**FY13 This is GSA**

**AGENCY DATA**

**Revenue, Expenses and Net Cost**

GSA’s revenues and expenses have consistently shown gradual increases over time, as the level of business in building space rentals and acquisition of goods and services for other agencies have grown.  Net Revenues are generated in the two major revolving funds in order to support continued capital investments in building modernization and alterations, as well as fleet vehicle replacement, and other investment initiatives.  Net Revenues are generally stable at GSA.  One exception seen below, occurred in fiscal year 2011, when GSA changed its accounting recognition for costs associated with environmental clean-up.  For additional information on changes in GSA’s Net Revenues, and greater detail by major business activity, please see the Agency Financial Reports (AFR) which provide analysis on each year’s comparative financial statements.

|  |  |  |  |
| --- | --- | --- | --- |
| **FY** | **Revenues** | **Expenses** | **Net Cost** |
| **FY2007** | $ 16,873 | $ 16,385 | $ 488 |
| **FY2008** | $ 17,683 | $ 17,225 | $ 458 |
| **FY2009** | $ 18,748 | $ 18,356 | $ 392 |
| **FY2010** | $ 19,542 | $ 19,275 | $ 267 |
| **FY2011** | $ 20,226 | $ 20,193 | $ 33 |
| **FY2012** | $ 21,043 | $ 20,907 | $ 136 |
| **FY2013** | $ 20,685 | $ 20,379 | $ 306 |

**Total Assets, Total Liabilities, and Net Position**

 GSA’s assets and liabilities have generally shown gradual growth over time, as business demand has grown, and especially tied to investments in capitalized building and vehicle assets.  Periodic exceptions occur, such as in fiscal year 2009, when GSA received appropriations of $5.9 billion as a result of the American Recovery and Reinvestment Act, primarily to support capital investments in buildings and fuel-efficient vehicles, producing the  significant increase in assets and net position that year.  Another significant change occurred in fiscal year 2013, when a new accounting standard required GSA to recognize liabilities $1.7 billion in estimated future costs of asbestos remediation, leading to the significant increase in liabilities and reduction in net position for the year .  For additional information on changes in GSA’s assets, liabilities, and net position, see the Agency Financial Reports (AFR) which provide analysis on each year’s comparative financial statements.

|  |  |  |  |
| --- | --- | --- | --- |
| **FY** | **Total Assets** | **Total Liabilities** | **Net Position** |
| **FY2007** | $29,162 | $5,635 | $23,527 |
| **FY2008** | $30,400 | $5,759 | $24,641 |
| **FY2009** | $37,700 | $5,949 | $31,751 |
| **FY2010** | $38,898 | $6,158 | $32,740 |
| **FY2011** | $39,502 | $6,371 | $33,131 |
| **FY2012** | $39,428 | $5,788 | $33,640 |
| **FY2013** | $40,260 | $7,594 | $32,666 |

**Reduced Energy Intensity**

 Energy legislation requires GSA to reduce energy intensity as measured in British Thermal Units (BTUs) per gross square foot (gsf) by 3% per year over the baseline year of 2003.  GSA is committed to reducing energy intensity across our portfolio through efforts such as the Green Proving Ground and Energy Savings Performance Contracts.

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| **FY** | **BTUs** | **% Decrease** |
| **FY2003** | $ 76,921 | baseline |
| **FY2010** | $ 64,804 | 15.80% |
| **FY2011** | $ 62,190 | 19.20% |
| **FY2012** | $ 58,074 | 24.20% |
| **FY2013** | $ 57,885 | 24.79% |

**Full Time Employees**

Full-time equivalents (FTE) are defined as the total number of hours worked, divided by the number of compensable hours applicable to each fiscal year. Compensable hours include leave, but not holiday and overtime hours. In FY 2013, GSA expended 11,885 full-time equivalents (FTE). This total represents a 5.0% reduction (620 FTE) from the FY 2012 total (12,505 FTE), and a 6.1% reduction from the FY 2011 total (12,664 FTE). Staff Offices realizes a 10.9% reduction (250 FTE) from the FY 2011 total (2,288 FTE) due to consolidation efforts.

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| --- | --- | --- |
| **FY13 Total FTE** | | 11,885 |
|  |  |  |
| **Reduction in Staff from FY11-FY13** | | |
| **Staff Offices** | 250 FTE | -10.90% |
| **FAS** | 239 FTE | -6.30% |
| **PBS** | 290 FTE | -4.40% |
|  |  |  |
| **Reduction in Staff from FY12-FY13** | | |
| **Staff Offices** | 120 FTE | -5.60% |
| **FAS** | 232 FTE | -6.10% |
| **PBS** | 269 FTE | -4.10% |

**Reduce Internal Operating Costs as a Percentage of Revenue**

Internal operating costs are defined as  corporate management and business support that do not directly touch customer service delivery.  GSA is committed to reducing overhead as a percentage of revenue and focusing investment on customer-facing business areas and improving the customer experience.

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|  | **Reduce internal operating costs as a % of revenue** |
| **FY2010** | 10.73% (baseline) |
| **FY2011** | 9.99% |
| **FY2012** | 10.03% |
| **FY2013** | 9.60% |

**FAS DATA**

**FY13 Customer Savings**

GSA’s mission is to deliver the best value in real estate, acquisition, and technology services to government and the American people.  To that end, GSA has begun tracking cost savings and cost avoidance in several FAS programs that saves the government over $2.4 billion annually.

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| **FY** | **Revenues** |
| **Federal Strategic Sourcing Initiative** | $108.5M |
| **Assisted Acquisition Service** | $304.3M |
| **Purchase Card Refunds** | $271.8M |
| **Automotive** | $237M |
| **FedRooms** | $5.3M |
| **E-Gov Travel 2** | $14.4M |
| **Wide Area Network** | $678.3M |
| **SmartBuy** | $776.7M |
| **Supply Operations** | $30.5M |
| **Total** | $2.4B |

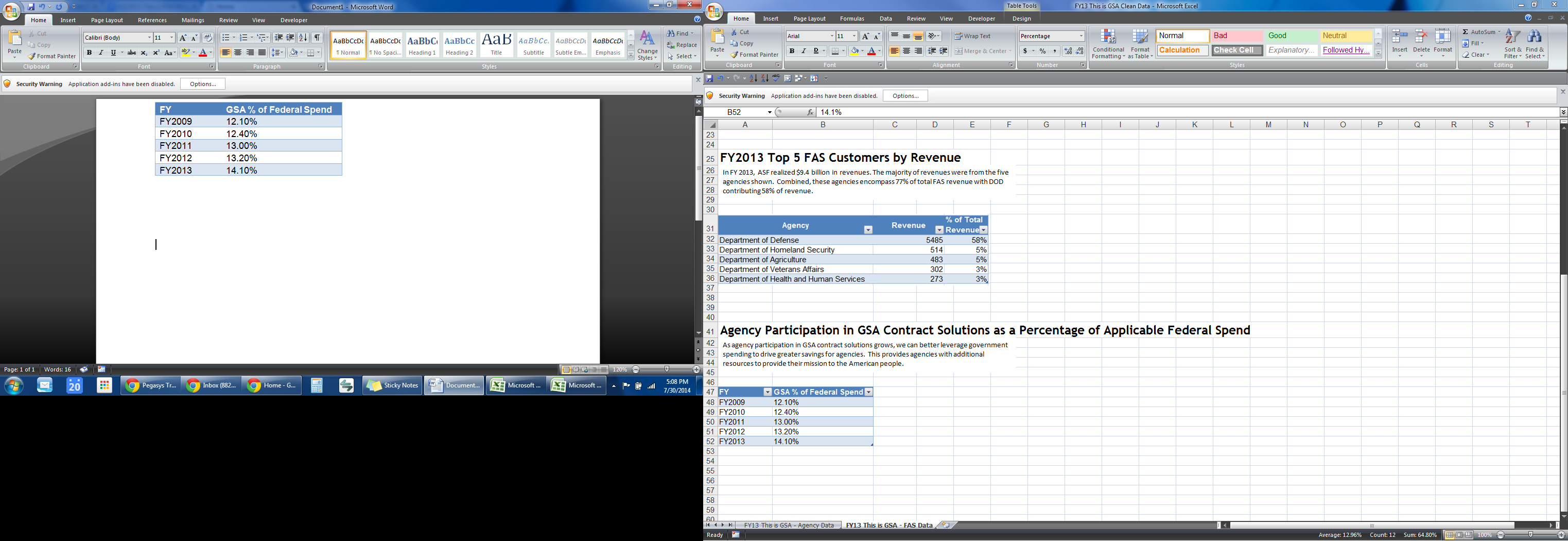
**FY2013 Top 5 FAS Customers by Revenue**

In FY 2013, ASF realized $9.4 billion in revenues. The majority of revenues were from the five agencies shown.  Combined, these agencies encompass 77% of total FAS revenue with DOD contributing 58% of revenue.

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| --- | --- | --- |
| Customer Agency | Revenue | % of Total Revenue |
| Department of Defense | $5.4B | 58% |
| Department of Homeland Security | $514M | 5% |
| Department of Agriculture | $483M | 5% |
| Department of Veterans Affairs | $302M | 3% |
| Department of Health and Human Services | $273M | 3% |

**Agency Participation in GSA Contract Solutions as a Percentage of Applicable Federal Spend**

As agency participation in GSA contract solutions grows, we can better leverage government spending to drive greater savings for agencies.  This provides agencies with additional resources to provide their mission to the American people.

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**FY13 Increase business volume through Federal Strategic Sourcing Initiatives (FSSI)**

Strategic sourcing is the collaborative and structured process of critically analyzing an organization's spending and using this information to make business decisions about acquiring commodities and services more effectively and efficiently.   Business volume in FSSI is an important proxy of program growth and the adoption rate of agencies utilizing FSSI solutions.

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| --- | --- |
| **Category** | **Business Volume (in millions)** |
| **Telecommunications Expense Management Services** | $29 |
| **Print Management** | $5.70 |
| **Domestic Delivery Service 2** | $130 |
| **Office Supplies 2** | $246 |
| **Wireless** | $47 |
| **Total (in millions)** | $458 |

**Government-wide Vehicle Purchasing Trends:  Alternative Fuel Vehicle (AFV)**

Federal agencies are mandated by the Energy Policy Act (EPAct), Executive Order 13423, and the Energy Independence and Security Act (EISA) to purchase alternative fuel vehicles, increase consumption of alternative fuels, and reduce petroleum consumption. GSA Fleet strives to assist federal customers in acquiring vehicles that help to meet federal sustainability requirements and reduce costs. Fleet has achieved measurable success in this endeavor. In FY 2013, the GSA leased Fleet had an overall MPG improvement of 19.42%, meaning on average, GSA Fleet put a vehicle in to the fleet that was 19.42% more fuel efficient than the vehicle it replaced.

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| **FY** | **% of AFVs Purchased vs. Non-AFVs** |
| **FY2007** | 37.70% |
| **FY2008** | 44.40% |
| **FY2009** | 51.60% |
| **FY2010** | 67.20% |
| **FY2011** | 80.30% |
| **FY2012** | 75.40% |
| **FY2013** | 82.10% |

**PBS DATA**

**FY13 Customer Savings**

GSA’s mission is to deliver the best value in real estate, acquisition, and technology services to government and the American people.  To that end, GSA has begun tracking cost savings and cost avoidance in three PBS programs.  The disposal program tracks savings associated with actual costs avoided for environmental cleanup, restoration, and regulatory compliance, including historic preservation, for unneeded federal assets.  In FY2013, the savings measure also included capital cost avoidance, which was removed from the disposal savings measure in FY2014.   Facilities management savings is made up of energy savings and building operations contracts.  Energy savings compares industry average to GSA’s actual costs; on average, GSA operates 1.5% below industry average.  Contract savings is based on negotiation, contract consolidation, and renegotiation.  Leasing savings are based on the price PBS pays for a lease compared with benchmark data.

|  |  |
| --- | --- |
| **Category** | **Savings Amount** |
| Leasing | $29M |
| Facility Management | $26M |
| Disposal | $73M |
| *Total* | *$128 million* |

**FY2013 Top PBS Customers by Revenue**

FY 2013 gross revenue was $11.6 billion, with over half the revenue from DoJ, Judiciary, DHS, DoT, and SSA.

|  |  |
| --- | --- |
| **Customer Agency** | **Revenue** |
| **Department of Justice** | $1,090M |
| **Federal Judiciary** | $1,847M |
| **Department of Homeland Security** | $1,182M |
| **Department of Transportation** | $791M |
| **Social Security Administration** | $776M |

**GSA-managed inventory leased vs owned rentable square foot**

Historically, GSA managed more owned assets than leased assets.  In 2008, leased rsf overcame federally owned assets.  This trend is concerning since, generally, owned inventory is a better long-term housing solution for most federal tenants and provides cost savings over time.   GSA slowed this trend and we hope to continue to reverse the trend by exploring innovative solutions and initiatives to promote consolidations and co-locations into the federal inventory.

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **FY** | **Leased** | **Owned** | **Total** | **% Leased** | **% Owned** |  | **FY** | **Leased** | **Owned** | **Total** | **% Leased** | **% Owned** |
| 1965 | 43.1 | 145.8 | 188.9 | 23% | 77% |  | 1998 | 149.8 | 185.8 | 335.6 | 45% | 55% |
| 1966 | 45 | 149.4 | 194.4 | 23% | 77% |  | 1999 | 152.3 | 184.9 | 337.2 | 45% | 55% |
| 1967 | 46.4 | 155.5 | 201.9 | 23% | 77% |  | 2000 | 152.8 | 183.9 | 336.7 | 45% | 55% |
| 1968 | 48.3 | 160.3 | 208.6 | 23% | 77% |  | 2001 | 152.6 | 181.7 | 334.2 | 46% | 54% |
| 1969 | 51 | 160.6 | 211.6 | 24% | 76% |  | 2002 | 154.2 | 181.5 | 335.7 | 46% | 54% |
| 1970 | 54.1 | 163.2 | 217.3 | 25% | 75% |  | 2003 | 159.7 | 179.7 | 339.4 | 47% | 53% |
| 1971 | 55.5 | 164.4 | 219.9 | 25% | 75% |  | 2004 | 164.6 | 179.3 | 343.9 | 48% | 52% |
| 1972 | 61.9 | 157.8 | 219.7 | 28% | 72% |  | 2005 | 167.1 | 175.4 | 342.5 | 49% | 51% |
| 1973 | 68 | 156.4 | 224.4 | 30% | 70% |  | 2006 | 172 | 174.4 | 346.5 | 50% | 50% |
| 1974 | 77.7 | 153.7 | 231.4 | 34% | 66% |  | 2007 | 175.6 | 176.6 | 352.2 | 50% | 50% |
| 1975 | 81.3 | 155.1 | 236.4 | 34% | 66% |  | 2008 | 177.9 | 176.6 | 354.5 | 50% | 50% |
| 1976 | 87.5 | 144.5 | 232 | 38% | 62% |  | 2009 | 184.4 | 177.1 | 361.5 | 51% | 49% |
| 1977 | 88.9 | 137.5 | 226.4 | 39% | 61% |  | 2010 | 191.4 | 178.8 | 370.2 | 52% | 48% |
| 1978 | 91.9 | 138.4 | 230.3 | 40% | 60% |  | 2011 | 192.7 | 182.0 | 374.6 | 51% | 49% |
| 1979 | 93.3 | 137.4 | 230.7 | 40% | 60% |  | 2012 | 194.1 | 181.6 | 375.7 | 52% | 48% |
| 1980 | 90.4 | 138.5 | 228.9 | 39% | 61% |  | 2013 | 194.9 | 183.0 | 377.9 | 52% | 48% |
| 1981 | 90.2 | 139.6 | 229.8 | 39% | 61% |  |
| 1982 | 91.2 | 138.7 | 229.9 | 40% | 60% |  |
| 1983 | 90.1 | 138 | 228.1 | 40% | 60% |  |
| 1984 | 88.7 | 137.4 | 226.1 | 39% | 61% |  |
| 1985 | 88.3 | 138.5 | 226.8 | 39% | 61% |  |
| 1986 | 89 | 138.6 | 227.6 | 39% | 61% |  |
| 1987 | 89.8 | 137.6 | 227.4 | 39% | 61% |  |
| 1988 | 93 | 140 | 233 | 40% | 60% |  |
| 1989 | 97.4 | 141.2 | 238.6 | 41% | 59% |  |
| 1990 | 101.7 | 141.9 | 243.6 | 42% | 58% |  |
| 1991 | 109.5 | 137.1 | 246.6 | 44% | 56% |  |
| 1992 | 118.4 | 139.4 | 257.8 | 46% | 54% |  |
| 1993 | 125.7 | 142.1 | 267.8 | 47% | 53% |  |
| 1994 | 133.5 | 143.1 | 276.6 | 48% | 52% |  |
| 1995 | 137 | 144.8 | 281.8 | 49% | 51% |  |
| 1996 | 139.5 | 146.4 | 285.9 | 49% | 51% |  |
| 1997 | 141.5 | 148.6 | 290.1 | 49% | 51% |  |

**FY2013 Top PBS Customers by Total Rentable Square Feet (RSF)**

The four largest customers in the PBS owned inventory are Judiciary, DOJ, DHS and Treasury.  These customers comprise approximately 50% of office rentable square feet and rent payments.

|  |  |  |
| --- | --- | --- |
| **Customer** | **Owned\*** | **Leased\*** |
| Department of Justice | 20 | 31.6 |
| Department of Homeland Security | 14.9 | 29.3 |
| Department of Justice | 37.1 | 6.1 |
| Department of Treasury | 13.8 | 17.2 |
| Social Security Administration | 10 | 20.5 |
| Department of Health and Human Services | 6.4 | 10.7 |
| Department of Interior | 6.3 | 8 |
| United States Department of Agriculture | 5.9 | 6.5 |
| Department of Defense | 4 | 8.3 |
| Department of Commerce | 5.7 | 5.4 |
| General Services Administration | 7.4 | 1.7 |
| Department of Veterans Affairs | 3.8 | 4 |
| Department of State | 3.3 | 4.1 |
| Environmental Protection Agency | 3.6 | 3.3 |
| Department of Energy | 3.4 | 3.2 |
| Department of Transportation | 2 | 4.4 |
| Department of Labor | 4 | 2.2 |
| National Archives and Records Administration | 1.9 | 3.4 |
| Army | 2.1 | 2.9 |
| US Army Corps of Engineers | 2.5 | 2.3 |
| Total | 158.1 | 175.1 |

*\*in millions*

**FY2013 Top 15 PBS Key Market**

PBS owned and leased assets are located in more than 750 market areas.  These include major cities across all 50 U.S. states, 6 U.S. territories, and the District of Columbia.  The top 15 markets represent approximately 60% of the total rsf in the inventory.  The Washington, DC area alone makes up more than one quarter of  the total square footage in the PBS portfolio.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Metropolitan Statistical Areas** | **RSF (in millions)** | | **# of Assets** | |
| **Owned** | **Leased** | **Owned** | **Leased** |
| Washington-Arlington-Alexandria, DC-VA-MD-WV | 42.8 | 57.5 | 175 | 547 |
| New York-Northern New Jersey-Long Island, NY-NJ-PA | 10.1 | 6.9 | 20 | 242 |
| Kansas city, MO-KS | 4.1 | 8.1 | 17 | 71 |
| Baltimore-Columbia-Towson, MD | 5.9 | 3.9 | 19 | 86 |
| Chicago-Naperville-Elgin, IL-IN-WI | 5.8 | 3.4 | 29 | 134 |
| Atlanta-Sandy Springs-Roswell, GA | 5 | 4.2 | 13 | 93 |
| Denver-Aurora-Lakewood, CO | 5.5 | 3.6 | 50 | 83 |
| Los Angeles-Long Beach-Anaheim, CA | 5.7 | 3.4 | 17 | 152 |
| Philadelphia-Camden-Wilmington, PA-NJ-DE-MD | 3.6 | 5.4 | 10 | 112 |
| Dallas-Fort Worth-Arlington, TX | 3.6 | 3.8 | 24 | 105 |
| San Francisco-Oakland-Hayward, CA | 5.1 | 2.3 | 37 | 90 |
| St. Louis, MO-IL | 5.3 | 1.3 | 33 | 47 |
| Seattle-Tacoma-Bellevue, WA | 4.1 | 2.4 | 26 | 79 |
| Boston-Cambridge-Newton, MA-NH | 3.6 | 1.6 | 9 | 79 |
| Miami-Fort Lauderdale-West Palm Beach, FL | 1.8 | 3.2 | 9 | 124 |
| **Total** | **112** | **111** | **488** | **2044** |

**Vacancy Rates for Owned and Leased Buildings**

GSA maintains low vacancy rates across our portfolio.  For leased buildings we average approximately 2% per year and for owned buildings we average approximately 7% per year.  Considering industry averages approximately 17% per year, these numbers are impressive and demonstrate an efficient usage of space.

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| --- | --- |
| **FY** | **Vacancy Rate** |
| FY2011 | 5.0% |
| FY2012 | 4.2% |
| FY2013 | 4.3% |
|  |  |

**PBS Repair and Alterations Appropriation Funding History with Functional Replacement Value Comparison**

Industry recommends investing approximately 2-4% of functional replacement value of a building into building maintenance and upkeep every year.  As the chart demonstrates, over the past few years GSA hasn’t received the recommended investment amount through appropriations.  This leads to assets deteriorating over time and creates a challenge for GSA to keep the inventory within appropriate fire and safety standards.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **FY** | **Funding Dollars** (millions) |  | **2%** | **4%** |
| FY2005 | $887 |  | $ 644,911,777 | $ 644,911,777 |
| FY2006 | $921 |  | $ 736,751,095 | $ 736,751,095 |
| FY2007 | $618 |  | $ 785,947,153 | $ 785,947,153 |
| FY2008 | $722 |  | $ 823,100,464 | $ 823,100,464 |
| FY2009 | $692 |  | $ 827,921,362 | $ 827,921,362 |
| FY2010 | $414 |  | $ 860,170,666 | $ 860,170,666 |
| FY2011 | $280 |  | $ 894,913,583 | $ 894,913,583 |
| FY2012 | $280 |  | $1,369,432,340 | $ 1,369,432,340 |
| FY2013 | $287 |  | $1,450,584,670 | $ 1,450,584,670 |