



NASASP NEWS

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Annual Meeting Recap

On Tuesday, July 21, 2021 at 13:04 EST the annual NASASP National Meeting and Educational Seminar was called to order by President Elizabeth Cooper (WV). Due to the COVID-19 pandemic, this annual meeting followed in the footsteps of the 2020 annual meeting and was held virtually via conference call. After a few technical issues, everyone finally got connected and we had 29 states represented along with the District of Columbia. We also were joined by Marilyn Trachsel, NASASP Fund Administrator; Randy Main, Overseas Facilitator; and John Chwat, Director of Government Relations for the first part of the meeting which is the executive session. After lunch, the call was opened up to our federal partners so they could join.

The various committee chairs had already submitted their report for the year and all were agreed upon. One of the committee reports that is always a good competition between the various states is the Membership Report. NASASP has 1,063 associate members and we all would like to see this number increase in the coming year. A special shout out goes to two states that moved the needle on associate memberships for the past year, Alabama showed a 178% increase in membership and Arkansas once again led the way by having the most associate memberships recorded at 221. Roll Tide and Woo Pig Sooiie!

John Chwat presented information on what he is working on in Washington D.C. concerning NASASP's position on a few issues, mainly the Exchange Sale Program, the National Defense Authorization Act (NDAA) and 1033 (Title 10) Program. Please take time to read the information that John provided because the issues that he is working on will have a big impact on the Federal Surplus Property Program.

The afternoon session consisted of the alphabet soup of acronyms of our federal partners (GSA, DLA, SBA, NASA) giving brief updates and presentations of their respective areas and issues that may be coming up in the next fiscal year. Chris Clarke gave one of the presentations that was on everyone's radar—the recently passed Veteran Owned Small Business (VOSB) program and the learning curve that it brings to SASPs. The question and answer session that followed provided the SASPs the opportunity to discuss specific issues that they may have already encountered. This type of information sharing is what makes the NASASP meetings so informative and useful for all SASPs.

Continued on next page

Interested in advertising in an upcoming newsletter?

Please contact Marilyn Trachsel at
marilyn.trachsel@nasasp.org.

Interested in submitting a story for the next newsletter?

Please contact Megan Sim at
megan.sim@tfc.texas.gov.

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NASASP Annual Meeting Recap

Each presenter opened the floor up to questions and the participants fired off questions. During this type of information exchange you get to see that other SASPs may be having the same issues as your own agency. This is another great benefit about belonging to NASASP. I encourage any state that has not paid their national dues to do so immediately. The association works for YOU.

One of the biggest things on the horizon is the 75th anniversary of the Federal Surplus Property Program that will be held in Washington D.C. in 2022. This will be a prime opportunity to present the work that the SASPs do for their respective states to the movers and shakers that are in Washington. This type of exposure cannot be taken lightly. We need all hands on deck. Every state that can send representatives to the 75th National Meeting needs to be there! John will help set up meetings that will benefit all of the SASPs. Plan on seeing everyone there next year!

- Chris Reynolds, NASASP Secretary, Arkansas SASP

President's Inkwell

Hello everyone! First off, I want to say thank you very much for giving me the opportunity to serve as the NASASP President. It is an honor to follow behind all the amazing individuals who have led this organization and continue to move it forward. As I write this, I can't help but think about the movie "Space Cowboys" and Tank's recitation of Alan Shepard's prayer, "Dear Lord, please don't let me screw up". I would also like to thank everyone who works and volunteers to make this association the driving force of the surplus donation program.

NASASP held its annual conference virtually for the second year in a row. Hattie, Cammie and all of the planning committee did an outstanding job putting this together and making it the next best thing to meeting in person. Immediately following this conference, they got right to work planning for the next one in Washington D.C.!

Recently there has been a lot going on in this beautiful country of ours—between Hurricane Ida, affecting States from the Gulf coast all the way to the east coast, and wildfires on the west coast. When I watch the news or see images on social media of surplus property being utilized in these trying times to save lives, it reinvigorates me as to what we do and why we are here. We cannot do it alone though. We need all the states and territories to participate. We want everyone's voices to be heard and everyone to work for the benefits received. That includes individuals willing to step up and participate in committees. The committees of NASASP are the backbone of this association that make things happen!

The NASASP officers are here to serve the association. If anyone has any questions, concerns or suggestions please reach out.

Sam Sibert
NASASP President
Idaho SASP

NASASP Officers

Meet your new NASASP Officers!

The new NASASP officers were elected as part of the Annual Meeting in July. They serve one year terms, beginning September 1, 2021 and ending August 31, 2022. Their contact information can be found on page 24.



President—Sam Sibert, Idaho SASP

Sam has been with the Idaho SASP for 10 years. He started out as a warehouse storekeeper. He served as a heavy equipment operator in the military for 24 years. He did 22 years in the Navy Seabees (ten of which were active duty) before joining the reserves. Two years ago, he switched over to the Idaho Air National Guard. Fun fact—Sam can't swim. Per Sam, "Navy bootcamp was a little nerve racking not being able to." He enjoys going on adventures with his wife, daughter, son (and current little one on the way!). As President, his goal is to keep moving NASASP forward in a good direction.



Vice President—Tim Bolles, Michigan SASP

Tim has been the Director of the Michigan SASP since December 2017. Prior to his current position with the State of Michigan, Tim spent 20-years as a civilian administrator with the Michigan State Police. Outside of work Tim enjoys golf, Michigan State University Football and Basketball (Go Green!), and of course spending time with his family.



Secretary—Chris Reynolds, Arkansas SASP

Chris has been the Arkansas FSP Program Director since 2019. Per Chris, "I am very fortunate to have a very knowledgeable and accommodating staff that always goes and above and beyond to help our Donees. The staff at ARFSP average 12 years in seniority and they truly love what they do and our Donees tell me all the time what a great staff I have, that even includes Butch!" Before joining the State, he spent over 25 years working in the private sector in food production and fresh and frozen warehouse management for Fortune 100 companies. He previously lived in Georgia and Missouri before moving back to Arkansas to be closer to family. Chris is a huge Arkansas Razorback sports fan, as well as a diehard Pittsburgh Steeler fan. Chris appreciates a good bourbon every now and again and loves to cook on his grill or smoker whenever he gets the opportunity.



Treasurer—Kelly Ferrel, Florida SASP

Kelly started with the Florida Department of Management Services, SASP March 16, 2018. Kelly previously served as the Legislative Affairs Administrator of the City of Gainesville between the Commission, Departments and the Legislature. She also has past experience in business, logistics, grant administration and federal compliance. Kelly is a graduate from the University of Florida with a Masters in Business Administration.

SASP Success Story

Georgia SASP Welcomes Veteran-Owned Small Businesses



Celebrating & Supporting Georgia's Small Businesses
NATIONAL SMALL BUSINESS WEEK
 SEPTEMBER 12-18, 2021

Surplus Property for Veterans



Thank you, veterans, for your service. The Georgia Department of Administrative Services (DOAS) is proud to support the Georgia veteran community and is committed to helping fulfill Governor Brian P. Kemp's vision of supporting small businesses throughout the State of Georgia.

National Small Business Week is September 12-18, 2021, and we would like to commend you for the work you do with your veteran-owned small business. Thanks to the **Veterans Small Business Enhancement Act of 2018**, qualified veteran-owned small businesses (VOSB) can obtain federal surplus property through their State Agency for Surplus Property (SASP). In the State of Georgia, the SASP is operated through the DOAS Surplus Property Division, managing the eligibility process and the Federal Donation Program.

Once enrolled, your business can receive low-cost personal property such as furniture, electronics, heavy equipment and more. The property comes from federal agencies through the U.S. and overseas, and is managed by the U.S. General Services Administration (GSA).

We invite you to learn more about the program by watching the brief video below. We have also included additional information and resources in this email to help guide you through the process.

Steve Ekin
 Director, Surplus Property Division



The Georgia SASP produced and recently distributed a video welcoming Veteran-Owned Small Businesses into the Federal Surplus Property Program. This email was sent to VOSBs in Georgia verified by the VA's Vets First Program, and included a link to the video. It has already generated a great amount of interest among VOSBs and resulted in dozens of VOSBs joining the Georgia SASP.

To view the Georgia SASP's video for VOSBs, please visit

<https://www.youtube.com/embed/cmSs8C0d5I4?rel=0>

Congratulations to Steve Ekin and rest of the Georgia SASP staff for a very successful outreach campaign!

Donee Success Story

Middle Niobrara Natural Resources District (Nebraska)

The Nebraska SASP donated around 50 rolls of rubber landscape matting to the Middle Niobrara Natural Resources District for a service charge of \$25/roll. The Original Government Acquisition Cost on this matting was \$750/roll saving the District approximately \$36,250! The Nebraska SASP acquired this material from the DLA/DS Ft. Riley, Kansas.

The Nebraska Natural Resources Districts were created to solve flood control, soil erosion, irrigation run-off and groundwater quantity and quality issues. Nebraska NRDs are involved in a wide variety of projects to conserve and protect the state's natural resources.

This matting will be used for weed control around irrigation canals, reservoirs, basins and new tree plantings.

*- Submitted by Brad Frandsen,
Nebraska SASP*



Donee Success Story

Christian Military Academy (Puerto Rico)



OUT OF THE STORMS

Mas Destrucción? More Destruction?

Across the street from the Christian Military Academy (CMA) in Vega Baja, Puerto Rico, the distorted remains of a pick-up truck rests in an open field. The vehicle appears to have been twisted by a giant garbage disposal. Jose Raul Rivera, Sr., Projects Director (and Board Member) of CMA, stands with hands outstretched to the sky. He openly displays bewilderment and gratitude. He is wondering how his only son could have survived such a devastating automobile accident. Only a couple of hours prior, Jose Raul, Jr. had been admitted to the hospital with only minor injuries. The images of the mangled truck seemed to transport Raúl Sr. to another recent, difficult time, as Jose is resting in the hospital and his father stands in awe of another true miracle.

All too familiar with the storms of life...

Only one year had passed since the CMA in Vega Baja, Puerto Rico had been ravaged and ripped apart by Hurricane Maria. Sections of the roof were torn off, flooding the buildings, making them all but uninhabitable. School children had to literally huddle in corners of the classrooms to avoid raindrops as they attended classes after the storm.

The morning of his son's accident, August 15th, 2018, CMA's Director of Projects made the decision to walk through the process of becoming a participant of the U.S. General Services Agency's Federal Surplus Personal Property Program. Raul met with Federal Surplus Company (Fed-S), an independent contractor who assists eligible "Donees", and immediately rolled out his wish list/want list as if already memorized, "We need a tractor with attachments for our agricultural program. We need the rocks out of the land. Anything solar. Back-up generators. Chairs. Kitchen equipment for the culinary school. Sports equipment. Music equipment. Computers. Lab equipment..." His list seemed unlimited and most people would have to question where a school in impoverished Puerto Rico would find such resources.



Donee Success Story

Christian Military Academy (Puerto Rico)

A little help from new friends...

Not long after Maria had caused her damage, CMA located some badly needed generators through GSA Auctions and Raul Rivera Sr. flew to Alabama to purchase them from Alabama's State Agency for Surplus Property. There he met with the State Director, Shane Bailey and discovered the Federal Donation Program. "You know you can obtain these generators for the school for just service fees and transportation, don't you?" Shane Bailey asked with his signature southern drawl. Raul was elated. This discovery would give CMA a welcomed relief from the arduous process of rebuilding after the storm and would extend financial resources. With help from Fed-S, Olga Rivera Medina, the Director of the Puerto Rico State Agency for Federal Surplus Property took action. She assisted Raul Sr. with the initial eligibility application for CMA and explained the process and rules of acquiring donations from GSA. The first item that caught Raul's eye was a 28 Passenger International Bus located at the Veterans Administration Hospital in Columbus, OH. The U.S. Government had bought the bus for over \$165,000. Multiple State Agencies were already requesting the vehicle, and Raul could only think of the powerful impact the asset could have on their school. The bus was allocated to the State of Texas, and Raul initially felt dismayed. With guidance from Fed-S, he sent an email asking the Director of the Texas SASP, Kristy Fiero, if she would consider transferring her allocation to the island. In the spirit of goodwill and betterment of the program, Kristy agreed, and soon the bus was en route to the CMA! This success encouraged Raul to engage deeper in the program by becoming the first accredited school from Puerto Rico to physically screen items in Virginia, Pennsylvania, and Ohio.



This was the first of hundreds of thousands of dollars worth of allocations to be received by Christian Military Academy including generators, health supplies, laptops, scientific equipment, and more.



(L to R) Greg Parker, Cindy Anderson, Jose Raúl Rivera Jr., Kyle Burger, Jose Raúl Rivera, Sr.

Raul and a healthy Jose Raul Jr. screening for CMA with Greg Parker of Fed-S at the Susquehanna DRMO in April of 2019. Cindy Anderson and Kyle Burger with DLA Disposition Services were most helpful in efforts to locate and process quality medical supplies, clothing, kitchen equipment, and electronics for the school.

Thank you for the kind words and the photos! It was a historic occasion and an honor meeting you, Raul and Jose Raul Jr.! We are always willing to assist whenever we can with whatever you need from us. We are hoping that you can requisition lots of property from us that will assist Puerto Rico with recovery and help the children. We are here for you so please do not hesitate to contact us at any time for assistance. We look forward to seeing you again in the future. Have a wonderful day!

- Cindy Anderson & Kyle Burger, DLA Disposition Services Susquehanna

Donee Success Story

U-46 District (Illinois)

To Whom It May Concern,

I wanted to let you know the impact the GSA Federal Surplus Property Program has had on our School District. First off, I need to say we are the second largest district in Illinois only behind Chicago School District but, financially we are way behind most school districts. We are close to bottom on this one. That being said, this really impacts tax revenues which funds schools. So as teachers, we need to try to do more with less—that was until GSA came into play which only happened because of Joshua Foster (Illinois SASP).

Things we have received and how it has impacted us:

- **NURSING**—This is the BIGGEST one so far. We now have equipment we could never have gotten. And it all works and is still being used in industry. We received 2 EKG machines for each of our 5 high school's nursing programs. Those schools have over 12,000 students total, and over 1000 in the nursing program. Each school received 6 AEDs. We have received patient lifts, microscopes, storage containers for medical waste, 10 laryngoscopes—and the list goes on. Our future health care workers are going to be better trained and further along because of GSA and Joshua Foster. All of our Nursing teachers want me to tell you - THANK YOU FROM THE BOTTOM OF THEIR HEARTS!!!
- **AUTOS**— we received 19 cars from a crash test facility just this month. We received 5 other cars with current technology to teach students. It is nice to have cars were I do not have to get my students tetanus shots before they can even work on them. And tools - WOW! - we got a lot here including new Fluke multimeters. All this equipment is shared between 4 high school's auto programs helping 1200 students in this program alone. Unfortunately the 5th high school had to close down its auto program 2 years ago because of budgets (before we started using the Federal Surplus Property Program).
- **PLANT OPERATIONS**— we received items from you that have helped keep our schools up and running here!!!

I am missing a lot of equipment we have received, but hopefully the message is clear—we are so much better off because of the GSA. If you have an Employee of the Year contest my vote is for Joshua Foster!!! One person who can help 100k kids gets my vote every day of the week.

Thanks you for your time and all every employee does for GSA Federal Surplus Property Program.

GOD BLESS!!!!

Mark Conning, U-46 School District

- Submitted by Joshua Foster, Illinois SASP

Donee Success Story

David Taylor Construction Inc. (Georgia)

Surplus Property Program ‘Fills the Gap’ for Small Businesses

David Taylor Construction Inc. finds value in Surplus Property to take business to new levels

David Taylor was on a mission to advance his business operations when he discovered how using surplus property could play a pivotal role in evolving his construction firm. As a participant in the Small Business Administration’s (SBA) Business Development 8(a) initiative, Taylor learned that he could access federal surplus personal property, including heavy equipment and other supplies, through the DOAS Surplus Property donation program.

“I’m really trying to use the SBA program and all of the tools and resources that are available to truly build my business so that after exiting the 8(a) program, my business is stronger than it was before and goes to the next level. The surplus program is one of the ways you can do that because you have to have tools and machinery,” says Taylor.

As a federal government general contractor specializing in military installations, Taylor knows that having the most efficient equipment can make a tremendous impact on production and the demand that comes along with managing multiple projects.

“We are currently managing about 18 different jobs. The equipment we receive helps in being able to perform our work,” he adds.

His construction company supports several military bases in Georgia, including bases in Valdosta, Kingsland, and Albany, as well as a location in Panama City, Florida. Through Surplus Property, Taylor’s company has acquired several pieces of equipment, including motor graders, a vacuum truck and most recently, a large crane that came from the Defense Logistics Agency in Missouri.



Minimizing costs of overhead and inventory can make a difference in whether a small business can flourish or simply exist. Taylor expressed appreciation in not having to incur a large financial burden to obtain the necessary equipment needed to enhance services to customers.

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Donee Success Story

David Taylor Construction Inc. (Georgia)

“Having an opportunity to obtain property from the Surplus program has been a really big help for us,” says Taylor. It allowed me to obtain equipment at a very reasonable price that I would not otherwise be able to do at this point without going into large amounts of debt. That’s been a good thing and it’s a really good program in that regard. I can say that if I did not have access to surplus, there are some things I would not have. I wouldn’t be able to operate at this level. So, it’s been very helpful,” says Taylor.

Trained in construction by mentors at an early age, Taylor also shared that not only is he is determined to grow his business, but that he also has to be a savvy businessman in taking thoughtful consideration before purchasing new items at full cost. Another consideration for Taylor was the pandemic that produced challenges for small business owners and caused a trickledown effect on many industries, including the construction market.

“COVID has brought about a totally new dynamic to everything with construction, even down to equipment. Even if I was in a position to purchase a brand-new piece of equipment from a manufacturer, now they’re not available because of COVID and how COVID has impacted the world. In the supply chain, the equipment manufacturers are lacking parts in manufacturing equipment to complete the process. Because of that, being able to obtain a good used piece has been really important,” says Taylor.

Director of DOAS Surplus Property Steve Ekin emphasizes that reusing property instead of purchasing new is an excellent way for businesses to save revenue and expand.

“We are extremely excited to play a role in supporting small businesses in Georgia,” says Ekin. “We recognize the importance for small businesses to maximize resources and are pleased to help bridge the gap for businesses when other options are not available.”

The SBA Business Development Program provides opportunities for federal contracting to small businesses that are certified through its 8(a) program. All Georgia-based, SBA 8(a) participating small businesses are eligible to receive federal surplus property and can apply to the Surplus Property donation program.

-Submitted by Harris Sullivan & Kenya King, Georgia SASP

Donee Success Story

Habersham County (Georgia)

Surplus Property Vehicles Provide Reliable Resource for Habersham County

Habersham County Sheriff's Office Enhances Services and Builds Camaraderie with Vehicles from Surplus Property

Habersham County Sheriff's Office has expanded its fleet of patrol and service vehicles while giving a boost to community spirit with vehicles acquired through DOAS Surplus Property. Sheriff's deputies, who also serve as the county's School Resource Officers, provide security patrols to Habersham's school districts year-round with the vehicles.

As a full-service department of approximately 100 employees, the Habersham County Sheriff's Office supports the entire county of more than 46,000 residents and maintains the county's only jail system. The vehicles also are used to provide services such as subdivision patrols, civil service subpoenas deliveries, and inmate transportation.



Habersham's Chief Deputy Sheriff Greg Bowen leads the effort in obtaining property for numerous agencies within the county.

"We got involved with the Surplus Program and saw it was a good avenue to acquire some property that we couldn't get any other way. We save money and put equipment back to use. We've been happy with everything we've received from it," says Bowen. "The vehicles have received the most attention and are the items that everyone in the community seems to like the best when we turn them into school resource cars. The cars are seen all over the State of Georgia as well as in North Carolina, South Carolina, and Tennessee," he adds.

Wrapped in vinyl with middle and high school logos, the vehicles are not only popular in the community, but these vehicles and others received from Surplus Property are also making an impact on county services. Previously its fire department had a single truck that was shared among three battalion chiefs. Now the chiefs can keep equipment in their own vehicle, making it easier and more accessible to have supplies and equipment needed during an emergency. The county also equipped a Crew Cab Polaris UTV, a utility task vehicle, with a stretcher and lights for use by its ambulance service and fire department in off-road recoveries.

"It's been a win-win for us," says Bowen. "We are up in the mountains and still fairly rural, so the 4-wheel drive vehicles have been great."

Additionally, certain vehicles have been used as unmarked cars for investigators to work cases and transport crime scene supplies.

"By being able to get these vehicles, we've taken cars that have had 200,000 miles off the road and replaced them with something that had miles as low as 40,000 miles. Some vehicles have had 100,000 miles, but they still were a lot lower mileage than what we were driving and much safer," adds Bowen. "We could have never bought as many vehicles as we have for the money we bought them for if we had to purchase them new. The cost saving has been enormous," he adds.

Continued on next page

Donee Success Story

Habersham County (Georgia)

Bowen also shared that all of the vehicles thus far have been in good condition, well maintained and with a good lifecycle.

“You get four or five years out of the truck versus buying one for \$40,000. We haven’t had any real issues from any of them. Everything we’ve received has been of good quality,” says Bowen.

In addition to vehicles, Bowen states that the county has received other surplus items, including exercise equipment for its senior centers, mechanical lifts for a repair shop, and a generator for use during power outages.

Surplus Property program participants can access vehicles and other supplies before they are available on public auctions and work directly with a merchandise specialist to find specific items.

“It’s a unique opportunity and can be extremely beneficial for local governments to utilize surplus property to maximize resources,” says Steve Ekin, Director of DOAS Surplus Property. “Most local governments in Georgia are already enrolled, so we encourage all local governments to actively participate in the program and reach out to us should they need special assistance. We are happy to provide support in helping them meet their business goals.”

- Submitted by Kenya King, Georgia SASP

Joint Fire Protection District #3 & 8 (Washington)



Joint Fire Protection District #3 & 8 acquired this LMTV M1078 truck through the Washington SASP. It was recently used at the 300+ acre Goddard Road fire outside of Rice (Stevens County) Washington.

The M1078 was converted into a type 5 brush truck, and they have used it countless times to put out fires. The bed was re-used from a surplus DNR engine H5S. Per Chief Herb Hippler “This vehicle me has no issues getting around and put out a lot of fires.”

- Submitted by Dale Richardson, Washington SASP

Donee Success Story

LZ Huey LLC (Florida)



My wife and I founded this company and dedicated it to the restoration of military vehicles and the education of our public on the sacrifices of our service men and women by the telling their stories through these military displays. I would like to say that as recently as the beginning of this year 2021, we had a great challenge in acquiring the aircraft and equipment needed to successfully accomplish our mission. These challenges were great due to budget constraints and unavailability of some items due to our inability to successfully compete with other higher budget bidders at GSA public auctions. Thanks to our local Florida SASP representatives, Kelly Ferrel and Ken Rice, we have been able to turn this around. They helped us with the acquisition of much needed aircraft and equipment that otherwise would not be as available to us. The Veterans Small Business Enhancement Act of 2018 and help from our local Florida SASP staff has greatly helped us in getting not only qualified, but learning the process and successful acquisition of those needed items. This has truly helped us in creating an opportunity not available to our company before thus contributing to our future success. We are very excited with the

approval and allocation of our first displays and look forward to our continued work with our local Florida SASP team. We want to commend them once again for the contribution to our mission and success. Our Veterans appreciate you as well. Thanks for all of your help.

- Submitted by Allan Ortiz, LZ Huey LLC

Donee Success Story

Milburn-Price Culture Museum (Texas)



To commemorate the 20th anniversary, Greg Conn, Director of the Milburn-Price Culture Museum in Vega, TX, built a 9-11 memorial and placed it at the museum. Per Mr. Conn, "Vega, Texas is a long ways from New York, Washington D.C. and Pennsylvania but we are still one America, One Nation under God. The memorial is 12-1/2 feet tall and weighs 5200 lbs. It sure doesn't seem like it has been 20 years. As the memorial says 'WE MUST NEVER FORGET 09-11-01.' The twin towers are surplus 10 inch tubing (5/8" thickness) that we got from the VA in Spokane, Washington, the angle iron and Pentagon shape was also part of that same surplus, the 5 inch (4 ft x 4 ft) plate that makes up the base was federal surplus from Pantex in Amarillo and donated to the museum from a scrap dealer." Pictured above are museum visitors who stopped at the Museum to view the Memorial. Due to the Museum's location on the famous Rote 66, it attracts many visitors such as this group who was traveling from Indiana and Minnesota in classic cars.

Continued on next page

Donee Success Story

Milburn-Price Culture Museum (Texas)

The Museum has received many items from the Texas SASP since joining the program in 2016. The Texas SASP staff is constantly impressed by Mr. Conn's creative use of federal surplus property to help the Museum and its community.



A compressed soil block machine was acquired from DLA-DS Richmond, Virginia. It produces adobe bricks for building projects, such as courtyard walls and dugout replicas.

- Original Government Acquisition Cost = \$9,000
- Service Charge Paid by Museum = \$750
- **Savings of \$8,250!**

This conveyor system is used to convey roofing materials to roof and adobe bricks to workers building walls.

- Original Government Acquisition Cost = \$5,000
- Service Charge Paid by Museum = \$500
- **Savings of \$4,500!**



The Museum picked up a 1977 John Deere 401B sweeper/magnet from North Little Rock in December 2020. The Museum has

to put in a new starter, some hydraulic fittings, a new seat, a switch and all fluids to get the machine going. In just one hour, the machine picked up 53 lbs. of nails and steel debris around the Museum grounds. The Museum is built on an old lumberyard grounds and when they tore the lumber bins down back in the 1980s, they just left all the nails on the ground. Museum staff have been picking up nails around here for about 6 1/2 years. Their tourists will sometimes come in with nails in

their hand and say this is going to give somebody a flat. Per Mr. Conn, "I am super excited to be able to police all the grounds from time to time to keep the grounds and driveways free in nails. The nails just keep coming to the surface and now we can quickly remove them. Thank you to the Texas SASP for helping us improve our museum."

- Original Government Acquisition Cost = \$16,000
- Service Charge Paid by Museum = \$750
- **Savings of \$15,250!**

- Submitted by Greg Conn, Milburn-Price Culture Museum & Megan Sim, Texas SASP

Donee Success Story

Jefferson County Drainage District No. 6 (Texas)



The Jefferson County Drainage District No. 6 is a longtime donee of the Texas SASP and an outstanding example of what Federal Surplus Property can do to help protect a community and provide an incredible return on investment for its taxpayers. The continuing mission of Jefferson County Drainage District No. 6 is to “provide flood damage reduction projects that work, with appropriate regard for community and natural values.” The District accomplishes its mission by devising and implementing hazard mitigation plans and maintaining the infrastructure. The District covers the northern area of Jefferson County, Texas which is on the Gulf Coast near the Louisiana border and experiences frequent hurricanes and heavy rains and is therefore prone to flooding.

In March 2021, the District obtained two bridge erection boats, engines and cradles from DLA DS Whiteman, Missouri through the Texas SASP. These items had a total original government acquisition cost of \$301,202. The District paid \$5,000 in service charges to the Texas SASP. That is a cost savings of \$296,202 compared to buying new!



The District recently used these boats to transport an excavator on floating tracks to a jobsite further down the Gulf Intracoastal Waterway. The crane used to load the boats into the water was acquired from the Federal Surplus Property Program in 2016 from the National Science Foundation. At the new jobsite, the excavator will be used to dig a drainage system. The excavator, while able to move short distances by itself, is not well equipped to travel long distances. Using these powerful boats (similar to how a aircraft tug would move an airplane while grounded), the District was able to prevent unnecessary wear and tear on the excavator and prolong its useful life.

In last 12 years, the District has acquired over 3000 items from the Texas SASP's Federal Surplus Property Program. Those items include trucks, cranes, tools, heavy equipment, engines, tanks, pumps, forklifts and trailers. These items had an original government acquisition cost of \$7,250,428.51. The District paid the Texas SASP \$383,754.75 in service charges. That is a savings of almost \$6.9 million compared to buying new!



Donee Success Story

Italy Independent School District (Texas)

Italy Independent School District's (Italy ISD) Civil Air Patrol squadron brought their MKT field kitchen trailer that they acquired from the Texas SASP in September 2020 down to Camp Bullis for the Civil Air Patrol Cadet Summer Encampment in July 2021. They fed over 200 cadets and senior members 3 hot meals a day for a week. Texas SASP staff member Jacob Moore had a chance to get some pictures of the unit in use and talk with cadets and senior members about the importance of the MKT trailer for this encampment. All said the MKT trailer was a game changer and vital part of making the encampment successful. Jacob reported that one of the Italy ISD cadets fabricated the railings you see around the trailer attached to the roof supports, to make the trailer safer to operate.

The MKT kitchen trailer came from DLA DS Fort Bliss in Texas, and had an original government acquisition cost of \$145,000. Italy ISD paid the Texas SASP a service charge of \$750. That is \$144,250 in savings compared to buying new!

- Submitted by Jacob Moore, Texas SASP



Donee Success Story

911 Tactical Medicine (Texas)

Since joining the Texas SASP in April 2021, veteran-owned small business 911 Tactical Medicine has quickly and effectively used the Federal Surplus Property Program to equip and support its ability to “specialize in tailoring realistic training courses to the needs of clients operating across the spectrum of tactical, EMS, and security disciplines so critical in our world today.” They offer consultation services and training—both at their facilities and through a mobile training center for their clients. CEO Matthew Kinney is a Critical Care Flight Paramedic with over 20 years of experience of practicing medicine in both air and ground roles, in the military or civilian 911 sector, and specializes in trauma. His deployment experience includes five combat deployments to Iraq and Afghanistan. Some of his awards and decorations include the Silver Star, Distinguished Flying Cross, Bronze Star, and Air Medal with Valor.

Pictured to the right is federal surplus equipment—including medical equipment (portable ventilators, first aid kits, AEDs), personal gear and an LMTV Van Truck—being used in 911 Tactical Medicine’s trainings. Additionally, they have received a trailer, forklift, tanks and dog kennels from the Texas SASP. In total, they received 53 items, paid the Texas SASP service charges of \$29,638 for property with an original government acquisition cost \$630,393.79. That is a savings of over \$600,000 compared to buying new!



- Submitted by Megan Sim, Texas SASP

Donee Success Story

Vantage International Partners, LLC (Florida)

In April 2021, Vantage International Partners, LLC, a logistics and staffing support services provider to the U.S. Government, received their Service-Disabled Veteran Owned Small Business (SDVOSB) certification through the SBA. While exploring the benefits of being a veteran owned company, Steve Korfonta, owner-operator of Vantage, came across the Florida State Agency for Surplus Property (SASP) Program. Korfonta immediately saw access to this program as a force multiplier to support disaster response efforts in Florida. "This is a fantastic program that aligns mutual interests of the State with Veteran owned businesses. The items transferred can be used in direct support of emergency response missions throughout the State" says Korfonta. Vantage has received numerous items such as cameras used to conduct site surveys and inspections, and individual light beacons that can be used to mark first responder locations at a disaster site. Korfonta plans to meet with State officials in Northwest Florida to discuss disaster response planning efforts, staging equipment, and how equipment through the SASP Program may be able to contribute to disaster relief efforts.

- Submitted by Kelly Ferrel, Florida SASP

Committee Spotlight

NASASP Membership Committee

This committee works to promote the membership program to the SASPs, their donees, and corporations that have an interest in the activities of the donation program. We also work on webinars that are posted on our website, and we ensure this newsletter is produced. I recently took over the role of chairperson after many years of excellent leadership from Kaelene Borkowski, South Dakota SASP. I have worked with the Texas SASP for over 10 years. I manage several aspects of our program, including our marketing, eligibility, compliance and property screening/transportation staff. I look forward to working with the committee members, Karen, and Marilyn to explore new and creative means to increase membership and encourage participation among member SASPs. The dues paid by our member SASPs and associate members are critical to the success of NASASP and its mission to support the Federal Surplus Property Program. We need all SASPs to help support NASASP's mission by encouraging your donees to become Associate Members. For example, your SASP could offer incentives to donees who become Associate Members. Additionally, include invitations to become Associate Members on your marketing materials and website. Finally, participate in a membership drive with the assistance of Karen Conn, Associate Membership Coordinator. Please feel free to contact me if you are interested in joining the NASASP Membership Committee.



Megan Sim, Texas SASP
Megan.sim@tfc.texas.gov

NASASP Government Relations Report

“The Canary in the Coal Mine...”

Vigilance is the Key to Protecting The 75-Year-Old Federal Surplus Property Program

by John Chwat, Director, NASASP Government Relations

The old expression “Canaries in the coal mine” gave advanced notice to miners of toxic gases, especially carbon monoxide lurking below the surface in the air supply. For these miners, the canaries were life savers in protecting the air they breathed. Much like this protection, we act as the “canary in the coal mine” for NASASP and follow whatever impacts or threatens the 75-year Federal Surplus Property Donation Program (FSPP) and NASASP objectives within Title 40 of the U.S. Code. Why is this important? The answers to that question are listed below:

- “What is in that bill that impacts surplus property?” Since January 3, 2021 we have been faced with over **9,000** bills introduced in the U.S. House and Senate (House 5,972 and Senate 3,095) and that does not include hundreds of amendments to existing bills. Some of these bills—worth trillions of dollars—are over 3,000 to 5,000 pages with provisions buried inside. There are hundreds of Committees and Subcommittees that conduct legislative actions. In other words, we review all these actions and, if applicable, target the issue, advise, and work with NASASP to implement solutions to protect the FSPP. One recent example is in a 5,000+ page funding appropriations bill in the House. One sentence was placed in the GSA FY2022 provisions that highlighted exchange/sale, which is the number one topic NASASP is pursuing this year to get priority of donations OVER exchange/sale. What was in that provision? The comment that “exchange” can result in “...savings to the taxpayer.” Really?
- “NASASP is the go-to group for Title 40 Donation Policy...” Over the years, we have targeted those Committees and Subcommittees in the U.S. Congress that consider policy, funding and objectives relating to our area of responsibility and jurisdiction. The GSA, SBA, VA, many other agencies, top professional staffs, counsels to key leaders in the U.S. House and U.S. Senate, as well as Members in the U.S. Congress have been educated to work with and heed the input of NASASP as it relates to the FSPP. A good example that we are undertaking now is bill HR3544. This bill has been long sought after by the refurbisher community to secure surplus IT equipment and computers, refurbish them, and donate them to various entities; such as the disabled, veterans, students, and others. NASASP has opposed such a bill for many years citing the importance of going thru the FSP donation program under Title 40, and to adhere to statute and regulations already in place. This year, the staff and leaders in the U.S. House are seeking NASASP input on language, revisions of drafts for the bill and other cooperate efforts. There are many such actions that take place, again, as being “vigilant” to FSPP impacts. Being recognized by new Members of Congress and new staffs as a go-to group for questions on the FSPP is a very important aspect to protecting and influencing.

Continued on next page

NASASP Government Relations Report

The NASASP Legislative Committee, along with the leadership of the recently elected NASASP officers, continues to provide a key component to SASP and NASASP awareness and vigilance on any Congressional or federal initiative that might impact operations for the FSPP. The new Chair of the Legislative Committee is Tim Bolles, Michigan SASP Director. The activities pursued in the government relations NASASP area are also a value-added service to the membership. These include:

- NASASP is educating and seeking support with Members and top professional staffs in the U.S. House and U.S. Senate on a priority passage into Public Law of a one-page bill that seeks to make sure GSA works with the FSP Program as a mandate rather than an “option,” and to secure donations’ priority over exchange/sale in accessing vehicles, equipment, and surplus property on GSAXcess—requiring transparency and availability for SASPs. Those SASPs seeking information on these priority issues within our draft bill can contact Tim Bolles or myself.
- Assisting the Veterans Committee and NASASP with detailed outreach contacts in a state-by-state listing of business organizations, such as the Chamber of Commerce leaders and top Veteran Service Organizations (VSO) in each state, such as the American Legion and VFW. Most VSOs do not know that a previous Public Law (PL113-26) permitted access by VSOs to FSPP. The effort to gather additional state contacts, so SASPs can further educate veterans who own small businesses regarding Public Law 115-416, will be ongoing throughout 2021. We will also make efforts to interact with the highest levels of SBA and VA on this project and to support NASASP in seeing that any issues are addressed.

The remainder of this year will be one of the heaviest periods of Congressional and governmental actions—we have not seen these huge multi trillion-dollar funding and policy bills on such a wide array of issues ever. The only corresponding period was at the beginning of the Coronavirus in 2020 with several health related and loan programs. The problem with large “omnibus” bills that run in the thousands of pages, as well as funding that transcends one Fiscal Year into three or four, is that many programs are impacted by Federal department and agency decisions. New funding might bring new acquisition and procurement availability resulting in larger amounts of federal surplus property—NASASP must have access to FSPP according to the statutes and regulations in Title 40 for donations so we can “Service the Public Good!”

For information, please contact John Chwat at johnchwat@mckeongrp.com or at (703) 963-2917.

NASASP Overseas Facilitator Report



Overseas Program back in full swing!

Over the past few months, NASASP Overseas Facilitator Randy Main has shipped eight Skytrak Forklifts. Over the past few years, he has shipped more than 30 of these units to many different SASPs. Shipments like these are the backbone of the Overseas Program. The most recent ones went to the SASPs listed below.

- West Virginia (2)
- Florida (1)
- Maine (1)
- Washington (1)
- Alabama (2)



Later this month, Randy will be traveling to Molesworth, England. This will be his first overseas trip to load since January 2020!

Thank you to all the SASPs that keep the Overseas Program going!

Interested in participating in the Overseas Program?

*Please contact Randy Main,
NASASP Overseas Facilitator, at
(207) 441-4044 or raminc@ramincmgt.net.*

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HELP US STRETCH YOUR BUDGET DOLLARS

Become a NASASP Associate Member!

The Federal Surplus Property Program needs your help and your voice. Read on to see how your organization can help.

Associate Members of NASASP are key players on the Federal Surplus Personal Property Donation Program team. Associate Members are typically people or organizations who receive surplus property (and thereby save money for the citizens they support) and have a keen interest in the Program. Municipalities, schools, and certain non-profit organizations receive millions of dollars' worth of heavy equipment, computers, office furniture and equipment, vehicles and much more through the Federal Surplus Property Program each year. Help us ensure the growth of this valuable program through your support of NASASP. Your \$39.00 membership fee supports the efforts of NASASP to increase the quality and quantity of surplus property available to you, and to open the program to other organizations that were not previously eligible to receive surplus property. For your \$39.00 annual membership fee, you receive:

- Certificate of membership denoting membership.
- Updates about changes to the program.
- Invitation to attend, as a nonvoting guest, the annual meeting of NASASP.
- The satisfaction of knowing that you are making a difference by joining.

NOTE: Membership in NASASP does not ensure your organization is eligible as a federal surplus donee. Only your State's SASP can determine eligibility.

Associate Membership Application

Membership is for one year from the month we receive your dues.

NAME _____		TITLE _____	
ORGANIZATION _____			
ADDRESS _____	CITY _____	STATE _____	ZIP _____
EMAIL _____		PHONE _____	

To pay by check: Complete the above information and send with your \$39 annual dues to: NASASP, P. O. Box 2134, Jefferson City, MO 65102. **To pay by credit card:** Visit www.nasasp.org and click on "Join NASASP."

If you have questions, please **contact** Karen Conn by email at AM.nasasp@nasasp.org or by phone at (806) 344-2209.

Interested in acquiring property for your organization?

Please visit www.nasasp.org and click on "Find My State" for complete contact information and a link to your state agency's website.

NASASP Officers & Staff

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Vice President	Tim Bolles (MI)	bollest@michigan.gov	(517) 241-3860
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Term = September 1, 2021 – August 31, 2022