



WVSASP Assists Division of Juvenile Services Fill Furniture Need in Youth Reporting Centers

The state Division of Juvenile Services (DJS) is opening an average of three Youth Reporting Centers per year. The Youth Reporting Centers are community-based facilities designed to instruct at-risk students in a variety of enrichment programs.

In order to secure the varied furnishing needs of each center, Jason Wright does his shopping at the West Virginia State Agency for Surplus Property (WVSASP) in Dunbar.

“We get a great deal of our items from Surplus Property. We get chairs, desks, tables, filing cabinets, just about anything you can think we may need at our centers,” said Wright, the assistant director of community-based services. “We have seen a substantial cost savings by using Surplus Property.”

Wright estimates that he visits the Surplus Property warehouse at least once a month to see what items are available. He said he will make more frequent visits when a Youth Reporting Center is close to opening its doors. Currently, DJS oversees nine such centers throughout the state.

“The staff at Surplus Property is great about letting us tag items that we think we will need. They also do a nice job of giving us a call when something comes in that they think we could use,” Wright said. “We try to get on the Surplus Property website often to see what they



The state Division of Juvenile Services has worked extensively with the West Virginia State Agency for Surplus Property in securing furniture for its Youth Reporting Centers throughout the state. The division is opening an average of three centers per year.

In Other News...

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- State Supervisor Anthony Cooper Receives Honor

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The Continuing Evolution of the Surplus Property Program

Founded in 1949 under enactment of House Bill 202, the West Virginia State Agency for Surplus Property (WVSASP) has, for more than 60 years, assisted non-profit organizations and public agencies in finding the best solution for limited budget dollars. The continuation of that mission has meant that WVSASP has consistently sought new and vital ways to grow and evolve in its mission.

Among those evolutionary steps has been utilizing online sales techniques. Beginning in October 2009, WVSASP began posting property for sale through *GovDeals.com*, an online auction site that works exclusively with governmental bodies.

This site works similar to the popular auction site eBay.com, but with governmental agencies to sell surplus property on the Internet. Because it focuses on working with governmental agencies, it is designed around the particular needs of those agencies, such as maintaining a record of all items posted and sold by an agency.

Online sales is also a convenience to the agency and to us, in that it allows us to sell the surplus property at the agency location, rather than transported to our Dunbar warehouse. By selling property on-site, money is saved since equipment does not need to be transported.

But perhaps the greatest advantage of online sales is the increased audience made available to WVSASP. Unlike before, where sales were typically limited by the confines of geography, WVSASP is now able to sell across the nation.

WVSASP has also evolved through direct sales. Following the

THE MANAGER'S PERSPECTIVE

KEN FRYE



passage of House Bill 4664 by the West Virginia Legislature during the 2008 Regular Session, WVSASP

was able to do away with the frustrating and time-consuming sealed bid process previously used.

Direct sales gave WVSASP a more retail-looking appearance, allowing individuals to buy items the day they visit the Dunbar warehouse.

Of course, as an eligible organization, you may be asking yourself, "What does this have to do with me and my group?" The short answer is

... Everything!

The longer answer is that, as a self-funded agency, WVSASP relies on its sales to continue serving eligible organizations such as public agencies, counties, municipalities, boards of education, public service districts, volunteer fire departments and certain non-profit entities qualified as tax-exempt under Section 501 (c)(3) of the Internal Revenue Code.

Eligible organizations have always been the backbone of the West Virginia State Agency for Surplus Property, and as we find new ways to generate greater revenue and simplify procedures, it allows us to provide a better service to those organizations.

Evolution and change is always exciting, and we, at WVSASP, are excited about our future and serving the public and our eligible organizations. *See related article on Page 5.*

Have You Notified Us of An Address Change? We Need to Know too!

It is the responsibility of eligible organizations to maintain their eligibility with the West Virginia State Agency for Surplus Property (WVSASP). As always, that includes the eligible organization renewing its eligibility application every three years.

However, whenever there is a change of contact information, such as e-mail address, telephone number or mailing address, eligible organizations must contact WVSASP so our records may be updated accordingly.

Change of contact information must be sent to WVSASP on orga-

nizational letterhead with information pertaining to the change included, and signed by the executive head of the organization.

Information may be sent to WVSASP by U.S. mail, e-mail, fax, or scanning and e-mailing the letter.

Changes in organization leadership or authorized representative must still be made through the standard eligibility application.

The Application for Eligibility may be downloaded at <http://www.state.wv.us/admin/purchase/surplus/eligibil.html>. For questions about eligibility, please call (304) 766-2626.

Anthony Cooper's Customer Service Earns Honor



ANTHONY COOPER
State Warehouse Supervisor

Anthony Cooper, the warehouse supervisor at the State Agency for Surplus Property, an agency under the Purchasing Division, was selected as the Department of Administration's *Employee of the Month* for January.

A state government employee for more than 11 years, Anthony is responsible for receiving retired property from state agencies, cataloging it

for inventory purposes and preparing it for resale. He is also in charge of scheduling pick up of surplus property with state agencies. Cooper supervises Surplus Property auctions and assists with the agency's transactions with *GovDeals.com* auctions.

"Anthony is the first to open the gates in the morning and usually the last to lock the gates every evening," said one

co-worker. "He greets all his customers with a handshake and calls them by their first name. He is always willing to assist and answer questions."

Said another co-worker, "Our agency is always receiving compliments about Anthony from our customers. They like how he always gives them his undivided attention when dealing with 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>

DJS

Continued from Page 1



Most of the furniture at the Youth Reporting Centers, which is operated by the Division of Juvenile Services, is acquired from WVSASP.

they have on hand. Their website is a big help for us."

The DJS was created as a stand-alone agency in the late 1990s. Wright, who has been with the DJS since 2004, said that the agency's management has always been insistent on utilizing the services of Surplus Property through the years.

"I would say 98 percent of the furnishings in our Youth Report-

ing Centers have come from Surplus Property. All my directors statewide know that we are going to Surplus first. For our most recent center in Boone County, we even added some laptops that are used for classroom instruction," Wright said. "I have to give a lot of kudos to the staff there. They are always extremely helpful and we have been satisfied with the items we have."

The Property Connection

This publication is made available to all eligible participants of the West Virginia State Agency for Surplus Property on a quarterly basis. For information on becoming an eligible organization, call (304) 766-2626 or complete an Application for Eligibility at <http://www.state.wv.us/admin/purchase/surplus/eligibil.html>.

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Cabinet Secretary
Department of Administration

David Tincer
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Ken Frye
WVSASP Manager

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The screenshot shows the GovDeals website interface. At the top left is the GovDeals logo. The main content area features a table with the following data:

Model	VIN/Serial
7231B	65938

Quantity	Condition	Category	Inventory ID
1 Each	See Description	Equipment, Heavy	OS-198

Below the table is a large photograph of a green Terex loader. To the right of the photo is a sidebar with auction details:

- Auction Ends: 4/14/11 6:00 PM ET
- Remaining: 3 Days 8 Hrs
- Refresh Bid & Time
- Tax: 6.0000%
- Buyer's Premium: 5.00%
- Starting Bid: \$500.00
- Bids: 38
- High Bidder: S****C
- Current Bid: \$4,205.00
- Bid Increment: \$10.00
- Minimum Bid: \$4,215.00
- Terms and Conditions

At the bottom of the page, there is a 'Media' section with several small thumbnail images. The browser's address bar shows 'Internet | Protected Mode: On' and the system tray shows the date '4/11/2011' and time '9:12 AM'.

Surplus Property Continues to Seek Positive Returns from Utilizing an Online Government Sales Site

The West Virginia Agency for Surplus Property (WVSASP) has marked more than a year working with the online auction site, **GovDeals.com**, and it continues to be a successful arrangement for WVSASP.

“**GovDeals.com** has grown tremendously for us in the time we have utilized it. I believe that we are getting as much for the items we post as we could hope to get through an online method,” said WVSASP Manager Ken Frye. WVSASP has sold more than 475 items through the site, ranging from computers and office equipment to vehicles and heavy machinery.

For the past two years, WVSASP has been utilizing this online sales mechanism for property that is either unique in nature or more beneficial to sell on-site. **GovDeals.com** allows users to browse based on item category, auction closing time and state. However, the site is designed

specifically for government sellers and allows for greater accountability for WVSASP, Frye said.

“The information on **GovDeals.com** is never deleted, as opposed to other online sale sites, which deletes information after 90 days. Maintaining a record of the information on the site makes it very helpful for us and for state auditors,” Frye said.

It has also been a money-saving effort for the state, Frye said. “It is very easy to list things for sale on **GovDeals.com** at the agency loca-

tion. This saves the agency which is retiring the property the trouble of transporting the equipment to our Dunbar warehouse, and it saves the state money since the equipment is not handled as much,” he said.

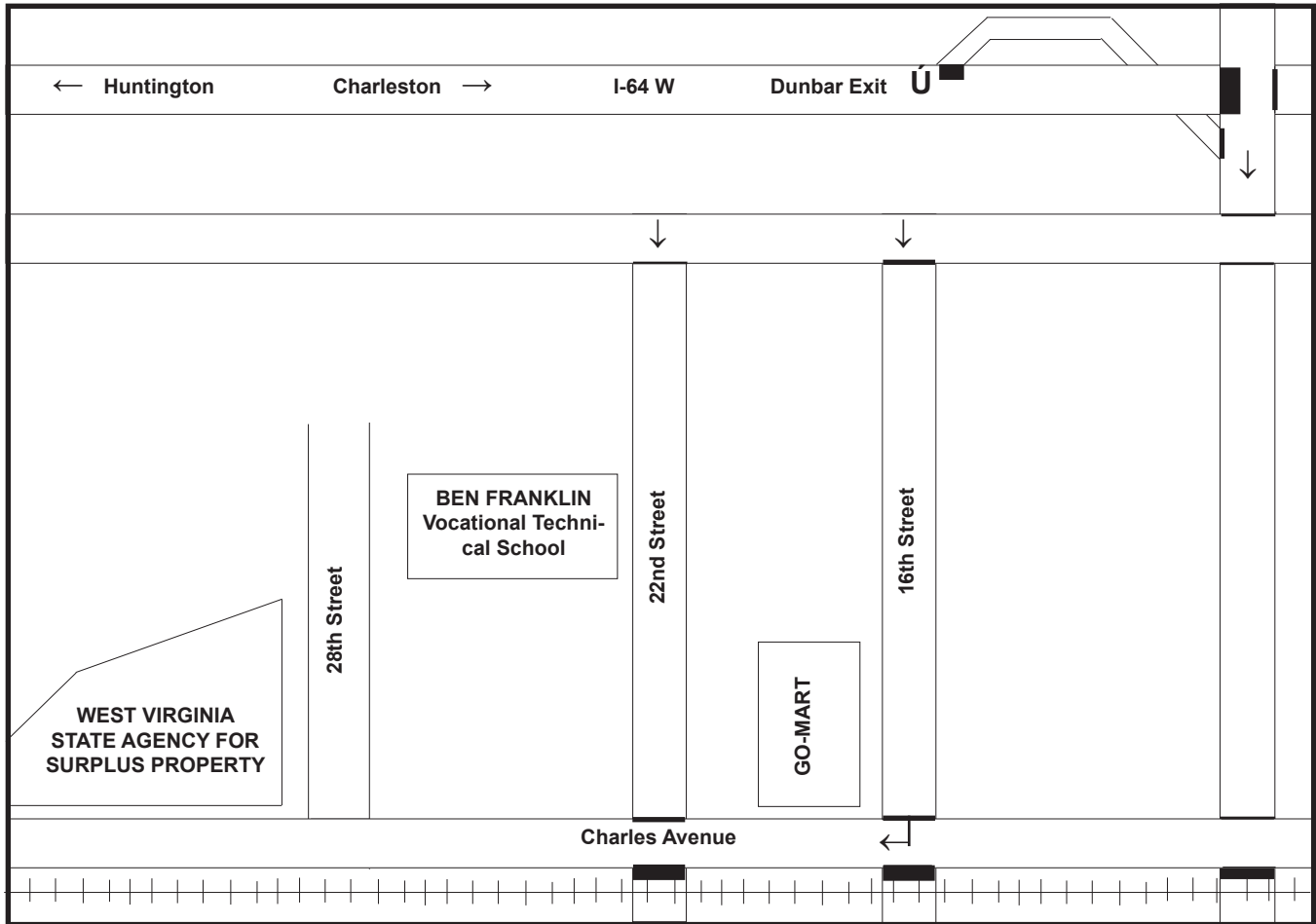
According to **GovDeals.com**, more than 1.1 million bidders can access surplus items that are bid on the site, either through **GovDeals.com** or via links on its sister sites, **www.govliquidation.com** and **www.liquidation.com**. **GovDeals.com** has more than 2,550 government clients of all sizes.

Check Out Surplus Property on Facebook!

The West Virginia State Agency for Surplus Property is now on Facebook! Have you joined our group? The WVSASP Facebook page can be viewed by visiting **www.facebook.com** and searching for “WV Surplus Property.”

Or, simply visit **www.state.wv.us/admin/purchase/surplus** and click on the Facebook link. If you or your organization are also on Facebook, be sure to join us so you are always up-to-date on the latest sales and events at WVSASP.

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
- Tires, Engines, Vehicle Parts
- Shop Equipment
- Rolling Stock and Heavy Equipment
- Electronic 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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