Side-by-Side

California Department of General Services ——— a newsletter for employees by employees ——— Issue #4 • June 1996

HISTORIC LAND SALE NEGOTIATED BY OREDS

New jobs, a rare partnership and taxpayer benefits were the hallmarks of an historic, multi-million dollar land sale concluded recently by DGS.

Gov. Wilson announced in a press conference the sale of 139 acres of surplus land adjoining Agnews Developmental Center in San Jose. The Governor was flanked by the mayor of San Jose and the chairman of Cisco Systems, one of the hottest young companies in Silicon Valley.

Applauding in the front row were DGS executives and staff who negotiated the agreement on behalf of the state.

Cisco bought the property from the state for an estimated $86 million, at the same time affirming its commitment to stay in California and expand its operation by an estimated 6,800 jobs, rather than moving to the East coast.

The sale is a feather in the cap of the Office of Real Estate and Design Services (OREDS) and its Proactive Asset Management Unit, which has taken a new approach to the sale of surplus property.

"Our goal is to get the maximum revenue for the state while at the same time working in partnership with local government and private business," said DGS Director Peter G. Stamison. "This was an agreement that made everyone a winner, including the people of California."

Principal negotiators were Paula Gutierres, senior real estate officer with the Proactive Asset Management Unit, and OREDS Assistant Chief Frank Davidson. The negotiations among Cisco, the state and

Continued Page 4

OREDS negotiating team of Assistant Chief Frank Davidson and Senior Real Estate Officer Paula Gutierres celebrates the announcement of the Agnews sale. Attendees at the Silicon Valley event included, from left, DGS Director Peter G. Stamison, State and Consumer Services Secretary Joanne Kozberg, Gutierres and DGS Deputy Director, Real Estate Division, Eugene Spindler.

Flag Day... June 14

DGS Mission

To increase the efficiency and effectiveness of state government by providing high quality business and support services to state and public agencies consistent with state law and regulations and in a manner that results in a high degree of client satisfaction.

DIRECTOR'S *Message...*

Peter G. Stamison, Director

When I first came to Sacramento as DGS director, I was pleasantly surprised to see how many state workers spent part of their lunch hour walking a few of those mile-long laps around Capitol Park.

These employees are the advance party in a growing movement to encourage healthy employees in all types of work situations. Evidence of the shift is the increasing number of corporations that are starting wellness programs to improve employees' health and quality of life.

Gov. Wilson, recognizing the importance of wellness, a year ago named the Department of Personnel Administration (DPA) as the lead agency to set up a wellness program for state workers.

Recently, Murray Banks, a nationally-known workplace wellness guru, spoke at a forum of California state executives and managers. The forum was aimed at building commitment for wellness and healthy lifestyles.

Banks gave some excellent advice, which encourages a positive outlook and reduces stress at work. His tips are ones we have all heard before, but are worth a reminder. (They say a person doesn't internalize a message until he has heard it seven times.)

Banks's tips include:

- Listen to your body's signals.
- Even when stressed, treat others kindly.
- View change positively.
- Work at being pro-active and optimistic. Cynicism takes no work.
- Be physically fit. Walking is a great way to exercise.
- Use good "fuel." Minimize sugar, caffeine and fats.

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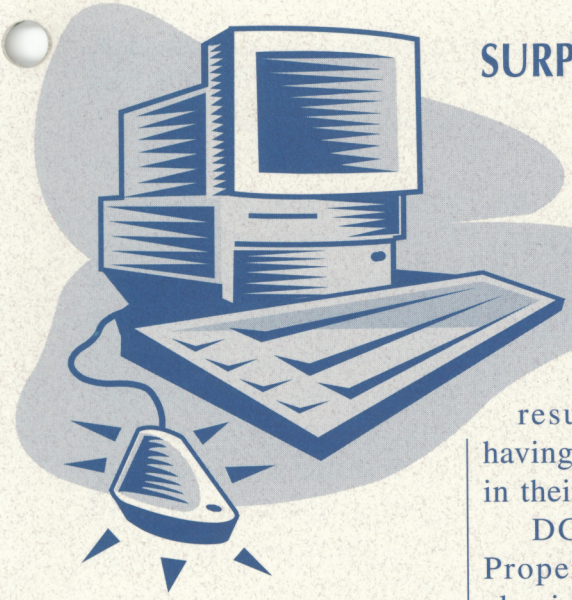
CONSULTANT BEGINS WORK ON REAL ESTATE REVIEW

Arthur Andersen LLP, a worldwide consulting firm, is conducting a broad organizational review of DGS' real estate and architectural services. DGS requested the review because of the ever-increasing demands on the department's management of the state's real estate assets.

The review, which will take several months, involves analyzing the operation and structure of the department's seven real estate-related offices, then possibly recommending changes that promote effectiveness, efficiency and accountability.

The Andersen staff currently is examining written material such as business plans, core competency information and prior studies. Soon, the consultant will conduct interviews with several of DGS' real estate and architectural personnel.

To complete the study, the consultant will compare DGS' real estate practices with others in the industry. A final report will be released late in 1996.



SURPLUS COMPUTERS BENEFIT SCHOOLS

A three-way venture between state agencies, including DGS, a private corporation and local schools has resulted in students having computers available in their classrooms.

DGS' State Surplus Property Program is the clearinghouse for used but workable state-owned computers that would otherwise gather dust on storeroom shelves.

The state and private industry together have donated over 19,000 free computers to schools, said Hollis Thompson, Surplus Property Program supervisor. Thompson attended a luncheon for participants in the program hosted by California First Lady Gayle Wilson.

Other state agencies working as partners in the program are the Prison Industry Authority, which picks up 286 or better computers from agencies around the state and transports them to state prisons. There, the Department of Corrections trains inmates to repair the hardware and "clean up" the software so the units are ready for school children to use.

The private sector participant in "Computers for Schools" is the Detwiler Foundation, a non-profit agency that facilitates the distribution of the repaired computers to local schools.

The Surplus Property booth was one of the most popular at a recent Earth Day celebration at the Capitol, Thompson said. Schools were eager to acquire the free equipment and teachers were given information on the program.

DIRECTOR'S MESSAGE

(Continued From Page 1)

Banks offered one tip that may be more important than all of them combined: retain your sense of humor. Nothing is better for restoring energy and reducing stress than laughter.

You will be hearing more on wellness on the Internet, in flyers and brochures and from special guest speakers. I urge you to read them and take their advice to heart. Remember, a healthy body makes for a healthy mind, makes for a healthy and positive attitude.

Peter G. Stamison

PETER G. STAMISON
Director

MORE WAREHOUSE WORKERS PLACED

As of June 1, 12 workers at the Procurement Division's two warehouses remain to be placed in other jobs following the decision to convert to a catalog operation for office supplies.

Forty-six positions originally were identified to be eliminated at the warehouses, one located in Sacramento and the other, in Fullerton. A combination of vacancies and placements had reduced the number to 24 in late March.

The catalog operation is scheduled to phase in Feb. 1, 1997.

NEW PRINTING TECHNOLOGY DELIVERS QUICK SERVICE

Many of us know the feeling. Vacation reservations have been double-checked and all systems are GO! Then your supervisor asks you to do a project for an important customer.

Unfortunately, the solution involves 126 hours of labor from you and your team. The Office of State Printing has a solution for situations similar to this one: a new piece of high tech equipment.

In May, a Scitex imagesetter arrived at the plant that will cut time and change the way the state's printing operation works. The imagesetter will output imposed film flats, punched and ready for plating.

A 500-page, two-color job that would take 126 hours to assemble manually will take approximately 12 hours with the new imagesetter. That is 114 hours sooner that the job can get onto the press for printing.

The efficiency of the Scitex equipment improves registration—the precision with which colors are superimposed on one another—to within 1/100th of an inch. That is roughly 1/6 the width of a human hair.

Along with the imagesetter, the new Scitex Smart Color Scanner and recently-trained staff, OSP has a competitive edge to perform complex color jobs that are creative and cost-efficient. The Scitex Dolov 800 imagesetter electronically imposes film to a point 10 times more accurate than manual methods.

OSP employees are excited about working with this state-of-the-art technology that will benefit both internal and external customers, save time and produce high quality products.

LAND SALE

(Continued From Page 1)

the city were spirited, lasting until 4 a.m. the morning the sale went to the state Public Works Board for approval.

The unit in the Silicon Valley deal worked to increase the value of surplus state land by acquiring zoning and other entitlements that are attractive to developers looking for available property.

"The level of professionalism was extremely high. It is efforts like this one I've come to expect from employees at DGS," Stamison said. Cisco Chairman John Morgridge said the agreement signaled the fast-growing firm's confidence in California as a place to do business. "In the highly competitive environment for site location, we have been impressed by the willingness of the state and city to work out a mutually beneficial arrangement to meet our growth needs," he said.

Cisco is the leading supplier of networking solutions for corporate intranets and the global Internet.

The partnership also extended between the state and the cities of San Jose and Milpitas, who together will provide approximately $20 million in infrastructure improvements.

Financial impact of the agreement is substantial. In addition to the added jobs for Cisco, the construction of a new Cisco facility on the site will generate 12,000 indirect jobs and increase ongoing state and local tax revenues by $8.7 million annually. The state also will reap $4 million in one-time sales taxes for equipping the new facility.

CELLULAR 9-1-1 — *EMERGENCIES ONLY !*

DGS, as the funding source for the 475 9-1-1 public safety centers around California, is part of a year-long joint program to publicize proper use of 9-1-1 calls from cellular telephones.

Director Stamison and Leah Senitte, Telecommunications Division 9-1-1 Program coordinator, participated in a recent press conference at the California Highway Patrol Academy kicking off the publicity campaign.

The press conference stressed when motorists *should* use cellular 9-1-1: fires, drunk or reckless drivers, accidents with no law enforcement at the scene, road hazards and crimes in progress.

At the conference CHP officers told some 9-1-1 horror stories: callers testing their new cellular phones, requesting airline schedules and asking for traffic information, weather reports and assistance in getting a cat out of a tree.

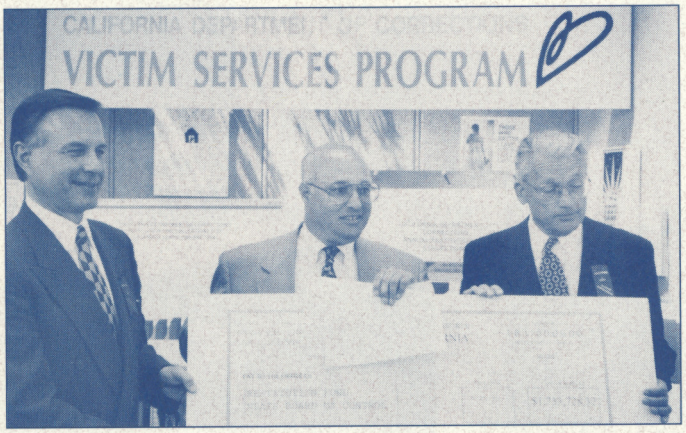
Stamison lauded the CHP dispatchers for their stressful but important role in saving lives via cellular 9-1-1.

Another DGS office also has a role in the campaign. The yellow, red and black 9-1-1 poster was printed by the State Printing Plant.

Calling
CELLULAR 9-1-1?

- Know Your Location
- Know Your Direction
- Know Your Cellular Number

BIG CHECK FOR VICTIMS



As part of a Victim's Week observation, Department of Corrections Director Jim Gomez, center, presents a $1.7 million check replica to DGS Director Peter G. Stamison, left, and Board of Control Executive Officer Frank Zolin. The funds will be used by the board to reimburse crime victims.

SIX DGS BOOTHS AT TECH CONFERENCE

Mary Lemke (OSP) displayed the printing plant's four-color business cards at the technology conference.

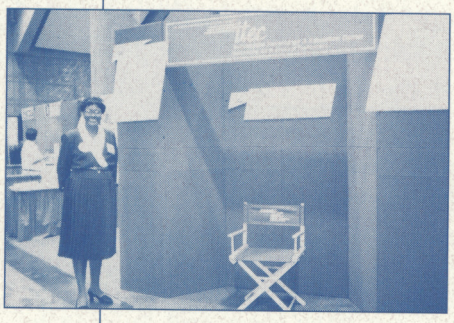
The estimated 20,000 visitors at the recent Government Technology Conference at the Sacramento Convention Center got a chance to see DGS at its best. The department had six booths featuring its most innovative programs that offer high-tech solutions.

DGS employees manning booths included those from Fleet, Information Technology and Education Center (ITEC), CALNET, Office of Information Services (OIS), Office of State Printing (OSP) and Procurement.

Booths had a wide range of high-tech options to offer customers. They included: demonstrations of electronic forms and publishing (OIS); CMAS and CALCard (Procurement); an electric car (Fleet); samples of new, full-color business cards (OSP); information on EDP education and master contracts (ITEC) and the state's new toll-free calling option (CALNET).

A special display assembled by DGS' State EDP Education Program (SEEP) won the award for the best presentation at a separate mini-museum of booths detailing the changes in information technology. The mini-museum celebrated the conference's 10th anniversary.

SEEP displayed advances in technology from punched data cards to a model satellite and linked the technical advances to advances in technology literacy from original data processing classes to satellite learning.

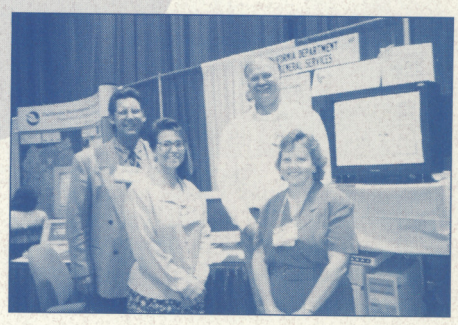


Deborah Ray-Sims (ITEC) greeted conference visitors at the front of the booth.

Katherine Johnson answered questions at the CALNET booth.

Fleet staffers, from left, Greg Sandin, Gail Condon, Evita Abulencia, Kathy Reed and Gloria Anderson promoted fuel efficiency, gas cards and travel programs at the conference.

Elaine Hall of CMAS and Susan Chan of Procurement 2000 took a break at the Procurement booth.



Ron Rabun, left, Vera Fernandez, Jim Novotny and Susan Hogg of OIS demonstrated electronic forms and publishing and Internet applications.

SUMMER

DGS BRING YOUR *Kids* TO WORK DAY

At the recent national Bring Your Kids to Work Day, two DGS offices sponsored events. OB&G gave a tour of the Central Power Plant, with Building Manager Frank Yates giving kids a peek in the inspection door of the boiler fire box and Stationary Engineer Apprentice Marcia Venema letting them handle a combination wrench. At OIS, employees sponsored a variety of technology-related activities, including Vera Fernandez, right, teaching her niece, Nikkea Hamilton, to cruise the Internet.

LONGTIME CAPITOL GARDENER DIES

William D. (Bill) Grund, who spent 25 years tending the state Capitol grounds, died recently. He was 48.

"As far as I know, he spent his whole career with Buildings and Grounds in Capitol Park," said Jim DeJournett, Capitol Park manager.

In the last 15 years or so, Grund devoted most of his time caring for the rose and cactus gardens on the grounds. The rose garden is used by the American Rose Society as a testing ground for its new varieties.

Grund was so familiar with the park he used to give tours, highlighting its plant life and history, DeJournett said.

"GREEN LIGHTS" GIVEN AWARD BY EPA

The federal Environmental Protection Agency has singled out for honors California's energy efficient lighting program, administered by the Office of Energy Assessments.

EPA will make an official award at a June conference in Washington, D.C. recognizing California as its 1996 Green Lights Partner of the Year in the state category.

More than 20 million square feet of state-owned space has been upgraded with energy efficient lighting at a cost of $23 million since Gov. Wilson in 1991 signed a memorandum of understanding with the EPA agreeing to upgrade state facilities with energy efficient lighting, according to Debbie O'Jones of the Office of Energy Assessments (OEA). She is the administrator of the program.

The lighting program saves 41.4 million kilowatt hours of electricity a year. Over the California program's five-year operation fewer fossil fuels have been burned for energy generation, thus reducing the amount of pollution by the equivalent of removing 1,230 cars from highways or planting 3,400 acres of trees, O'Jones said.

The Office of Buildings and Grounds installs the energy efficient lighting for some state buildings; others are upgraded by the California Conservation Corps and private contractors.

Lighting upgrades include replacing incandescent light bulbs with fluorescent lamps, installing T-8 fluorescent lamps and energy efficient electronic ballasts, and de-lamping fixtures and installing reflectors to maintain light output. Upgrades also include the installation of lighting controls, such as occupancy sensors.

WORLD ENVIRONMENT DAY

CAPITOL AREA PLAN UNVEILED

State planners are proposing four new office projects downtown and five more outside downtown as part of a comprehensive facilities plan for Sacramento.

The downtown facilities would total 1.4 million square feet and the outlying facilities, 1.8 million. The facilities plan is a culmination of years of information gathering and a months-long distillation of recommendations from the Urban Land Institute (ULI), a nationally recognized real estate think tank that studied the state's real estate plan for downtown Sacramento in 1995.

The building projects in downtown would take place on a portion of the 42 blocks of state-owned property east and south of the Capitol. DGS and the State and Consumer Services Agency, which drafted the plan, are meeting with legislators, community leaders, the city and the Chamber of Commerce to explain the plan's benefits to downtown.

The four downtown projects include Health Services, General Services, Education and Social Services. Cal-EPA, a building planned for a city-owned site north of the planning area, also is outside the scope of the recent study.

The area adjacent to the east end of Capitol Park is the highest priority for development because the buildings there are the victim of significant blight.

The next step in the planning process is the preparation of an environmental impact report, which is scheduled to begin this summer.

NEW STATEWIDE COMPUTER STORE

By Deborah Ray-Sims

A new and more robust California State Computer Store recently has been opened, offering expanded services to government employees.

CompuCom and AmeriData Inc. were awarded the state contract, valued at an estimated $100 million.

The contract will allow for expansion of software and hardware services to the state, cities, counties, schools and special districts.

According to DGS Program Manager Paul Apfel, the contract calls for the stores to be located in Sacramento, San Francisco and Los Angeles. With the contract, all government agencies will have a wide range of choices for computer products and services.

The store in Sacramento will be operated by AmeriData; the stores in San Francisco and Los Angeles will be run by CompuCom.

Each location will feature sales, service and support on the latest computer hardware and software products. Catalogs for products offered by both AmeriData and CompuCom will be available on the Internet and through paper catalog supplements. The Web address for the state computer store catalog is http://www.dgs.ca.gov/itec/ccs.htm

Apfel said customers will receive expert assistance from trained technical consultants and will be kept up to date on successful applications and information that will help in making more intelligent purchasing decisions.

STATE WORKS SMART WITH GS $MART

The Procurement Division has pioneered a project that is enabling state agencies to comparison shop for favorable loan rates under a new financial information system available on the Internet.

The financial information package has been dubbed GS $Mart and is expected to save the state millions of dollars by cutting time and red tape and taking advantage of a competitive market for funds. It was developed by Tom Lee, electronic commerce manager, and Bill Shelton of the Technology Acquisition Section.

The state should receive an interest rate reduction of at least one percent on its GS $Mart contracts. The state obtains financing on $50 million to $70 million in purchases a year.

The financing packages are particularly important since order limits of California Multiple Award Schedule (CMAS) recently increased to $500,000 for information technology purchases. CMAS offers agencies quick, convenient purchasing of commodities and technology.

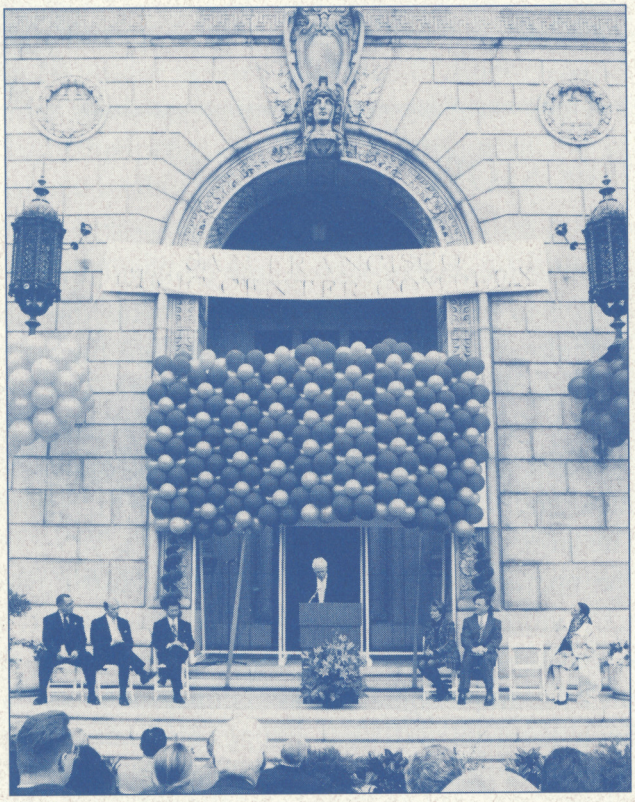
In the past, financing for large purchases, primarily information technology, was selected by the vendor and included in the bid. Because of the time lapse between the bid and the acceptance of the equipment from the vendor, locked-in interest rates were high to cover changes in financial markets.

With the new packages, agencies can award bids on the equipment and make their own selection of a lender.

DGS worked in partnership with lenders to develop the standard terms and conditions of the financing packages. The process required agreement among the 16 preapproved lenders. According to the lenders, it is unique in the country to compare interest rates for this type transaction on the Internet.

GS $Mart can be accessed on the Internet at http//:www.pd.dgs.ca.gov

SAN FRANCISCO KICKOFF



Balloons framed the doorway of the state's Earl Warren Building in San Francisco's Civic Center as officials launched the renovation of the historic building and the construction of an adjacent office building. DGS' Office of Project Development and Management is managing the $268 million project.

DGS SPEARHEADS TELECOM LEASE STRATEGY

An innovative telecommunications lease program crafted by a DGS office looks, on first inspection, like a hot deal on Arizona beachfront property. After all, the leased land in question, much of it on remote mountaintops studded with microwave dishes, has limited consumer appeal.

But the Office of Real Estate and Design Services (OREDS) has created a lively lease market on many of the 245-plus state-owned sites in California through a collaboration between state government and the private sector. The impetus for public/private partnerships was a 1991 executive order by Gov. Wilson encouraging such ventures.

The lease sites contain microwave and VHF radio towers used to broadcast by radio to public safety employees such as CHP officers, forestry firefighters, park rangers and drug enforcement agents.

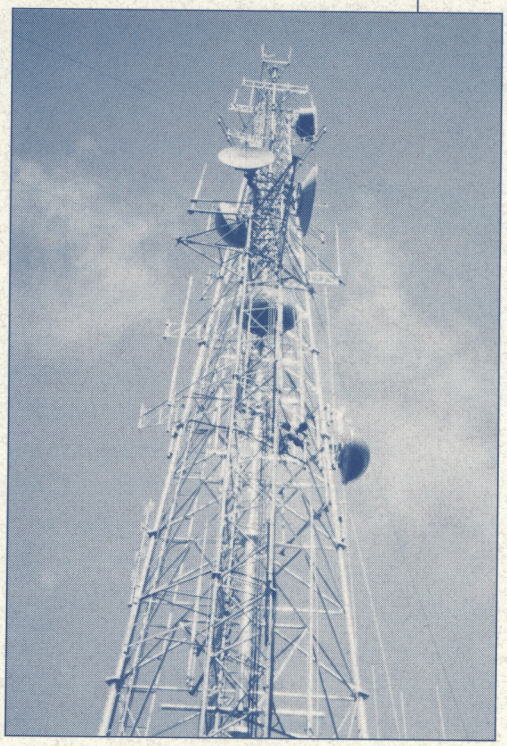
With the explosion of cellular use and the scramble for new personal communication service (PCS) sites, the state has undertaken to lease portions of its locations and towers to private firms. Private telecommunications companies are interested in the state sites because they have run into problems with the public in developing new microwave sites.

The lease transactions have been structured so that some of the dozen or more state agencies that communicate via radio now can benefit from the construction of a consolidated single facility on a single site. Rather than construct an additional antenna tower and building on a mountaintop, the private firm builds a facility that not only meets its needs but the needs of the state as well.

The result is taxpayer savings, a new facility for state use and a less cluttered landscape.

OREDS is handling the leasing arrangements, under a recently created, streamlined process, according to Real Estate Officer Sylvia Abbott. New leases may include agreements by a cellular company to build a new equipment vault and tower for both state and private equipment and take over maintenance.

At Oakridge Mountain in Sonoma County, GTE built a taller tower that accommodates its own growth needs and those of the California Department of Forestry and Fire Protection (CDF), the state agency that controls this site. "The state got improvements worth $250,000–$300,000," said Jim Pratt, senior telecommunications engineer at the Telecommunications Division. "As a result, CDF did not have to construct a new facility of its own."



The 225-foot Oakridge Mountain Tower in Sonoma County, a joint public/private microwave facility, is nearing completion.

Telecom acts as the technical advisor for the state and has adopted technical standards for microwave and VHF site development. These standards ensure that the actions of the private sector telecommunications entrepreneur do not compromise the public safety mis-

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SIDE-BY-SIDE REQUESTS ORCHID LETTERS

Side-by-Side is beginning a column, to appear in each edition, highlighting compliments from customers praising the vision, efficiency and service of DGS employees.

One such kudo was written by David R. Sullivan, district manager of the state Department of Industrial Relations' Division of Occupational Safety and Health (DOSH) in West Covina.

He gives highest praise to Nina C. Barratt, a field technician based in Fullerton with 12 years in DGS' Office Machine Repair Services. The office repairs typewriters, computers printers and other equipment. "During my tenure here in West Covina DOSH, I have been impressed with the quality of service rendered by Ms. Barratt. She is prompt, cheerful, and exceptionally efficient in the service she has supplied to this office," Sullivan said.

He added, "Although none of us is qualified in the intricacies of your electronic world, we are impressed with Ms. Barratt's technical competence. She always knows the mechanical solution to our woes."

A collective pat on the back was given by Veterans Affairs Secretary Jay Vargas when he addressed California Veterans Board recently. He gave special recognition to Office of Risk and Insurance Management (ORIM) for its assistance with the Cal Vet Life and Disability Insurance program. Vargas thanked ORIM and conveyed the governor's appreciation for starting the program on the road to financial stability.

STATE OF CALIFORNIA
DGS
DEPARTMENT OF GENERAL SERVICES

Pete Wilson
Governor

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LEASE STRATEGY

(Continued From Page 11)

sion of the state's client agencies. The division is working to complete an inventory survey of all occupants and equipment on each of the sites to facilitate this project.

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