



Government of the Virgin Islands

Department of
**PROPERTY AND
PROCUREMENT**

“Keeping The People’s House In Order”



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FY2021 REVENUE ESTIMATING

DPP REVENUE GENERATION



INCREASE REVENUES 15%
\$7,362,965.83



EMBRACE TECHNOLOGICAL
ENHANCEMENTS



BUSINESS PROCESS OPTIMIZATION
STRATEGIES



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Revenue Estimation Snapshot

Department of Property & Procurement

Total Estimated Revenue:

\$7,362,965.83 M

Revenue Breakdown

Island	Project Count (if applicable)	Est. Revenue Per Island
St. Thomas/ St. John	N/A	\$4,417,779.50
St. Croix	N/A	\$2,945,186.33
Totals Territorially		<u>\$7,362,965.83</u>

Revenue Summary

- An administrative processing fee will be applied to all invoices for the processing and handling of gasoline coupons Government-wide
- Request for printing orders costing \$500 and above will be subject to a \$15.00 administrative and set up fee for orders
- Request for the purchase of tires, batteries, and other related goods and services will be charged a 20% mark up fee.

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
- **Procurement Division: Central Stores**
 - Purchasing Wholesale
- **Optimizing Business Performance**
 - Reduce Overhead
 - Eliminate manual processes
 - Update Virgin Islands Code (V.I.C.)



DESCRIPTION	FY 2020 Actuals	FY 2021 Estimated (15%)	FY 2022 PROJECTION 30% INCREASE
Bids & Auction Registration Fees	\$7,637.50	\$8,783.11	\$11,418.05
Business & Commercial Lease Properties	\$2,724,808.40	\$3,133,529.66	\$4,073,588.56
Central Warehouse Sales & Supplies	\$769,366.57	\$884,771.56	\$1,150,203.03
Printing & Shredding Services	\$303,534.88	\$349,065.12	\$453,784.66
Central Motor Pool (repairs, maintenance, vehicle inspection, etc.)	\$454,967.62	\$523,212.77	\$680,176.61
Central Motor Pool Fund (vehicle auctions, surplus equipment)	\$71,182.53	\$81,859.91	\$106,417.89
Gasoline Coupon Fund	\$2,071,081.48	\$2,381,743.71	\$3,096,266.83
TOTALS	<u>\$6,402,578.98</u>	<u>\$7,362,965.84</u>	<u>\$9,571,855.63</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

Due to challenges experienced by COVID-19, the Department did not realize its estimated FY 2020 collections despite attempts to improve collections. However, we remain steadfast in meeting the FY 2021 estimated revenues and the projected amount for FY 2022 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



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Property Division

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



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Lease Ratifications

Leasing Prospects


Document Templates

Draft RFPs

TESTING BIT

Recycle bin

Edit



ORPMR To-Do List

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Quick links

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Tasks To-Do

USVI MapGeo

DPP Forms & Documents

Document Center

Weather

Charlotte Amalie, US Virgin Islands

85°F

Mostly Sunny

85°/76° 11/05/2020 MSN Weather

Christiansted, US Virgin Islands

87°F

Partly Sunny

87°/77° 11/05/2020 MSN Weather

Division of Property | Working Documents

See all

New

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Edit in grid view

Export to Excel

All Documents

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Commissioner Thomas - Execution August 12

Name	Modified	Modified By
Business & Commercial (Drafts)	August 12	Jozette Cantois
Commissioner Thomas - Execution	August 12	Jozette Cantois
Draft Correspondence	August 12	Jozette Cantois
Office of Legal Counsel (Review)	August 12	Jozette Cantois
Space Management Lease (Drafts)	August 12	Jozette Cantois
Revised SMR STT- STJ- STX 10162...	October 19	Arllet Hodge
Space Management Lease Planne...	October 19	Arllet Hodge

Activity

See all

Proposed RFP

RFP for DPP Property Insurance Brokerage Services 11052020

Vincent Richards

Added about an hour ago

ANTILLES GAS CORPORATION

Resubmission of Antilles Gas ...e 2020 ver 2 WGA-wah2 (002)WGA

Cherene Williams-Walters +1

Edited about an hour ago

ANTILLES GAS CORPORATION

Revised JL Antilles Gas Corp june 2020 (002) WGA.002-wah

Cherene Williams-Walters +1

Edited 2 hours ago

Property Division

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

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Transportation Division

❖ Auctions - 6

- ❖ Equipment
- ❖ Vehicles
- ❖ Boats
- ❖ Abandoned Vehicles



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Printing Division

- ❖ Payment enforcement
- ❖ Eliminate obsolete/inefficient printing machines
- ❖ Online payments and orders



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Procurement Division Central Stores

- ❖ Purchase wholesale
- ❖ Eliminate obsolete/inefficient Processes
- ❖ Online payments and orders



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Process



Optimizing Business Performance

- ❖ Eliminate manual/paper processes
- ❖ Update Central Government Policies
- ❖ Update Virgin Islands Code ("V.I.C.")



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Gasoline Coupon Fund	\$2,381,743.71	\$3,096,266.83	\$3,560,706.85
TOTALS	<u>\$7,362,965.83</u>	<u>\$9,571,855.63</u>	<u>\$11,007,633.97</u>

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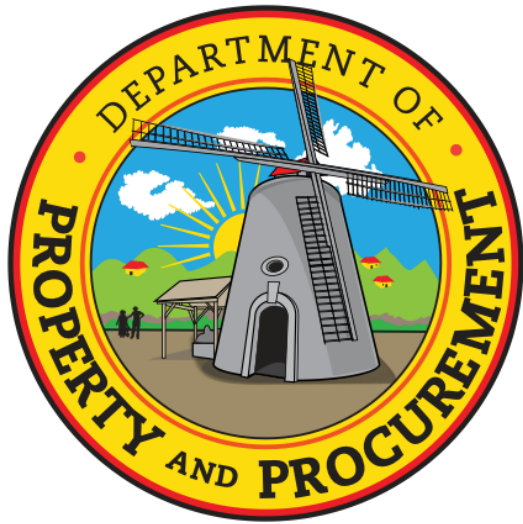
Q & A

Questions?



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Thank You



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