



**FREE**

**GOVERNMENT GIFTS**

**COMPUTERS – CELLPHONES - FURNITURE  
LAPTOPS – EQUIPMENT – MACHINERIES - ETC.  
FOR VETERAN / 8a SMALL BUSINESSES**

# YOU WILL LEARN:

- ❖ How small businesses can get FREE
  - ❖ Laptops, cell phones, furniture, equipment, etc.
- ❖ Who can get these surplus items
- ❖ How to save money by using surplus properties
- ❖ How to qualify as a business to get these free surplus properties
- ❖ How can 8a companies obtain surplus items
- ❖ What is the new veteran VSBEA Surplus Program
- ❖ How can public servants take advantage of this surplus program
- ❖ What is SASP and how to get SASP to give you items
- ❖ Can you resell these items and other guidelines you must adhere to
- ❖ How to get your business certified so you can use the surplus property program







## Links:

- ❖ GSAXcess <https://gsaxcess.gov/>
- ❖ GA Property Search: <http://ams5.incircuit.com/eams3/f?p=1031:1500>
- ❖ GA DOAS SASP: <http://doas.ga.gov/surplus-property>
- ❖ GA SASP Application: [https://service.doas.ga.gov/app/answers/detailopa/a\\_id/1278](https://service.doas.ga.gov/app/answers/detailopa/a_id/1278)
- ❖ Search for SASP: <http://www.nasasp.org/findmystate.html>
- ❖ SBA 8a certification: [www.certify.sba.gov](http://www.certify.sba.gov)
- ❖ Vet First Certification: <https://www.va.gov/osdbu/verification/>
- ❖ Capture Program: <https://www.CaptureManagement.org>
- ❖ GSA Auction: <https://gsaauctions.gov>
- ❖ GovDeals Auction: <https://www.govdeals.com>
- ❖ GA DOAS Auction: <https://www.publicsurplus.com/sms/georgiadoas.ga/list/current?orgid=49801>

# ABOUT YOUR INSTRUCTOR



**Abraham Xiong**

- ❖ Entrepreneur
- ❖ Small Business Advocate
- ❖ Founder of GCA
- ❖ Helped Companies Win **\$1Billion+**
- ❖ Trained 12,000+ Entrepreneurs
- ❖ Awarded: President Obama's  
Lifetime Achievement Award  
Global Humanitarian Award  
Goodwill Ambassador (Georgia)

# WHAT ARE SURPLUS PROPERTIES

- ❖ Managed by GSA <https://gsaxcess.gov/>
- ❖ If a federal agency no longer has a need for personal property, it declares the property excess property, and the property is then made available to all other federal agencies.
- ❖ If no federal agency claims the excess property within a certain amount of time (21 days) (14 days furniture or computers), it is declared surplus property
- ❖ The property is then transferred to State Agencies for Surplus Property (SASP)

# WHAT KIND OF EQUIPMENT ARE AVAILABLE?

- ❖ Cell phones
  - ❖ Laptops / Desktops
  - ❖ Office Furniture
  - ❖ Generators
  - ❖ Equipment
  - ❖ Almost anything
- 
- ❖ Link to search for properties:
  - ❖ <http://ams5.incircuit.com/eams3/f?p=1031:1500>

<a href="#">ADP Equipment Software, Supplies and Support Equip</a>
<a href="#">Agricultural Machinery and Equipment</a>
<a href="#">Books, Maps, and Other Publications</a>
<a href="#">Clothing, Individual Equipment, and Insignia</a>
<a href="#">Communications, Detection and Coherent Radiation Equipment</a>
<a href="#">Engines, Turbines, and Components</a>
<a href="#">Food Preparation and Serving Equipment</a>
<a href="#">Furniture</a>
<a href="#">Ground Effect Vehicles, Motor Vehicles, Trailers, and Cycles</a>
<a href="#">Household and Commercial Furnishings and Appliances</a>
<a href="#">Materials Handling Equipment</a>
<a href="#">Medical, Dental, and Veterinary Equipment and Supplies</a>
<a href="#">Metal Bars, Sheets, and Shapes</a>
<a href="#">Miscellaneous</a>
<a href="#">Office Machines</a>
<a href="#">Office Supplies and Devices</a>
<a href="#">Recreational and Athletic Equipment</a>
<a href="#">Refrigeration, Air Conditioning and Air Circulating Equip.</a>
<a href="#">Tractors</a>

# IS IT REALLY FREE?

- ❖ Yes... it's really free
- ❖ Regardless of the value... it's FREE
- ❖ Usually a small admin fee range: \$5 to \$50





# WHO CAN OBTAIN SURPLUS PROPERTIES?



- ❖ Gov't agencies
- ❖ Non-profits
- ❖ Educational Institutions
- ❖ Public servants
- ❖ Small Businesses



Public Agencies	Volunteer Fire & Rescue	Non-Profit Education	Non-Profit Museums	Non-Profit Health	Non-Profit Homeless
<ul style="list-style-type: none"> <li>✓ W-9 Tax form</li> <li>✓ Complete copy of minutes resolution or legislation from city council or county board</li> </ul>	<ul style="list-style-type: none"> <li>✓ Charter approved by proper Gov't authority</li> <li>✓ Proof of public funding for fire/rescue</li> <li>✓ Description of facilities: physical location, hours of operation, staff qualifications &amp; duties</li> </ul>	<ul style="list-style-type: none"> <li>✓ IRS 501c Ruling</li> <li>✓ Articles of Incorporation Bylaws</li> <li>✓ Detailed description of program/services offered/Curriculum</li> <li>✓ Description of facilities: physical location, hours of operation, staff qualifications &amp; duties</li> <li>✓ Credentials of instructors (2-3 individuals)</li> <li>✓ Copy of current license/ accreditation or approval</li> <li>✓ Number of individuals served annually</li> </ul>	<ul style="list-style-type: none"> <li>✓ IRS 501c Ruling</li> <li>✓ Articles of Incorporation Bylaws</li> <li>✓ Detailed description of program/services offered</li> <li>✓ Hours of operation &amp; number of individuals served annually</li> <li>✓ Letter (on official letter-head) indicating 1 (one) full-time employee works 40 (forty) hours a week or 2 (two) part-time employees work 20 (twenty) hours a week</li> <li>✓ Description of facilities: physical location, hours of operation, staff qualifications &amp; duties</li> <li>✓ Inspection Agreement (signed)</li> </ul>	<ul style="list-style-type: none"> <li>✓ IRS 501c Ruling</li> <li>✓ Articles of Incorporation Bylaws</li> <li>✓ Detailed description of program/services offered</li> <li>✓ Number of individuals served annually</li> <li>✓ Description of facilities: physical location, hours of operation, staff qualifications &amp; duties</li> <li>✓ Copy of staff certifications (2-3 individuals)</li> <li>✓ Copy of license/permit from DHS</li> <li>✓ DHS contract (if available)</li> </ul>	<ul style="list-style-type: none"> <li>✓ IRS 501c Ruling</li> <li>✓ Articles of Incorporation Bylaws</li> <li>✓ Detailed description of program/services offered include number of individuals served annually</li> <li>✓ Description of facilities: physical location, hours of operation, staff qualifications &amp; duties</li> <li>✓ Current letter from City/County Official saying that they <u>recognize and refer</u> individuals to this organization</li> <li>✓ Letter (on official letter-head) stating at least 51% of people served are considered Homeless</li> </ul>
Non-Profit Impoverished	Non-Profit Older Individuals	Non-Profit Other	SEAs Service Education Activity	VSOs Veteran Service Organization (FOR VETS ACT of 2013)	SBAs Small Business Administration
<ul style="list-style-type: none"> <li>✓ IRS 501c Ruling</li> <li>✓ Articles of Incorporation Bylaws</li> <li>✓ Detailed description of program/services offered including number of individuals served annually</li> <li>✓ Must state how the organization determines financial eligibility</li> <li>✓ Description of facilities: physical location, hours of operation, staff qualifications &amp; duties</li> <li>✓ Current letter of certification from Govt. Official that recognizes current program</li> <li>✓ If Daycare: license required</li> <li>✓ If Community Action Program: Block Grant required</li> </ul>	<ul style="list-style-type: none"> <li>✓ IRS 501c Ruling</li> <li>✓ Articles of Incorporation Bylaws</li> <li>✓ Detailed description of program/services offered including number of individuals served annually</li> <li>✓ Letter (on official letter-head) stating at least 51% of people served are considered Elderly</li> <li>✓ Copy of Older Americans Block Grant or Community Services Block Grant (if applicable to your organization)</li> </ul>	<ul style="list-style-type: none"> <li>✓ IRS 501c Ruling</li> <li>✓ Articles of Incorporation Bylaws</li> <li>✓ Detailed description of program/services offered</li> <li>✓ Description of facilities: physical location, hours of operation, staff qualifications &amp; duties</li> <li>✓ Number of individuals served annually</li> </ul>	<ul style="list-style-type: none"> <li>✓ Charter or Recognition as an entity of a national organization</li> <li>✓ Number of individuals served annually</li> <li>✓ Narrative description of services offered and facilities</li> </ul>	<ul style="list-style-type: none"> <li>✓ Proof of recognition by Veteran's Affairs under Title 38 U.S.C 5902 (charter)</li> </ul>	<ul style="list-style-type: none"> <li>✓ Proof of approval as SBA 8A participant</li> </ul>
					<b>SBA VETS</b> Veterans Services (Veterans Small Business Enhancement Act of 2018)
					Coming Soon

# FREE Surplus Property Program for Small Businesses



- ❖ Congress created a special program for small businesses
- ❖ 8(a) Program participants
- ❖ Veteran Owned Small Businesses
- ❖ Certification is managed by VA/SBA
- ❖ Surplus property is managed by SASP

# SMALL BUSINESS ACT for 8a Companies

- ❖ The Small Business Act provides that eligible 8(a) Program participants are qualified to receive federal surplus property on a priority basis. 15 U.S.C. § 636(j)(13)(F).

**SBA**  
**8(a) Certified**



# Veterans Small Business Enhancement Act

- ❖ Veterans Small Business Enhancement Act of 2018 (P.L. 115-416) (VSBEA).
- ❖ The Small Business Administration (SBA) is in the process of implementing VSBEA, signed into law on January 3, 2019.
- ❖ <https://www.sba.gov/document/information-notice-veterans-small-business-enhancement-act-2018-faq>



# WHY IS THIS IMPORTANT TO MY BUSINESS?

- ❖ Free = Saves You Money
- ❖ Keeps Your Business Overhead Low
- ❖ Allows You to Bid at a Lower Price
- ❖ Makes You More Profit

# WHERE CAN I GET THESE SURPLUS ITEMS?

- ❖ State Agency for Surplus Property: SASP manages surplus properties
- ❖ Auction sites





# What is a SASP?

- ❖ SASP = State Agency for Surplus Property
- ❖ A SASP is a state agency responsible for distributing surplus property to eligible recipients, monitoring its use, and managing the future retention, transfer or disposal of the property, if appropriate.

# How is Surplus Property Transferred?

- ❖ Obtain your small business certification
- ❖ Apply to SASP, get approved
- ❖ Search for the properties you want
- ❖ Surplus property is transferred to your company by SASP
- ❖ Use the property to help your business to grow

# SEARCH FOR SASP CONTACT IN YOUR AREA

- ❖ Use this link to find your state SASP
- ❖ <http://www.nasasp.org/findmystate.html>



# NASASP



# GEORGIA SASP CONTACT

- ❖ Steve Ekin, Director
- ❖ Email: [steven.ekin@doas.ga.gov](mailto:steven.ekin@doas.ga.gov)
- ❖ Dept. of Administrative Services
- ❖ Surplus Property Division
- ❖ 200 Piedmont Ave. SE Suite 1802 West
- ❖ Atlanta, GA 30334-9010
- ❖ Phone: (404) 657-8544
- ❖ <http://doas.ga.gov/surplus-property>



**Department of Administrative Services**  
Improving efficiency, compliance and workforce performance

# LINK TO START THE APPLICATION WITH SASP

❖ GEORGIA BASED:

❖ [https://service.doas.ga.gov/app/answers/detailopa/a\\_id/1278](https://service.doas.ga.gov/app/answers/detailopa/a_id/1278)



# CAN I RETURN ITEMS

- ❖ NO RETURN POLICY
- ❖ NO REFUND POLICY



**No Return,  
No Refund  
Policies**



# HOW MAY SURPLUS PROPERTY BE USED?

- ❖ Surplus Property must be used by the 8(a)/VOSB participant in the course of conducting normal business operations
- ❖ **May not be sold** or transferred to any other party, including affiliates, until one year after the concern graduates from the 8(a) Business Development (8(a) BD) program identified in 15 U.S.C. § 636(j)(13)(F)
- ❖ If you are caught selling/transferring, you can **lose your certification**

# HOW DO I GET 8(a) CERTIFIED?

- ❖ Qualifications:
- ❖ Social & Economic Disadvantaged Program
- ❖ Minority owned business 51%+
  - ❖ Or Prove with a preponderance of evidence for non-minority owners
- ❖ Economic: Net worth <\$750K
  - ❖ Minus Retirement, Primary residence, Business Value
- ❖ [www.certify.sba.gov](http://www.certify.sba.gov)

# HOW DO I GET CERTIFIED AS A VETERAN BUSINESS?

- ❖ Vet First Program with VA
- ❖ Veteran Owned Business 51%+
- ❖ VOSB & SDVOSB (two programs)
- ❖ SDVOSB must have service related disability (1%+)
- ❖ Certification link:
- ❖ <https://www.va.gov/osdbu/verification/>



# IF YOU NEED HELP WITH CERTIFICATION



- ❖ GCA CAN HELP YOU GET CERTIFIED
- ❖ Let the expert do the hard work for you
- ❖ 8(a) \$6000 support fee
- ❖ SDVOSB / VOSB \$3500 support fee
- ❖ Discount to those in Attendance today
- ❖ Contact us at: 404-955-8080
- ❖ Email: [info@govcontractors.org](mailto:info@govcontractors.org)





# SURPLUS FOR PERSONAL USE

- ❖ If you don't qualify for certification
- ❖ If you want to buy surplus properties for personal use:
- ❖ <https://gsaauctions.gov>

## Former USCG Housing Jonesport, ME

Sale-Lot Number: BOSTN118009001

Sale Type: Online Auction

City, State: Jonesport, ME

Current Bid: 50,000 USD

Bidders: 1

Close Time: TBD

Time Remaining: TBD

Case #: ME-0695-AA

Place Bid

Add to favorites

Description

Bidding Details

Bid History

Item Location

BID DEPOSIT REQUIRED: \$10,000.00



# SURPLUS FOR PERSONAL USE

❖ <https://www.govdeals.com>



## Lot of iMac Computers



Make/Brand	Model	Quantity	Condition	Category
Apple	iMacs	1 Lot	Used/See Description	<a href="#">Computers, Parts and Supplies</a>

June 17, 2019, 08:12 PM ET P08

Auction Ends: 7/1/19 10:00 PM ET  
Remaining: 14 Days 1 Hr

**This item is subject to an auto  
[extension](#) of the auction end time.**

[Refresh Bid & Time](#)

Buyer's Premium: 7.50%  
Starting Bid: \$100.00  
Bids: [28](#)  
High Bidder: n\*\*\*\*l  
Current Bid: **\$4,000.00**  
Bid Increment: \$1.00  
Minimum Bid: \$4,001.00

[Terms and Conditions](#)

This auction is for 1 Lot of 62 iMac. There are 11- 21.5" late 2013 Models & 51- 27" late 2013 Models. Also, inc

# SURPLUS FOR PERSONAL USE

❖ <https://www.govdeals.com>

June 17, 2019, 08:17 PM ET P08

## 2015 Ford Taurus Police AWD



[More media](#)

Year	Make/Brand	Model	VIN/Serial	Miles	Title Restriction	Condi
2015	Ford	Taurus	1FAHP2MK0FG135877	48,922	No Title Restriction	Used/See D

Auction Ends: **6/25/19 11:45 AM ET**  
Remaining: **7 Days 15 Hrs**  
**This item is subject to an auto extension of the auction end time.**  
[Refresh Bid & Time](#)  
Buyer's Premium: **5.00%**  
Starting Bid: **\$1,000.00**  
Bids: **36**  
High Bidder: **b\*\*\*\*\*i**  
Current Bid: **\$5,550.00**  
Bid Increment: **\$50.00**  
Minimum Bid: **\$5,600.00**  
[Terms and Conditions](#)

2015 Ford Taurus Police AWD SEDAN 4-DR, 3.7L V6 DOHC 24V; utilized as a marked police vehicle in Virginia State Inspection until 9/19; Serviced on a regular basis. Dents, scratches, and damage caused from removal of police equipment as exp

NOTE: ONCE THE ITEM HAS BEEN REMOVED FROM THE SELLERS LOCATION; ALL SALES ARE FINAL. PLEASE REVIEW THE SELLER'S POLICY. THE BUYER IS RESPONSIBLE FOR LOADING AND REMOVAL.



# SURPLUS FOR PERSONAL USE

❖ Georgia DOAS Surplus:

❖ <https://www.publicsurplus.com/sms/georgiadoas,ga/list/current?orgid=49801>

## Auction #2363335 - Video Cameras

Current Price **\$487.00** (Reserve has been met) ?

Time Left **4 days 3 hours**

High Bidder **dbailey1998**

# of Bids **6**

First Offer **\$300.00**

Auction Started **Jun 14, 2019 7:38:29 AM MDT**

Auction Ends **Jun 21, 2019 9:30:00 PM MDT**

Note: This auction might extend ?







# DISCOUNT FOR CERTIFICATION SUPPORT

## ❖ \$1000 DISCOUNT

❖ 8(a)	<del>\$6000</del> support fee	<b>\$5000</b>
❖ SDVOSB / VOSB	<del>\$3500</del> support fee	<b>\$2500</b>

❖ Email: [info@govcontractors.org](mailto:info@govcontractors.org)

❖ Call: 404-955-8080

## 12 Week Training Program

❖ CCM: Certified Capture Manager Program

❖ [www.CaptureManagement.org](http://www.CaptureManagement.org)