DCN: 7325

FACT SHEET

TEAM DSCC

BRAC Commission Meeting

August 10, 2005

Background

At today's BRAC hearing, Team DSCC advocated for the expansion of the Defense Finance and Accounting Services Columbus (DFAS). Team DSCC emphasized the strengths of the DFAS facility, the available and skilled workforce and the benefits of strong community support.

Participants included:

- U.S. Senator Mike DeWine
- U.S. Congressman David Hobson
- Ty Marsh, President and CEO, Columbus Chamber
- Mayor Michael Coleman, City of Columbus
- Harley Rouda, Jr., CEO and Managing Partner, Real Living; Team DSCC Member

Benefits of DFAS Columbus

The facility. DFAS Columbus, located at Defense Supply Center Columbus, exceeds the expectations for **military value**. DFAS Columbus has:

- Superior infrastructure
- Capacity
- Secure buildings and grounds

The workforce. DFAS Columbus has a strong existing workforce. Additional workforce is available in the Columbus area to fill the specific needs of DFAS.

- The concentration of accounting professionals is 27 percent higher than the national average.
- More than 63 percent of the workforce hold associate or bachelor degrees.
- More than 100,000 people are enrolled in Central Ohio's colleges and universities.

The community. DFAS has a partner in Columbus.

- Business and government support
- Workforce recruitment

Next Steps:

Absent a complete turnaround by the Commission, DFAS Columbus will remain open. During the week of August 22, 2005, the BRAC Commission will vote on all recommendations and forward them to President Bush no later than September 8, 2005. At that time, we'll have a better indication of the number of jobs that will be gained at Whitehall.

Presentation to BRAC Commissioners

August 10, 2005

[Slide 1]

Ty Marsh, President and CEO, Columbus Chamber of Commerce

Good morning. My name is Ty Marsh, president and CEO of the Greater Columbus Chamber of Commerce. I am joined by Mayor Michael Coleman from the City of Columbus and Harley Rouda, Jr., CEO and managing partner of Real Living, a multi-state real estate and relocation service firm. Also with us today are Assistant Majority Leader of the Ohio House of Representatives Larry Flowers, the dean of our region's statehouse delegation; Mayor Lynn Ochsendorf of the City of Whitehall; and Diane Hopper, executive director of the Whitehall Chamber.

The Columbus Chamber actively leads and supports the economic growth and development for our entire region. With the leadership of our congressional delegation, we created Team DSCC, a broad-based coalition of community, business and government leaders working to preserve and to grow jobs at DSCC including the DFAS Columbus office.

On behalf of our team and the citizens of Columbus, thank you for the opportunity to discuss DFAS Columbus and why it is an ideal BRAC receiver location. We understand why DFAS Columbus has been added to your review and applaud your approach in taking an enterprise-wide view of how to best reorganize DFAS. We want to support your analysis and welcome the opportunity to explain how DFAS Columbus not only meets the needs that have been addressed, but excels in numerous areas. As you consider a proposal to consolidate installations, we want to emphasize the strengths of our facility, workforce and community. And, why DFAS Columbus is the ideal location for consolidation.

[Slide 2]

As you know, Commissioners Newton and Skinner toured our facility last week. As a community, we appreciated the opportunity to show them first-hand, DFAS' premier installation. During their visit the commissioners saw a superior infrastructure that can accommodate additional capacity at minimal expense. They also raised additional questions about workforce that will be specifically addressed today.

We will confirm that DFAS Columbus has everything that is needed to fulfill DoD's mission, including infrastructure and workforce.

[Slide 3]
Our goal is to answer these questions: why DFAS Columbus is the ideal location for consolidation; can DFAS Columbus perform the work; and, is Columbus the right location to grow DFAS?

[Slide 4]
Congressman Hobson discussed DFAS Columbus' military value. Let me reiterate. DFAS Columbus has **superior infrastructure**. This location is among the newest DFAS facilities. Construction on the building was completed in 1999. It's modern, functional and secure. And can handle additional employees tomorrow at minimal cost.

The commissioners can also confirm that this location has **capacity**. It can **NOW** easily accommodate more than DoD's proposed consolidation of 1,300 positions **WITHOUT** any MILCON funding. And, there's plenty of land for expansion for the future, should it be needed. In addition, DFAS Columbus is housed with 22 other agencies at DSCC. Economic efficiencies

are gained through jointness of shared services and administrative costs.

[Slide 5]
And DFAS Columbus is **secure**. In fact, the entire 550-acre DSCC installation which includes DFAS is in compliance with the latest anti-terrorist force protection requirements.

Here you can see outlined in red the area secured by a woven high grade cable fence that surrounds the entire installation. The yellow box outlines where DFAS is positioned.

[Slide 6]
There is no doubt that DFAS Columbus has the facilities to fulfill DoD needs.

[Slide 7]
Let's talk now about workforce. Can DFAS Columbus perform the work?

[Slide 8]
Yes! The workforce at DFAS Columbus is experienced yet younger in age. Of the 2,000 existing employees, only 37 percent

are eligible for retirement. In comparison, about 60 percent of DoD employees are retirement eligible. A lower rate of retirement keeps the knowledge where it belongs – within DFAS – and keeps hiring costs down.

Although younger than their counterparts at other DFAS facilities, these employees are experienced. DFAS Columbus has a culture of being entrusted by DoD to accommodate new missions. In the past ten years, DFAS has progressively increased the workload handled by its Columbus location. Let me cite one example. Recently, the Marine Corps Vendor Pay workload was transferred from Kansas City to Columbus. As a result of the hard work of the DFAS Columbus employees, the percentage of over-aged invoices plummeted from 25 to 2 percent after the transfer. The drop was accomplished in 14 months.

[Slide 9]

When DFAS Columbus needs additional workers as proposed in the DoD consolidation plan, we can accommodate that too. Our region's workforce – 875,000 workers to be exact and more on the way – ensures that DFAS has access to a growing and professional workforce now and in the future. Roughly 8,000 new

workers are expected to join the workforce this year and we're growing thousands more at area colleges and universities.

[Slide 10]
More importantly, our workforce is educated. Our workforce exceeds state and national levels for educational attainment in all categories. High school, college, and advanced degrees.

[Slide 11]
Nearly 90 percent of our workforce holds a high school diploma and more than 63 percent have either an associate's or bachelor's degree. More importantly to DFAS, our strength lies in accounting and technology. In fact, our region's concentration of accounting professionals is 27% higher than the national average. And our technology occupations are well-above the national average (26 percent).

[Slide 12]
As DFAS grows, our community's workforce will keep pace. More than 100,000 people are enrolled in our region's 18 colleges and universities. The Ohio State University's Fisher College of Business boasts a nationally ranked accounting program and

there are at least five additional programs in the region, not to mention the state. The next DFAS recruits are waiting in the wings. Through Karen Holbrook, president of The Ohio State University, we have access to major institutions around Ohio and the nation. We'll help DFAS find the best employees.

[Slide 13]
And, yes, they will come and stay in Columbus because our region has attractions all its own. Is Columbus the right location to grow DFAS Columbus? Mayor Coleman will answer this for you.

Mayor Michael Coleman, Columbus

[Slide 14]
Columbus is a big city with Midwest character – which means friendly people – and work ethic. Columbus is the biggest city of our region – a region that has a growing population of 1.7 million people, accounting for two-thirds of Ohio's overall growth. Looking ahead, we also expect a growth of nearly 100,000 over the next five years, and we will welcome more than 400,000 new residents over the next 20 years.

[Slide 15]

Why is our region growing so quickly? Our great quality of life. Columbus listed in the Top Ten for major cities with the shortest commute time. We have a very affordable cost of living and its getting more affordable. The Governor of Ohio and Ohio General Assembly just reduced our state income tax by 21 percent – thanks to the hard work of legislators like our own Representative Larry Flowers who has joined us today. Plus we have nationally ranked public high schools a low violent crime rate, and lots to do at our art museums, cultural events and sporting events.

I call Columbus "America's 21st century city," because our best days are still ahead. In fact, people are moving to our area and jobs are growing in our area because we have the capacity to grow. The business community and multiple layers of government have collaborated together to plan for that eventuality. So we have a bright future to look toward, and we believe that DFAS is a part of our future, very, very much a part of our future.

Harley Rouda, Jr., CEO & Managing Partner, HER Real Living

[Slide 16]

I am Harley Rouda, Jr., CEO and managing partner of Real Living, a multi-state real estate and relocation service firm. I help companies and people relocate to Columbus every day. I can assure you that, should additional DFAS jobs head our way, the Columbus community is ready. We have the resources and experience to help employees make a smooth transition to Columbus. There are real estate companies, like Real Living, that provide customized programs that help fulfill relocation needs. And, as DFAS Columbus requires additional workforce, we know how to help them recruit the workers they need.

Our community is known for partnering with organizations to help meet their workforce needs. Right now, the Columbus community is conducting a campaign to attract nurses to the area. This program united four competing health care systems in a partnership. It's unprecedented and has been identified as a best practice in the industry.

We're prepared to do the same for DFAS, and more. The Columbus community will partner with DFAS Columbus to create its own employment campaign strategy. The Columbus Chamber of Commerce will continue to play a leadership role in facilitating this partnership. The Chamber is ready to call upon upon

government, academic and private industry resources to help DFAS achieve its employment objectives.

Our ultimate goal throughout this process is to help DFAS Columbus identify the best and brightest to fill these important positions so that DFAS customers continue to receive the utmost service.

In addition to partnering with DFAS to recruit personnel to fill vacancies, our community will form a special transition team to work with DFAS to ensure that DFAS employees who choose to transfer to Columbus will have a smooth transition. We can provide all the information employees would need to make the right choices in terms of housing, schools, and community services.

Because we have great relationships with government, academic institutions and private industry, we can serve as a conduit to utilize these resources. The quality of work life at DFAS is also excellent because workers benefit from the modern facilities, office space, fitness facilities and child care center on the DSCC premises.

[Pause]

On behalf of our community, thank you for the opportunity to provide information about DFAS Columbus and our community.

I leave you with these final points.

[PAUSE]

[Slide 17]

DFAS Columbus has it all. And DFAS Columbus can handle more.

The facility – it's modern, secure and conducive to expansion.

The workforce – experienced and trained at handling new workload. Remember the history of this facility: they have handled new missions. These workers are young, few are eligible to retire, a cost savings to DFAS. And, as new workers are needed, Columbus is growing them in our region with at least six strong accounting programs.

The community – our community has come together to support DFAS Columbus and will continue to do so. DFAS has a partner in Columbus.

We sincerely appreciate your time today.

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TEAM DSCC

DFAS Columbus

Presentation to BRAC Commissioners

August 10, 2005

ColumbusChamber
go›ahead

TEAM DSCC

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The Questions

- Why DFAS Columbus?
- Can DFAS Columbus perform the work?
- Is Columbus the right location to grow DFAS?

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DFAS Columbus

- Military value
  - Superior infrastructure
  - Capacity
  - Jointness
  - Security

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Completely secure building and grounds.

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Columbus Chamber

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The Questions

- Why DFAS Columbus?
- **Can DFAS Columbus perform the work?**
- Is Columbus the right location to grow DFAS?

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DFAS Workforce

YES!

- More than 2,000 employees
- Young workforce
  - Only 37% eligible for retirement
- Easy accommodation of transfers
  - Past 10 years: fewer employees, more workload
  - Experience in workload transfers

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Columbus Workforce

- Labor pool
  - Labor force of 875,000 workers
  - Expected growth of ~8,000 in 2005

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The Questions

- Why DFAS Columbus?
- Can DFAS Columbus perform the work?
- **Is Columbus the right location to grow DFAS?**

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Columbus

YES!

- A big city with **Midwest** character and work ethic
- Regional population of **1.7 million people**
  - Growth of nearly 100,000 in next 5 years
  - More than 400,000 new residents in next 20 years
- Accounts for **two-thirds of Ohio's** growth

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Columbus

- Ranks in top-10 for **shortest commute time** for major cities
- **Affordable** cost of living
- Reduced state income tax
- Nationally ranked public high **schools**
- **Quality of life**: arts, culture, sports
- Low violent crime rate

TEAM DSCC

We Are Your Partner

- Relocation expertise and resources
  - Employment campaign for DFAS
- Conduit to government, academic and private industry resources

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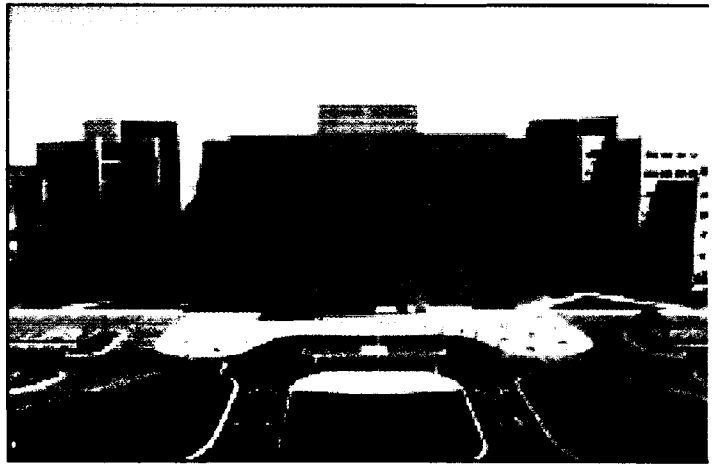
DFAS Columbus…Has It All

- The facility.
- The workforce.
- The community.



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Columbus Workforce

Educated workforce

Education level	Columbus	U.S.
High school graduate	85.5%	80.4%
Some college, no degree	55.3%	51.8%
Associate degree	34.5%	30.7%
Bachelor's degree	28.7%	24.4%
Graduate/professional degree	9.4%	8.5%

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Columbus Workforce

- Educated workforce
  - Exceeds state and national levels for educational attainment in all categories by 5%
  - 27% higher concentration of accounting professionals than national average
  - Local employment in technology occupations is 26% above national average

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Columbus Workforce

- Growing more workers
  - More than 100,000 people enrolled in region's 18 colleges and universities
  - Nationally ranked accounting program at The Ohio State University Fisher College of Business
    - Others include: Capital University, Franklin University, Ohio Dominican University, Otterbein College, Columbus State Community College
  - More around the state

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DFAS Columbus

Thank You

Chamber