



# January, 2004 Newsletter

## Excerpts From Postmaster General Potter's Comments To Govt. Affairs Committee

### Special points of interest:

- **Excerpts From Postmaster General Potter's Comments To Govt. Affairs Committee**
- Postal Service Exceeds Fiscal Plan, Net Income \$3.9 Billion
- New Phone Directory Of Nationwide Real Estate Managers.
- Bob Wilkes answers the most frequently asked questions by Lessors. Have a question: E-mail Bob at bob@parsell.net
- What's Happening on Capital Hill.
- Post Offices For Sale—Classified.

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TESTIMONY OF  
 JOHN E. POTTER  
 POSTMASTER GENERAL/CEO, UNITED STATES POSTAL SERVICE BEFORE THE COMMITTEE ON GOVERNMENTAL AFFAIRS UNITED STATES SENATE  
 NOVEMBER 5, 2003

As Postmaster General, ... I am pleased by the Commission's acknowledgement that the Postal Service's Transformation Plan is making substantial progress in adapting to an uncertain future...I have made the Plan the central focus of the Postal Service...

Many – in the Postal Service, the mailing community, and in Congress – have long recognized that the basic business model which guides the operation of America's mail system is becoming increasingly disconnected from today's reality. It is outdated and inflexible. The Postal Reorganization Act that created today's Postal Service in 1970 was predicated on the assumption – valid



for most of the last 33 years – that continually growing mail volume would result in continually increasing revenue. That revenue, in turn, would be sufficient to cover the costs of an expanding service network. This is no longer the case...

We are pleased that the President's Commission has reached a similar conclusion. The facts speak for themselves.....

Including our preliminary estimate for fiscal year 2003, mail volume has declined in each of the last three fiscal years, dropping close to six billion pieces from its peak. During the same

three year period, the number of addresses we serve increased by 5.2 million....

This combination of factors – declining mail volume contrasted with the costs of a still-growing service network – resulted in a net loss in two of the last three years. Cumulatively, those losses amounted to \$2.3 billion....

We agree with the Commission that collective-bargaining should include the ability of the parties to negotiate for benefits as well as wages. Because it is not our intention to reduce the benefits already enjoyed by current and retired Postal Service employees, benefit negotiations would affect only eligible employees entering the Postal Service following the conclusion of negotiations...

In short, on many key issues, the Postal Service and the Commission have a basic level of agreement... At the same time, as I have pointed out, many of the challenges are in the details.

As an example, in the area of governance, cont. pg. 3

## POSTAL SERVICE EXCEEDS FISCAL PLAN STAMP PRICES TO REMAIN UNCHANGED

FOR IMMEDIATE RELEASE  
 Contact: Media Relations  
 202-268-2155  
 December 9, 2003  
 Release No. 096  
 www.usps.com  
 WASHINGTON -- The Postal

Service announced today it exceeded its financial plan for Fiscal Year 2003 by \$300 million, despite declining mail volume and growing deliveries reflecting operational efficiencies employed during

the year. The Postal Service finished the year with a total net income of \$3.9 billion when the recently enacted change to retirement funding is incorporated.\*

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## From The "Hill"

108th CONGRESS

1st Session

**H. R. 3432**

To amend title 39, United States Code, to provide that the procedures relating to the closing or consolidation of a post office be extended to the relocation or construction of a post office , and for other purposes.

### IN THE HOUSE OF REPRESENTATIVES

**November 4, 2003**

Mr. BLUMENAUER (for himself, Mr. MANZULLO, Mr. MORAN of Virginia, Mr. SIMMONS, Mr. FARR, Mr. GREENWOOD, Mr. BEREUTER, Mr. FRANK of Massachusetts, Mr. HOLDEN, Mr. INSLEE, Mr. MOLLOHAN, Mr. SERRANO, Mr. UDALL of New Mexico, Mr. BROWN of Ohio, Mr. KANJORSKI, Ms. WOOLSEY, Mr. HOFFEL, Mr. HILL, Mrs. KELLY, Mr. ALLEN, Mrs. CHRISTENSEN, Mr. MURTHA, Mr. HOLT, Mr. FILNER, Mr. GEORGE MILLER of California, Mr. WAXMAN, Mr. WYNN, Mrs. MCCARTHY of New York, Mr. RODRIGUEZ, Mr. MARKEY, Mr. EVANS, Mr. RAHALL, Mr. OWENS, Mr. STARK, Mr. MCNULTY, Mr. LEWIS of Kentucky, Mr. LIPINSKI, Mr. THOMPSON of California, Mr. BAIRD, Mr. CLAY, Mr. ENGLISH, Mrs. EMERSON, Ms. KILPATRICK, Mr. ACKERMAN, Mr. FROST, Mrs. LOWEY, Mr. KUCINICH, Mr. DOOLEY of California, Mr. BOEHLERT, Ms. DELAURO, Mr. POMEROY, Mr. OSBORNE, Ms. CARSON of Indiana, Mr. SHAYS, Ms. ESHOO, Ms. BALDWIN, and Mr. COOPER) introduced the following bill; which was referred to the Committee on Government Reform

#### A BILL

To amend title 39, United States Code, to provide that the procedures relating to the closing or consolidation of a post office be extended to the relocation or construction of a post office , and for other purposes.



*Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,*

#### SECTION 1. SHORT TITLE.

This Act may be cited as the 'Post Office Community Partnership Act of 2003'.

#### SEC. 2. PROCEDURES RELATING TO THE PROPOSED CLOSING, CONSOLIDATION, RELOCATION, OR CONSTRUCTION OF A POST OFFICE .

(a) APPLICABILITY- Section 404 (b) of title 39, United States Code, is amended by redesignating paragraphs (2) through (5) as paragraphs (3) through (6), respectively, by striking '(b)(1)' and inserting '(2)', and by inserting before paragraph (2) (as so redesignated) the following:

'(b)(1) This subsection shall apply in the case of any proposed closing, consolidation, relocation, or construction of a post office .'.

(b) ADVANCE NOTICE- Paragraph (2) of such section 404(b) (as so redesignated) is amended to read as follows:

(2)(A) The Postal Service, before making a determination under subsection (a)(3) as to the necessity for a proposed action described in paragraph (1), shall, in order to ensure that local government officials and the persons who are (or

would be) served by the post office involved will have an opportunity to present their views, provide adequate notice of its intention to take such action with respect to such post office at least 60 days before--

(i) in the case of the proposed construction of a post office , the date of the determination under subsection (a)(3); or  
(ii) in the case of an action other than the proposed construction of a post office , the proposed date of such action.  
(B) The requirements of this paragraph shall not be considered met unless the notice--  
(i) has, by the deadline specified in subparagraph (A)--  
(A)--

(I) been hand delivered or delivered by mail to local government officials and the other persons required under subparagraph (A); and  
(II) been published once a week for at least 4 weeks in 1 or more newspapers regularly issued and of general circulation within the zip code areas which are (or would be) served by the post office involved; and  
(ii) includes a description of the action proposed to be taken with respect to the post office involved, a summary of the reasons for the proposed action, and the date on which such action is proposed to be taken (or, if the construction of a post office is involved, the proposed timetable therefor).'  
(c) CONSIDERATIONS- Paragraph (3) of such section 404(b) (as so redesignated) is amended

(1)in the matter before subparagraph (A), by striking 'to close or consolidate' and inserting 'to take a proposed action with respect to';

## Excerpts Potter comments, cont.

the Commission recommends significant changes to our governing board. The Governors of the Postal Service are today appointed by the President with the advice and consent of the Senate. The law requires that no more than five may belong to the same political party. This has allowed the Postal Service to enjoy bipartisan oversight for the last three decades.

We are concerned that the Commission's proposed new Board of Directors could change this. The President would appoint three Board members. They, in turn, would select the first eight independent Board members, with the concurrence of the Secretary of the Treasury. After that, independent members would be selected by the Board as a whole, with the concurrence of the Secretary of the Treasury. There would be no limits on the political affiliation of Board members, and only the President or the Secretary of the Treasury could remove them. This could result in a highly-partisan Board. Moreover, the Senate's current statutory role of "advice and consent" in connection with Board appointees would be eliminated...

The Commission proposes that this oversight be largely provided by a new Postal Regulatory Board, with discretionary policy authority in a wide range of areas, to replace

the current Postal Rate Commission, which has a more limited mandate...

Since the advent of collective bargaining in the Postal Service in 1971, there have been voices from all sides on whether postal wages were or were not comparable with private-sector wages, as required by current law. The Postal Regulatory Board would be charged with making a "comparability" determination that would presumably end that argument.

But the issue of comparability is dynamic and depends on economic factors and job skill requirements that can change with time and circumstances. A wage comparability determination made by an independent Postal Regulatory Board may inform periodic contract negotiations, but it is important to permit the Postal Service and its unions to engage in direct negotiations which balance the needs of all parties without requiring strict adherence to the results of any specific comparability determination.

The mail is today – and will remain for many years to come – a critical element of our nation's infrastructure. We believe there is a proper balance between increased flexibility for the Postal Service and an effective level of independent oversight. In achieving that balance, we have the opportunity to create a legacy of customer-responsive ser-

vice that serves everyone in our nation equally – and equally well...

Mr. Chairman, I have been asked for my vision of the Postal Service. We need a Postal Service that is incented to improve service and productivity. We need a Postal Service that is given the flexibility to reduce costs. We need a Postal Service that has the ability to implement rates that are responsive to the market and that will mitigate large rate increases that have become counterproductive. We need a Postal Service that has the ability to work with and treat customers as individuals with individual needs. We need a Postal Service where our products, services and systems are available to those we serve where they are located, not just where there are Post Offices. Finally – and importantly – we need to retain a motivated and informed workforce to provide universal service to every home and business in the nation...

These are excerpts from Mr. Potter's testimony of 11/5/03

## POSTAL SERVICE EXCEEDS FISCAL PLAN STAMP PRICES TO REMAIN UNCHANGED, cont.

Speaking at the monthly Board of Governors meeting, Chief Financial Officer Richard Strasser said that \$3.8 billion of the net income was used to pay down Postal Service debt. "These financial results are important to the American consumer and American business," said Strasser, "for they reinforce our confidence that we can hold current stamp prices unchanged until 2006."

Based on the audited financial results, the Postal Service had an unprecedented fourth straight year of productivity gains. Productivity was twice that anticipated by the financial plan.

"Recognizing early in the fiscal year the delayed economic recovery and its negative impact on mail volume, our managers adjusted resources, cutting another \$2 billion in costs," said Strasser.

He credited the year's success to Postmaster General John E. Potter's continued focus on implementing the Transformation Plan, the Postal Service's blueprint for the future. Without fanfare, Potter and his team have focused on the core business and encouraging managers to explore ways to reduce costs without impacting ser-

vice.

Independent surveys show unprecedented high levels of performance in on-time delivery and customer satisfaction. Workplace environment factors, evaluated by postal employees, have also improved significantly.

Total mail volume in 2003 dropped by less than one percent (600 million pieces). It was the second straight year that mail volume fell. Most of the loss in volume came from First-Class Mail, which underpins the Postal Service's universal service network.

## From The "Hill"



- Cont. pg 4
- (2) by striking `such closing or consolidation' each place it appears and inserting `such action';
- (3) in subparagraph (A)(i), by striking the semicolon and inserting `, taking into account (I) the extent to which the post office is part of a core downtown business area (if at all), and (II) the nature and the extent of any opposition within the community to the proposed action';

(4) in subparagraph (A)(ii), by striking `Service employed at such office ;' and inserting `Service';

(5) in subparagraph (A)(iv), by inserting quantified long-term' before economic'; and

(6) in subparagraph (A), by striking `and' at the end of clause (iv), by redesignating clause (v) as clause (viii), and by inserting after clause (iv) the following:

(v) any views or concerns expressed by any officials or other representatives of local government, including whether the proposed action is reasonable in light of local population projections;

(vi) consistency with the size, scale, design, and general character of the surrounding community;

(vii) whether all reasonable alternatives to such action have been explored; and'

(d) NOTICE OF DETERMINATION- Paragraph (4) of such section 404(b) (as so redesignated) is amended--

- (1) by striking `to close or consolidate' and inserting to take a proposed action (described in paragraph (1)) with respect to';
- (2) by striking `paragraph (2)' and inserting paragraph (3)'; and
- (3) by striking `office .' and inserting `office (including by posting a copy of such determination in the

post office or each post office serving the persons who will be affected by such action) and shall be transmitted to appropriate local officials.'

(e) ADDITIONAL REQUIREMENTS- Such section 404(b) is amended by adding at the end the following:

(7) In any case in which a community has promulgated any procedures to address the relocation, closing, consolidation, or construction of buildings in the community, and the public participation requirements of those procedures are more stringent than those provided in this subsection, the Postal Service shall apply those procedures to the relocation, closing, consolidation, or construction of a post office in that community in lieu of applying the procedures established in this subsection.

(8) In making a determination to relocate, close, consolidate, or construct any post office , the Postal Service shall comply with any applicable zoning, planning, or land use laws (including design guidelines, building codes, and all other provisions of law) to the same extent and in the same manner as if the Postal Service were not an establishment of the Government of the United States.

(9) Nothing in this subsection shall be construed to apply to a tempo-

rary customer service facility to be used by the Postal Service for a period of less than 60 days.

(10)(A) For purposes of this paragraph the term emergency' means any occurrence that forces an immediate relocation from an existing facility, including natural disasters, fire, health and safety factors, and lease terminations.

(B) If the Postmaster General determines that there exists an emergency affecting a particular post office , the Postmaster General may suspend the application of this subsection, with respect to such post office , for a period not to exceed 180 days.

(C) The Postmaster General may exercise the suspension authority under this paragraph with respect to a post office once for each discrete emergency affecting such post office .

(11) The relocation, closing, consolidation, or construction of any post office shall be conducted in accordance with applicable provisions of the National Historic Preservation Act.'

(f) TECHNICAL AND CONFORMING AMENDMENTS- Such section 404(b) is amended-

(1) in paragraph (5) (as so redesignated) by striking take no action to close or consolidate' and inserting take no action described in paragraph (1) with respect to'; and

(2) in paragraph (6) (as so redesignated)--

(A) by striking `to close or consolidate' and inserting to take any action described in paragraph (1) with respect to'; and

(B) by striking `paragraph (3)' and inserting paragraph (4)'.

# Nationwide Listing of Real Estate Managers

**Arthur E. Strange, National Manager, Real Estate Facilities Headquarters United States Postal Service**  
**4301 Wilson Boulevard, Suite 300**  
**Arlington, VA 22203-1861**  
 TEL# 703-526-2852 FAX 703-526-2701  
 Email: arthur.e.strange@usps.gov

**Bryan F. Pease, Manager, Real Estate Southeast Facilities Service Office**  
 US Postal Service  
 1735 North Brown Road, Suite 200  
 Lawrenceville, GA 30043-8153  
 TEL# 678-442-6026  
 FAX 678-442-6078  
 Email: bryan.f.pease@usps.gov

**Andy Himes, Manager, Real Estate Great Lakes Facilities Service Office**  
 US Postal Service  
 62 Stratford Drive  
 Bloomingdale, IL 60117-7000  
 TEL# 630-295-6205  
 FAX 630-295-6262  
 Email: andrew.himes@usps.gov

**Larry L. Andrews, Manager, Real Estate Dallas Facilities Service Office**  
 US Postal Service  
 7800 N Stemmons Freeway, Suite 400  
 PO BOX 667180  
 Dallas, TX 75266-7180  
 TEL# 214-819-7213  
 FAX 214-819-7290  
 Email: [larry.l.andrews2@usps.gov](mailto:larry.l.andrews2@usps.gov)

**Tom Pino, Manager, Real Estate New York Facilities Service Office**  
 US Postal Service  
 2 Hudson Place, 5<sup>th</sup> Floor  
 Hoboken, NJ 07030-5502  
 TEL# 201-714-5431  
 FAX 201-420-8990  
 Email: thomas.pino@usps.gov

**Vance R. Bennett, Manager, Real Estate Denver Facilities Service Office**  
 US Postal Service  
 8055 East Tufts Avenue, Suite 400  
 Denver, CO 80237-2881  
 TEL# 303-220-6503  
 FAX 303-220-6551  
 Email: [vance.r.bennett@usps.gov](mailto:vance.r.bennett@usps.gov)

**Paul J. Senk, Manager, Real Estate Northeast Facilities Service Office**  
 US Postal Service  
 6 Griffin Road North  
 Windsor, CT 06006-0300  
 TEL# 860-285-7006  
 FAX 860-285-1287  
 Email: [paul.j.senk@usps.gov](mailto:paul.j.senk@usps.gov)

**Jean Scholl Berg, Manager, Real Estate Eastern Facilities Service Office**  
 US Postal Service  
 7029 Albert Pick Road  
 PO Box 27497  
 Greensboro, NC 27498-1103  
 TEL# 336/665-2849  
 FAX 336/665-2865  
 Email: jean.schollberg@usps.gov

**Jack Davidson, Manager, Real Estate Pacific Facilities Service Office**  
 US Postal Service  
 395 Oyster Point Boulevard, Suite 225  
 South San Francisco, CA 94080-0300  
 TEL# 650-615-7211  
 FAX 650-615-7235  
 Email: jack.davids@.usps.gov

This list was effective 11/20/03

# *Classifieds*

## Post Offices For Sale

**Name Sanders, KY MPO**

Address: Main St. Zip 41083

State: KENTUCKY

County: Carroll

**Lessor or Contact Info**

Name: Chuck Baker

City: Madeira Beach

Address: PO Box 8978

Email: chuck@parsell.net

Phone: 727-395-0111

Maintenance Resp: USPS

Tax Rider: Reimbursable

Lease Effective Date: 4/1/01

Lease Expiration Date: 3/31/06

**Rent: 13,000**

Construction Date: 4/1/1986

Net Interior (square feet) 1,168

Renewal Option: None

**Sale Price: \$135,000 FIRM****Name: Highland Heights Station**

Address: 680 National St. Memphis

State: Tennessee

County: Shelby

**Lessor or Contact Info**

Name: Chuck Baker

City: Madeira Beach

Address: PO Box 8978

Email: chuck@parsell.net

Phone: 727-395-0111

Maintenance Resp.: Lessor

Tax Rider: Reimbursable

Lease Effective Date: 1/1/99

Lease Expiration Date: 12/31/05

**Rent: 41,500**

Net Interior (square feet) 9,161

Renewal Option: **New 5 yr. lease @ \$60,000**

Renewal Option: \$66,000

**Sale Price: \$620,000****Name: Blairsville, PA MPO**

Address: 24 S. Walnut St. Zip 41083

State: KENTUCKY

County: Carroll

**Lessor or Contact Info**

Name: Chuck Baker

City: Madeira Beach

Address: PO Box 8978

Email: chuck@parsell.net

Phone: 727-395-0111

Maintenance Resp.: Lessor

Tax Rider: Lessor

Lease Effective Date: 8/10/2000

Lease Expiration Date: 8/11/05

**Rent: 20,355**

Net Interior (square feet) 1,168

Renewal Option: **New 10 yr. Lease @ \$30,320**

Renewal Option: \$28,047

**Sale Price: \$620,000****Lessor to make repairs prior to sale and or new****Lease effective date.****Taxes: \$5,900****Name: Lochloosa, FL MPO**

Address: County Rd. #12

State: Florida

County: Alachua

**Lessor or Contact Info**

Name: Chuck Baker

City: Madeira Beach

Address: PO Box 8978

Email: chuck@parsell.net

Phone: 727-395-0111

Maintenance Resp.: USPS

Tax Rider: Lessor

Lease Effective Date: 5/16/99

Lease Expiration Date: 5/15/04

**Rent: 4,725**

Net Interior (square feet) 900

Renewal Option: **5 yr. @ \$5,200 (exercised)****Sale Price: \$50,000****Taxes: \$380 annually**

If you have a post office you want to sell, let us know and we will list it for you.

## **POSTAL SERVICE EXCEEDS FISCAL PLAN STAMP PRICES TO REMAIN UNCHANGED, cont.**

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With the economy rebounding in 2003, advertising mail and packages grew to early offset the 3.3 billion piece loss in First-Class Mail but mail volume continues to be below the FY 2000 levels.

"This year's increase in advertising mail and packages did not provide us with as much revenue as the same amount of First-Class Mail would have," said Strasser, noting a \$1.7 billion revenue shortfall. Further, he said, the changing mail mix -- along with an increase of another 1.8 million new addresses nationwide -- challenged operations management and put pressure on costs.

Strasser cautioned that the Postal Service will continue to face the same long term structural challenges that currently exist and that led to formation of the President's Commission on the United States Postal Service last year:

"In the near term," said Strasser, "postal finances look excellent. However, continued declines in First-Class Mail volume, continued growth in delivery addresses, the 30-year-old postal rate setting process, and continuing marketplace changes threaten the ability to finance universal service as we define it today."

In other activity, Chief Operating Officer Pat Donahoe outlined initiatives to handle 20 billion pieces of mail between Thanksgiving and Christmas. Donahoe said Monday, December 15, will be the busiest mailing day of the year with more than 850 million pieces of mail entering the mail stream versus 670 on any given day throughout the year.

To handle the blizzard of mail, many Post Offices will be open late

and on Sundays; air cargo lift will increase by 40 percent; direct routes between major metro cities will be added to the Postal Service's ground transportation network; and, thanks to advancements in mail sorting technology, the need to bring in temporary help for the holidays will be reduced to about 10,000 this year as compared to 20,000 last year.

Today's high speed sorters process more than 80 percent of handwritten addressed mail as compared to two percent in 1997.

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\* The Postal Civil Service Retirement System Funding Reform Act of 2003, signed into law on April 23, 2003, altered the way the Postal Service funds the Civil Service Retirement System and accounted for \$3 billion, after refinancing costs, of the FY 2003 net income.

## **Frequently Asked Questions**

**By: Bob Wilkes USPS Real Estate Contracting Officer, Retired**

**Q: Does Davis-Bacon wages apply to leased facilities?**

A: Yes--With a dual threshold of 6,500 square feet and \$2,000. The square footage is measured by net interior space not the land.

**Q: Are there categories of work for which the Lessor may not be charged under the repair and maintenance clauses?**

A: Yes--preventive (no imminent harm if not done); cosmetic; improvement; and house-keeping. You should consult with a professional who is familiar with postal policies.

**Q: Can the Postal Service award to someone other than the lowest offeror?**

A: Yes, as long as the contracting officer has reasons which are justified under the evaluation criteria (including past performance and terms proposed). Again, when in doubt, consult with a professional who knows the "ins and outs" of postal contracting.

**Q: What will the Postal Service do if they want to offset my rent but there is no rent left to offset?**

A: They will attempt to withhold it from another leased facility owned by the same owner.

**Q: What will the Postal service do if we have not reached an agreement and**

**the lease has expired?**

A: Aside from trying to continue to negotiate with you, the contracting officer should authorize a check sent to you at the perceived fair market value as determined by the Postal Service. If you find yourself in this situation, you should be contacting a professional with Postal experience who can help you.

*ParSell could be that "professional" who could help--Our staff is made up of former Postal Real Estate Managers and Specialists*

**Please contact us if you need our assistance.**

**ParSell Development Corp**  
P.O. Box 8978  
Madeira Beach, FL 33738

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Phone: 727-395-0111  
Fax: 727-395-0117

address

address



***www.parsell.net***

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## The "Eye"

### Another Facilities Reorganization? Not!

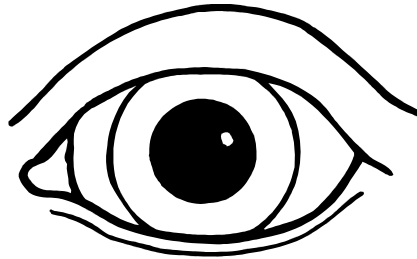
There was thought given to moving a couple of offices around. However, we hear that the idea has been shelved for now.

We do, however have a new FSO Manager in Atlanta. Mike Goodwin, former Manager of D & C in Headquarters has replaced Bruce Bland.

As usual, several Real Estate Specialists have relocated and we will keep you updated with periodic posting of FSO phone listings.

### What's The Scoop On Post Office Closings?

The "Eye" has talked to dozens of Postal personnel, as well as Congressional Staffers and has received many



different answers. Some Postal personnel, with sound reasoning, want to close or relocate qualifying post offices. Members of Congress, as evidenced by the pending legislation before them, are against closing post offices without meeting certain criteria as well as Congressional approval/review.

The "Bottom Line" is very few post offices will be closed in the near future, regardless of the size or income. As the Postmasters retire, some smaller opera-

tions in close proximity to another facility maybe combined.

### The Squeaky Wheel Gets The Grease!

It never hurts to add a little insurance. The AUSPL recently sent it's Members Congressional contact information and sample letters referencing post office closings. This is valuable information and a great way to add insurance against wholesale post office closings.

Do you have an opinion? Do you agree or disagree?

Submit your comments to

ParSell, P.O. Box 8978

Madeira Beach, FL 33738

E-mail Address:

Chuck@parsell.net

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