

BEFORE THE
POSTAL RATE COMMISSION
WASHINGTON, D.C. 20268-0001

POSTAL RATE AND FEE CHANGES, 2006

Docket No. R2006-1

**RESPONSES OF UNITED STATES POSTAL SERVICE WITNESS LOUTSCH
TO INTERROGATORIES OF THE DIRECT MARKETING ASSOCIATION
(DMA/USPS-T6-19 - 29)**

The United States Postal Service hereby provides the responses of witness Loutsch to the following interrogatories of the Direct Marketing Association, filed on July 11, 2006: DMA/USPS-T6-19 - 29.

Each interrogatory is stated verbatim and is followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

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July 25, 2006

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUSCH
TO INTERROGATORY OF DIRECT MARKETING ASSOCIATION**

DMA/USPS-T6-19. This is a follow up to your response to DMA/USPS-T6-5 in which you provided a schedule for the release of all the as-then unreleased Financial and Operating Statements for FY 2006 except for September's. With respect to September's release, you said "The results for September will be available upon completion of the annual financial statements and approval by the Board of Governors."

- a) Please confirm that in 2005, the Postal Service filed the Financial and Operating Statement (FOS) for September with the Postal Rate Commission on December 9, 2005. If you are unable to confirm, please provide the correct date.
- b) Are there any reasons to believe that the September FOS will take longer to prepare this year than it did last year? If so, please provide all of them.
- c) What is the latest date by which you would expect to file the September FOS with the Postal Rate Commission?

Response:

- a) Confirmed.
- b) & c) I have been informed by the organization that prepares and issues Financial Operating Statements (FOS) that the September FOS will be released in conjunction with the FY 2006 Annual Report, which is published within a reasonable timeframe after the December Board of Governors' meeting. A specific issuance date has not yet been determined.

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DMA/USPS-T6-20. The Postal Service requires detailed data to produce Total Factor Productivity.

- a) Please confirm that on June 8 of 2006, the Postal Service filed with the Postal Rate Commission, Total Factor Productivity Annual Tables for FY 2005. If you cannot confirm, please provide the correct date.
- b) Please confirm that Table 13 of these tables, titled Millions of Hours by Occupation, provides workhours (in millions) for supervisors, for clerks and mailhandlers, for city carriers and vehicle service drivers, for special delivery messengers, and for rural carriers – as well as for other selected occupations - from 1963 to 2005.
- c) Please provide an Excel Spreadsheet of this table.
- d) Please provide an Excel Spreadsheet of this table which disaggregates supervisory hours into (1) Supervision of Clerks and Mailhandlers – mail processing, (2) Supervision of Clerks and Mailhandlers – not mail processing, (3) Supervision of City Delivery Carriers, (4) Supervision of Vehicle Service Drivers, and (5) all other supervision. If you are unable to disaggregate to this fine a level, please disaggregate to the finest level available.
- e) Please provide an Excel Spreadsheet of this table which disaggregates Clerks and Mailhandlers hours into (1) (Clerks and Mailhandlers – mail processing and (2) Clerks and Mailhandlers – all other and which also disaggregate City Carriers and Vehicle Service Drivers hours into (1) City Carriers hours and (2) Vehicle Service Drivers hours.
- f) Please feel free to provide one spreadsheet in response to (c), (d), and (e).

Response:

- a) Confirmed.
- b) Confirmed.
- c) The requested schedules in Excel are attached.
- d) I am informed that the data reflected in this table is gathered from National Payroll Hours Summary Report, which is not disaggregated in the manner requested.

Consequently, this table (in its current format) is presented in the finest level of detail available.
- e) I am informed that the data reflected in this table is gathered from National Payroll Hours Summary Report, which is not disaggregated in the manner requested.

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Consequently, this table (in its current format) is presented in the finest level of detail available.

f) Not applicable.

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUTSCH
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DMA/USPS-T6-21. On page 31 of your testimony, you write “Between cost reductions programs and BPI, the Postal Service identifies realizable cost savings for technical personnel and supervisors. Supervisory cost savings beyond those estimated cannot be assumed to occur based on theories of volume variability, because supervisory responsibilities relate to mailflows, networks and operations – not merely to employees.”

- a) Are supervisors responsible for supervising employees?
- b) Please provide any studies or analysis pertaining to the topic of how much of a supervisor’s responsibilities are related to employees and how much are related to mailflows, networks, and operations.
- c) Please provide your best judgment of how much of a supervisor’s responsibilities are related to employees and how much are related to mailflows, networks, and operations.
- d) Please provide all materials from supervisory training programs which demonstrate that supervisors are trained for their responsibilities in managing mailflows, networks, and operations.
- e) Please provide all materials which demonstrate that supervisors are evaluated based on their responsibilities in managing mailflows, networks, and operations.
- f) Please provide all materials which demonstrate that supervisors are compensated based on their responsibilities in managing mailflows, networks, and operations.

Response:

As illustrated in Exhibit B of my testimony and Exhibit D of Library Reference L- 49, the revenue requirement includes supervisory cost adjustments related to volume changes and as a part of the BPI/LMI cost reductions. Library Reference L-49 includes \$13 million, \$20 million, and \$26 million of BPI/LMI supervisory cost reductions for FY 2006, 2007 and 2008, respectively. Additionally, as described in Exhibit B to my testimony, volume related supervisory cost decreases of \$12 million in FY 2006, \$39 million in FY 2007 after rates, and \$33 million in FY 2008 after rates are included. Since management is unable to identify additional supervisory cost savings related to specifically identified cost reduction programs, it is improbable that further supervisory cost reductions will be achieved. I will amend my testimony to clarify this point.

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- a) Yes, to the best of my knowledge supervisors are responsible for supervising employees. But Cost Segment 2 includes supervisory personnel, certain administrative personnel and technical personnel. A more complete description can be found in the "Summary Description of USPS Development of Costs by Segment and Components, Fiscal Year 2005," Library Reference L-1.
- b) & c) I am not aware of any studies or analyses that address how much of a supervisor's responsibilities are related to employees versus that related to mailflows, networks, and operations. But to better explain the responsibilities of supervisors, attached are the job descriptions for several common supervisory positions including distribution and operations, customer services, and transportation operations. As is indicated in these job descriptions, supervisors have a range of responsibilities beyond their primary function supervising a group of employees.
- d) Attached is an index of course modules for the 16-week Associate Supervisor's Program that outlines the areas for which training is provided to candidate supervisors.
- e) I have been informed that supervisors are subject to the EAS evaluation process and are evaluated on their performance of identified duties and the accomplishment of specific goals established by their immediate supervisor. Please see my response to items b. and c. that identifies supervisory position responsibilities of the various types of supervisors.

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- f) I am informed that an EAS employees' compensation is based on their performance evaluation, the performance of their organization, and the performance of the Postal Service as a whole.

STD POSITION DESCRIPTION

U. S. Postal Service

SUPERVISOR, DISTRIBUTION OPERATIONS, EAS-17

FUNCTIONAL PURPOSE

Supervises an assigned group of automated, mechanized, and/or manual processing and distribution operations at a mail processing center/facility.

DUTIES AND RESPONSIBILITIES

1. Supervises a medium sized group of employees engaged in mail processing and distribution activities.
2. Schedules and assigns work; determines priorities; shifts employees during the course of the tour as the workload fluctuates.
3. Monitors operational performance data throughout the tour; resolves routine problems; reports unusual operational problems and recommends solutions.
4. Ensures that operational information reported is complete and accurate; participates in mail surveys/tests related to quality, service performance, etc.
5. Coordinates mail flow activities with other supervisors on the tour.
6. Supervises the on-the-job training program for processing and distribution employees on the assigned tour.
7. Provides input for the facility's operating budget; controls costs within budget allocations.
8. Investigates accidents; prepares necessary reports; ensures compliance with safety regulations and energy conservation practices.
9. Meets with customers and major mailers on a regular basis to resolve problems and/or improve service.
10. Meets with union representatives to resolve disagreements.

SUPERVISION

Manager, designated unit.

SELECTION METHOD

See Handbook EL-311, Section 540 - Selection Policies For Nonbargaining Positions.

(End of Document)

Document Date: 08-05-02

Occupation Code: 2315-0066

Attachment to response to
DMA/USPS-T6-21(c)
Page 2 of 6

SUPERVISOR, DISTRIBUTION OPERATIONS, EAS-17
OCCUPATION CODE: 2315-0066

Document Date: August 24, 2002

REQUIREMENTS:

1. Knowledge of Distribution Operations policies, programs, and procedures sufficient to oversee automated, mechanized, and/or manual processing and distribution operations.
2. Knowledge of performance measurement systems and standards, and customer satisfaction indicators, as they relate to mail processing operations.
3. Ability to communicate information, instructions, or ideas to individuals or groups sufficient to provide guidance, resolve problems, facilitate information flow and write reports.

NOTE: Applicants who have successfully completed the 16-week Associate Supervisor training program may submit a statement of their training completion date as demonstration of meeting the requirements for this position.

Back

STD POSITION DESCRIPTION

U.S. Postal Service

SUPV CUSTOMER SERVICES EAS-17

FUNCTIONAL PURPOSE

Supervises a group of employees in the delivery, collection, and distribution of mail, and in window service activities within a post office, station or branch, or detached unit.

DUTIES AND RESPONSIBILITIES

1. Supervises carrier activities; evaluates the daily workload and makes carrier and route assignments; calls and assigns auxiliary carriers and messengers; makes temporary changes in routes and time schedules and authorizes overtime work.
2. Supervises the distribution and dispatch of mail and other mail handling activities, including handling change of address mail; ensures that proper procedures are followed related to receipt, recording, and delivery of accountable mail.
3. Supervises window services to the public, including sale of stamps and other accountable paper; providing special services such as Express Mail, box rental, and acceptance of advance deposits; providing information on postal services; setting meters; and accepting mail at public windows; conducts audits of employee flexible accountabilities.
4. Establishes work schedules and allocates work hours to meet service requirements; reschedules assignments based on changes in mail volume and human resource availability.
5. Analyzes delivery operations, mail flows, and retail operations within the work unit using observation, data analysis, and computer models; makes recommendations to improve operations.
6. Conducts or oversees mail counts and inspections; analyzes factors such as office practices, safety conditions, route layout, and delivery methods to determine if routes are laid out properly; makes recommendations for route adjustments and other efficiency improvements.
7. Ensures compliance with vehicle maintenance and inspection schedules; monitors vehicle service contracts; may investigate vehicle accidents.
8. Supervises a medium-size group of craft employees; provides on-the-job training; ensures complete training in current operating and safety procedures; assesses employee performance and provides guidance and direction to employees regarding work performance; makes recommendations for performance improvement; and ensures development of employees in the work unit.
9. Establishes effective work team relationships; involves employees in decisions that affect them; and encourages decision making at the lowest possible level.
10. Has frequent contact with the public, large volume mailers, and representatives of community, business, or mailing organizations to respond to mailing inquiries.

(Continued on next page)

Document Date: 08/05/2002

Page 1 of 2

Occupation Code: 2310-0022

STD POSITION DESCRIPTION

U.S. Postal Service

SUPV CUSTOMER SERVICES EAS-17

11. Supervises and participates in record-keeping of work hours, mail volumes, cost ascertainment data, carrier transportation costs, accident and injury occurrences and costs, and personnel time and attendance.
12. May personally perform certain non-supervisory tasks in order to meet established service standards, consistent with the provision of Article I, Section 6, of the National Agreement.

SUPERVISION

Postmaster or Manager, Customer Services, or designated unit manager.

SELECTION METHOD

See Handbook EL-312, Section 740 - Selection Policies For Nonbargaining Positions.

(End of Document)

Document Date: 08/05/2002

Page 2 of 2

Occupation Code: 2310-0022

SUPERVISOR, CUSTOMER SERVICES, EAS-17
OCCUPATION CODE: 2310-0022

Attachment to response to
DMA/USPS-T6-21(c)
Page 5 of 6

Document Date: August 24, 2002

REQUIREMENTS:

1. Knowledge of Customer Services policies, programs, and procedures sufficient to oversee carrier and window service activities.
2. Knowledge of performance measurement systems and standards, and customer satisfaction indicators, as they relate to customer service operations.
3. Ability to communicate information, instructions, or ideas to individuals or groups sufficient to provide guidance, resolve problems, facilitate information flow and write reports.

NOTE: Applicants who have successfully completed the 16-week Associate Supervisor training program may submit a statement of their training completion date as demonstration of meeting the requirements for this position.

Back

SUPV TRANSPORTATION OPERATIONS EAS-16

FUNCTIONAL PURPOSE

Supervises, on an assigned tour, the local dispatching and movement and mail transportation vehicles on scheduled and non-scheduled runs; ensures efficient and timely movement of mail.

DUTIES AND RESPONSIBILITIES

1. Supervises the assignment, movement and dispatching of Motor Vehicle Service and Highway Contract Route vehicles; ensures vehicle availability to meet installation's dispatch requirements.
2. Plans and adjusts vehicle transportation routes and schedules; ensures that they interface with outside carrier schedules; responds to emergency needs.
3. Assigns vehicles, issues schedules, keys and trip reporting devices; verifies arrivals/departures and utilization data; takes appropriate action to provide replacement vehicles when necessary.
4. Inspects incoming and outgoing vehicles to ensure proper utilization of vehicles, mail destination and security; ensures that vehicles are operated in a safe manner; investigates and/or cites violations against vehicle operators; provides remedial training as required.
5. Maintains a vehicle control and dispatching system and related records on location, availability and movement of trucks, tractors and trailers.
6. Provides on-the-job training for new employees and orientation for highway contractors.
7. Coordinates the orderly scheduling of postal vehicle maintenance to prevent delays and down-time.
8. Supervises a medium size workforce.
9. Has frequent contact with drivers of contractor's vehicles for spotting and pick-ups; has regular contact with drivers of customer's trucks and with large volume mailers regarding mailing pick-up.
10. Provides input for the development of the plant transportation budget.

SUPERVISION

Manager, Transportation and Networks; or other designated supervisor

SELECTION METHOD

See Handbook EL-312, Section 740 - Selection Policies For Nonbargaining Positions.

(End of Document)

Associate Supervisor Program Leadership and Management Training Outline

Week 1

Unit 1	Foreword and Introduction
Unit 2	Participant Introductions
Unit 3	Participant Roles & Responsibilities
Unit 4	Coach-Trainee Contract
Unit 5	Trainee Assessments and Program Evaluation
Unit 6	Structure of the Organization
Unit 7	Transition to Supervision
Unit 8	Transitional Leadership
Unit 9	Workplace Values & Employee Motivation
Unit 10	One-on-One Communications
Unit 11	Interpersonal Skills
Unit 12	Examination - Week 1
Unit 13	Program Evaluation - Week 1

Week 2

Unit 14	Managing Employee Performance
Unit 15	Tools for Influencing Performance
Unit 16	Giving and Receiving Feedback
Unit 17	Managing Your Boss
Unit 18	Culture Change & Managing Change
Unit 19	Team Building
Unit 20	You and Your Customer
Unit 21	Planning and Time Management
Unit 22	Written Communications
Unit 23	Valuing Diversity in the Workplace
Unit 24	Employee Assistance Program
Unit 25	Ethics in the Workplace
Unit 26	Security...All day...Everyday...Everybody
Unit 27	EEO
Unit 28	Sexual Harassment
Unit 29	Examination-Week 2
Unit 30	Program Evaluation-Week 2

Associate Supervisor Program Processing & Distribution Functional Training Outline

Week 3

Introduction w/ Plant Manager, Staff, Coach, Trainers

Unit 1 Facility Operating Plan/Tour of Facility

Unit 2 Platform Operations

Unit 3 Modes of Transportation

Unit 4 Mail Transportation Equipment

Unit 5 Color Code

Operation On-the-Job Assignment

Week 4

Unit 6 Mail Arrival and Mail Preparation

Unit 7 Mail Flow

Operation On-the-Job Assignment

Week 5 & 6

Unit 8 Automation

Operation On-the-Job Assignments

Week 7

Unit 9 Manual Distribution Operation

Unit 10 AFSM 100 and UFSM 1000

Unit 11 Small Parcel & Bundle Sorter (SPBS)

Operation On-the-Job Assignment

Week 8

Unit 12 Mail Condition Reporting System (webMCRS)

Unit 13 Tracking and Reporting System

Unit 14 Forecasting Workloads and Workweek Scheduling

Unit 15 Reporting Service Measurement Systems

Operation On-the-Job Assignment

Associate Supervisor Program Customer Service Functional Training Outline

Week 3

Introduction w/ District Manager, Staff, Coach, Trainers

Unit 1 Introduction to Automation

Unit 2 Address Management System (AMS) Editbooks

Unit 3 Delivery Point Sequencing (DPS)

Operation On-the-Job Assignment

Week 4

Unit 4 Volume Recording

Unit 5 Required City Delivery Control Forms

Unit 6 Delivery Operations Information System (DOIS)

Operation On-the-Job Assignment

Week 5

Unit 7 Workload Adjustments

Unit 8 Carrier Scheduling

Unit 9 Workload Reporting

Unit 10 Mail Count Forms and Minor Route Adjustments

Operation On-the-Job Assignment

Week 6

Unit 11 Street Management

Unit 12 Delivery Performance Indicators

Unit 13 Supervisor Duties and Responsibilities

Unit 14 Computer Forwarding System (CFS)

Operation On-the-Job Assignment

Week 7

Unit 15 Retail Vision and Mission

Unit 16 Retail Operations

Unit 17 Postal Accounting Procedures

Unit 18 Customer Service and Image

Operation On-the-Job Assignment

Week 8

Unit 19 Staffing and Scheduling

Unit 20 Retail Products and Services

Unit 21 Lobby Management

Unit 22 Retail Performance Indicators

Operation On-the-Job Assignment

Unit 23 (Optional) Rural Delivery and Highway Contract Routes

NOTE: Unit 23, Rural Delivery and Highway Contract Routes is an optional unit to be given where necessary. If this unit is to be given, an additional three hours of classroom training needs to be scheduled in the appropriate week.

Associate Supervisor Program Bulk Mail Center Functional Training Outline

Week 3

- Unit 1 Facility Operating Plan
 - Unit 2 Color Codes
 - Unit 3 Inbound Docks
- Operation On-the-Job Assignment*

Week 4

- Unit 4 Hazardous Materials
 - Unit 5 Mail Transport Equipment
 - Unit 6 Mail Flow Control
 - Unit 7 Non-Machinable Outsides (NMO)
- Operation On-the-Job Assignment*

Week 5

- Unit 8 Sack Sorter Machines (SSM)
 - Unit 9 Sack Shakeout (SSO)
 - Unit 10 Rewrap
 - Unit 11 Primary
 - Unit 12 Package Bar Code System (PBCS)
- Operation On-the-Job Assignment*

Week 6

- Unit 13 Mail Condition Reporting System (MCRS)
 - Unit 14 Reporting Service Measurement System
 - Unit 15 Secondary
- Operation On-the-Job Assignment*

Week 7

- Unit 16 Tow Conveyor System
 - Unit 17 Small Parcel Bundle Sorter (SPBS)
 - Unit 18 Modes of Transportation
- Operation On-the-Job Assignment*

Week 8

- Unit 19 Vehicle Tracking Analysis Performance System (VTAPS)
 - Unit 20 Outbound Docks
- Operation On-the-Job Assignment*

Associate Supervisor Program Assuming Responsibility for Supervision Training Outline

Week 9

Unit 1 Safety for Postal Leadership
Operation On-the-Job Assignment

Week 10

Unit 2 Labor Relations – History of the Postal Service and
Postal Unions
Unit 3 Grievance Procedure
Unit 4 Correcting Employee Deficiencies
Unit 5 National Contract Overview
Unit 6 Union Representation and Information Requests
Unit 7 Local Agreements and Issues
Operation On-the-Job Assignment

Week 11

Unit 8 Injury Compensation Program
Operation On-the-Job Assignment

Week 12

Unit 9 Managing New Employees
Unit 10 Leave Control
Operation On-the-Job Assignment

Week 13

Unit 11 Workplace Violence Awareness
Operation On-the-Job Assignment

Week 14

Unit 12 Cross-Functional Interchange
NOTE: While the focus of this week is exposure to the cross functional
operation, the classroom day can be utilized to present local training initiatives.
Operation On-the-Job Assignment and Cross-Functional Checklists

Week 15

Unit 13 Managing the Unit
Performance Discussion

Week 16

Managing the Unit
Graduation/Reception

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUSCH
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DMA/USPS-T6-22. Please refer to the spreadsheet L49_R2006_8.xls which is part of USPS-LR-L-49.

- a) Please confirm that Attachment D, Page 1 of this spreadsheet shows that of the Cost Reduction Programs in FY 2006 for Section 1A, 21 cost reduction programs apply to clerks, 14 to mail handlers, 5 to city carriers, and 0 to supervisors. If you cannot confirm, please provide the appropriate numbers.
- b) Please confirm that Attachment E, Page 1 of this spreadsheet shows that of the Cost Reduction Programs in FY 2007 for Section 1A, 22 cost reduction programs apply to clerks, 9 to mail handlers, 6 to city carriers, and 0 to supervisors. If you cannot confirm, please provide the appropriate numbers.
- c) Please confirm that Attachment F, Page 1 of this spreadsheet shows that of the Cost Reduction Programs in FY 2008 for Section 1A, 14 cost reduction programs apply to clerks, 8 to mail handlers, 7 to city carriers, and 0 to supervisors. If you cannot confirm, please provide the appropriate numbers.
- d) Please confirm that there were 51 different cost reduction programs in Section 1A of these attachments.

Response:

- a) Confirmed.
- b) Confirmed.
- c) Confirmed.
- d) Although Section 1A of Library Reference-L-49 is sponsored by witness McCrery (USPS-T-42), my independent count of the programs agrees with your count. I would also note that not all of the listed cost reduction programs are active in each of the three years covered by the attachment.

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DMA/USPS-T6-23. Please refer to page 30 of your testimony where you say “BPI cost savings are projected for supervisory costs between the Base Year and the Test Year and, when considered feasible by the program managers, for other cost reduction programs.”

- a) Did program managers review each of the cost reduction programs to develop estimates of cost reductions for Clerks, Mailhandlers, and carriers? If not, who developed the estimates?
- b) Were program managers specifically requested to consider whether cost reduction programs were feasible for supervisors for each program they reviewed?

If so, please provide all the details of that request, including any documentation supporting the request.

If so, please provide all documentation of the response of each program manager to the request.

RESPONSE:

a) & b) For Decision Analysis Report (DAR) programs, the program managers are responsible for the program cost and savings estimates that would include all identifiable additional cost and all expected cost savings. They may develop the estimates themselves or the estimates may be prepared under their supervision. Also DARs are subjected to an extensive review process to ensure that additional cost and cost reduction estimates are realistic. Attached is the summary description of the reviews required of major programs. For non-DAR expense programs, estimates are developed by national operational managers and are reviewed as a part of the budget process.

To the extent that clerks, mailhandlers, or carriers positions are impacted by a DAR program, the effect would be included in the DAR program cost and cost reduction estimates. The program cost and cost reduction estimates would also address any identifiable reductions in supervisory staff. But barring the closure of a facility or the elimination of a function (e.g. Rec Consolidation Phase 4 effort included in Docket

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R2005-1, LR-K-49), I have been informed that it is unusual for a specific DAR program to result in the identifiable elimination of supervisory positions. Supervisory savings are normally captured through BPI/LMI efforts.

Updated July 5, 2006

DECISION ANALYSIS REPORT – HEADQUARTERS FUNCTIONAL AND FIELD REVIEW

Copies of all Headquarters and Field review concurrence sheets and any responses to issues raised are included in the final Decision Analysis Report (DAR) as part of the backup documentation. An issues resolution meeting may be required for some projects prior to final validation, depending on the criticality of the issue(s). Capital and Program Evaluation, Finance, depending upon the nature of the proposed investment, will determine modifications to these concurrence requirements.

Note: All of the HQ organizations listed below and their respective representatives and the representatives from the Inspection Service and the Office of Inspector General listed below should also be invited to DAR initial briefings.

USPS Headquarters Distribution

E – Equipment DARS

F – Facility DARS

CONCURRENCE FORM AND DECISION ANALYSIS REPORT

HQ Organization:	
Corporate Accounting (E)	
Chief Marketing Officer Product Development (E)	
Chief Technology Officer Information Technology (E,F)	
Employee Development (E)	
General Counsel (E,F)	
Facilities Projects Only (F)	
Intelligent Mail and Address Quality (E)	
Labor Relations (E,F)	
Operations (E,F)	
Delivery and Retail (E,F)	
Engineering (E,F)	
Facilities (E,F)	
Network Operations Management (E,F)	
Public Affairs and Communication (E)	
Supply Management (E)	
Strategic Initiatives (E,F)	

¹ Requests for concurrence from the following functional areas should be sent directly to Naomia Bourdon, Manager Field Operations Requirements and Planning, who coordinates Operations functional reviews and concurrence. Operations submits signed concurrence from Chief Operating Officer with separate signed concurrences from VP Delivery & Retail, VP Network Operations Management, VP Labor Relations, VP Engineering, and VP Facilities.

DECISION ANALYSIS REPORT ONLY (no comments required)

HQ Organization:	
Inspection Service (E,F)	
Office of Inspector General (E,F)	

Standard USPS Field Distribution

REVIEW CONCURRENCE FORM AND DECISION ANALYSIS REPORT (DAR)

For DARs that have field budget and/or field operational impacts, the Area vice presidents must sign their concurrence with the DAR. Copies of the signed field concurrence forms and budget impact summaries must be included in the DAR Back-up.

For site-specific equipment DARs, the plant/facility managers must sign their concurrence with the operational and/or budget impacts of the DAR. The site-specific impacts and requests for concurrence must be transmitted through the respective Area offices. Copies of the signed field concurrence forms and budget impact summaries must be included in the DAR Back-up.

Notes:

No comments are requested from those individuals designated to receive a Decision Analysis Report Only. All other functional areas must submit a signed review concurrence form to the sponsoring organization within three weeks unless otherwise specified.

Copies of all signed review concurrence forms and any supporting documentation are sent to the Manager, Program Evaluation, Finance for inclusion in the DAR Back-Up. If the reviewing organization has issues with the proposed investment, the sponsoring organization must respond to those issues in writing or by email. This procedure should be followed even if the reviewer checks that is it OK to Proceed. A copy of the response must also be forwarded to the Manager, Program Evaluation for inclusion in the DAR Back-Up.

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DMA/USPS-T6-24. Please confirm that all Supervisor's Cost Reduction Programs in FYs 2006, 2007, and 2008 are BPI/LMI programs, Human Capital Enterprise HR Shared Service Headquarters Programs, or EEO Staff Shift Programs.

RESPONSE:

Confirmed.

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUSCH
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DMA/USPS-T6-25. Please refer to page 31 of your testimony where you state “In addition, cost reduction programs frequently require additional supervisory time and attention in order to capture cost savings, to maintain service, and to ensure operating efficiencies.” Also please refer lines 24 and 25 on that page in the “Other Programs” sections that states “Example of types of program costs included in this category are: the offsetting cost increases associated with cost reduction programs.”

- a) Does this imply that additional supervisory time and attention are required to capture cost savings, maintain service, and ensure operating efficiencies would be reflected in “Other Programs.” If not, please explain why not.

Response:

Additional costs that are ongoing in nature, (e.g. additional maintenance support costs) are included in the Other Programs section, and they increase the base costs for the affected year and increase costs in subsequent years. If additional supervisory positions are required as a result of a program, the cost of the new supervisory positions would be reflected in the Other Program section. Library Reference L-49 contains one program, “DAR Impact from New Facilities.” that results in an increase in ongoing supervisory cost.

The quote cited above explains why reductions in supervisory positions may not be associated directly with a specific cost reduction program even though there is a reduction in the number of employees supervised. A further explanation pertaining to mail processing supervisors is included in the “Summary Description of USPS Development of Costs by Segment and Components, Fiscal Year 2005,” Library Reference L-1, Section 2.1.1.

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUSCH
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DMA/USPS-T6-26. Please confirm that "Other Programs" increase supervisory costs by \$148,000 in FY 2006, \$0 in FY 2007, and \$0 in FY 2008. If these figures are not correct, please provide the correct figures.

Response:

Confirmed.

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUSCH
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DMA/USPS-T6-27. Please provide any empiric studies or analyses that you have performed showing that cost reductions programs will not affect the number of supervisors proportionate to the effect of these cost reduction programs on the crafts supervised.

Response:

I have been informed that no such studies have been performed.

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUSCH
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DMA/USPS-T6-28. DMA/USPS-T6-4 asked in part “As a general proposition, do you believe that predictions about the future are more accurate the closer they are made to the event being predicted?” As part of your answer to this question you introduced a horse racing theme by responding “Not necessarily. As a non-postal event driven example consider a horse race. Although handicappers may predict, even right at the start of a race, that a particular horse will win, their forecasts oftentimes do not prove accurate.”

In continuing with this theme...

- a) Please confirm that in states with pari-mutual betting, the windows where wagers are placed close before the race starts and no more wagers may be placed after it starts. Please fully explain any failure to confirm.
- b) Do you believe handicappers would be more successful in picking winners if they were allowed to bet when the race was half over?
- c) Do you believe handicappers would be more successful in picking winners if they were allowed to bet when the race was three quarters over?
- d) If windows stayed open during the course of a race and handicappers were allowed to place wagers, do you believe the odds would change during the course of the race. If not, please explain why not.

Response:

- a) Not confirmed. I have not personally observed, nor do I have any studies that would confirm, that all states with pari-mutuel betting close the betting windows before the start of a race.
- b&c) I have no basis for assuming that a handicapper’s success at picking winners is related to allowing the placement of bets on a horse race in progress. Additionally, I have no basis for assuming that a handicapper would be better able to pick a winning horse after the start of a race regardless of whether the race is half over or three quarters over.
- d) Based on my limited understanding of pari-mutuel betting, the odds may change whenever a single wager is made. Therefore, I assume that if betting continues during a race, the odds may change.

**RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS LOUSCH
TO INTERROGATORY OF DIRECT MARKETING ASSOCIATION**

DMA/USPS-T6-29. Please provide an Excel spreadsheet showing for all real estate sold by the Postal Service from 1995 to the present (1) the date sold, (2) the book value at the time of the sale, (3) the sales price, (4) and any costs (including commission) associated with the sale.

Response:

Attached is a listing of real estate sales and gains from FY 2001-FY 2006 year-to-date compiled from the property files and records. A similar listing was filed in Docket No. R2001-1 at LR-J-170 that included the period FY1992-FY2001. FY 2001 has been updated in the attached spreadsheet to include the FY 2001 sale of Telluride, CO.

PROPERTY SALES FY 2001											db= Loss
COMPLETE SALES - AP PROCESS SEQUENCE											cr= Gain
REC	Fin/Sub-Loc	Post Ofc Name	FY 2001	Type Sale	LAND Cost	Bldg Cost	ACCUM DEPREC	GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 54610 & 54129
1	11-4620-G05	Key West, FL	01	S	\$ 21,867	\$ 340,334	\$ 107,188	\$ 405,000.00	\$ 376,836.21	\$ 28,163.79	\$ (121,823.21)
2	11-4620-G06	Key West, FL	02	S	\$ 18,431	360,376	114,230	415,000.00	387,150.07	27,849.93	\$ (122,573.07)
3	26-3170-G01	Fergus Falls, MN	02	S	13,000	1,593,547	1,590,246	450,000.00	450,000.00	-	\$ (433,699.00)
4	41-6840-G01	Punxsutawney, PA	02	S	25,000	264,474	264,474	40,000.00	37,600.00	2,400.00	\$ (12,600.00)
5	48-0190-G01	Alpine, TX	02	S	6,000	270,739	240,712	155,000.00	144,400.00	10,600.00	\$ (108,373.00)
6	54-8050-G03	Spokane, WA	02	S	167,685	110,020	110,020	(Recorded 12/98)	(Recorded 12/98)		\$ 167,685.00
7	05-6678-G35	Sacramento, CA	03	S	-	-	-	79,000.00	78,956.00	44.00	\$ (78,956.00)
8	19-3179-G02	Ft. Scott, KS (Land)	03	S	118,401	-	-	30,000.00	28,862.65	1,137.35	\$ 89,538.35
9	35-5940-G01	N. Collins, NY (Land)	03	S	52,517	-	-	7,500.00	6,050.00	1,450.00	\$ 46,467.00
10	36-2176-G02	Dunn, NC	03	S	75,406	443,134	211,734	340,000.00	319,005.00	20,995.00	\$ (12,199.00)
11	40-6976-G01	Rainier, OR	03	S	46,150	-	-	44,650.81	44,650.81	-	\$ 1,499.19
12	48-9505-G01	Weatherford, TX	03	S	8,000	327,052	327,052	272,628.97	272,628.97	-	\$ (264,628.97)
13	56-3960-G01	Hudson, WI	03	S	9,000	127,910	123,492	200,000.00	190,310.14	9,689.86	\$ (176,892.14)
14	56-2250-G01	De Pere, WI	04	S	10,000	134,238	118,915	250,000.00	220,685.22		\$ (195,362.22)
15	19-8932-G02	Topeka, Ks	05	S	9,000	138,596	138,596	60,100.00	45,189.03	14,910.97	\$ (36,189.03)
16	20-4468-G01	Lawrenceburg, KY	05	S	7,000	128,105	128,105	161,100.00	126,038.50	35,061.50	\$ (119,038.50)
17	23-6912-G01	Owings Mills, Md	05	S	152,730	958,121	534,024	957,500.00	882,887.08	74,612.92	\$ (306,060.08)
18	28-4686-G03	Liberty, MO	05	S	27,422	219,889	16,243	450,000.00	446,500.00	3,500.00	\$ (215,432.00)
19	38-2863-G01	Fremont, OH	05	S	64,000	535,114	535,114	150,000.00	133,758.20	16,241.80	\$ (69,758.20)
20	45-0200-G02	Anderson, SC	05	S	47,218	457,704	83,625	392,000.00	363,100.09	28,899.91	\$ 58,196.91
21	51-2418-G02	Danville, VA	05	S	100,768	494,031	249,136	299,000.00	281,655.00	17,345.00	\$ 64,008.00
22	51-9930-G01	Wytheville, VA	05	S	5,525	365,095	365,095	250,000.00	235,545.00	14,455.00	\$ (230,020.00)
23	07-4212-G01	Hartsel, CO	06	S	5,082	1	1	45,000.00	34,475.30	10,524.70	\$ (29,393.30)
24	21-9425-G01	Winnsboro, LA	06	S	7,000	240,293	240,293	75,000.00	65,500.00	9,500.00	\$ (58,500.00)
25	25-4800-G01	Jackson, MI	06	S	216,014	1,684,619	1,216,653	800,000.00	760,297.00	39,703.00	\$ (76,317.00)
26	35-7495-G01	Saugerties, NY	06	S	10,000	279,949	279,949	226,000.00	216,960.00	9,040.00	\$ (206,960.00)
27	45-6120-G01	Murrells Inlet, SC	06	S	75,507	487,587	175,619	1,000,000.00	932,915.20	67,084.80	\$ (545,440.20)
28	48-7085-G01	Pittsburg, TX	07	S	5,000	98,160	98,160	22,000.00	15,033.36	6,966.64	\$ (10,033.36)
29	49-5066-G01	Logan, UT (Parking)	07	S	42,157	76,163	76,163				(See Below)
30	49-5066-G02	Logan, UT	07	S	27,000	622,231	132,459	685,000.00	677,046.00	7,954.00	\$ (118,117.00)
31	56-5480-G08	Milwaukee, WI	07	S	21,877	34,126	34,126	10,000.00	5,521.50	4,478.50	\$ 16,355.50
32	02-5811-G01	Moose Pass, AK	08	S	150	165,155	165,155	-	-	-	\$ 150.00
33	02-7566-G01	Russian Mission, AK	08	S	-	194,527	55,399	-	-	-	\$ 139,128.00
34	11-8925-G15	Tampa, FL	08	D	-	2,562,716	656,066	-	-	-	\$ 1,906,650.00
35	04-5580-G02	Marion, AR	09	S	104,802	66,396	7,607	200,000	183,650.24	16,349.76	\$ (20,059.24)
36	24-0799-G47	Boston, MA	09	S	618,449	174,106	174,106	700,000	661,500.00	38,500.00	\$ (43,051.00)
37	35-4565-G02	Lakewood, NY	09	S	100,259	-	-	1	1.00	-	\$ 100,258.00
38	55-0564-G02	Beckley, WV	09	S	64,567	904,398	339,903	500,000	473,160.25	26,839.75	\$ 155,901.75
39	56-5250-G01	Medford, WI	09	S	9,000	132,636	132,636	25,000	23,500.00	1,500.00	\$ (14,500.00)
40	02-6513-G01	Nulato, AK	10	S	-	288,733	101,601	4,100	4,100.00	-	\$ 183,032.00
41	26-3110-G01	Fairmont, MN	10	S	10,000	141,612	141,612	85,000	78,100.00	6,900.00	\$ (68,100.00)
42	33-2100-G01	Delmont, NJ (Land)	10	S	17,300	-	-	1,000	940.00	60.00	\$ 16,360.00
43	48-1550-G02	Cedar Hill, TX	10	S	53,177	303,419	178,042	185,000	185,000.00	-	\$ (6,446.00)
44	02-6552-G01	Nunapitchuk, AK	11	S	-	200,628	72,587	-	-	-	\$ 128,041.00
45	20-8384-G01	Williamsburg, KY	11	S	8,000	336,860	336,860	150,500	144,480.00	6,020.00	\$ (136,480.00)
46	35-3015-G01	Fredonia, NY	11	S							
47	45-1490-G15	Charleston, SC	11	S	30,579	1,053,948	217,104	925,000	858,177.50	66,822.50	\$ 9,245.50
48	48-1910-G01	Comanche, TX	11	S	3,000	153,030	15,303	50,000	47,000.00	3,000.00	\$ 93,727.00
49	55-2904-G01	Frametown, WV	11	S	-	39,948	16,354	-	-	-	\$ 23,594.00

50	03-8880-G14	Tucson, AZ	12	S	745,424	2,335,471	492,846	479,000	459,476.50	19,523.50	\$ 2,128,572.50
51	09-6050-G01	Seaford, DE	12	S	9,000	369,690	369,690	200,000	199,938.05	61.95	\$ (190,938.05)
52	12-0066-G01	Adel, GA	12	S	5,000	183,228	183,228	90,000	82,500.00	7,500.00	\$ (77,500.00)
53	28-8028-G01	Union, MO	12	S	10,000	123,171	123,171	175,000	167,900.00	7,100.00	\$ (157,900.00)
54	12-5159-G01	Lithia Spgs, GA	13	S	62,722	254,723	145,744	300,000	288,000.00	12,000.00	\$ (116,299.00)
55	20-1216-G01	Campbellsville, KY	13	S	10,000	531,884	531,884	95,000	89,300.00	5,700.00	\$ (79,300.00)
56	41-6116-G01	North East, PA	13	S	5,000	264,590	264,590	150,000	149,842.50	157.50	\$ (144,842.50)
57	41-5744-G03	Murrysville, PA	13	S	280,525	-	-	500,000	477,937.10	22,062.90	\$ (197,412.10)
58	41-8372-G01	Teleford, PA	13	S	25,000	134,623	46,086	200,000	185,886.30	14,113.70	\$ (72,349.30)
59	02-0312-G06	Anchorage, AK	13	D	-	169,121	50,169	-	-	-	\$ 118,952.00
* 7	Removed AP 12/00										
*46	Reversed AP 13/01	(Partial Sale - See # 22)									
*43	Sold AP 05/94										
									GRAND TOTAL	\$ 716,820.23	\$ 573,819.23

PARTIAL LAND SALES - FY 2001

REC #	Fin/Sub-Loc	Post Ofc Name	FY 2001 AP	Type Sale	Land Sold Value	GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 54610 & 54129
1	No Sales		01	P	Value				
2	25-2490-G43	Detroit, MI	02	P	\$ 236,863	137,500.00	\$ 101,590.00	\$ 35,910.00	\$ 135,273.00
3	40-7760-G01	Silverton, OR	03	P	\$ 19,278	38,926.00	38,926.00	-	\$ (19,648.00)
4	48-2270-G62	Garland, TX	03	P	\$ 536	840.00	840.00	-	\$ (304.00)
5	48-3410-G01	Garland, TX	03	P	\$ 768	2,660.00	2,660.00	-	\$ (1,892.00)
6	51-9541-G01	Nothern Virginia, VA	03	P	\$ 755	16,788.00	16,788.00	-	\$ (16,033.00)
7	26-8490-G02	Savage, MN	04	P	\$ 10,315	18,200.00	18,200.00	-	\$ (7,885.00)
8	03-1591-G01	Chino Valley, AZ	05	P	\$ 54,485	100,000.00	87,413.00	12,587.00	\$ (32,928.00)
9	11-2205-G04	Delray Beach, FL	05	P	\$ 27,024	15,000.00	14,042.61	957.39	\$ 12,981.39
10	02-0312-G11	Anchorage, AK	06	P	\$ 29,375	14,440.00	14,440.00	-	\$ 14,935.00
11	07-1440-G01	Castle Rock, CO	06	P	\$ 9,818	4,400.00	4,400.00	-	\$ 5,418.00
12	17-8197-G02	S. Bend, IN	06	P	\$ 58,152	256,100.00	256,100.00	-	\$ (197,948.00)
13	12-2233-G01	Cumming, GA	07	P	\$ 6,939	20,290.00	20,290.00	-	\$ (13,351.00)
14	35-3015-G02	Fredonia, NY	07	P	\$ 41,163	25,000.00	24,500.00	500.00	\$ 16,663.00
15	31-9760-G02	Winnemucca, NV	08	P	\$ 50,000	38,246.70	38,246.70	-	\$ 11,753.30
16	04-6030-G02	Mountain Home, AR	09	P	\$ 140,849	175,000.00	165,134.50	9,865.50	\$ (24,285.50)
17	29-4572-G01	Kalispell, MT	09	P	\$ 2,956	6,600.00	6,600.00	-	\$ (3,644.00)
18	03-8880-G13	Tucson, AZ	11	P	\$ 290,235	85,109.28	84,959.28	150.00	\$ 205,275.72
19	07-8784-G01	Telluride, CO	11	P	\$ 2,051,851	4,000,000.00	3,659,878.00		\$ (1,608,027.00)
20	21-0624-G06	Baton Rouge, LA	12	P	\$ 14,887	31,755.00	31,755.00	-	\$ (16,868.00)
21	57-1673-G05	Cheyenne, WY	12	P	\$ 9,996	72,000.00	67,530.00	4,470.00	\$ (57,534.00)
22	35-3015-G01	Fredonia, NY	12	P	\$ 2,558	25,000.00	24,500.00	500.00	\$ (21,942.00)
23	05-0378-G01	Atascadero, CA	13	P	\$ 291,950	364,000.00	340,234.10	23,765.90	\$ (48,284.10)
24	54-7625-G01	Redmond, WA	13	P	\$ 849,077	1,138,597.00	1,077,009.37	61,587.63	\$ (227,932.37)
						\$ 6,586,451.98	\$ 6,096,036.56	\$ 150,293.42	\$ (1,896,206.56)

\$ 867,113.65	\$ (1,322,387.33)
Gr Tit Net Gain/Loss	
\$ 867,113.65	
Remove Fees	
(875,520.02)	
Unreconciled Difference	
\$ (3,065,021.00)	
Total Acct 54610	



PROPERTY SALES FY 2002

db= Loss

cr= Gain

COMPLETE SALES - AP PROCESS SEQUENCE

REC	Fin/Sub	Post Ofc Name	FY 2002 AP	Type Sale	LAND Cost	Bldg Cost	ACCUM DEPREC	GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 54610 & 54129
1	05-4794-G04	Marysville, CA	01	S	\$ 60,000	\$ 25,887	\$ 2,597	\$ 285,000.00	\$ 265,290.42	\$ 19,709.58	\$ (182,000.42)
2	20-8328-G01	Whitesburg, KY	01	S	\$ 6,000	219,628	219,628	130,000.00	129,898.50	101.50	\$ (123,898.50)
3	35-6245-G01	Ossining, NY	01	S	29,552	391,904	391,904	400,000.00	384,000.00	16,000.00	\$ (354,448.00)
4	35-4805-G01	Lockwood, NY	02	S	12,223	-	-	4,000.00	3,924.00	76.00	\$ 8,299.00
5	47-6528-G02	Orlinda, TN	02	S	1,432	80,231	9,427	29,000.00	28,900.00	100.00	\$ 43,336.00
6	12-7601-G01	Roswell, GA	02	S	77,480	587,881	296,275	1,250,000.00	1,248,500.00	1,500.00	\$ (879,414.00)
7	25-6350-G01	Moran, MI	02	S	9,809	-	-	7,000.00	7,000.00	-	\$ 2,809.00
8	26-8360-G19	St. Paul, MN	02	S	558,841	-	-	420,000.00	403,025.00	16,975.00	\$ 155,816.00
9	07-2356-G02	Denver, Co	02	S	15,000	1,860,659	1,860,659	431,949.00	431,949.00	-	\$ (416,949.00)
10	No Sales		03	S							
11	05-4692-G01	Magalia, CA	04	S	199,292			60,000.00	56,204.00	3,796.00	\$ 143,088.00
12	23-1926-G01	Clarksburg, MD	04	S	8,800	73,957	31,594	272,500.00	253,560.81	18,939.19	\$ (202,397.81)
13	35-3525-G01	Hamburg, NY	04	S	11,000	385,168	385,168	265,000.00	247,907.50	17,092.50	\$ (236,907.50)
14	02-2769-G07	Fairbanks, AK	04	D	-	906,840	572,932	-	-	-	\$ 333,908.00
15	02-8268-G01	Soldotna, AK	05	S	30,042	1,607,044	952,133	365,000.00	342,351.83	22,648.17	\$ 342,601.17
16	04-0774-G02	Bentonville, AR	05	S	125,593	786,190	356,653	480,000.00	479,875.00	125.00	\$ 75,255.00
17	05-4506-G01	Loomis, CA	05	S	378,215	-	-	280,000.00	262,877.50	17,122.50	\$ 115,337.50
18	48-5900-G05	Midland, TX	05	S	960,773	-	-	825,000.00	778,650.00	46,350.00	\$ 182,123.00
19	51-3480-G01	Galax, VA	05	S	8,000	239,102	239,102	128,000	120,320.00	7,680.00	\$ (112,320.00)
20	20-5912-G01	Paintsville, KY	06	S	4,000	307,209	307,209	162,500.00	151,125.00	11,375.00	\$ (147,125.00)
21	18-2439-G01	Dewitt, IA	07	S	5,000	184,217	184,217	90,000.00	90,000.00	-	\$ (85,000.00)
22	02-7780-G01	Scammon Bay, AK	08	S	-	227,814	84,208	2,000.00	2,000.00	-	\$ 141,606.00
23	04-9117-G01	Warren, AR	08	S	4,000	107,250	107,250	20,000.00	18,650.00	1,350.00	\$ (14,650.00)
24	36-4736-G01	Madison, NC	08	S	8,000	339,129	339,129	100,000.00	92,500.00	7,500.00	\$ (84,500.00)
25	12-2310-G01	Dallas, GA	09	S	105,880	654,300	261,389	475,000.00	456,000.00	19,000.00	\$ 42,791.00
26	45-9880-G01	York, SC	09	S	5,000	382,966	359,343	240,000.00	240,000.00	-	\$ (211,377.00)
27	04-5976-G01	Morrilton, AR	10	S	8,000	133,919	133,919	27,000.00	25,280.00	1,720.00	\$ (17,280.00)
28	36-4960-G01	Mebane, NC	10	S	32,718	252,881	252,881	210,000.00	197,400.00	12,600.00	\$ (164,682.00)
29	41-4316-G01	Kutztown, PA	10	S	7,000	191,565	169,748	195,000.00	183,200.00	11,800.00	\$ (154,383.00)
30	12-4675-G01	Jesup, GA	10	S	5,000	603,174	603,174	175,000.00	161,000.00	14,000.00	\$ (156,000.00)
31	05-3710-G05	Irvine, CA	10	D	-	112,041	44,691	-	-	-	\$ 67,350.00
32	05-5376-G02	Newport Beach, CA	10	D	-	79,952	33,328	-	-	-	\$ 46,624.00
33	01-4240-G05	Huntsville, AL	11	S	16,162	14,426	14,426	31,256.00	31,256.00	-	\$ (15,094.00)
34	04-6120-G01	Mt. Pleasant, AR	11	S	-	40,098	27,371	1,602.00	1,602.00	-	\$ 11,125.00
35	04-6327-G01	Newport, AR	11	S	9,000	259,773	259,773	70,000.00	69,875.00	125.00	\$ (60,875.00)
36	09-3630-G01	Laurel, DE	11	S	6,000	239,014	239,014	67,500.00	63,450.00	4,050.00	\$ (57,450.00)
37	16-3342-G01	Gurnee, IL	11	S	108,197	687,415	280,303	312,500.00	312,100.00	400.00	\$ 203,209.00
38	16-3504-G01	Hebron, IL (land)	11	S	55,706	-	-	30,100.00	29,650.00	450.00	\$ 26,056.00
39	17-6325-G01	N. Judson, IN (land)	11	S	37,893	-	-	22,500.00	22,450.00	50.00	\$ 15,443.00
40	33-7845-G01	Somers Point, NJ	11	S	13,475	189,450	68,290	350,000.00	322,028.92	27,971.08	\$ (187,393.92)
41	48-2330-G01	Decatur, TX	11	S	5,000	375,692	375,692	156,000.00	146,450.00	9,550.00	\$ (141,450.00)
42	28-8376-G02	Wentzville, MO	12	S	160,544			100,000.00	91,905.00	8,095.00	\$ 68,639.00
43	45-0640-G01	Bishopville, SC	12	S	8,000	166,360	166,360	90,000.00	84,600.00	5,400.00	\$ (76,600.00)
44	01-2990-G01	Fayette, AL	13	S	6,000	165,247	165,247	50,000.00	50,000.00	-	\$ (44,000.00)
45	05-7680-G01	Taft, CA	13	S	378,145	-	-	70,000.00	65,628.00	4,372.00	\$ 312,517.00

46	33-2325-G01	Edgewater, NJ	13	S	11,000	471,391	471,391	615,000.00	579,250.00	35,750.00	\$ (568,250.00)
47	48-4395-G01	Jacksonville, TX	13	S	38,735	606,519	606,519	190,000.00	182,325.00	7,675.00	\$ (10,300.00)
48	48-4910-G01	Lampasas, TX	13	S	3,000	171,412	171,412	100,000.00	92,350.00	7,650.00	\$ (89,350.00)
49	03-7659-G03	Scottsdale, AZ	13	S	1,486,587	29,764	1,482	675,000.00	634,010.50	40,989.50	\$ 880,858.50
50	02-0897-G01	Bethel, AK	13	S	128,875	1,491,687	531,576	690,000.00	689,560.00	440.00	\$ 399,426.00
51	55-6594-G01	Princeton, WV	13	S	49,255	374,886	283,427	75,000.00	70,437.50	4,562.50	\$ 70,276.50
52	35-5825-G36	New York, NY (Time Sq)	13	S				6,170,237.46	6,170,237.46	-	\$ (6,170,237.46)

(Sale Air Rights)

Sub Total \$ 425,090.52 \$ (7,409,128.94)

PARTIAL LAND SALES - FY 2002

REC	Fin/Sub	Post Ofc Name	FY 2002 AP	Type Sale	Land Sold			GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 54610 & 54129
1	46-0036-G02	Aberdeen, SD	01	P	\$ 24,981			1.00	1.00	\$ -	\$ 24,980.00
	No Partial Sales		02	P							
	No Partial Sales		03	P							
	No Partial Sales		04	P							
2	03-6364-G38	Phoenix, AZ	05	P	\$ 247,994			220,000.00	206,566.00	13,434.00	\$ 41,428.00
	No Partial Sales		06	P							\$ -
3	07-2356-G02	Denver, CO	07	P	\$ 872			431,949.00	431,949.00	-	\$ (431,077.00)
4	07-5138-G01	Kittredge, CO	07	P	\$ 1,248			2,725.00	2,725.00	-	\$ (1,477.00)
5	35-2745-G02	Fairport, NY	07	P	\$ 8,575			46,000.00	46,000.00	-	\$ (37,425.00)
6	41-0900-G01	Bridgeville, PA	07	P	\$ 9,139			21,600.00	21,600.00	-	\$ (12,461.00)
7	48-3475-G02	Georgetown, TX	07	P	\$ 1,129,459			719,000.00	655,225.00	63,775.00	\$ 474,234.00
8	17-2574-G01	Elwood, IN	08	P	\$ 16			650.00	650.00	-	\$ (634.00)
9	33-7299-G02	Riverton, NJ	08	P	\$ 86,643			826,175.00	826,175.00	-	\$ (739,532.00)
10	35-0070-G01	Albion, NY	08	P	\$ 722			1,500.00	1,500.00	-	\$ (778.00)
11	51-1750-G04	Chesapeake, VA	08	P	\$ 15,872			22,750.00	22,750.00	-	\$ (6,878.00)
12	08-7718-G09	Stamford, CT	09	P	\$ 326,343			334,950.00	334,950.00	-	\$ (8,607.00)
13	41-6608-G28	Pittsburgh, PA	10	P	\$ 171,398			299,000.00	298,968.00	32.00	\$ (127,570.00)
14	17-4037-G26	Indianapolis, IN	10	P	\$ 14,570			72,200.00	72,200.00	-	\$ (57,630.00)
15	18-8325-G04	Souix City, IA	11	P	\$ 134,614			300,000.00	287,500.00	12,500.00	\$ (152,886.00)
16	26-8280-G03	St. Cloud, MN	11	P	\$ 138			2,000.00	2,000.00	-	\$ (1,862.00)
17	36-0296-G04	Asheboro, NC	11	P	\$ 129,284			140,000.00	128,750.00	11,250.00	\$ 534.00
18	48-2270-G37	Dallas, TX	11	P	\$ 76,265			48,300.00	48,300.00	-	\$ 27,965.00
	No Partial Sales		12	P							
19	11-1710-G01	Clewiston, FL	13	P	\$ 65,265			30,000.00	28,105.00	1,895.00	\$ 37,160.00
20	16-5790-G04	Oak Park, IL	13	P	\$ 264,122			95,000.00	87,240.00	7,760.00	\$ 176,882.00
21	40-7760-G01	Silverton, OR	13	P	\$ 35,359			18,000.00	18,000.00	-	\$ 17,359.00
								Sub Total		\$ 110,646.00	\$ (778,275.00)

Grand Total \$ 535,736.52 \$ (8,187,403.94)

Gr Tit Net Gain/Loss
 \$ 535,736.52
 Remove Fees
 (320,371.54)
 Unreconciled Difference
 \$ (9,043,512.00)
Total Acct 54610


PROPERTY SALES FY 2003

db= Loss

cr= Gain

UPDATED FY03 TAB

COMPLETE SALES - FY 2003

REC	Fin/Sub	Post Ofc Name	FY 2003 AP	Type Sale	LAND Cost	BLDG Cost	ACCUM DEPREC	GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 54610 & 54129
1	02-0897-G01	Bethel, AK	01	S	\$ 128,875	\$ 1,491,687	\$ 534,522	\$ 690,000.00	\$ 689,560.00	\$ 440.00	\$ 396,480.00
2	03-7659-G03	Scottsdale, AZ	01	S	\$ 1,486,587	29,764	1,539	675,000.00	634,010.50	40,989.50	\$ 880,801.50
3	05-4794-G05	Marysville, CA	01	S	318,279	-	-	285,000.00	265,290.42	19,709.58	\$ 52,988.58
4	11-5175-G02	Leesburg, FL	01	S	86,156	7,679	1,106	181,200.00	181,200.00	-	\$ (88,471.00)
5	48-7995-G01	San Benito, TX	01	S	9,000	442,290	442,290	75,000.00	67,250.00	7,750.00	\$ (58,250.00)
6	55-6594-G01	Princeton, WV	01	S	49,255	374,886	284,206	75,000.00	70,437.50	4,562.50	\$ 69,497.50
7	12-0442-G18	Atlanta, GA (AMF)	02	S	-	7,202,347	3,376,618	5,750,000.00	5,750,000.00	-	\$ (1,924,271.00)
8	48-6830-G01	Paris, TX	02	S	7,000	1,435,049	1,435,049	150,000.00	140,810.00	9,190.00	\$ (133,810.00)
9	17-4664-G01	Lawrenceburg, IN	03	S	3,000	182,289	182,289	115,000.00	115,000.00	-	\$ (112,000.00)
10	35-0995-G31	Brooklyn, NY	03	S	520,733	-	-	6,482,292.67	6,436,116.58	46,176.09	\$ (5,408,427.58)
11	43-9380-G01	West Warwick, RI	04	S	30,000	539,795	400,234	450,000.00	424,339.63	25,660.37	\$ (254,778.63)
12	02-3081-G01	Galena, AK	04	Donation	-	292,902	292,902	-	-	-	\$ -
13	11-3105-G02	Ft. Pierce, FL	05	S	4,000	274,439	270,545	100,000.00	94,710.96	5,289.04	\$ (86,816.96)
14	04-8334-G01	Stuttgart, AR	05	S	8,000	229,183	229,183	65,000.00	54,800.00	10,200.00	\$ (46,800.00)
15	16-9904-G02	Chicago, IL	05	S	874,435	3,524,138	943,446	1,700,000.00	1,583,275.00	116,725.00	\$ 1,871,852.00
16	05-6834-G24	San Jose, CA (site)	06	S	407,410	-	-	2,172,500.00	-	2,172,500.00	\$ 407,410.00
18	16-7065-G03	Schaumburg, IL (site)	06	S	2,173,189	-	-	2,350,000.00	666,692.14	1,683,307.86	\$ 1,506,496.86
19	24-1045-G02	Cape Cod, MA	06	S	39,411	1,883,758	1,104,445	940,125.32	-	940,125.32	\$ 818,724.00
20	35-9505-G01	Woodstock, NY (site)	07	S	\$ 136,306	0	0	115,000.00	107,502.00	7,498.00	\$ 28,804.00
21	35-5715-G01	Newfane, NY	07	S	\$ 34,761	148,189	60,996	65,000.00	61,100.00	3,900.00	\$ 60,854.00
22	05-7524-G03	Stockton, CA	07	S	\$ 282,712	-	-	290,000.00	289,875.00	125.00	\$ (7,163.00)
23	20-0376-G03	Barbourville, KY	08	S	0	0	0	68,000.00	63,802.00	4,198.00	\$ (63,802.00)
24	48-9435-G02	Waller, TX	08	S	\$ 51,710	146,705	22,955	95,000.00	89,295.00	5,705.00	\$ 86,165.00
25	35-0995-G17	Brooklyn, NY	09	S	\$ 506,956	-	See #10	-	-	-	-
26	48-0420-G23	Austin, TX	09	S	\$ 100,000	414,527	103,203	1,500,000.00	1,373,080.23	126,919.77	\$ (961,756.23)
27	43-8680-G02	Warwick, RI	09	Donation	-	195,167	56,797	-	-	-	\$ 138,370.00
28	16-9801-G01	Forest Park, IL	10	S	142,577	3,926,845	3,821,280	1,650,000.00	1,538,714.65	111,285.35	\$ (1,290,572.65)
29	16-1542-GC2	Chicago, IL	10	S	153,707	-	-	162,500.00	152,275.00	10,225.00	\$ 1,432.00
30	48-2269-G04	Dallas, Tx	11	S	700,000	3,950,663	569,729	2,813,200.00	2,647,285.86	165,914.14	\$ 1,433,648.14
30	01-7380-G03	Selma, AL	12	S	22,524	74,024	12,624	120,000.00	112,800.00	7,200.00	\$ (28,876.00)
31	39-5742-G01	Muskogee, OK	12	S	14,780	21,484	21,484	14,000.00	14,000.00	-	\$ 780.00
32	01-6610-G01	Point Clear, AL	13-A	S	29,569	-	-	10,200.00	10,200.00	-	\$ 19,369.00
33	08-4590-G01	Naugatuck, CT	13-A	S	25,000	510,551	510,551	175,000.00	175,000.00	-	\$ (150,000.00)
34	38-0175-G02	Amherst, OH	13-A	S	41,523	-	-	-	-	-	\$ 41,523.00
35	02-7137-G01	Point Hope, AK	13-A	Donation	-	220,495	220,495	-	-	-	\$ -
36	38-4592-G01	Lorain, OH	13-B	S	164,782	1,855,668	1,855,668	232,000.00	219,240.00	12,760.00	\$ (54,458.00)
37	45-6410-G01	N. Myrtle Beach, SC	13-B	S	56,774	342,329	220,651	665,000.00	665,000.00	-	\$ (486,548.00)

USPS PROPERTY SALES

cr = Gain / db = Loss

COMPLETE SALES - FY 2004

[(L + B - Accu) - Net Proc]

REC	Fin/Sub	Post Ofc Name	FY 2004 MONTH	Type Sale	LAND Cost	BLDG Cost	ACCUM DEPREC	GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 45610 & 54129
1	45-2220-G01	Darlington, SC	OCT	S	\$ 40,480	\$ 595,430	\$ 595,430	\$ 125,000.00	\$ 117,500.00	\$ 7,500.00	\$ (77,020.00)
											\$ (77,020.00)
3	03-6364-G25	Phoenix, AZ	NOV	S	585,443	5,198	-	\$ 840,000.00	\$ 765,698.50	\$ 74,301.50	\$ (175,057.50)
4	05-6950-G04	Santa Clarita, CA	NOV	S	990,229	-	-	\$ 785,000.00	\$ 719,405.81	\$ 65,594.19	\$ 270,823.19
											\$ 95,765.69
5	11-8355-G01	Sanford, FL	JAN	S	61,180	787,414	231,939	\$ 550,000.00	\$ 549,700.00	\$ 300.00	\$ 66,955.00
6	11-9015-G01	Terra Ceia, FL	JAN	S	277,596	-	-	\$ 131,000.00	\$ 123,140.00	\$ 7,860.00	\$ 154,456.00
7	24-1462-G01	Clinton, MA	JAN	S	15,000	475,953	475,953	\$ 400,000.00	\$ 376,000.00	24,000.00	\$ (361,000.00)
											\$ (139,589.00)
8	23-7596-G03	Randallstown, MD	FEB	S	68,000	255,805	41,357	\$ 400,000.00	\$ 375,762.94	\$ 24,237.06	\$ (93,314.94)
9	47-4632-G01	Knoxville, TN	APR	S	398,000	3,478,594	3,478,594	\$ 1,752,650.23	\$ 1,752,650.23	\$ -	\$ (1,354,650.23)
10	17-7436-G01	Rochester, IN	JUN	S	\$ 8,000	\$ 276,315	\$ 276,315	\$ 55,000.00	\$ 51,505.00	\$ 3,495.00	\$ (43,505.00)
11	28-7140-G97	St. Louis, MO	JUN	S	\$ 36,389	\$ 98,621	\$ 15,000	\$ 315,001.00	\$ 291,293.96	\$ 23,707.04	\$ (171,283.96)
											\$ (214,788.96)
12	51-1758-G01	Chester, VA	JUL	S	\$ 12	354,306	354,306	\$ 429,000.00	\$ 394,530.00	\$ 34,470.00	\$ (394,518.00)
13	25-2100-G01	Constantine, MI	JUL	S	\$ 46,946	\$ -	\$ -	\$ 8,000.00	\$ 8,000.00	\$ -	\$ 38,946.00
											\$ (355,572.00)
14	33-5297-G05	Red Bank, NJ	AUG	S	\$ 1,187,569	0	0	\$ 1,760,000.00	\$ 1,661,449.29	\$ 98,550.71	\$ (473,880.29)
15	38-1666-G39	Cleveland, OH	AUG	S	\$ 53,763	40,786	40,786	\$ 17,000.00	\$ 15,410.00	\$ 1,590.00	\$ 38,353.00
											\$ (435,527.29)
16	26-8360-G10	St. Paul, MN	SEPT	S	\$ 61,740	766,419	499,945	710,000.00	\$ 668,900.00	41,100.00	\$ (340,686.00)
17	22-2550-G03	Eastport, ME	SEPT	S	\$ 106,901	0	0	100,000.00	\$ 100,000.00	-	\$ 6,901.00
18	31-7280-G06	Reno, NV	SEPT	S	\$ 685,158	0	0	400,000.00	\$ 367,500.00	32,500.00	\$ 317,658.00
19	48-5995-G02	Mission, TX	SEPT	S	\$ 214,528	722,247	345,677	200,000.00	\$ 188,000.00	12,000.00	\$ 403,098.00
20	48-0420-G28	Austin, TX	SEPT	S	\$ 632,413	0	0	287,352.00	\$ 269,960.88	17,391.12	\$ 362,452.12
21	51-4062-G01	Harrisonburg, VA	SEPT	S	\$ 12,000	1,676,500	1,676,500	1,850,000.00	\$ 1,850,000.00	-	\$ (1,838,000.00)
22	36-5480-G01	New Bern, VA	SEPT	S	\$ 80,379	729,071	489,461	349,500.00	\$ 349,500.00	-	\$ (29,511.00)
											\$ (1,118,087.88)
				Sub - Totals	\$ 5,561,726	\$ 10,262,659	\$ 8,521,263	\$ 11,464,503.23	10,995,906.61	\$ 468,596.62	\$ (3,692,784.61)

PARTIAL LAND SALES - FY 2004

REC	Fin/Sub	Post Ofc Name	FY 2004 MONTH	Type Sale	Cost Land Sold			GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 45610 & 54129
1	48-2845-G35	El Paso, TX	NOV	P	\$ 373,168			\$ 160,000.00	\$ 147,050.00	\$ 12,950.00	\$ 226,118.00
2	05-8100-G04	Van Nuys, CA	JAN	P	\$ 938,034			525,000.00	\$ 431,469.06	93,530.94	\$ 506,564.94
3	35-6445-G01	Penefield, NY	JAN	P	\$ 6,332			50,000.00	\$ 50,000.00	-	\$ (43,668.00)
											\$ 462,896.94
4	11-5851-G21	Miami, FL	FEB	P	\$ 1,250			10,900.00	\$ 10,900.00	-	\$ (9,650.00)
5	02-0312-G22	Anchorage, AK	FEB	P	\$ 3,825			4,200.00	\$ 4,200.00		\$ (375.00)
											\$ (10,025.00)
6	11-0735-G01	Belleview, FL	APR	P	\$ 2,720			48,220.00	\$ 39,720.00	8,500.00	\$ (37,000.00)
7	35-5185-G01	Medina, NY	APR	P	\$ 96			300.00	\$ 300.00	-	\$ (204.00)
8	45-8680-G01	Taylor, SC	APR	P	\$ 15,947			42,566.00	\$ 42,566.00	-	\$ (26,619.00)
											\$ (63,823.00)
9	45-3220-G02	Gaffney, SC	MAY	P	\$ 15,445			2,500.00	\$ 2,500.00	-	\$ 12,945.00
10	47-5340-G02	McKenzie, TN	MAY	P	\$ 10,274			6,500.00	\$ 6,500.00	-	\$ 3,774.00
											\$ 16,719.00
11	28-7141-G01	St. Louis, MO	JUN	P	\$ 13,878			7,800.00	\$ 7,800.00	-	\$ 6,078.00
12	39-2717-G03	Edmond, OK	JUN	P	\$ 14,506			81,600.00	\$ 81,600.00	-	\$ (67,094.00)
13	39-6138-G09	Oklahoma City, OK	JUN	P	\$ 103,572			208,000.00	\$ 196,410.00	11,590.00	\$ (92,838.00)
											\$ (153,854.00)
14	08-4727-G06	New Haven, CT	JUL	P	\$ 735			29,500.00	\$ 29,500.00	-	\$ (28,765.00)
15	12-3569-G0	North Metro, GA	AUG	P	\$ 102,910			156,000.00	\$ 156,000.00	-	\$ (53,090.00)
16	24-4591-G03	Middlesex Essex, MA	AUG	P	\$ 119,859			103,275.00	\$ 98,020.00	5,255.00	\$ 21,839.00
											\$ (31,251.00)
17	05-7254-G02	Simi Valley, CA	SEPT	P	\$ 1,416,398			2,100,000.00	\$ 1,988,690.00	111,310.00	\$ (572,292.00)
18	48-7805-G02	Round Rock, TX	SEPT	P	\$ 274,114			218,291.36	\$ 200,411.56	17,879.80	\$ 73,702.44
19	07-2359-G01	Denver, Co	SEPT	P	\$ 387,591			8,222,272.00	\$ 7,840,639.13	381,632.87	\$ (7,453,048.13)
20	33-3869-G01	New Jersey, NJ	SEPT	P	\$ 6,442			15,000.00	\$ 15,000.00	-	\$ (8,558.00)
											\$ (7,960,195.69)
P - Totals					\$ 3,807,096			\$ 11,991,924.36	\$ 11,349,275.75	\$ 642,648.61	\$ (7,542,179.75)

\$ 9,368,822	\$ 10,262,659	\$ 8,521,263	\$ 23,456,427.59	\$ 22,345,182.36	\$ 1,111,245.23	\$ (11,234,964.36)
Gr Tlt - Land	Gr Tlt - Bldg	Gr Tlt - Accum	Gross Proceeds	Gr - Net Proceeds	Gr Tlt - A/C 54129	Gr Tlt Net Gain/Loss
						\$ 1,111,245.23
						Remove Fees
						151,996.59
						Unreconciled Difference
						\$ (12,194,213.00)
						Total Acct 45610

USPS PROPERTY SALES										cr = Gain / db = Loss			
COMPLETE SALES - FY 2005										[(L + B - Accu) - Net Proc]			
REC	Fin/Sub	Post Ofc Name	FY 2005 MONTH	Type Sale	LAND Cost	BLDG Cost	ACCUM DEPREC	GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 45610 & 54129	Sub - Tit Gain/Loss	
1		No Sales	OCT	S									
2	36-5552-G01	Newton, NC	NOV	S	\$ 41,002	\$ 438,990	\$ 438,990	\$ 171,000.00	\$ 170,553.00	\$ 447.00	\$ (129,551.00)		
3	02-4134-G01	Iliamna, AK	NOV	S	\$ 6,073	\$ 93,675	\$ 93,675	\$ 8,000.00	\$ 7,921.00	\$ 79.00	\$ (1,848.00)		
4	36-7424-G01	Statesville, NC	NOV	S	\$ 20,000	\$ 1,043,151	\$ 1,043,151	\$ 1,200,000.00	\$ 1,200,000.00	\$ -	\$ (1,180,000.00)		
											\$ (1,311,399.00)	Sub Total	
5		No Sales	DEC	S									
6	34-0147-G23	Albuquerque, NM	JAN	S	\$ 1,032,118	\$ -	\$ -	\$ 738,884.00	\$ 680,392.41	\$ 58,491.59	\$ 351,725.59		
7	26-7630-G01	Prior Lake, MN	JAN	S	\$ 38,320	\$ 404,317	\$ 237,013	\$ 510,500.00	\$ 510,100.00	\$ 400.00	\$ (304,476.00)		
8	41-3480-G02	Harmony, PA	JAN	S	\$ 31,431	\$ -	\$ -	\$ 40,010.00	\$ 39,885.00	\$ 125.00	\$ (8,454.00)		
9	25-1530-G02	Caro, MI	JAN	S	\$ 141,307	\$ -	\$ -	\$ 44,000.00	\$ 36,379.20	\$ 7,620.80	\$ 104,927.80		
10	51-7716-G21	Roanoke, VA	JAN	S	\$ 838,099	\$ 469,410	\$ 15,632	\$ 1,200,000.00	\$ 1,136,960.00	\$ 63,040.00	\$ 154,917.00		
11	02-9087-G01	Tununak, AK	JAN	Donation	\$ 2,070	\$ 156,244	\$ 102,305	\$ -	\$ -	\$ -	\$ 56,009.00		
12	40-5920-G01	Myrtle Creek, OR	JAN	S	\$ -	\$ -	\$ -	\$ 43,002.00	\$ 35,725.67	\$ 7,276.33	\$ (35,725.67)		
											\$ 318,923.72	Sub Total	
13	16-3894-G01	Island Lake, IL	FEB	S	\$ 64,140	\$ -	\$ -	\$ 82,000.00	\$ 69,820.75	\$ 12,179.25	\$ (5,680.75)		
14	04-5373-G01	McGehee, AR	FEB	S	\$ 5,000	\$ 330,447	\$ 330,447	\$ 12,000.00	\$ 10,500.00	\$ 1,500.00	\$ (5,500.00)		
											\$ (11,180.75)	Sub Total	
15	42-8460-G11	San Juan, PR	MAR	S	\$ 1,337,323	\$ -	\$ -	\$ 1,400,000.00	\$ 1,318,293.10	\$ 81,706.90	\$ 19,029.90		
16	02-7586-G01	St. Mary's, AK	MAR	Donation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
17	02-7995-G01	Shishmaref, AK	MAR	Donation	\$ -	\$ 141,525	\$ 54,867	\$ -	\$ -	\$ -	\$ 86,658.00		
											\$ 105,687.90		
18	26-6440-G01	Montevideo, MN	APR	S	\$ 5,000	\$ 93,522	\$ 93,522	\$ 105,000.00	\$ 105,000.00	\$ -	\$ (100,000.00)		
19	35-9606-G01	New York, NY	APR	S	\$ 134,000	\$ 2,992,932	\$ 2,869,866	\$ 7,694,100.00	\$ 7,411,775.04	\$ 282,324.96	\$ (7,154,709.04)		
20	35-2895-G24	Flushing, NY	APR	S	\$ 141,243	\$ 853,885	\$ 524,286	\$ 4,200,000.00	\$ 3,823,575.00	\$ 376,425.00	\$ (3,352,733.00)		
											\$ (10,607,442.04)		
21	11-8925-G10	Tampa, FL	MAY	S	\$ 100,900	\$ 112,693	\$ 112,693	\$ 245,001.00	\$ 244,951.00	\$ 50.00	\$ (144,051.00)		
22	16-7944-G01	Urbana, IL	MAY	S	\$ 22,000	\$ 1,465,247	\$ 1,418,278	\$ 218,320.00	\$ 218,246.28	\$ 73.72	\$ (149,277.28)		
23	12-7689-G01	St. Marys, GA	MAY	S	\$ 42,300	\$ 44,187	\$ 44,187	\$ 113,000.00	\$ 82,762.00	\$ 30,238.00	\$ (40,462.00)		
24	45-3621-G04	Greenville, SC	MAY	S	\$ 21,684	\$ 28,172	\$ 28,172	\$ 42,000.00	\$ 42,000.00	\$ -	\$ (20,316.00)		
											\$ (354,106.28)		
25		No Sales	JUNE	S									
26	41-4104-G02	Jonestown, PA	JULY	S	\$ 28,000	\$ 327,932	\$ 109,272	\$ 84,550.71	\$ 77,050.71	\$ 7,500.00	\$ 169,609.29		
27	02-3159-G01	Girdwood, AK	JULY	S	\$ 40,893	\$ 385,150	\$ 237,943	\$ 451,000.00	\$ 450,782.00	\$ 218.00	\$ (262,682.00)		
28	25-4540-G02	Howell, MI	JULY	S	\$ 151,761	\$ -	\$ -	\$ 150,000.00	\$ 134,063.12	\$ 15,936.88	\$ 17,697.88		
29	31-2640-G01	Ely, NV	JULY	S	\$ 11,000	\$ 697,625	\$ 697,625	\$ 175,900.00	\$ 125,543.91	\$ 50,356.09	\$ (114,543.91)		
30	31-2640-G02	Ely, NV	JULY	S	\$ 44,330	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 44,330.00		
31	36-1568-G01	Clinton, NC	JULY	S	\$ 5,000	\$ 275,395	\$ 275,395	\$ 137,500.00	\$ 120,848.36	\$ 16,651.64	\$ (115,848.36)		
											\$ (261,437.10)		
32	35-1120-G01	Cambridge, NY	AUGUST	S	\$ 8,243	\$ 89,238	\$ 33,949	\$ 6,000.00	\$ 4,700.00	\$ 1,300.00	\$ 58,832.00		
33	43-2520-G02	East Greenwich, RI	AUGUST	S	\$ 58,765	\$ 691,429	\$ 466,437	\$ 650,000.00	\$ 612,840.00	\$ 37,160.00	\$ (329,083.00)		
											\$ (270,251.00)		
34	31-7280-G15	Reno, NV	SEPTEMBER	S	\$ 57,549	\$ 195,477	\$ 26,096	\$ 401,000.00	\$ 376,897.00	\$ 24,103.00	\$ (149,967.00)		
35	39-8351-G02	Tulsa, OK	SEPTEMBER	S	\$ 81,924	\$ 384,260	\$ 77,710	\$ 1,200,000.00	\$ 1,200,000.00	\$ -	\$ (811,526.00)		
											\$ (961,493.00)		
												Sub Total	
					Sub - Totals	\$ 4,511,475	\$ 11,714,903	\$ 9,331,511	\$ 21,322,767.71	\$ 20,247,564.55	\$ 1,075,203.16	\$ (13,352,697.55)	Gr Tit - S
PARTIAL LAND SALES - FY 2005										cr = Gain / db = Loss			
			FY 2004	Type	Cost			GROSS	NET	MISC. FEES	NET GAIN / LOSS		

REC	Fin/Sub	Post Ofc Name	MONTH	Sale	Land Sold	PROCEEDS	PROCEEDS	A/C: 54129	ACCT 45610 & 54129	
1		No Sales	OCT	P						Sub Total
2	11-4413-G01	Jacksonville, FL	NOV	P	\$ 130,105	\$ 97,900.00	\$ 97,900.00		\$ 32,205.00	
3	48-4145-G51	Houston, TX	NOV	P	\$ 292,933	\$ 125,000.00	\$ 124,850.00	\$ 150.00	\$ 168,083.00	
4	36-1392-G34	Charlotte, NC	NOV	P	\$ 407,056	\$ 105,000.00	\$ 105,000.00	\$ -	\$ 302,056.00	
						\$ -	\$ -		\$ 502,344.00	Sub Total
5		No Sales	DEC	P						
6	57-1558-G03	Casper, WY	JAN	P	\$ 194,914	\$ 395,000.00	\$ 383,848.91	\$ 11,151.09	\$ (188,934.91)	
7	48-4215-G03	Huntsville, TX	JAN	P	\$ 31,460	\$ 63,093.00	\$ 63,093.00	\$ -	\$ (31,633.00)	
8	20-6164-G01	Pineville, KY	JAN	P	\$ 27	\$ 1,500.00	\$ 1,500.00	\$ -	\$ (1,473.00)	
9	48-2735-G01	Edinburg, TX	JAN	P	\$ 188,093	\$ 452,001.00	\$ 392,444.07	\$ 59,556.93	\$ (204,351.07)	
									\$ (426,391.98)	Sub Total
9	05-1242-G02	Canoga Park, CA	FEB	P	\$ 1,126,929	\$ 1,599,000.00	\$ 1,443,262.20	\$ 155,737.80	\$ (316,333.20)	
10	04-3069-G03	Fayetteville, AR	FEB	P	\$ 318,051	\$ 145,000.00	\$ 144,900.00	\$ 100.00	\$ 173,151.00	
									\$ (143,182.20)	Sub Total
11		No Sales	MAR	P					\$ -	
12	11-7410-G08	Pensacola, FL	APR	P	\$ 25,177	\$ 25,000.00	\$ 25,000.00		\$ 177.00	
									\$ 177.00	Sub Total
13	04-5130-G18	Little Rock, AR	MAY	P	\$ 248,251	\$ 90,000.00	\$ 90,000.00	\$ -	\$ 158,251.00	
14	35-7485-G02	Saratoga Springs, NY	MAY	P	\$ 467,186	\$ 608,000.00	\$ 608,000.00		\$ (140,814.00)	
15	33-8475-G02	Toms River, NJ	MAY	P	\$ 1,472	\$ 43,000.00	\$ 43,000.00		\$ (41,528.00)	
16	33-2715-G01	Forked River, NJ	MAY	P	\$ 794	\$ 2,200.00	\$ 2,200.00		\$ (1,406.00)	
17	48-1550-G03	Cedar Hill, TX	MAY	P	\$ 19,401	\$ 18,296.00	\$ 18,296.00		\$ 1,105.00	
									\$ (24,392.00)	Sub Total
18	49-7789-G32	Salt Lake City, UT	JUNE	P	\$ 4,248	\$ 16,279.00	\$ 16,279.00		\$ (12,031.00)	
									\$ (12,031.00)	Sub Total
19		No Sales	JULY	P					\$ -	
20	23-2090-G01	Columbus, MD	AUGUST	P	\$ 94,990	\$ 400,000.00	\$ 399,850.00	\$ 150.00	\$ (304,860.00)	
21	40-2848-G06	Eugene, OR	AUGUST	P	\$ 10,372	\$ 29,264.00	\$ 29,264.00	\$ -	\$ (18,892.00)	
									\$ (323,752.00)	
22	48-0409-G01	Austin, TX	SEPTEMBER	P	\$ 325,731	\$ 288,149.40	\$ 270,660.44	\$ 17,488.96	\$ 55,070.56	
23	45-3320-G02	Georgetown, SC	SEPTEMBER	P	\$ 456,332	\$ 1,215,000.00	\$ 1,210,229.50	\$ 4,770.50	\$ (753,897.50)	
									\$ (698,826.94)	
									\$ -	Sub Total
P - Totals					\$ 4,343,522	\$ 5,718,682.40	\$ 5,469,577.12	\$ 249,105.28	\$ (1,126,055.12)	Gr Tit - P

\$ 8,854,997	\$ 11,714,903	\$ 9,331,511	\$ 27,041,450.11	\$ 25,717,141.67	\$ 1,324,308.44	\$ (14,478,752.67)	Grand Tlts
Gr Tit - Land	Gr Tit - Bldg	Gr Tit - Accum	Gross Proceeds	Gr - Net Proceeds	Gr Tit - A/C 54129	Gr Tit Net Gain/Loss	
						\$ 1,324,308.44	
						Remove Fees	
						368,152.11	
						Unreconciled Difference	
						\$ (15,434,909.00)	
						Total Acct 45610	

Sales-2006

PARTIAL LAND SALES - FY 2006							cr = Gain / db = Loss			
REC	Fin/Sub	Post Ofc Name	FY 2006 MONTH	Type Sale	Cost Land Sold		GROSS PROCEEDS	NET PROCEEDS	MISC. FEES A/C: 54129	NET GAIN / LOSS ACCT 45610 & 54129
1	05-2864-G01	Fremont, CA	OCT	P	\$ 156,174		\$ 3,000,000.00	\$ 2,845,950.00	\$ 154,050.00	\$ (2,689,776.00)
2	12-1793-G01	Cleveland, GA	OCT	P	\$ 33,499		\$ 98,955.00	\$ 98,955.00	\$ -	\$ (65,456.00)
										\$ (2,755,232.00)
3		No Sales	NOV	P						
4		No Sales	DEC	P						
5		No Sales	JAN	P						
6	35-8955-G01	Waterloo, NY	FEB	P	\$ 615		\$ 7,500.00	\$ 7,500.00	\$ -	\$ (6,885.00)
										\$ (6,885.00)
7		No Sales	MARCH	P						
										\$ -
8	43-6090-G02	North Kingstown, RI	APRIL	P	\$ 54,114		\$ 69,500.00	\$ 69,250.00	\$ 250.00	\$ (15,136.00)
9	05-0462-G05	Bakersfield, CA	APRIL	P	\$ 313,834		\$ 420,000.00	\$ 394,675.00	\$ 25,325.00	\$ (80,841.00)
10	23-7884-G03	Rockville, MD	APRIL	P	\$ 44,379		\$ 80,800.00	\$ 80,800.00	\$ -	\$ (36,421.00)
11	08-4726-G01	New Haven, CT	APRIL	P	\$ 371		\$ 3,015.00	\$ 3,015.00	\$ -	\$ (2,644.00)
12	51-5479-G01	McLean, VA	APRIL	P	\$ 31,721		\$ 111,100.00	\$ 111,100.00	\$ -	\$ (79,379.00)
										\$ (214,421.00)
13	03-6365-G15	Phoenix, AZ	MAY	P	\$ 40,322		\$ 180,944.00	\$ 165,206.00	\$ 15,738.00	\$ (124,884.00)
14	03-8436-G02	Tempe, AZ	MAY	P	\$ 36,120		\$ 77,100.00	\$ 76,950.60	\$ 149.40	\$ (40,830.60)
										\$ (165,714.60)
P - Totals					\$ 711,149		\$ 4,048,914.00	\$ 3,853,401.60	\$ 195,512.40	\$ (3,142,252.60)

\$ 3,638,753	\$ 4,039,011	\$ 2,407,166	\$ 11,109,414.00	\$ 10,430,121.65	\$ 679,292.35	\$ (5,159,523.65)
Gr Tlt - Land	Gr Tlt - Bldg	Gr Tlt - Accum	Gross Proceeds	Gr - Net Proceeds	Gr Tlt - A/C 54129	Gr Tlt Net Gain/Loss
						\$ 679,292.35
						Remove Fees
						(624,636.29)
						Unreconciled Difference
						\$ (6,463,452.29)
						Total Acct 45610