NATIONAL ASSOCIATION OF STATE AGENCIES FOR SURPLUS PROPERTY

NASASP NEWS

www.nasasp.org *January 2024*

President's Inkwell

Hello SASPs!

I hope everyone had a wonderful Holiday season and the new year is off to a great start.

As I was preparing to write this message, I spent some time reviewing past newsletters to see what some of the prior Presidents had written. There is one common thread contained in almost all the messages: the importance of participation. NASASP is well into our 77th year of existence and that does not happen without participation from the members. Not everyone needs to be an Officer, although I have found it very rewarding. You can make an impact by participating on committees, responding to surveys, asking questions, and sharing answers for your fellow SASPs. NASASP is designed to work for the SASPs; so please participate and provide input when requested. The more we collectively put into it, the more we will all get out it.

You probably saw the recent email from Marilyn regarding the 2024 conference in Grand Rapids. She provided the DRAFT agenda and the registration form, including the hotel information (if you missed that email, you can find the information on our website www.nasasp.org. The conference is the week of July 15th, less than 6 months away! The Planning Committee has been working very hard to make this meeting a big success. We look forward to hosting you in Michigan this year and I can't stress enough the importance of attending the meeting. It is a great opportunity to hear information first-hand from our federal partners, network and trade ideas with other SASPs, interact with vendors, and provide your input for the direction of NASASP.

As a reminder to everyone, the Officers are here to serve the association and provide any assistance to the SASPs that we can, so if you have any questions or concerns, please let one of us know.

Thank you,
Tim Bolles
NASASP President

Interested in submitting a story for the next newsletter, a topic, or advertising in an upcoming newsletter?

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

Also featured in this newsletter:

- *Donee success stories from Texas, Missouri, Georgia, Ohio, Michigan, Mississippi, Nebraska, Maryland (pg. 2-9)*
- *2024 Annual Meeting Update (pg. 10)*
- *Corporate Sponsors (pg. 10-11)*
- *Florida & Michigan launch new donee portal (pg. 12)*
- *NASASP Government Relations Report (pg. 13)*

Donee Success Story

Bastrop County ESD #2 (Texas)

Bastrop County Emergency Services District #2 converted this 5-ton LMTV cargo truck (received in September 2020) into a brush truck. The District added several components including lights, air horns, decals, a tank, and new paint before putting it into action, as shown. The service charge paid for the truck was $6,000 with an original acquisition cost of $184,333. That is a savings of $178,333 compared to buying new!

(Before)

(After)

Submitted by Elyzabeth Perkins (TXSASP)

Attention SASPs: Remember the Technology Committee is looking for donee videos and ideas for marketing on the social media pages. Please submit to Marilyn Trachsel at marilyn.trachsel@nasasp.org.

Donee Success Story

Gateway Youth Aeronautics Foundation (Missouri)

For two decades after September 11, youth's interaction with air travel began to degrade. No longer were non-flying passengers allowed in certain sections of the airport, let alone to see the plane. Gone were the days when the general public interacted with airports without tickets in hand. When Joe Steimann saw that a whole generation had experienced a disadvantage to other generations to air travel, he knew that he had to do something about it.

As an air travel enthusiast, and former military, he decided to form an organization dedicated to teaching youth about aviation. Located in the St. Louis area, he cleverly named the organization the Gateway Youth Aeronautics Foundation. Garnering support from donors, he obtained an airport hangar at Creve Coeur, Mo, where he was able to house a small museum and simulators for youth interactions.

Joe was no stranger when it came to surplus property. In fact, he had been involved with other organizations who utilized the Federal Surplus Property Donation Program. He knew that the Missouri State Agency for Surplus Property would be a great partner with the foundation.

"We have utilized it for tools for our organization, a heating system for our building, a go-kart that hauls individuals around the airport, a helicopter for display, and most currently, a working helicopter," Joe said.

Steimann's eye was towards property that would further the foundation's mission. Furthermore, he also obtained simulators that would bring a richer learning experience.

In early 2023, Joe was able to obtain the most recent helicopter through a federal property reimbursable program. While the helicopter obtained was not in total working order, he had plans to not only get it operational, but also use it for training purposes. After paying a service charge of $150,000, he, along with the organization mechanic Faith Ortega were able to get the Bell Aircraft Model B flying again.

"The organization was fortunate enough to include an aviation mechanic that was able to get the helicopter operational," Joe said regarding Faith.

With an operational helicopter, the organization can offer a wider range of experiences and learning opportunities, especially for youth who have no other way to be introduced to flying. "We are trying to be that missing puzzle piece to bridge the gap," Faith said.

Joe introduced Faith to MOSASP, who instantly began to reap the benefits. Yet, the benefits are really for the youth. "Everyone is sharing the love of aviation with the kids," Joe said.

- Submitted by Lee Ann Blythe (MOSASP)

Donee Success Story

New Ventures, Inc. (Georgia)

Mike Wilson of New Ventures Inc. in LaGrange, GA received an 86' JLG boom lift from NASA Kennedy space center in late December 2023. The original acquisition cost was $47,500 but New Ventures paid a service charge of only $4,500.

New Ventures is ""A community organization that provides soft-skills training and employment opportunities for persons with disabilities and other barriers that may prevent them from getting a job. Basic soft-skills needed for successful employment are learned through real work and incentive-based training stipends. New Ventures program graduates have a reputation for being among the best employees ever hired by business and industry."

Submitted by Tashika Wells, (GASASP)

Scioto County Engineering Office (Ohio)

Ohio SASP was able to donate this roller to the Scioto County Engineering Office in Southern Ohio. The Original Acquisition Cost was $82,595.00. We only applied a Service Charge of $1,750. Unbeknownst to us and the Donee, the unit location was listed in Ohio but it was actually located in Wisconsin. After discussing it with Scioto County Engineering Office, they still wanted to pursue acquiring the unit. We lowered the Service Charge to reflect the cost they were going to incur transporting it to the Southernmost part of Ohio.

(Before)

(After)

Submitted by Mark Young (OHSASP)

Donee Success Story

Pearl Beach Construction Company (Michigan)

This barge "The Beaver" was allocated to Karl Dornburg with Pearl Beach Construction Company. Pearl Beach Construction Company is a Service Disabled Veteran Owned Small Business (SDVOSB) and has been with the program for 2 and a half years. They are located in Clinton Township, Michigan.

Karl reports "We use the barge for state and federal construction projects on the Great Lakes. For example, the Minnesota Department of Transportation Solicitation # 1052579, geotechnical and environmental drilling for the Blatnik Bridge Project, as seen in the photos."

The barge is 100' long and 32' wide, with a deck crane and living quarters. The barge was acquired from the National Park Service. Pearl Beach Construction paid a service charge of only $10,367.65 while the acquisition cost was $103,676.54.

"This program has allowed us to acquire equipment that would normally be outside of our budget" Karl said.

Submitted by Camie Miller (MISASP)

Donee Success Story

Grenada School District Campus Police (Mississippi)

I would like to share my experience with MS Surplus Property. I serve Grenada School District as Transportation Director and Campus Police Chief. I always go by and check the warehouse when I am close to Jackson. I have acquired many items that Grenada School District could not afford without the surplus property program. Many of the items that I have purchased are items that are not used every day, but invaluable when needed.

These are some of my favorite finds at Surplus Property.

One of the first items we purchased was a military wrecker. We use it to move disabled buses around the lot as well as local break downs. The wrecker is also used to recover stuck maintenance equipment.

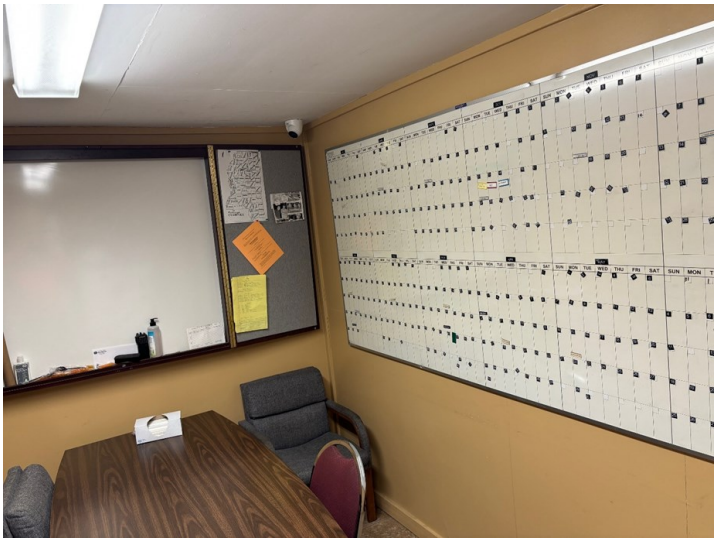
We bought a military dump truck when we were demoing an old building. It is very useful for athletic field maintenance as well.

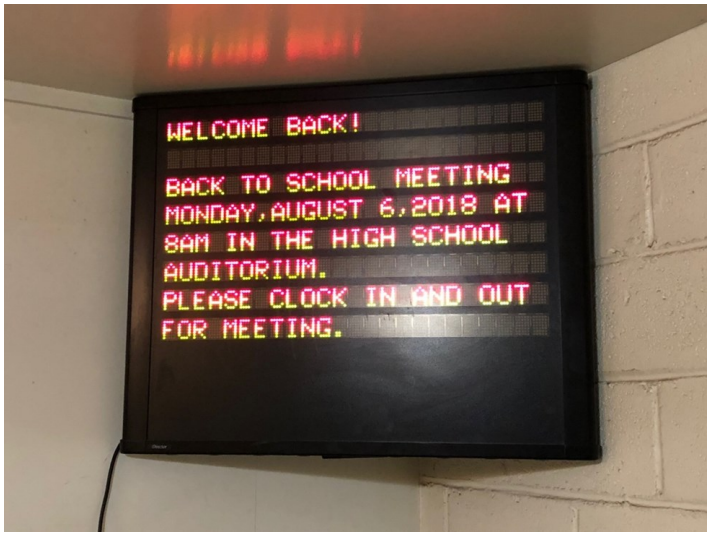
We bought a light plant that had an electrical issue. With help from our maintenance department, we converted it to LED flood lights. The light plant came from the military, and despite having many hours on the unit, it performs flawlessly. Having the ability to light up dark areas at special events supports site security and the safety of the guest on our campus. Several years later, we purchased another light plant that came from a military ship. It was converted to LED's and provides a tremendous amount of light.

We purchased a Hyster forklift, with extended forks. Most people would not understand the sheer number of items we have to unload at our schools. The trucking companies appreciate the added support and time savings from having the lift. It has been a back saver.

We bought a ton of furniture, everything from chairs, conference tables, desks, filing cabinets and whiteboards.

(Continued on next page)





Donee Success Story

Grenada School District (continued)

We purchased a 4X4 Chevrolet Diesel with a service bed that we use every day in the transportation department. It was an older model but had very low miles. From what we could tell the Forest Service had acquired it from the military (it was painted white, but the OD Green was visible in places) before they decommissioned the truck. It has served three governmental agencies, and still has a lot of good use left in it. We have purchased several service bed 4X4 trucks, that are used in maintenance daily.

One of my personal favorite items acquired from surplus property is a portable four post lift. Unfortunately, I cannot lift a bus inside the shop, but as you can see in the picture, it makes service from under the bus much easier. I feel our technicians being more comfortable will perform better inspections and service.

You must be creative and have an idea of how your organization can utilize the equipment and other items that may be available at surplus property. I am always excited to check the new arrivals at surplus property. You never know what may be available, so make sure to check in often. Most items are ready to use upon delivery, but some require a little tender loving care. The ability to repair most of the items in house, saves Grenada School District a tremendous amount of money.

The rough figure of the items I have purchased from Surplus property over the years is about $35,000 and that is approximately ten percent of the actual cost. It is not feasible for Grenada School District to pay $350,000 for the acquired items that are not used every day. Surplus property is a resource that allows us to be good stewards with taxpayer money and acquire equipment that saves our employees time and allows them the ability to perform jobs safely and more efficiently.

I appreciate the staff MS Surplus Property, Nichole, John, Alan, and Burnette (sorry, can't remember other peoples' names) for always being helpful and sharing information about items available at the warehouse.

Submitted by Benji Britt
(Grenada School District Campus Police Chief)

Donee Success Stories

Lincoln Airport Authority (Nebraska)

This portable loading ramp was obtained by the Lincoln Airport Authority, Maintenance Division through the Nebraska SASP. It was acquired from DLA DS Colorado Springs, Ft. Carson, Colorado. The original acquisition cost was $17,300 and they paid NESASP a service charge of only $3,500.

The ramp will be used to load and unload their equipment and vehicles used to maintain the airport and its runways. Lincoln Airport Authority has used the donation program for years and appreciate the budget saving items they have acquired at the NESASP.

- Submitted by Brad Frandsen (NESASP)

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.

Health Empowerment Network of Maryland, Inc.

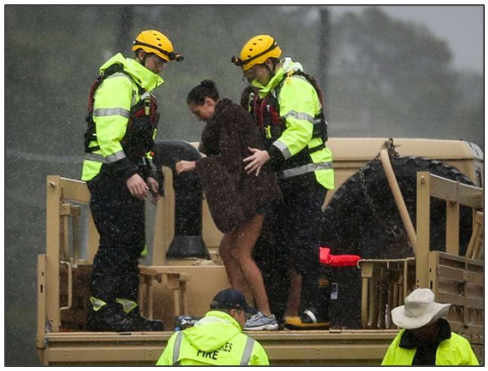
Health Empowerment Network of Maryland located in Seat Pleasant, MD, is a non-profit community-based medical practice which takes healthcare to the point of need. Their latest development is The H N U - One, an advanced 5 G-enabled Telehealth Command Bus. This state-of-the-art bus provides confidential, comfortable, and convenient digital and equitable telehealth services. With the latest technology in cyber security, data encryption, and HIPAA-compliant subscription software, the H N U - One offers safe and secure remote access to telehealth services for patients and consumers with limited or no internet services.

The H N U- One is our flagship telehealth command bus, obtained from the USDA NIFA in Columbia SC and through the Federal Surplus Property Division within the Maryland Department of General Services. Most of the onboard technology was supported by a grant through the Statewide Office on Broadband, an agency under the Maryland Department of Housing and Community Development, a partner in our efforts to achieve digital equity and inclusion.

Submitted by Rose Odametey (MDSASP)

Donee Success Story

Timber Lakes VFD (Texas)



The Timber Lakes Volunteer Fire Department proudly serves the citizens of Southern Montgomery County every day. Occasionally, the need arises to extend evacuation and rescue missions to neighboring communities in emergency situations such as 2017's Hurricane Harvey. Thanks to the proactiveness set forth in the VFDs emergency preparedness plan, the department obtained its first LMTV cargo truck one week before the devastating floods ensued. With barely enough time to paint department identifying markings on the truck, the truck became part of a lifesaving mission as a high-water rescue vehicle for hurricane victims. The khaki-colored truck with simple "TLVFD" lettering painted on the front, rescued over 300 people during the catastrophic flooding event. The following year, the department obtained an additional LMTV from the TX SASP to supplement its high-water rescue fleet. Both trucks have since been outfitted with emergency equipment, lights, decals, and completely repainted. Chief Josh Kennedy told program staff, "By having these units, we have been able to save more people out of dangerous areas much faster and more efficiently." The total service charges paid for these high-water rescue trucks was $12,000 compared to an original cost of $281,054 when purchased brand new.

That is a savings of $269,054 and, even more importantly, over 300 lives!

The TX SASP has awarded Timber Lakes VFD 1st place for best use of federal surplus property!

Submitted by Elyzabeth Perkins (TXSASP)

NASASP Annual Meeting Fast Approaching

NASASP's 77th Annual Meeting will be held in Grand Rapids Michigan, July 15-18, 2024. Planning Committee members Marie Leedom (NE), Damien Hargrove (VA), Joshua Foster (IL), and Scott Harrison (AK) are working with Committee Chair Hattie King (ID) to make this a valuable meeting. They are currently working on the agenda so if you have suggestions for discussion topics, send them to hattie.king@adm.idaho.gov or marilyn.trachsel@nasasp.org.

Go to our website www.nasasp.org for the most up-to-date agenda, a link to book your hotel room, and a registration form. We look forward to seeing you in Grand Rapids!

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FLORIDA AND MICHIGAN SASPs LAUNCH NEW DONEE PORTAL

On December 15, the Florida SASP launched its new surplus property donee portal. The new portal serves as a comprehensive platform with new features that simplify processes and expedite results for clients such as public agencies, non-profits, and veteran-owned businesses who receive donated federal surplus property through SASP.

The Florida Legislature appropriated $360,000 across the 2021-2022 and 2022-2023 fiscal years to fund the donee portal modernization. The new portal streamlines the processing of requests, provides quicker access to data, and aids the division in adhering to General Services Administration (GSA) compliance standards. Through the automation of previously time-consuming processes, SASP staff are now able to devote more time supporting donees and managing program areas. The time to complete manual tasks such as invoicing has been reduced from six hours to one, and the application process has been expedited from 30-45 days to 30 minutes, in some cases.

The portal also acts as a centralized communication hub where donees can directly interact with SASP staff, providing them with a more transparent experience and direct access to their account details for the Federal Surplus Personal Donation Program. The need to travel for site inspections has been eliminated, saving approximately $2,500 in travel costs and 40 hours of time that staff now spends in the office. To further minimize potential issues, the portal was designed with the capability to integrate with other systems or operate independently.

"Throughout the development of the donee portal, Florida SASP actively sought guidance from GSA to ensure that each element complied with program regulations," **said Kelly Ferrel, FL SASP Business Manager** "This new tool stands as a testament to the commitment of FL SASP towards efficiency, compliance, and improved service delivery."

The Florida SASP is committed to providing donees with the highest quality customer care and service delivery.

The State of Michigan Federal Surplus program launched its new donee Portal in mid-December of 2023. The new portal will allow federal surplus staff to manage all operations electronically, saving a significant amount of time and eliminating the need for paper documents. Donees will also benefit from the new system, as they will be able to apply for and update their applications, submit property requests, and manage and upload all documents required for compliance purposes. Additionally, donees will be able to view donations following GSA approval and allocation, as well as receive invoices directly from the system.

The portal will simplify and streamline all the federal day-to-day processes, providing donees with a true sense of control when managing their accounts.

"This new system represents a significant step forward for the State of Michigan Federal Surplus program, and we hope that it will make a positive impact on all those who use it" **said Tim Bolles, Michigan SASP Director.**

NASASP Government Relations Report

The Devil is in the Details

Is it possible a small amendment to a large bill by a congressman or two can impact the daily policies for SASPs within the statutes and regulations without most states even knowing it has been approved and passed into law during a very complicated process? You bet. In times past, during the U.S. House Armed Services Committee deliberations on the major National Defense Authorization, a 1,600+ page bill and over a billion dollars, several Members introduced language impacting the 1033 program, but these efforts never made it into a final bill. Similar amendments or language had been proposed over the years impacting Title 40 of the U.S. Statute and policies regulated by the General Services Administrator (GSA). Other legislation included changes in the way the Small Business Administration (SBA) and the Veterans Administration (VA) regulated Veterans who own small businesses access to donation. Without NASASP these would be introduced, passed and in law with little or no state impact. Several examples exist of bills introduced in Congress seeking to duplicate provisions that the Federal Surplus Property Program already provided for (they were killed) or seeking to revise Title 40 provisions (these were held up 5 years until NASASP language was approved). The VIGILANCE of the NASASP government relations program makes sure that of the thousands of bills introduced in the U.S. Senate and U.S. House and the thousands of Congressional staffers that advise 435 House and 100 Senators know that these actions are monitored and reported with a target of knowing the issue that impacts NASASP, making sure the right people are aware of NASASP positions, and making sure that the outcome supports and benefits the Federal Surplus Property Program.

The vigilance described not only involves legislation, but regulations proposed by federal agencies. Can a proposed change to Title 40 or any of the programs utilized by SASPs for donation be announced for public comment and without any comments from States go through the process and find its way into a final Rule that changes policy? You bet. Each day the Federal Register announces to the public those thousands of proposed regulations that each agency seeks to implement. NASASP is immediately involved in any regulations that might impact SASPs and this involvement includes identifying the regulation, seeking to create comments back to the agency, following up and securing support for the position, and, if not approved, seeking other means to address issues and revise accordingly. All of this requires constant monitoring and involvement—and the NASASP is doing the job for the SASPs in this regard.

In addition to legislation, Congress is actively involved each year in considering budgets and policies that impact Department and agencies, some of which touch on the Federal surplus property program. Over $1.6 Trillion Dollars are requested each year for federal government funding, and the details of this budget request will include policy changes and programs that impact SASP operations and objectives. Currently the GSA, SBA, DoD, and all other federal agencies are waiting for final approval of their Fiscal Year 2024 appropriations funding (FY 24 started October 1, 2023, so the allocation is four months overdue). In the thousands of pages devoted to funding Fiscal Year appropriations for GSA, SBA, or DoD there are numerous policy directives that Congress, in concert with the Administration, include in the final bills. While the process to fund the agencies takes almost a full year, many times "buried" in the legislation allotting billions of dollars will be language making policy, making comments on programs, and reordering priorities. Many times over the years, these small directives impacted the Federal Surplus Property Program. NASASP is connected to and knows how to influence the funding committees of the Congress which are so important in the operations of agencies.

Knowing who to contact at the right time to influence these "devilish details" is a critical aspect to successful NASASP activities. For example, GSA policies are under the jurisdiction of two major committees in Congress. First, the Senate Homeland Security and Governmental Affairs Committee, chaired by Sen. Gary Peters (D-MI) and the ranking minority member, Sen. Rand Paul (R-KY). There are 13 other Senators who serve on this Committee. All GSA related legislation is impacted by this Committee. The second Committee is the U.S. House, Oversight and Accountability Committee, chaired by Rep. James Comer (R-KY) and ranking minority member, Rep. Jamie Raskin (D-MD). There are 45 other House members who serve on this Committee. There are also two key funding subcommittees that approve the billions of dollars to GSA. The House Financial Services Appropriations Subcommittee, chaired by Rep. Steve Womack (R-AR) and ranking minority member, Rep. Steny Hoyer (D-MD) and the Senate counterpart, Senate Financial Services Appropriations Subcommittee, chaired by Sen. Chris Van Hollen (D-MD) and ranking minority member, Sen. Bill Hagerty (R-TN). The Members on these subcommittees (11 in the House aside from leadership, and seven in the Senate, aside from leadership) determine key GSA funding and policy directives each year.

Finally, the next ten months is a very critical time frame to make sure that mischief is not undertaken in small ways with large impacts on the Federal Surplus Property program. After President Biden's State of the Union on March 7th, the Fiscal Year 2025 federal budget will be given to Congress to complete. And with the primaries and Presidential and House races underway, these are very active times. As of now, over 46 House and Senate Members are retiring and we anticipate well over 80-90 new House and Senate Members in 2025.

The NASASP government relations activities make sure that the DETAILS in these "devilish" bills and regulations are identified and addressed if they seek to impact the Federal Surplus Property Program. There are very few 77+ year old associations that maintain this watchdog vigilance for their members — NASASP is one.

John Chwat can be reached at johnchwat@mckeongrp.com, cell (703) 963-2917

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.

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NAME TITLE

_____
ORGANIZATION

_____ _____ _____ _____
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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.

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