arranged by calling 304.766.2626. Delivery charges will be added to the invoice.