

REAL PROPERTY UTILIZATION AND DISPOSAL DIVISION (Region 4) NEWS

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Director's Corner: Happy New Year!



Rob L. Miller, Jr.

The staff of GSA's Real Property Utilization and Disposal Division in Atlanta (4PZ) wish you a very Happy New Year!

What? It's only November, you say. Well, to put it more specifically, we'd like to wish all of our customer agencies a very Happy FISCAL New Year! You've worked closely with us over the past 12 months to make our working relationship a resounding success, and we would like to extend our sincerest thanks to you.

Like the arrival of any New Year, the coming of the New Fiscal Year is a time of reflection. Traditionally, the New Year is a time to look back and evaluate what has happened over the past 12 months, identify ways to continue improving, and set new goals for the upcoming year. Because of your assistance, our staff is able to look back on Fiscal Year 2010 as a success, as we broke ground in our efforts to become the most customer-centric, knowledgeable, and value-added provider of solutions to your real property asset management needs. Looking back at Fiscal Year 2010, we've been able to identify many notable accomplishments, including:

- Our office met or exceeded all of our OMB-approved performance measures established to gauge our effectiveness in meeting the real property needs of our Federal agency customers and our ability to provide value to the American Taxpayer;
- We have conducted in-house or on-site training and presented at a number of agency conferences on a variety of real property topics to our Federal agency customers throughout Fiscal Year 2010;
- We provided direction to our customers on the impact of the new Presidential Memorandum, "Disposing of Unneeded Federal Real Estate --- Increasing Sales Proceeds, Cutting Operating Costs, and Improving Energy Efficiency."

To continue building upon the successful partnerships that we have developed with our customers, our staff has developed a set of goals, or "Resolutions", to guide us forward in Fiscal Year 2011. Our "Resolutions," for Fiscal Year 2011 include, but certainly are not limited to:

- Continuing assisting our Federal customers in evaluating the impact of the New Presidential Memorandum on their real property asset portfolios and assisting them in making informed asset management decisions. Please refer to the Presidential Memorandum on Page 4 of this Newsletter;
- Providing increased training opportunities on an expanding

array of real property topics. For additional information on training opportunities, see "4PZ Customer Focus Survey" and "GSA EXPO 2011" on page 4 of this Newsletter.

Whatever your own "Resolutions" may be for Fiscal Year 2011, or whatever your questions about how GSA's Real Property Utilization and Disposal Division may help you better keep those "Resolutions," our staff will be more than happy to discuss them with you. Contact our Atlanta office at 404-331-5133 to discuss your particular questions and needs with one of our many in-house real property professionals. We also encourage you to visit us on the web at:

<https://propertydisposal.gsa.gov>

Sincerely,

Rob L. Miller, Jr.
Director, Real Property
Utilization and Disposal
Division, Atlanta (4PZ)
General Services
Administration (GSA)

Customer Profile: The U.S. Coast Guard Real Property Program

The General Services Administration (GSA) works with a large number of different Federal agencies in a variety of different ways to assist those agencies in meeting their real property asset management needs. One agency that GSA has worked very closely with for many years is the



Charleston Light

United States Coast Guard (USCG). Their Real Property Program is very active in the management of their portfolio of assets, with very developed property acquisition and divestiture programs which

frequently utilize initiatives aligned with the National Historic Light Preservation Act (NHLPA) and GSA's Relocation Program. This can in certain instances allow a Federal agency to pay for the acquisition or construction of new facilities through a reimbursable arrangement with GSA funded through the disposition of existing property or facilities.

USCG's Real Property Divestiture Program is structured around the premise of, "Making More With Less," and is designed to leverage the Coast Guard's unique, though sometimes no longer fully utilized or non-mission critical, inventory of properties to supplement unfunded agency priorities. GSA has worked diligently with USCG in the past to achieve these aims and looks forward to continuing to do so. The Coast Guard's Real Property Program has identified a number of benefits to leveraging their existing real property portfolio to better support the agency's mission and priorities. These benefits include:

- Streamlining a plan to support facility requirement;
- Improving modernization;
- Supporting the agency's Capital Investment Plan;
- Minimizing political involvement;
- Reducing property liability;
- Rerouting of operational costs to most appropriate and functional real property;
- Allowing the Coast Guard to take advantage of lower divestiture costs today rather than higher costs in the future;
- Allowing the Coast Guard to maintain the highest value for their remaining assets;
- Generating financial proceeds for the agency.

Some notable projects which GSA 4PZ has worked closely with USCG's Real Property Program on in recent years include USCG's Richmond Housing in Miami, Florida, the Charleston Light property on Sullivan's Island, SC, and the Coast Guard's Cape Hatteras Housing / Old Group Facility in NC.

USCG Richmond Housing In 2006, GSA conveyed 39.45 acres improved with family housing units in Miami, FL, to Miami-Dade County for \$16.2 million under GSA's Relocation Program. OMB approved the transfer of \$10 million in relocation funds to the USCG Seventh District

specifically for moving their housing mission from Miami-Dade County to Grassy Key, FL. GSA assisted USCG, on a reimbursable basis, with acquisition of replacement properties, including procurement of title searches and land surveys, as well as facilitation of negotiations with property owners. In 2010, GSA and USCG continue in partnership to ascertain that the remaining relocation funds are expended and construction is completed to provide much needed housing for USCG personnel. The USCG received \$6.1 million in net proceeds from the sale which were deposited into the USCG Housing Fund.



USCG Richmond Housing

Charleston Light This 163 ft. lighthouse situated on 4.9 acres of ocean-front land was conveyed to the National Park Service through the National Historic Lighthouse Preservation Act (NHLPA). GSA assisted with the process of getting the property listed on the National Register of Historic Places, allowing NPS to apply for the light through the NHLPA process. A transfer ceremony in November 2008 highlighted the final step of GSA, USCG, and NPS working together jointly to make this unique property available to the community of Sullivan's Island. This ensured that USCG retained critical access to the Light itself, though divesting itself of substantial operational and maintenance costs associated with the property.

Cape Hatteras and Old Group This property consists of two installations abutting one another that have been vacant since 2005. The facilities are referred to as Cape Hatteras Housing and the USCG Old Group Facility. GSA has been working with USCG on the disposition of these assets for several years, exploring creative ways to assist in divestiture of the assets at optimum benefit to the USCG. GSA and USCG stand poised to proceed with the disposition of these assets either through special legislation earmarking sales proceeds directly to the Coast Guard or through existing authority granted to GSA by the Federal Property and Administrative Services Act of 1949.



Terri L. Peasley has recently assumed the role of Chief of Real Property for the Coast Guard and has provided leadership in that role to create a more centralized real property program for USCG, providing greater asset management visibility for the Commandant of the USCG and enhanced support for the agency's many operational, mission-critical facilities. 4PZ welcomes Terri to her new role. We look forward to continuing and building upon the great work that our agencies have done together in the past!

Customer Meetings with NASA at Marshall Space Center and Kennedy Space Center

Mr. Gabriel Head, Project Manager, and Ms. Debra Young, Project Manager, met with Ms. Debbie Hendon, Property Management Officer, at Marshall Space Center on Tuesday, September 21, 2010, to discuss 4PZ staff providing speakers and training to NASA staff at their annual Facilities Engineering & Real Property Management Conference, Nashville, TN, in Spring 2011.



4PZ staff (L) NASA Trey Carlson (R)

On Tuesday, September 28, 2010, Mr Rob Miller, Director, Real Property Utilization and Disposal Division (4PZ), Ms. Lori Dennis, Chief, Southern Branch (4PZ), and Mr. Gabriel Head, Project Manager, met with staff from NASA's Kennedy Space Center. Items discussed included the various real property asset management services that GSA may be able to provide to Federal customers such

as NASA. These services include Targeted Asset Reviews, Utilization Studies, Training, Environmental Due Diligence, Enhanced Use Leasing (EUL) Assistance, Appraisal Contracting and Review, and Disposal Option Studies.

Expert's Corner: ROE Wizard

Question: How do I fill out an SF-118 and accompanying Report of Excess (ROE) checklist?

Answer: Located on our Resource Center's (<https://propertydisposal.gsa.gov>) Federal Customer Agency page, the ROE Wizard walks Federal Agency customers through the process of reporting excess property to GSA. The ROE Wizard not only assists in completing required documentation to report property excess, but it also helps GSA be more green through the elimination of paper submissions. Once you have completed an ROE, you are able to electronically send it for concurrence (i.e. for specific Environmental or Historic signoffs) and electronic approval within your Agency. Once your Agency has approved the package, it can be sent to GSA electronically and also downloaded as a .zip file.

For more information please contact GSA's Laura Scaletti at 202-208-7583.

Kris Carson Speaks at USAID

On April 14, 2010, at the invitation of the United States Agency for International Development (USAID), GSA representatives Kris Carson, Project Manager of the Southeast Sunbelt Region, Real Property Utilization and Disposal Division (4PZ) and Nick Hufford, Asset Management and Valuations Division, Washington, DC, offered a presentation, to a delegation of high-ranking Serbian officials. The presentation centered around the role that Government can play in fostering growth in business and local economies.

During FY 2007, GSA engaged the support of Baltimore County, MD and key community stakeholders to aggressively market the Middle River Depot, a former 1.9 M SF B-26 bomber plant. With the strategic support of the community, the property sold for an unprecedented \$37.5 million. The redevelopment of the site still holds a great deal of promise. The owner is pursuing plans to revitalize the property to capture on the unique transit-oriented opportunities of the site.

The Serbian case study tour specifically featured the Middle River Station sale to illustrate the skills of local and Federal governments in fostering economic growth and employment by creating a business environment where the local private sector can flourish. GSA's project was used to increase Serbian Municipalities and the Serbian Ministry of Defense understanding and adoption of western valuation procedures. Additional benefits include development and implementation of a new paradigm based on mutual cooperation to enhance value; and monetary and economic development benefits to be realized from the disposition and reuse of surplus military properties. Contact Kris Carson, Project Manager at 404-331-2696.

GSAAuctions®

Going once, going twice, sold! A familiar cry heard by bidders at a live auction, GSA's online bidders now have a new site where they can bid on Real Property. In an effort to meet OMB's requirement that all Government websites be hosted on a .gov web address, GSA's Office of Real Property Utilization and Disposal has created a Real Property portal on GSAauctions.gov. The URL for the site that we can use for marketing purposes is <http://www.realestatesales.gov>. We partnered with the Federal Acquisition Service to get this new portal created.

GSAAuctions® will have the same functionalities as our current AuctionRP system and some new added features for our users. We are confident that this site will meet the needs of our customers.

NEW FACES



Carrie Smith



Jason Lu

On June 21, 2010, Property Disposal welcomed Carrie Smith. Carrie is a member of PBS' latest intern class. She is currently assigned to 4PZ's Administrative support team. Prior to joining GSA, Carrie spent twenty years serving in the US Army where she worked in communications. After her retirement, she worked for the Defense Finance and Accounting Agency where she served as a military pay clerk assisting service members and their families with financial issues. Carrie has a Master of Science degree in Management from Liberty University. Additionally, she has a Bachelor of Science Multi-disciplinary Major in Business and a Minor in Psychology, Liberty University; AS in Management, Maryland University; and AS in General Studies from Georgia Military College. Carrie lives in Augusta, Georgia with her husband and one daughter where she plays an active role in her community, church and civic organization. She has received numerous volunteer awards for her countless hours of volunteer service.

Jason Lu joined GSA's Real Property Utilization and Disposal Division as a Co-op in September, 2010. Prior to arriving in our office, he worked in the Georgia State, Gwinnett County Property Taxation sector for four years. Jason graduated with highest honors from Colorado Technical University, where he was granted an Associate's Degree in Business Administration and is still pursuing a Bachelor's Degree in Management. He hopes to begin working on an MBA in the near future. On a personal note, Jason speaks, reads, and writes both Traditional Mandarin Chinese and Korean. He is a great addition to our office and we hope that you will join us in welcoming him to our 4PZ family!

Our Staff:

To reach any member of our staff, dial (404) 331 and the four digit number after their name.

Rob L. Miller, Jr., Director -3107

Angela Risch, Deputy Director -1142

Peter Hotine, Realty Appraiser -2698
Cheryl Harvey, Property Disposal Support Spc.-2706
Jacquelyn M. Carter, Admin. Support Asst. -5133
Antionette Small, Admin. Contract Asst.-5133
Carrie Smith, Business Industry Specialist -2697

James Brandon, Chief, Northern Branch -2699
(territory includes Delaware, Maryland, North Carolina, Pennsylvania, South Carolina, Virginia, West Virginia)

Kris Carson, Realty Specialist -2696
Vitaliya Dashevskaya, Realty Specialist -2721
Clarice Flood, Realty Specialist - 2148
Louis Mancuso, Environmental Engineer -9451
Susan Webb, Realty Specialist -9610
Jason Lu, Realty Specialist (Trainee) -2368

Lori Dennis, Chief, Southern Branch -2363
(territory includes Alabama, Florida, Georgia, Kentucky, Mississippi, Tennessee)
Joe Crenshaw, Realty Specialist -0614
Elizabeth Dawson, Realty Specialist -9611
Gabriel Head, Realty Specialist -0298
Richard Mayhugh, Realty Specialist (865) 545-4032
Debra Young, Realty Specialist -3625



Helpful Links

<https://www.propertydisposal.gsa.gov>

Property Disposal's home page has links to all the properties available for sale to the public. Individuals can look at pictures of the properties, obtain general information about open houses and/or sales dates, download/print the Invitation for Bids for each property and access our online auction module.

Our Resource Center, located here, has a wealth of information available to our client agencies. You can find online forms, such as the SF-118, and a library of information on the disposal program. Federal and surplus screening notices are issued through the Resource Center.

www.auctionrp.com
Online bidders.



Presidential Memorandum



On June 10, 2010, President Barack Obama issued a Presidential Memorandum to the Heads of all Executive Departments and Federal Agencies entitled, "Disposing of Unneeded Federal Real Estate --- Increasing Sales Proceeds, Cutting Operating Costs, and improving Energy Efficiency". This Memorandum is a direct call to all Federal Agencies to apply solid asset management principles to the management of the Federal Government's real property inventory. GSA's Real Property Utilization and Disposal Division has heeded this call and is poised to play an important part in the implementation of the President's directive.

The new Presidential Memorandum charges the Director of the Office of Management and Budget (OMB), along with the Administrator of the General Services and the Federal Real Property Council, which was established pursuant to Executive Order 13327 (Federal Real Property Asset Management) in 2004, with working with Federal Agencies to develop Agency-specific guidance on meeting the requirements of the new Presidential Memorandum and Agency-specific

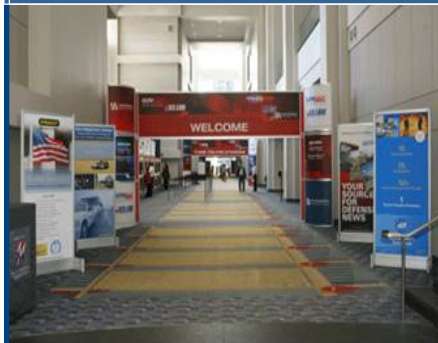
Memorandum and Agency-specific targets to achieve \$3 billion in cost savings by the end of fiscal year 2012.

President Barack Obama's new Memorandum, along with past legislation and directives, such as the previously mentioned Executive Order 13327 (Federal Real Property Asset Management), has greatly expanded the ways in which GSA can assist other Agencies with their real property asset management needs and, ultimately, with meeting the requirements of the Presidential Memorandum itself.

Whatever your questions about the new Presidential Memorandum may be or about how GSA's Real Property Utilization and Disposal Division may help you better manage your real property assets to meet it, our office will be more than happy to assist you in answering them. We encourage you to contact our Atlanta office at 404-331-5133 and discuss your particular questions and needs with one of our many in-house real property professionals.

GSA EXPO 2011

It's not too early to start planning!



**San Diego
California
May 10-12, 2011**

You can find out more information about GSA Expo at
<http://www.expo.gsa.gov>.
Contact the Expo hotline at
(888) 272-5565 or e-mail at
expo@gsa.gov.

GSA 4PZ Customer Focus Survey

GSA's Real Property Utilization and Disposal Division in Atlanta offers a variety of real property asset management solutions to assist you in better meeting your Agency's

mission-critical objectives. Having worked with your Agency in the past, we value our relationship with you and need your help in identifying ways we can better serve you in the future. The survey is designed to help us identify which of our services are of most value to you and the ways we can assist you with the management of your agency's real property inventory.

To access this survey, please click on the following link:

<http://www.surveymonkey.com/s/66P93CC>

After completing the survey, please submit your information by clicking the "Done" button.