

THE PROPERTY

Connection

Fourth Quarter 2016 • Volume 32, Issue 4

A Publication of the West Virginia State Agency for Surplus Property



Recovery Point Huntington Provides Addiction Services While Utilizing WVSASP Merchandise

For many nonprofit organizations, big budgets are not readily available. This is where the West Virginia State Agency for Surplus Property (WVSASP) plays a role. Eligible organizations in West Virginia can register at WVSASP to have first access to inventory ranging from office furniture to vehicles. This quarter, WVSASP is pleased to recognize Recovery Point Huntington, which has used WVSASP to help serve its community.

Recovery Point Huntington, lo-

cated in Cabell County, is a long-term residential recovery program for men suffering from alcohol and substance abuse. As a part of the Recovery Point West Virginia organization, the Huntington facility contains 100 beds, and over 68% of graduates stay sober for the first year after treatment—five times the national average for traditional treatment centers. With Recovery Point Huntington offering such successful services, WVSASP is pleased to provide options to help keep the organization's administrative costs down.

"The funding for our programs and organization is about 65 percent grant funding, and the majority of



Photo courtesy of Recovery Point Huntington

A new conference table is one of many purchases made by Recovery Point Huntington. From office desks and chairs to vehicles, this quarter's featured eligible organization has utilized Surplus Property to stretch its budget while continuing to serve the community.



In Other News...

- **Manager's Perspective:** Reflecting on the Past and Working for the Future
- First Annual Holiday Gift Guide a Success at WVSASP
- Surplus Item Finds New Life through Customer's DIY Project

Self-Funded State Agency Maintains Operations with Various Programs

The West Virginia State Agency for Surplus Property (WVSASP) is one of the few government agencies that operates entirely from its self-generated income, with no funding appropriated from the Legislature. The proceeds from property sales are collected in an account that is used to operate the program entirely, paying all overhead costs, including staff salaries. Self-funding allows the agency to make and implement strategic decisions in order to operate more efficiently and effectively, while still falling under the authority of the Purchasing Division.

The largest income generator for WVSASP is vehicle sales. From January 1, 2016, to December 13, 2016, the agency sold 310 vehicles.

Please see SELF-FUNDED, Page 4

Reflecting on the Past and Working for the Future

As 2016 comes to a close, we are thrilled to be serving the public and eligible organizations from our brand new warehouse. The facility offers a secure environment to store and display property that is no longer needed by state agencies, but may be reused by other eligible organizations and/or the public at a discounted price. The new building contains more than 19,000 square feet, with nearly 15,000 square feet of storage space and more than 4,000 square feet of office space. Additionally, there is approximately 5,000 square feet of detached outdoor storage space.

The warehouse wasn't the only new development at Surplus Property this year. In October, we started monthly e-mail updates to our customers to share the latest news on public events, announcements and special offers. Those who subscribe to this mailing list can do so as either a member of the general public or a representative from an eligible organization, including nonprofit organizations.

This ensures each individual re-

ceives emails appropriate to him or her. E-mail addresses obtained for this list will not be shared, and individuals may unsubscribe at any time. To sign up for either email list, visit www.state.wv.us/admin/purchase/surplus/Subscribe.html.

I am proud of the role that Surplus Property played in helping our fellow West Virginians recover from the devastating floods in June. The West Virginia National Guard (WVNG) was ready to bring power to many areas across the state left without electricity, thanks to more than 90 generators in their possession which were to be used in times of disaster. The WVNG acquired most of those with the assistance of Surplus Property.

Additionally, the town of Clendenin was able to acquire desks, chairs and other office supplies for its nine employees, as well as office furniture for the Clendenin Police Department.

In 2016, our social media presence was also enhanced, with more than 3,000 people now following our Facebook page. Among the highlights in

THE MANAGER'S PERSPECTIVE

ELIZABETH PERDUE



2016 were videos of the ongoing construction project, information about special sales and our "Work with It Wednesday" promotional campaign, which helped customers see what a little TLC could do for property they could acquire.

In December, we also offered our first ever Holiday Gift Guide, which highlighted inventory throughout the warehouse and included their posted prices. You can read more about this campaign on the next page.

While 2016 was an extremely busy year for us, we are looking forward to setting and achieving new goals and continuing to serve our customers in the New Year!

WVSASP Shares Exciting Events Planned for 2017

With the New Year beginning, the West Virginia State Agency for Surplus Property (WVSASP) is looking forward to many exciting events scheduled for 2017. These events include an Open House event for eligible organizations and a Customer Appreciation Day.

WVSASP will host an Open House for eligible organizations on Thurs-

day, April 20, 2017, from 10:00 a.m. to 2:00 p.m. This Open House will be organized for eligible organizations currently doing business with WVSASP as well as entities not enrolled in the program. In addition to visiting the new warehouse, this event will provide an opportunity for eligible organizations to ask questions, ensure all paperwork has been completed and/or updated and learn more about how WVSASP can help support their organization's needs.

More information is expected to be shared in the coming months through the eligible organization email subscription list. All eligible organizations

can subscribe to this list at www.state.wv.us/admin/purchase/surplus/Subscribe.html.

While the details are still being planned, WVSASP is pleased to announce it will also be offering a Customer Appreciation Day in early summer of 2017. Due to the construction around the property, WVSASP has not held a Customer Appreciation day for a couple years. This event will offer refreshments and extended hours for our customers who cannot always make it to our warehouse during normal business hours.

More information will be shared on the WVSASP Facebook page as it becomes available. We look forward to seeing you in 2017!

SAVE THE DATE

ELIGIBLE ORGANIZATION OPEN HOUSE
APRIL 20, 2017

CUSTOMER APPRECIATION DAY
COMING SUMMER 2017

Scheduled Improvements Continue at WVSASP

The West Virginia State Agency for Surplus Property (WVSASP) has been working hard to improve its facility in Dunbar. With a new warehouse building erected, paving of the vehicle and parking lot completed and an automatic gate installed, only a few small projects remain.

Development on the new WVSASP warehouse began in 2015 with removal of the old auction site and vehicle lot. From there, a new building was built to serve as the warehouse and staff office location. The new building contains more than 19,000 square feet of space, with nearly 15,000 square feet of storage space and more than 4,000 square feet of office space.

Throughout this process, WVSASP remained opened and continued to serve state agencies, eligible organizations and the general public. The improvements around the property, which include a climate-controlled

showroom as well as a convenient check-out area, will allow WVSASP to provide better service to its customers for years to come.

If you have not been to see the new facility, WVSASP invites you to visit 2700 Charles Avenue in Dunbar. A special open house for eligible organizations, including state agencies, will be held in April and a Customer Appreciation Day will be offered this summer.

For more information on these future events as well as on-going deals, "Like" the WVSASP Facebook page



While the construction at the warehouse has been completed, many other improvements are still underway at the property in Dunbar. Recently, a new fence was installed at the Surplus Vehicle parking lot.

at www.facebook.com/wvsurplus or subscribe to their email list at www.state.wv.us/admin/purchase/surplus/Subscribe.html.

Holiday Gift Guide a Success on Surplus Facebook Page

Throughout the month of December, the West Virginia State Agency for Surplus Property (WVSASP) presented a Holiday Gift Guide on its Facebook page. As part of this campaign, WVSASP shared unique items from its warehouse along with their

posted prices.

"WVSASP acquires a lot of unique items that could make great holiday gifts," shared WVSASP Director Elizabeth Perdue. "We wanted our customers to rethink our inventory and consider us for a creative gift idea."

Items shared as part of the Holiday Gift Guide started as low as \$1.00 for a plate or bowl and went as high as \$200 for a treadmill and \$5,000 for a boat. All of these items were offered at a considerable discount when compared to the cost of the item brand new.

With such a wide variety of items, it was important

that the Gift Guide reflect WVSASP's current inventory and show that you never know what you may find there.

Feedback from the Holiday Gift Guide was overwhelmingly positive. Perdue said she plans to make the Holiday Gift Guide an annual tradition and looks forward to seeing what items WVSASP might share next year.

To see all the items posted as part of the 2016 Holiday Gift Guide, visit the WVSASP Facebook page at www.facebook.com/wvsurplus and be sure to "Like" our Facebook page to keep up with unique inventory and special deals at WVSASP. "Like" our page to stay up-to-date and be sure to let us know what else you would like to see on this page in 2017.

WV Surplus Property's 2016

Holiday Gift Guide

Deer Slingshot
WV Surplus Price:
\$6.99

A photograph of a wooden deer head slingshot, which is the item being advertised in the gift guide.

Unique items found at the West Virginia State Agency for Surplus Property (WVSASP) were shared on its Facebook page as part of the 2016 Holiday Gift Guide campaign. Items, including a slingshot (pictured left), were shared throughout the week to encourage customers to consider WVSASP for their gift giving needs.

RECOVERY

Continued from Page 1

those grants are state funds," shared Lara Lawson, Director of Development at Recovery Point West Virginia. "We operate as a lean nonprofit to keep our administrative costs low and devote most of our funds to the recovery services we provide to clients at no cost across the state. We strive to be good stewards of public funds, so we bargain shop, reuse and save as much as we can when furnishing offices and facilities."

Many of the items at the Recovery Point Huntington offices have come from WVSASP. From the staff's office furniture, which includes desks, office chairs and a conference table, to furnishing waiting areas for guests, Recovery Point Huntington has recognized the benefit of procuring items from the state's retired inventory.

Several other Recovery Point West

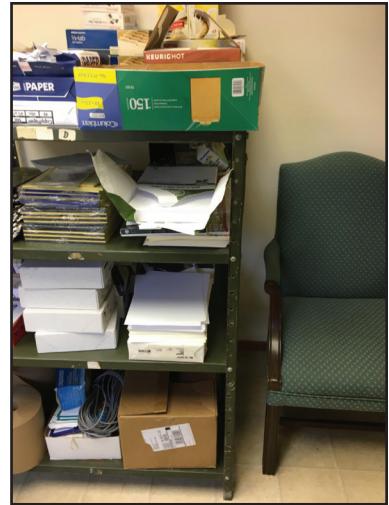
Virginia facilities have found value in purchasing from WVSASP as well. As the organization continues to grow, Lawson expects they will continue to shop at WVSASP.

"We appreciate having the West Virginia Surplus Property as a resource and encourage others to utilize this great community resource!" added Lawson.

WVSASP employees are proud to support eligible organizations such as Recovery Point West Virginia with affordable merchandise options.

Does your organization have a need? Are you interested in learning how WVSASP can benefit your organization? Contact WVSASP at 304.766.2626 or visit our website at WVSurplus.gov to learn how WVSASP can help your eligible organization to secure usable goods at a low cost.

Recovery Point Huntington has purchased many items from the West Virginia State Agency for Surplus Property over the years. From office chairs to storage shelving, it has taken advantage of the agency's wide range of inventory and low prices to furnish their office space. Photographs are courtesy of Recovery Point Huntington.



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 e-mail 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!

SELF-FUNDED

Continued from Page 1

WVSASP has assisted thousands of eligible organizations and the general public for more than 70 years by offering quality, usable state property at a substantially reduced price. Additionally, WVSASP works closely with the U.S. General Services Administration in administering the federal surplus property program for eligible organizations.

Various programs and initiatives were administered by WVSASP during Fiscal Year 2016 to assist state and local governments and nonprofit organizations, who are eligible to participate in the program. The State and Federal Surplus Property Programs offer various op-

portunities to acquire property, including daily sales, public auctions, statewide sealed bids and online property auctions. Some property is also declared as scrap, which provides a return on the property.

WVSASP has and always will make customer service a priority. Maintaining customer relations ensures that Surplus Property can continue to offer good, usable property at reduced prices to our customers while keeping our doors open. For our customers who we have not seen for awhile, make it one of your New Year's Resolutions to make a trip to Dunbar to see us! We look forward to having the privilege to serve you during 2017!

Surplus Item Finds New Life through Customer's DIY Project

After being inspired by pictures of rustic tables constructed with wire spool ends and black pipes, David Dean began looking into making his own. After pricing materials to create such a table, Dean realized the project may be more expensive than he previously anticipated, but after a visit to the West Virginia State Agency for Surplus Property (WVSASP), Dean found a new source of inspiration for his do-it-yourself (DIY) project.

"I'm a regular visitor to Surplus

Property," shared Dean. "I had seen the camera base on a previous visit, but it was \$200 and I didn't have an immediate use for it no matter how cool it looked. On this visit there was a 50% off sale and I jumped on the camera base for \$100. Plus the cool factor is much higher than black pipe."

Dean used the camera base he purchased at WVSASP to create the base for his table. After adding the wire spool end for the top, Dean had created a customized piece of furniture

of which he could be proud. Check out the before and after pictures below.

WVSASP loves seeing how customers are able to give new life to merchandise purchased from its warehouse. Have you upcycled a WVSASP item? Send your story to Jessica.L.Chambers@wv.gov.



After being inspired by a picture online, one of the West Virginia State Agency for Surplus Property's regular customers decided to embark on a DIY project. Using a camera base he found at WVSASP (pictured above left), David Dean was able to create a one-of-a-kind table he can happily share with others. The final product can be seen in the photo above on the right.

West Virginia State Agency for Surplus Property

Hours: 8:30 a.m. to 4:30 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 information on becoming an eligible organization, call 304.766.2626 or complete an Application for Eligibility at:

WVSurplus.gov

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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 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 WVSASP. The recipients of Federal property are urged to contact 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.

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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.