

June 2014

POST *script*

AUSPL Special 2014 Conference Edition

**Congress Comes
to New Orleans!**



**EMCOR
Streamlines
Maintenance!**

**MANDATORY
“Real Estate
Conflict of Interest
Certification” Form**



2014 Conference At A Glance

- 400 Attendees
- 82 First-Time Attendees
- 60 Appointments for *Ask the Expert*
- 6 Educational Workshops
- 14 Board Members
- 18 Handouts in Resource Center
- 2 Congressmen came to the Conference
- 10 Exhibitors, including 2 New Participants
- 3,100+ Number of AUSPL members
- 3 Blackjack Tables, 1 Craps Table, 1 Roulette Table on the Steamboat Natchez
- 35 Number of people at Harrah's after party

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Our Conference continues to grow. This year was no exception as a record number of attendees in New Orleans gathered to discuss topics vital to postal lessors. I want to thank our members, exhibitors, sponsors and speakers who made the AUSPL Conference 2014 a huge success.



The General Session opened with Tom Samra and Karen LaFave from the US Postal Service talking about organizational changes within the Facilities Department, and keeping thousands of rural post offices open by reducing hours through the POSPlan. Gary Phillips, AUSPL V. P., moderated a discussion on maintenance with Michael Goodwin and Kim Barnes, both with USPS.



Two U.S. Congressmen added to the excitement this year. U.S. Representative Blake Farenthold (R-TX) Chair of the Subcommittee on the Federal Workforce and U.S. Postal Service, took time from the demands of Congress to brief us on the progress of postal reform. We were also fortunate to hear from newly elected U.S. Representative David Jolly (R-FL) with whom the AUSPL has worked with since 2011.

Our long-time friend Mark Strong, NLPM President addressed the group as well as newly elected NAPUS President, Anthony (Tony) Leonardi. Both talked about future challenges and the necessity for cooperation between all USPS stakeholders. And we always appreciate the light-hearted contributions of Postmaster Steve LeNoir.

We are adding to our office capabilities to meet the demands of growth. Mark Karolczyk will join us as the new Director of Operations in June 2014. Mark has done consulting work for AUSPL in the past and his familiarity with AUSPL makes him highly qualified to handle the many facets of our organization from daily operations to working with legislators in Washington.



Mark Karolczyk

I am reminded at every conference of the power of 3,100 voices speaking in unison. Let Washington know that leased post offices are not the cause of the financial issues at the USPS. We at AUSPL are here to help you send that message. Give us a call anytime.

Congress Comes to NOLA

Representatives Farenthold and Jolly visit AUSPL 2014

Ideally, postal lessors would like postal reform legislation passed that keeps buildings open “forever” at fair market value, but there’s not a lot of support for that in pending House and Senate legislation.

In 2011, we began pushing for postal reform, hired a lobbyist and met with members of Congress, who surprisingly were unaware and unfamiliar with the postal leasing program. “Today, we have legislative champions in the House and Senate who we can count on to be sympathetic to our cause and issues,” says Alan Suskey of Capitol Insight.

Congressman Blake Farenthold (R-TX) and Congressman David Jolly (R-FL) joined us in New Orleans to discuss pending postal reform legislation and to encourage lessors to continue to ask their Senators and Representatives to push for postal legislation. Rep. Farenthold is co-sponsor of the House bill and Rep. Jolly pledges to work for passage of postal reform.

Controversy exists in pending legislation, including Congressionally-mandated prefunding of retiree health benefits; frequency of mail delivery; curbside and/or cluster box delivery; closing rural post offices based on revenue; universal service, etc.

“We will continue to work with both houses of Congress to ensure their moratorium on closure language is included in the final product,” says Alan. “We have discussed a great deal about cluster boxes during this process, and in reality, post offices are big cluster boxes themselves. We will continue to work diligently and look forward to Hill Day this summer.”

To read summaries of the bills, go to www.auspl.com or call 800-572-9483.



Rep. Farenthold

Rep. Jolly

Discussing Postal Reform With Congressmen



Above: Rep. Farenthold with Jeff Wilson, Legislative Assistant.
Below: Rep. Jolly chats with attendee.



Clockwise from left: Mary Garrett, Jeff Wilson, Rep. Blake Farenthold, Morgan Wolaver, Jeff Hilst, Marian Moss, Byron Wilson, Maureen Goldsmith, Kyra Goldsmith and Scott Garrett enjoy breakfast together.



Florida constituents surround Congressman David Jolly. From left: Carol Parker, Marian Moss, Anthony Patete, Kim Backhaus, Rep. Jolly, Cleve Fair, David Cohen and Dr. James Engelage.

Tom Samra Reports Upswing in Package Delivery



Samra

“The Postal Service is in transition,” says Tom Samra, USPS Vice President, Facilities Headquarters. First Class Mail volume continues its slump and Congress needs to pass postal reform. “Every day, Postal Service management is on Capitol Hill asking for help so USPS can compete with Federal Express and UPS, he says. “We are not asking for special treatment; we just want to be treated like everyone else when it comes to mandated prefunding for retiree health benefits.”

Tom tells us its “very good news” that package

business is on the upswing. So good, Tom says that USPS may need to invest in more sorting equipment, infrastructure and buy new vehicles to meet demand. The popularity of online shopping and customers wanting “next day delivery” has USPS partnering with Amazon to deliver packages on Sundays in select markets across the country. In fact, when USPS delivers the “last mile” for Federal Express and UPS, it earns \$3.50 per package, and many such parcels are delivered to rural customers.

For a copy of Tom Samra’s full presentation, visit www.auspl.com or call 800-572-9483.



Clockwise from left - Denny Pottenger, Larry Schlager, Gary Poelstra, Keith LaShier, John Heeren, Mark Dattel, Tom Samra, Terry Phillips and Karen La Fave.

Conflict of Interest Certification Must Accompany All Leases

Karen LaFave, Manager, Facilities Real Estate Leasing, announces new **mandatory** “Real Estate Conflict of Interest Certification.” At each lease renewal, new lease negotiation or change of ownership, lessors must sign the form and return it within five days so it can be filed with the lease.



For a copy of this form, visit www.auspl.com or call 800-572-9483.

Stuff Happens. Is Your Building Covered?



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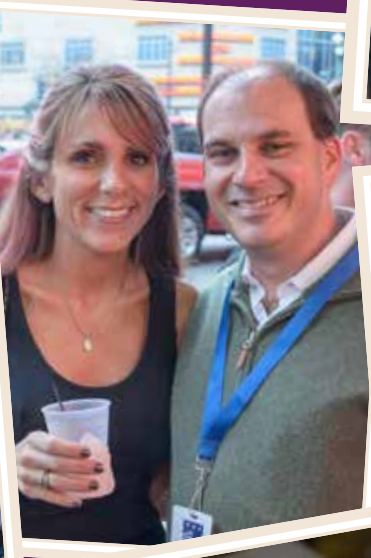
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This was my first AUSPL conference and I look forward to next year.

Thanks for all the new additions you have made to the conference



Love the new website - how it shares communications among lessors.



Networking is important to me - I am able to gain knowledge from others' experiences

What's Next for USPS?

National PM Presidents Look Beyond Universal Mail Service

POStPlan, postal reform, and the future sustainability of USPS are today's hot issues. "Our mutual goal as lessors and postmasters is to make the post office relevant to the needs of the populations it serves, and to do so through legislative action, selling products and services communities want and need," says NAPUS President Tony Leonardi. In addition to typical postal services, post offices could partner with financial institutions to offer basic banking services and distribute debit cards during national emergencies. The USPS Office of Inspector General reports partnering with financial institutions for these services could generate \$9 billion annually. "Wouldn't you like to go to the post office to renew your driver's license instead of the DMV?" continues Tony.

"Despite dwindling First Class Mail volume, USPS delivered about the same amount of mail last year as in 1987 to seven million *more* places and with 200,000 *less* employees," says National League of Postmasters President Mark Strong. We shouldn't assume POStPlan and Village Post Offices mean that post office buildings are unnecessary. According to Past President of the League, Steve LeNoir, post offices, vital to rural America, were never meant to be profit centers. And, the smallest 10,000 facilities cost less than 1% of the USPS annual budget. "We need to make sure the right bill gets passed so we're all making money and no one will be looking to close buildings," reports Tony. "We must remind Congress the USPS is an \$800 billion organization and employs more than seven million Americans," adds Mark.



Mark Strong explains POStPlan began with the change to US Code of Federal Regulations, Title 39, allowing USPS to staff a post office with any postal employee, not necessarily a postmaster.



Tony Leonardi says he believes the post office will play a critical role in the future viability of the Postal Service.



Steve LeNoir tells attendee Alyson Hughes that this October marks the completion of phase one of POStPlan.

Read more about the views of Mark Strong and Tony Leonardi at www.auspl.com or call 800-572-9483.



We're Not Done Yet!

2nd Annual AUSPL "Hill Day"

June 11 & 12, 2014

Help us drive home the message to Congress:
Leasing program adds value to USPS!

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EMCOR STREAMLINES Standard Operating MAINTENANCE

Michael Goodwin, USPS Manager, Facilities Repair and Alteration, and Kim Barnes, USPS Landlord Maintenance Program Manager, gave a general presentation about the new policies and procedures regarding leased facilities maintenance. Michael handles USPS responsible maintenance and Kim handles landlord repairs. About 50% of lessors are responsible for all maintenance, including HVAC and parking lots. Remember, become familiar with your maintenance rider and your responsibilities.

Here are some outtakes from the presentation, which is available on our website at www.auspl.com or give us a call at 800-572-9483.



AREAS OF EMPHASIS:

- ★ Streamline the time it takes to notify lessors of repairs.
- ★ Clean up backlog of aging projects.
- ★ Update landlord notification letters.
- ★ Improve internal and external communication.

THE REPAIR & ALTERATION TEAM:

- ★ Takes care of all USPS responsible repairs under the lease.
- ★ Current emphasis on health, safety, security and continuity of operations.

THE POSTMASTER HANDLES:

- ★ Maintenance issues for custodial, lawn maintenance, etc.
- ★ Calls EMCOR when the building needs repairs.

EMCOR REQUESTS LESSORS:

- ★ Update their contact information.
- ★ Keep the building safe and conduct annual inspections.
- ★ Prepare for emergencies such as hurricanes, tornadoes.
- ★ Have a list of local repair personnel.



Let's Talk!
Check out the new
AUSPL Mailbag
on the AUSPL website in
the 'Members Only' section!



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Back to School at Conference 2014



The question and answer periods of the workshops were invaluable

Helpful to hear about EMCOR requirements

Attendees obtain top-notch insight from prestigious workshop presenters. Visit www.auspl.com to download the workshop handouts or call 800-572-9483.

Ask the Expert

A new addition to the AUSPL Conference: Ask the Expert offered lessors a chance to meet with board members to discuss issues they had with their postal properties. Meetings were set for 15 minutes and lessors were encouraged to bring their pertinent paperwork to have an in depth conversation about the situation or problem. Our Board members collectively bring decades of experience to share with you.



My "Ask the Expert" session alone was worth the entire conference fee

A Special Thank You to AUSPL Conference 2014 Exhibitors

For more information on exhibitors, visit the Members Only section on our webpage.

APCU is the nation's largest postal credit union. It has worked with USPS and assists lessors with their post office and/or GSA facility financing needs. Margaret Glover or Steve Farley 770-921-7091 or 800-849-8436 or mglover@apcu.com

DRE Consulting. Karen Delamore has 37+ years of real estate experience and has completed commercial real estate transactions in 17 states for USPS and in the private sector. Karen Delamore 303-736-5570 or 303-917-8810 or kj.delamore@comcast.net

Eagle Consulting Services provides professional experience, knowledge and technical support for lessors, investors and contractors and helps in managing clients' real estate needs. John Doherty 888-993-9324 or eagles727@msn.com

First Oklahoma Bank is a full service commercial bank, owned and managed by experienced bank investors, directors and officers who understand lessors' needs and how to structure loans for them. Kevin Hutchins 918-392-2516 or kevin.hutchens@firstoklahomabank.com

GPW Real Estate Services, LLC specializes in development services for USPS leased and owned facilities and helps lessors with their leased facility management requirements. Mike Greenwood 877-814-1674 or www.gpwservices.com

ORMS helps lenders and real estate owners manage their environmental risks so clients can focus on their core business, customers and pursue new business opportunities. Derek Ezovski 860-306-9939 or dezovski@orms.com

Poelstra Properties specializes in all facets of real estate for USPS/GSA buildings, including lease negotiation and consulting services for postal lessors. Gary Poelstra 800-971-8090 or poelstra@pacbell.net

Post Office Realty has an inventory of properties for purchase and advises clients on financing resources, tax-deferred exchanges, property management resources and other issues for postal lessors. Dotty Collins & Brian Collins 830-608-1231 or dotty@postofficerealty.com

REAC is the premier firm in USPS and GSA real estate transactions ranging from lease negotiations to financing to maintenance issues. Tom Coe 800-405-7179 or www.postalrealestate.com



NEW: Greensboro, Denver FSO Offices are Sole Leasing Offices

In October, 2012, the Postal Service Facilities Department converted from a decentralized FSO structure to a centralized product line structure. Today two leasing offices: Denver and Greensboro “house” all Facilities Contract Technicians (FCT) and Real Estate Specialists (RES) under team leaders. Denver is considered “West” and includes Pacific, Western, and Southern Areas, Greensboro is considered “East” and includes Great Lakes, Northeast, Eastern, and Capital Metro Areas.

An FCT handles tax and CAM payments, change of ownership, rent checks, etc. while the RES helps lessors interpret their lease and answers questions. Additionally, they exercise renewal options for buildings with annual rents under \$25,000. CBRE handles lease renewal negotiations when the annual rent for the renewal option is over \$25,000 and all *new* lease negotiations.

Karen LaFave Oversees Leased Buildings, Lease Negotiations

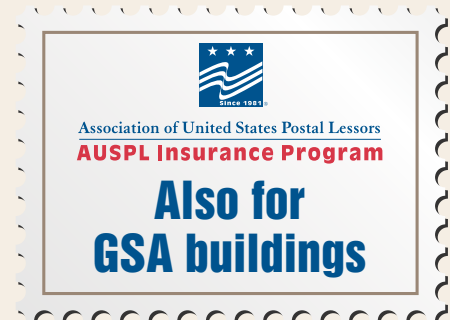
Karen LaFave, Manager, USPS Facilities Real Estate Leasing, manages all Postal Service leased buildings, including new lease negotiations and renewal options on expiring leases. Laureen Yamakido and Diana Alvarado are team leaders for the FCT and RES, respectively in the Denver office. Michael LeGrand and Rufus Hambright are team leaders for the FCT and RES, respectively at the Greensboro office.

Facilities Contract Technicians Contact Information Available Online

On our website, www.auspl.com, you will find contact information by district and state for all Facility Contract Technicians.



Karen LaFave, Manager, USPS Facilities Real Estate Leasing



LEASING POINTS OF CONTACT

The contacts below represent their FCT teams. Be prepared to provide your building’s name, finance number, address, city, state, ZIP Code, and your contact information.

Leasing – Greensboro Office	Leasing–Denver Office
Eileen King 201-714-7421 Eileen.T.King@usps.gov	Frances Elshahat 201-714-7414 Frances.Elshahat@usps.gov
Julie Banks 415-550-5122 Julie.A.Banks@usps.gov	Michelle Mohammady 415-550-5121 Michelle.J.Mohammady@usps.gov

Grand Isle, LA: The Post Office on Stilts

With an astounding 32,000 post offices across the U.S., variety pervades our postal network. After the 2014 AUSPL convention in New Orleans I explored the post offices (and the great local food) of the Bayou, meandering to where the land finally meets the Gulf of Mexico at the town of Grand Isle, Louisiana.

At the Grand Isle post office there is no first floor! Mail is brought up from the loading dock by elevator into the post office. An unusual forked stairwell brings you to the front entrance. Most striking is the 150-foot-long wood handicapped ramp that winds along the east side of the building, surely among the longest such ramps in the country.

Even if a post office isn't architecturally distinctive, its walls have stories to tell.

Visit www.postmarks.org to see 15,000+ postal photographs (images are copyrighted). Contact Evan at pmcc.webmaster@gmail.com.

By Evan Kalish



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Atlanta Postal Credit Union has money to lend for just about any worthwhile purpose - even for purchases of vehicles and equipment related to a business owned and/or operated by a member. The Credit Union also provides attractive post office mortgage, GSA, and business and investment property financing. We offer extremely competitive rates and we are well-positioned to assist you with your specific financing needs. So if you are thinking about adding a new vehicle, purchasing additional equipment for your business or financing a mortgage for business or investment property, call Atlanta Postal Credit Union first. You can reach APCU's Business Lending Center at (770) 921-7091 or toll-free at (800) 849-8436.

This credit union is federally insured by the National Credit Union Administration.



AUSPL

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JOIN NOW!

AUSPL educates & trains members via experts in managing their postal properties and provides an online forum called AUSPL Mail Bag where lessors can share experiences.

www.auspl.com

AUSPL Conference 2015 is Coming!

We are trying to nail down the location and dates.

We'll get back to you with details!



www.auspl.com



Vince and Kim Luongo, winners of two free conference registrations.

WINNERS



Chuck and Betty McCullum, winners of two nights at the Astor Crowne Plaza.