



FY2021 REVENUE ESTIMATING

Department of Property and
Procurement

DPP REVENUE GENERATION



INCREASE REVENUES 25%

\$7,500,000.00



EMBRACE TECHNOLOGICAL
ENHANCEMENTS



BUSINESS PROCESS OPTIMIZATION
STRATEGIES

OUTLINE: REVENUE ESTIMATING

- Property Division
 - Real Property Leases
 - Marketing Strategy
 - Establish equitable Market Values at lease maturity
 - Implement Consumer Price Index ("CPI") Increases in Existing Leases
- Transportation Division
 - Auctions
- Printing Division
 - 50% Deposits
 - 100% Payment
 - Reduce Overhead
- Optimizing Business Performance
 - Reduce Overhead
 - Eliminate manual processes
 - Update Virgin Islands Code (V.I.C.)

DESCRIPTION	FY 2019 ACTUALS	FY 2020 ESTIMATED	FY 2021 PROJECTION 30% INCREASE
Bids & Auction Registration Fees	\$20,700.00	\$24,000.00	\$31,200.00
Business & Commercial Lease Properties	\$3,509,042.00	\$3,496,854.66	\$4,545,911.00
Central Warehouse Sales & Supplies	\$906,825.93	\$794,410.11	\$1,032,733.00
Printing & Shredding Services	\$462,702.63	\$500,409.79	\$650,533.00
Central Motor Pool (repairs, maintenance, vehicle inspection, etc.)	\$667,688.03	\$694,324.86	\$902,622.00
Central Motor Pool Fund (vehicle auctions, surplus equipment)	\$386,351.00	\$520,000.00	\$676,000.00
Gasoline Coupon Fund	\$2,068,730.00	\$1,762,983.45	\$2,291,879.00
TOTALS	<u>\$8,022,039.70</u>	<u>\$7,792,982.90</u>	<u>\$10,130,878.00</u>

Revenue Generation Accounts

The Department is responsible for the collection of fees for the following activities:

- Bids Packages
- Rental of Properties
- Printing & Shredding Services
- Vehicle Auction & Surplus Equipment
- Repairs & Maintenance & Vehicle inspection
- Gasoline Coupons

In FY 2021, we anticipate a 30% increase to our collections by increasing vehicle auctions and surplus equipment, properly pricing mature leases, New marketing strategies and improved property listing activities.

U.S. Virgin Islands Government Property Division

Real Estate & Property Management Services

Any City Search



View Listings



Management Services



Pay Rent Online



Contact Us



Property Division

- ❖ Real Property Leasing
- ❖ New Marketing Strategy-Embrace Technology
- ❖ Establish Market Alignment-Optimize value at lease maturity
- ❖ Implement CPI Increases – Existing Leases



Transportation Division

❖ Auctions - 6

- ❖ Equipment
- ❖ Vehicles
- ❖ Boats
- ❖ Abandon Vehicle



Printing Division

- ❖ Payment enforcement
- ❖ Eliminate obsolete/Inefficient Printing machines
- ❖ Online payments and Orders



Process Improvement

Optimizing Business Performance

- ❖ Eliminate Manual/paper Processes
- ❖ Update Central Government Policies
- ❖ Update V.I.C.



Q & A

Questions?