

State of Minnesota



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Arden Hills Facility



Surplus Distribution Center



Fleet Services



Fleet and Surplus Services

Provides vehicles and related services and surplus property services for state and local government

- **Vehicle leasing services for state government and political subdivisions**
 - **life cycle management**
 - **maintenance management**
 - **fuel management**
- **State and Federal surplus property available for agencies**

Impacts of current economy

- **All leases will be reviewed for accurate life cycle terms to benefit budget decisions.**
- **With budget cuts and limited dollars purchasing new may not be a viable option.**

- **1,650 leased fleet vehicles**
- **Self sufficient business – No General Fund appropriation**
- ***Individual vehicle life cycles help agencies control fleet costs***
- **Assist in agency compliance with State and Federal fleet requirements for fleet and surplus property operations.**

Results

- **Reliable equipment for agency to carry out their missions**
- **cost effective state fleet and surplus property operations**
- **Increasing use of alternative fuel**
- **Auction program returns much needed revenue to agencies**

What are we trying to accomplish?

- **Surplus Services**

- Assist our customers redistribute surplus public assets in a responsible fashion for the fiscal and environmental benefit of Minnesota.
- Bring the best value to the state from property that has been declared surplus through re-use, transfer or public sale
- Reassign or dispose of surplus property quickly
- Follow the laws, rules, and guidelines that have been set out for the disposal of state property

• Fleet Services

- Help agencies meet transportation needs as cost effective as possible
- Assist state agencies with
 - fleet management planning
 - implementation
 - ongoing review
- Provide state agencies with a complete vehicle package including:
 - acquisition
 - insurance
 - maintenance/repair, fuel
 - and disposal.

Fiscal Year 2012 Summary

Surplus Property Disposal

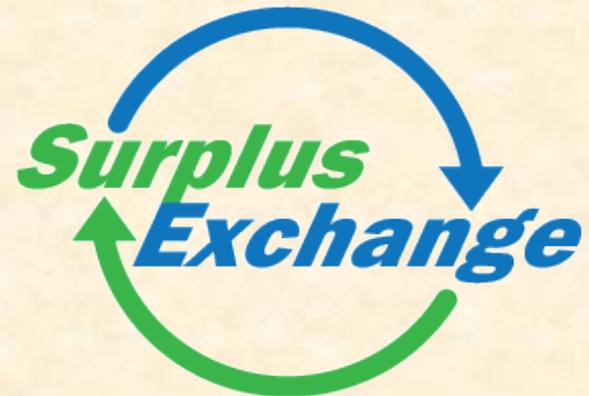
- 8,500 Items re-purposed through distribution center
- Distributed \$2.6 Mil of Federal Property
- 652 Computers re-used
- 12 Live Auctions Held
- Approximately 4180 lots sold by live and on-line auctions
- 8.8 million dollars returned to agencies

Fiscal Year 2012 Summary

- Fleet Services
 - 354 New Vehicles Purchased
 - 334 Life Cycle Changes/adjustments
 - 270 Vehicles Sold
 - Provide fleet services to 150 state agencies and political subdivisions

How is State Property Reassigned?

- Agencies will notify us of needs
- Disposition Requests
- **NEW** - Surplus Exchange Program on Website
- Agencies/Eligible Organizations will visit our facility



How is State Surplus Property Sold?

- Live auctions
 - Approximately 12 auctions per year
 - At Arden Hills facility and/or outstate Minnesota
 - Private vendor auctions
- On-line auctions
 - State run MinnBid or other on-line auction programs
- Sealed Bid Sales
 - Unique or special purpose items
- Negotiated Sales
 - With other governmental units
- Buyers will visit our facility
 - Distribution Center open daily



Auction Admin Fees

- 10% on items selling for up to \$4,000 and 8% on items selling for \$4,001 and up. The admin fee is capped at \$1,000.
- Surplus Services keeps first \$50 of all on-line auction sales.

Guide to State Property Management

The guide to State Property Management is available on the Surplus Services website at

<http://www.fss.state.mn.us/propertydisposal.html>



STATE OF MINNESOTA PROPERTY MANAGEMENT

A USER'S GUIDE TO MANAGING:

- Capital Assets
- Software for Internal Use Only
- Infrastructure
- Sensitive Items

Live Auctions











Trivia!!

What DNR asset is the most dangerous item sold?







MinnBid Online Auctions

- Surplus Services started using MinnBid in October 2008 expanding the use of online auctions
- To date 5113 items have been sold using MinnBid Online.



MinnBid Online Auctions

- Since October 2008:
 - 18,827 Registered Live and Online Bidders
 - Over 200 agencies signed up to use MinnBid.
 - Sold approximately 12 Million dollars in surplus property
 - Given approximately 11.1 Million dollars back to agencies.
- In FY 2012
 - 1526 lots were sold
 - 3.3 Million dollars given back to agencies

MinnBid Visitors

- In FY2012 over 505,236 visits to MinnBid
- Visitors from all 50 states and dozens of countries

Visits	Pages / Visit	Avg. Visit Duration	% New Visits	Bounce Rate	
505,236 <small>% of Total: 99.40% (508,300)</small>	3.03 <small>Site Avg: 3.03 (0.06%)</small>	00:02:42 <small>Site Avg: 00:02:42 (0.04%)</small>	25.83% <small>Site Avg: 25.87% (-0.14%)</small>	24.56% <small>Site Avg: 24.59% (-0.12%)</small>	
Primary Dimension: Region City Metro Other ▾					
Secondary dimension ▾ <input type="text"/> <input type="submit" value="Q"/> advanced <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>					
Region	Visits ↓	Pages / Visit	Avg. Visit Duration	% New Visits	Bounce Rate
1. Minnesota	414,753	3.03	00:02:39	25.31%	24.12%
2. Wisconsin	20,646	3.05	00:02:57	26.07%	28.20%
3. North Dakota	10,453	3.06	00:02:39	24.58%	25.34%
4. Illinois	7,392	3.15	00:03:02	30.80%	25.53%
5. Iowa	7,112	2.88	00:02:54	19.38%	26.70%
6. Missouri	5,093	3.06	00:03:31	25.86%	28.75%
7. South Dakota	3,998	3.08	00:02:35	29.49%	19.71%
8. Nebraska	3,383	3.09	00:03:18	32.69%	30.59%
9. California	3,177	3.05	00:02:57	37.52%	23.42%

Benefits of Online Auctions

- Sell property on your schedule.
- No cost for transporting property to live auction sites.
- Exposure to 19,000 registered bidders.
- Bidders can bid from home.

Online Auction Process

- Property Disposition Request
- Email info to Surplus Services
 - Contact person
 - Lot description
 - Photos
 - Address
- Send the payment to Surplus Services for processing.



DWI & Drug Forfeitures



Tax Forfeitures







www.MinnBid.org



FSS Trivia

- What was the most interesting item that we were asked to surplus?
- How many gallons of fuel were purchased in FY2012 for Admin Fleet Vehicles?
- What is the highest auction bid ever awarded on MinnBid?
- How long did the longest running live auction last?

Thank you!

State of Minnesota
Department of Administration
Fleet and Surplus Services Division

www.fss.state.mn.us

www.MinnBid.org