

GSA

REAL PROPERTY UTILIZATION & DISPOSAL DIVISION (Region 4)

Fall 2011

GSA's Zero Environmental Footprint (ZEF): We Make It Happen

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We have been talking a great deal lately both in government and in the private sector about sustainability and sustainable practices. It's almost impossible to read a newspaper or attend a real estate conference without seeing or hearing references to sustainability. One Webster definition for sustainable practices is, "using a resource so that the resource is not depleted or permanently damaged."

GSA has embraced its role in helping federal agencies implement sustainable practices. In September 2010, GSA Administrator Martha Johnson issued a policy stating, "GSA will continually reassess its operations to wring out waste, eliminate pollution, and align all of its activities to deliver a Zero Environmental Footprint." It further stated that "GSA will increase recycling across its inventory of Federal buildings."

Throughout this newsletter, you'll see examples of how Real Property Utilization and Disposal (RPUD), by its very nature, supports sustainable practices.

Recycling or repurposing federal buildings for new productive uses are sustainable practices which are both cost efficient and value added. When the federal government no longer has a mission need for a federal building or land, GSA's RPUD staff find new missions for each property. The holding agency reduces its environmental footprint and operating costs for its underutilized real estate assets and, in many cases, these properties may be acquired for public purposes at discounts up to 100%, sold to states and local governments via negotiated sale, or sold to the public at market value. For more information, visit us online at

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



Rob L. Miller, Jr.
Director, Real Property
Utilization and Disposal

4 PZ Disposal & Utilization Project Highlights

The Southeast Sunbelt Region's Real Property Utilization and Disposal Division marketed and conducted a live call auction on July 14 for two U.S. Army properties in Pittsburgh, Pennsylvania. Eleven bidders were on hand for two auctions that garnered high bids in excess of \$2 million, which was higher than the appraised fair market value. The client, the Corps of Engineers, was thrilled with the auction results.

Additionally, the Southeast Sunbelt Region's Real Property Utilization and Disposal Division also recently sold the Point Pleasant Depot through an on-line auction. The Depot is located north of the town of Point Pleasant, West Virginia, two miles north of the confluence of the Kanawha and Ohio Rivers, on the east bank of the Ohio River.

The purchaser of Point Pleasant Depot is Appalachian Railcar Services (APR) and as their name implies they are involved in the maintenance and repair of railcars. The Depot has railroad access and rails that extend to several of the major storage buildings. APR intends to utilize this property to expand their operations, thereby, increasing employment within the local region.



Pittsburgh, PA



Pittsburgh, PA



Point Pleasant, WV





REAL PROPERTY UTILIZATION & DISPOSAL DIVISION - FALL 2011

Mr. Reddy Supports RPUD Sustainability Program



Shyam Reddy, Regional Administrator of the General Services Administration in Region 4, who is a proponent of GSA enterprise-wide sustainability, spoke with Real Property Utilization and Disposal (RPUD) regarding his support and interest in Disposal's Sustainability efforts. Mr. Reddy says, "My message to GSA's stakeholders, both in the Real Estate industry and elected officials, is that we are promoting the re-use of buildings, meeting our sustainability mission-- instead of tearing down buildings. We are big on renovating and rehabilitating, and in the case where we need to dispose of a building, we want to put them to their highest and best use by giving them to cities for Public Conveyance purposes or to get them to the private sector for good commercialization, for use as economic development properties."

One such example Mr. Reddy cites is RPUD's recent disposal of the Greensboro Federal Building (IRS Building), in North Carolina. The building was disposed of by way of Public Building Conveyance and obtained by the City of Greensboro for use as the Greensboro Police

Headquarters. This disposal provided a win-win for both government entities. GSA realized a cost avoidance of nearly \$8 million in protection, maintenance, and capital improvements, while supporting GSA's sustainability goals through immediate reutilization of a viable asset. The City of Greensboro will use the building to encourage economic development by creating a highly visible Police Headquarters presence in a vital part of the business community. The building will provide an operational base for patrol, serving Greensboro's Central Business District. To commemorate this success, Mr. Reddy and Rob Miller, Director, RPUD, traveled to Greensboro where Mr. Reddy spoke during the Ribbon Cutting Ceremony for their new Police Headquarters.

Mr. Reddy further proclaimed, "GSA is the disposal arm of the Federal Government and the lever that we control is our ability to help reduce our debt and deficit, while also giving us a chance to preserve our historic infrastructure...put properties to the highest and best use and giving the private and the public sector an opportunity to take advantage of the Federal

Government's most valuable Real Estate."

When asked about the President's goal of a \$3 billion costs savings on civilian real property by the end of fiscal year 2012, referencing the unused properties on the books, Mr. Reddy stated, "They are a liability and GSA's RPUD plays a very vital role in helping clean that balance sheet up." Mr. Reddy is in full support of RPUD's program and looks forward to opportunities to further educate the private sector in an open public forum.



Greensboro Ceremony

Outleasing Pilot Program

The Real Property Utilization and Disposal Division (RPUD) has been conducting an outleasing pilot program on behalf of the Portfolio Management Division for Federal Building/Courthouses in Dothan and Opelika, Alabama.

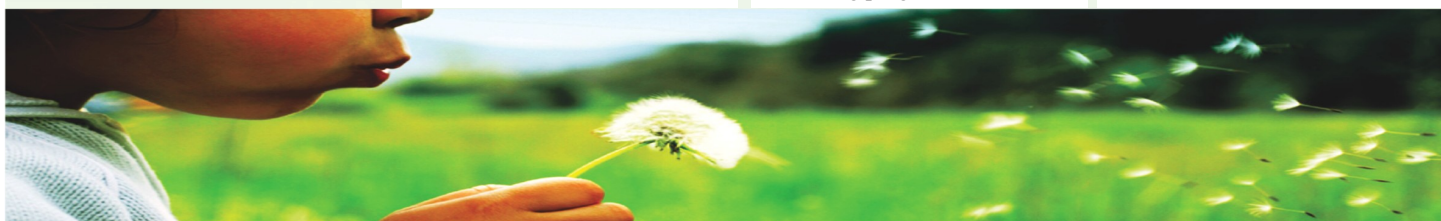
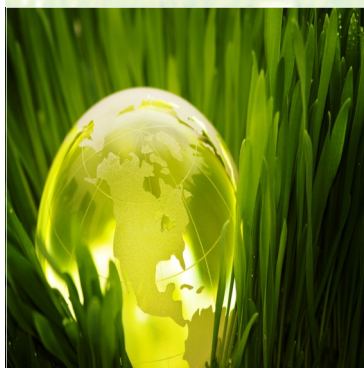
GSA has within its portfolio a significant number of historic Federal Buildings/Courthouses located in small markets that

have been significantly impacted by vacancies resulting from federal agencies' evolving missions. Because they are small markets, there is little to no back-fill options and the primary remaining tenants are the Federal Courts, who use their space intermittently.

To offset the operating costs for partially-filled buildings a pilot outleasing program was

developed by RPUD. The program consists of a three-step tenant hierarchy marketing effort first targeting local and state government organizations and concluding with private sector users.

The project manager for the outleasing pilot is Joe Crenshaw.





Welcome Aboard

REAL PROPERTY UTILIZATION & DISPOSAL DIVISION - FALL 2011

Jeneil Hunt, former Deputy Director of Real Estate Acquisition Division (READ), was detailed as the Acting Deputy Director of Real Property Utilization & Disposal (RPUD) in March 2011.

Her assignment to RPUD was recently made permanent effective in October. We are very excited to welcome Jeneil to RPUD.

During her time in READ, Jeneil served on several national teams to include the Data Accuracy Executive

Committee, National Broker Contract II Training Team, and the Commissioner's Core Training Curriculum Team. In her various positions, Jeneil has represented the government in matters of real estate both nationally and abroad. She played a significant role in the planning and execution of the 2004 President's G8 Summit, held in Sea Island and completed an assignment in Bonn, Germany working with Deutsche Post, where she worked with the Real Estate team responsible for the strategic allocation of operational sites in Europe.

Jeneil is an Advanced Leadership Development Program graduate and she also graduated from the Excellence in Government Fellows Program.

Jeneil received her Bachelor of Arts Degree in Mathematics from Mills College and Masters of Business Administration from the University of Phoenix. Also, Jeneil has volunteered with Girls, Inc. and CareNet Pregnancy Center in the past. Outside of work she is an avid reader, piano player, a fitness guru, and an inspirational speaker.



Jeneil Hunt
Deputy Division Director

GSA and USCG announces sale of *Cottages at the Cape*

BUXTON, NC - GSA will manage the sale of the USCG Cape Hatteras Housing Complex on behalf of the United States Coast Guard.

The picturesque setting of Cape Hatteras National Seashore and historic Cape Hatteras Lighthouse form the backdrop for this property consisting of 45 housing units situated on 7.96 acres with 23 separate buildings. This unique investment opportunity is comprised of 24 two-bedroom units, 14 three-bedroom units and 7 four-bedroom units. Each unit

boasts ample storage, closet and cabinet space with a screened porch and open deck located off the first floor.

Connected by bridge to the northern Outer Banks and long prized as a vacation and resort destination, Cape Hatteras has seen dramatic growth in the last several years. Many of the Island's remaining properties have been targeted by developers for luxury vacation rental homes. In addition to the National Seashore and Lighthouse, the area is prized for such nature attractions

as the 3,000 acre Buxton Woods, a maritime forest known for hiking beneath a canopy of towering oaks.

The competitive online auction opens October 24, 2011 to investors via the website <http://www.RealEstateSales.gov>. A minimum starting price of \$2.5 million has been established. The Government will be seeking the highest return to the taxpayers. To learn more about this unique investment opportunity, contact Kris Carson at 404.331.2696 or at kris.carson@gsa.gov.



Region 4 PBS Intern Training Session

Real Property Utilization and Disposal had the honor and pleasure of hosting the closing session for the 2011 class of Public Buildings Service (PBS) Interns 13-14 September 2011.

The highlight of the two day training session was the Summit Federal Building tour conducted by the Building Manager Rod Grant. He addressed issues and concerns that were documented

in the Target Asset Review (TAR) which is an asset management tool prepared by RPUD for client agencies. The tour highlighted some of the findings in the TAR, including unoccupied space, deferred maintenance, and asbestos.

Project Manager Susan Webb held a Mock Auction with the Intern class doing role play of the various activities that could

possibly occur during a live auction. The individuals selected for the various roles took their assignments very seriously and actively participated in the auction process. RPUD would like to thank all Public Buildings Service Divisions who helped to make the training event a success.





REAL PROPERTY UTILIZATION & DISPOSAL DIVISION - FALL 2011

Real Property Utilization & Disposal Division (4PZ) Directory

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GSA Training Conference and Expo 2012

The GSA Training Conference and Expo 2012 will take place May 15-17, 2012, at the Henry B. Gonzales Convention Center in San Antonio, Texas.

As GSA's signature training conference and exposition, this event is specially designed to benefit federal, state and local government employees and military members who make or influence procurement decisions. The GSA Training Conference and Expo provides you with opportunities to build your acquisition knowledge, network with hundreds of experts, and meet with GSA vendors.

Experience the service, innovation and value that GSA has to offer. Plan now to attend the GSA Training Conference and Expo in 2012!

Training Offered:

- The ABC's of Real Property Disposal
- Personal and Real Property Disposal Move/Relocation Responsibility
- Effectively Disposing of Environmentally Challenged Real Estate

- Effectively Disposing of Historically Challenged Real Estate
- Acquisition skills and essentials
- Workforce development
- Strategic programs, initiatives and partnerships
- Product and services
- Procurement methods
- Levering the power of online tools and resources

**San Antonio, Texas
May 15-17, 2012**



For more information, please visit GSA Expo website:
<http://www.expo.gsa.gov>
or contact the Expo at
(888) 243-0706 or expo@gsa.gov

Property Disposal can assist with your asset management needs.

<https://propertydisposal.gov>



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Congratulations to Vitaliya Dashevskaya who was recently selected in September, 2011 as a Realty Specialist, GS-13, within the Northern Branch, RPUD. Vitaliya began her career with GSA in 2005, after graduating from Georgia State University with a Bachelor's Degree in Real Estate. While with GSA, she went on to receive a Master's Degree from Kennesaw State University in Business Administration. Since her tenure within the Division, Vitaliya has managed the disposition of several complex properties with the most recent being the negotiated sale of the Harley O. Staggers Federal Building located at Morgantown, West Virginia to the Monongalia County Commission.

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