



Kanawha Valley Technical and Community College Gains an Education in Utilizing Surplus Property

If one were to ask a West Virginia State University (WVSU) student who is the proverbial “big man on campus,” the replies would probably be a well-known athlete or possibly top-notch student.

If the same question was posed to a faculty member or to a staff member at the Kanawha Valley Community and Technical College (KVCTC), which is located on University’s campus, the answer just might be Marvin Smith.

Smith is the Assistant Physical Plant Director at WVSU. When staff members at the university or the community and technical college are in need of office and classroom equipment, Smith is the one who is sought.

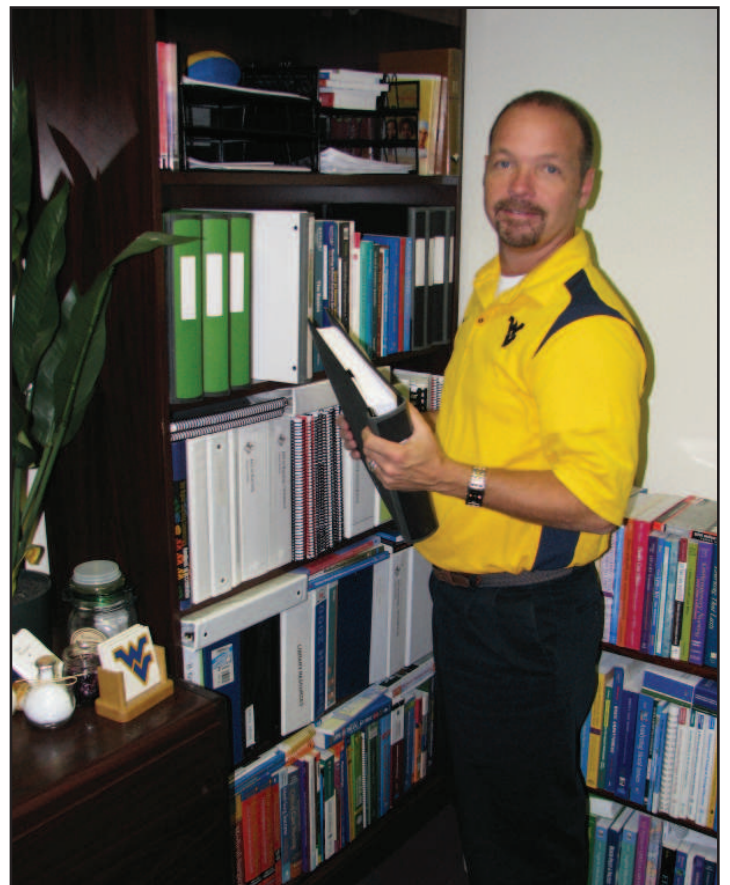
“Marvin is very popular. He is the guy you can call when you need anything,” said Ann Good, an accountant in the KVCTC administration office.

Though Smith is quick to shrug off such distinction and return the credit to his hardworking staff, he has been instrumental in securing many cost-effective deals by procuring many types of goods at the West Virginia State Agency for Surplus Property.

“I have been going to Surplus for about 21 years now,” Smith said. “Most of what I get is office furniture like desks, file cabinets, chairs and other office equipment. But through the years, I have gotten goggles, boots, tools and vehicles from Surplus as well.”

Many of the KVTC offices and classrooms in the Cole Complex building contain items procured at Surplus Property.

“We get real busy when the school year begins. The staff will know then what items they need for their office or classroom,” Smith said. “Since a lot of the departments are on a tight budget, we are able to find what they need



Kent Wilson, Nursing Program Director at the Kanawha Valley Community and Technical College, acquired several items in his office from the West Virginia State Agency for Surplus Property, including a book shelf and matching table shown above.

In Other News...

- **Manager's Perspective: WVSASP** Continues Expanding Presence on the Web
- Federal Program Links WVSASP with Small Businesses to Help Them Grow
- WVSASP Moves onto Facebook

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WVSASP Looking for New Friends on Facebook

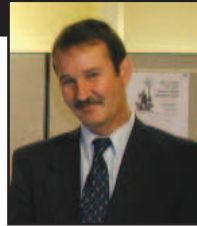
If there is one constant in the world, it is change. Consider the field of communication, which has moved from town criers to newspapers to radio and television to the Internet, in just a few hundred years. We can communicate with others half a world away in less time than it would have taken to stamp an envelope only 20 years ago. We remain connected in ways we could never have dreamed of before now.

The work of the West Virginia State Agency for Surplus Property (WVSASP) means looking at these changes and working to adapt to them. In that, WVSASP has taken the leap onto Facebook, setting up a page we update daily with news and information about our program, including auction announcements, inventory updates, and photographs of various items for sale.

The move onto Facebook reflects

THE MANAGER'S PERSPECTIVE

KEN FRYE



WVSASP's continuing effort to remain open-minded and proactive in ways to reach out and expand its customer base. We have worked to find new ways to communicate the mission of WVSASP, to maximize the value of taxpayer dollars. While the focus for WVSASP will always remain on the eligible organizations, changes made in recent years to invite in the general public have been successful, including the switch to same-day, retail-style sales at the WVSASP warehouse in Dunbar and the move into Internet sales with *GovDeals.com*.

Facebook offers the opportunity to reach out to an even wider pool

of potential customers looking for high-quality items at low prices. By having a presence on this social networking site, WVSASP will be able to potentially reach an always growing number of customers.

As a state government agency, WVSASP's Facebook presence is not the same as individual Facebook pages. Facebook users may not "friend" WVSASP in the traditional sense, but join the page as members. WVSASP can then keep members up to date on upcoming events, such as upcoming auctions.

The WVSASP Facebook page can be viewed by visiting www.facebook.com and searching for "WV Surplus Property" or visiting www.state.wv.us/admin/purchase/surplus and clicking on the Facebook link. If you or your organization are also on Facebook, be sure to join us and always be up to date on the latest happenings for WVSASP.

COLLEGE

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and at excellent prices at Surplus. It is too bad there is not more money because there are a lot of good items at Surplus that we could use."

Smith said he travels to the Surplus Property warehouse in nearby Dunbar several times a month to keep apprised of what is available. Staff members will also visit Surplus and team up with Smith to secure their items.

"People catch me in the hallways asking if I would look for something

specific or if I have seen something in particular at Surplus they could use in their office or classroom," Smith said.

Smith credits the Surplus Property staff with keeping him apprised of items that come in to the warehouse and may be of use. And if staff members with either WVSU or KVCTC need something, they can always stop Smith around campus. He will be driving the green Jeep Cherokee that he got from Surplus Property.

Interested in learning more about the West Virginia State Agency for Surplus Property? Visit our website at <http://www.state.wv.us/admin/purchase/surplus>.

The Property Connection, published quarterly by the West Virginia State Agency for Surplus Property, is distributed to all eligible customers.

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Greenscape Analytical Laboratories has taken advantage of the 8(a) program through the West Virginia State Agency for Surplus Property and the U.S. Small Business Administration, which allows them to purchase surplus federal property. Pictured are, standing, from left, Sandy Rana, Teresa Payne, Debbie Smith and Marlene Edgell-Hammond. Kneeling are Nichol Vanscoy Adams and Scott Rollyson.

Federal 8(a) Program Links Surplus Property with Small Businesses to Help Them Grow

Located in Ravenswood, Greenscape Analytical Laboratories specializes in environmental testing. It is a highly competitive business in West Virginia, and business owner Marlene Edgell-Hammond said she knew it would be difficult. That was when she found out about the 8(a) program, a program partnered by the West Virginia State Agency for Surplus Property (WVSASP) and the U.S. Small Business Administration (SBA).

"The 8(a) program is a federal program for minority or women-owned businesses," Edgell-Hammond said. Businesses which work with the program are commonly

referred to as "8(a) organizations," referencing the section of the Small Business Act that provides the eligibility guidelines for private sector participants to receive federal surplus property. The SBA determines eligibility, and WVSASP assists in the allocation and transfer of the property; the SBA monitors property use and restrictions.

Edgell-Hammond said she saw the program as an opportunity to grow her business by purchasing equipment she might otherwise not be able to afford. "Laboratory equipment is very expensive, and if you cannot purchase it and keep up with your competition, then you cannot

grow," she said. "Working with Surplus Property in this program has been a humongous advantage to my business. I am surprised any 8(a) would not take advantage of an opportunity like this."

While she said much of the process involves large amounts of paperwork, the dividends have been well worth the effort, and it allows her to continually monitor for items Greenscape may need. "I go onto the website everyday to see things that I might be able to add to my business," she said.

Further advantages include pre-

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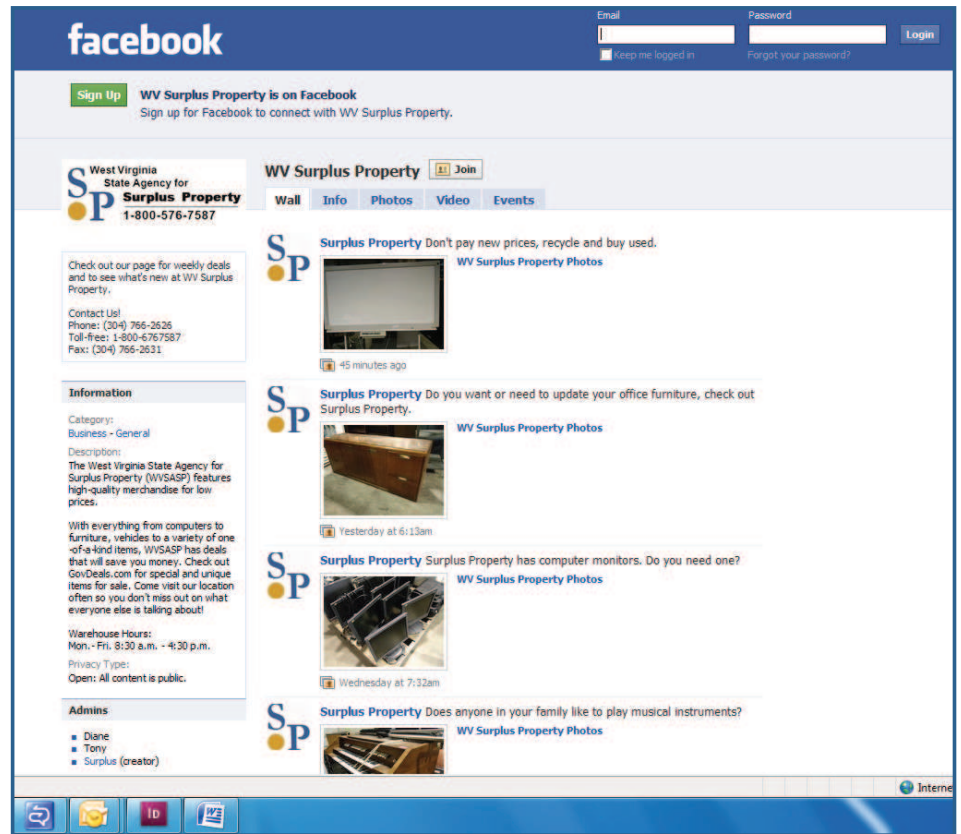
State Agency for Surplus Property Turns to Facebook

West Virginia State Agency for Surplus Property has launched a Facebook page to provide timely information regarding the valuable property available to the public. The page will serve as a new marketing tool for the agency. The page features up-to-date photos of inventory and information on upcoming events such as auctions and sales. It also includes a link to an online map for directions to the Surplus Property warehouse located in Dunbar, WV.

Surplus Property Director Ken Frye said he hopes the Facebook page will advertise the presence of Surplus Property to a greater audience.

"I want more people to know about the great money saving opportunities available through this program. Despite our many efforts to get word out, Surplus Property remains one of state government's best kept secrets," Frye says.

Besides attracting more customers to good deals, Frye is also motivated to reduce the inventory size to decrease agency expenditures. "Surplus has a huge amount of inventory with a limited amount of inventory space," says Frye. "We receive several truck loads of retired items each week. Since the general public can simply walk in and purchase property, it cuts down on the storage and



handling costs."

The Facebook page also features a link to **GovDeals.com**, an online bidding site designed specifically for government sales. **GovDeals.com** is specifically designed for selling surplus government property. Surplus Property is one of the many states featured on the website.

As its initial responsibility, Surplus Property assists thousands of eligible organizations by offering usable property at a reasonable

cost. Due to the volume of property throughout the program, Surplus Property also seeks to provide the public with good, quality merchandise at an excellent price. Items for sale often include automobiles, computers and office equipment.

Surplus Property's Facebook page can be viewed by visiting www.facebook.com and searching for "WV Surplus Property" or visiting www.state.wv.us/admin/purchase/surplus and clicking on the Facebook link.

PROGRAM

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ferred bidding with the Division of Highways on some projects. "Federal agencies are able to sole source to 8(a) businesses," she said. "I have also been able to purchase equipment as I have needed it to complete projects I might have otherwise been

unable to compete for."

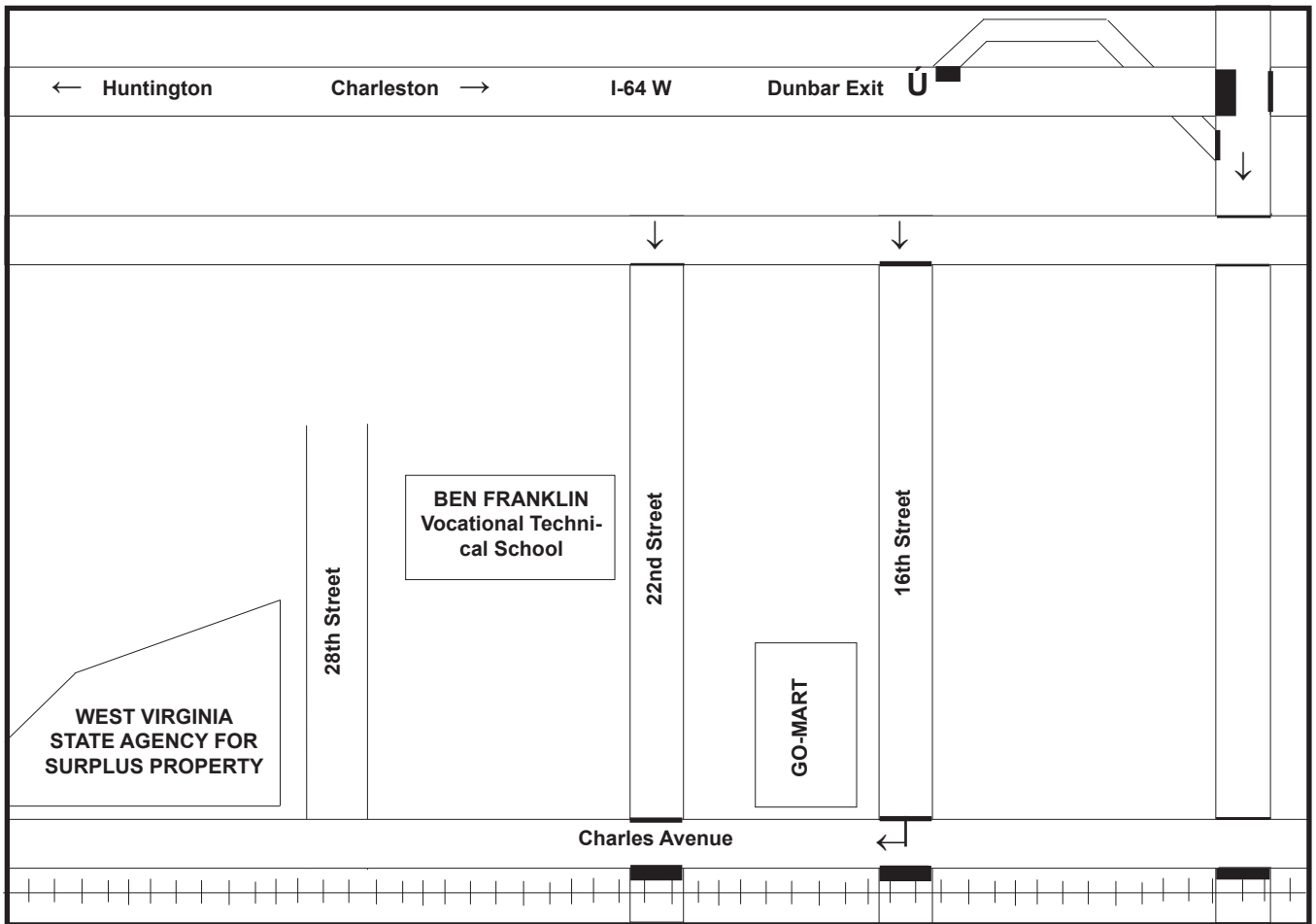
Businesses in the program are granted the same status as eligible government and non-profit organizations served by WVSASP. Organizations are contractually obligated to use the property as outlined by

the SBA for three years, and may gain clear title of the item after one year following graduation from the program.

For more information on the program, please visit <http://www.sba.gov/aboutsba/sbaprograms/8abd/>.

Property Connection

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.

SHARE THE GOOD NEWS!

If you know of an organization that might be interested in our program, please clip this coupon and pass it on --

IS YOUR ORGANIZATION...

1. Local or State unit of government
 Agency created by government
OR
2.a. Educational Institution
 Public Health Agency
 Senior Citizen Group
 Child Care Center
 Library
 Museum
 Public Service Agency
AND
b. Non-Profit (IRS 501(c)(3) status required)

If either 1. or 2.a. and b. is checked, you may be eligible to participate in the Surplus Property Program.

MAIL THIS FORM FOR MORE INFORMATION

RETURN TO: West Virginia State Agency for Surplus Property
2700 Charles Avenue
Dunbar, W 25064

- Please send me an **Application for Eligibility**
Please have a representative contact me
Please visit our organization and offer a presentation

Name _____ Title _____

Organization Name _____

Mailing Address _____

City _____ Zip _____ County _____

Telephone Number _____

Questions? Suggestions? Comments?



We want to hear from **YOU!** Are you pleased with our Program? Call us or write to us with any questions, suggestions or comments. We would also like to hear the 'success stories' you have in utilizing surplus property!

West Virginia State Agency for Surplus Property

Hours: 8:30 am to 4:30 pm. Monday through Friday

Specializing in:

- Office Furniture and Equipment
- Shop Equipment
- Electronic Equipment
- Tires, Engines, 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 766-2626 or call toll free at 1-800-576-7587.

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

Terms and Conditions of Sale

FEDERAL AND STATE REGULATIONS: Acceptance of Federal equipment and supplies by users who have established eligibility to participate in the WVSASP 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 the WVSASP. The recipients of Federal property are urged to contact the WVSASP 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.

West Virginia
State Agency for



Surplus Property

2700 Charles Avenue
Dunbar, WV 25064
(304) 766-2626
1-800-576-7587

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