



## *News Release*

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**For More Information:**

Dena Potter

Director of Communications

Office: 804-786-0282

Mobile: 804-356-5508

dena.potter@dgs.virginia.gov

# **State Agencies, Localities Benefit from Deeply Discounted Surplus Items from Fort Monroe**

*~ Underutilized office furniture repurposed for public use ~*

**FORT MONROE, VA** – The Department of General Services (DGS) and Fort Monroe Authority today hosted state agencies and localities from across Virginia for a unique opportunity to purchase high-quality, gently used office furnishings at dramatically discounted prices. The open house at Fort Monroe, organized by the DGS Office of Surplus Property Management, was intended to promote reuse of the furniture, which saves taxpayer dollars and keeps the items out of landfills.

Over 260 representatives from agencies and localities across Virginia chose from over 3,200 pieces of furniture contained in six former U.S. Army Training and Doctrine Command (TRADOC) buildings. The furniture was included in the transfer of property from the Army to the Commonwealth when Fort Monroe was deactivated in 2011.

The items were available at prices between 60 and 90 percent less than standard retail prices. Attendees chose from a variety of cubicles, large conference tables and desks for \$50 each, desk chairs for \$25; and smaller items for \$10.

“While this event featured office furnishings, the Office of Surplus Property Management works with agencies and localities every day to find the items they need for pennies on the dollar, whether it’s much-needed musical instruments for schools, kitchen equipment for state prisons, or heavy machinery for local governments,” said **Chris Beschler, Director of the Department of General Services**. “Every dollar saved on these necessary items is a dollar that these public entities can spend fulfilling their missions.”

**Fort Monroe Authority Executive Director Glenn Oder** added: “The Fort Monroe Authority is responsible for repurposing these historic structures, and removing the furniture provides a benefit to the communities that need it and advances our goal of repurposing the buildings. This was such a shot in the arm that we need to see what sold and what’s left and decide our next steps.”

“As the furniture is being moved out, you can start to envision the exciting possibilities for the future within these historic walls,” added **Secretary of Administration Nancy Rodrigues**, who helped facilitate the sale.

When state and federal agencies no longer need items, the Office of Surplus Property Management oversees the distribution to other public bodies, eligible nonprofit organizations and, in some instances, the general public. Usually, items are either brought to one of the surplus warehouses in Richmond or Wytheville or sold online. This was the first time the Office of Surplus Property Management worked with an entity to host an open house where public bodies could shop on site. By eliminating the need to transport the items to the warehouse, the Surplus Property program was able to offer even deeper discounts. State surplus items, such as the furniture at Fort Monroe, are offered first to public bodies. As such, the sale was not open to the public.

“Being a public school system, money is really tight,” said **Charles Ward, Director of Procurement and Property for Richmond Public Schools**. “The furniture we have has been with us for 30 to 40 years, if not longer. This is a cost-effective means for us to replace it.”

**Prin Cowan, a program administer for the state Motor Vehicle Dealer Board**, bought a large conference table and 14 chairs. She said: “We probably saved thousands of dollars. We’re sad that these buildings closed, but we’re happy to repurpose this stuff.”

Eighty percent of the money raised goes back to Fort Monroe Authority. The remainder goes to the Office of Surplus Property Management, a self-funded, non-General Fund program.

Cadets from Hampton University ROTC programs were on hand to assist shoppers.

Find out more about the surplus property program by visiting the DGS website at [www.dgs.virginia.gov](http://www.dgs.virginia.gov). the Fort Monroe Authority is online at [www.fmauthority.com](http://www.fmauthority.com).

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