



WHITE RIVER MILITARY COORDINATION
— ALLIANCE —

INTERGOVERNMENTAL SUPPORT AGREEMENTS

WEBINAR SERIES & COMMUNITY DISCUSSION – SESSION 2

COMMUNITY DISCUSSION / WEBINAR AGENDA

- Navy Team & Community Introductions
- IGSA Background Summary / Process
- Deep Dive Discussion on IGSA Focus Areas
 - Bulk Material Purchasing
 - Service Contracts / Agreements
 - Mutual Aid / Training / Partnering

***** Please ask Questions & Provide Feedback throughout *****

- *How does your organization/municipality provide these services?*
- *Do you currently execute In-House or via Contracts?*

- Next Steps: Prioritize Interest & Concepts exploration for Initial Review & Detailed Feasibility Assessment



INTRODUCTION OF PARTNERS / STAKEHOLDERS

- Navy – Installation / Region / IGSA Contract Support Specialists (SIA Solutions)
 - Local Municipalities (Counties / City & Town Reps)
 - State Agencies (IEDC / INDOT / Others)
 - Other Community Leaders / Organizations
- (Alliance / Local & Regional Economic Development Orgs / Hospitals / Academia / Etc)



INTERGOVERNMENTAL SUPPORT AGREEMENTS (IGSA)



Intergovernmental Support Agreements (IGSAs) are collaborative partnership agreements for services, material procurement, and mutual support that can enhance operational effectiveness.



IGSA DEVELOPMENT AND APPROVAL PROCESS

Identify
Opportunities

Identify Needs and Priorities

- IGSA Informational Awareness / Community Discussions
- Installation and community leadership analyze current excess or gaps in capacity.
- Service contracts that expire in the next 12-18 months may be prioritized as IGSA concepts.

Engage and Clarify Requirements

- Meet with partners to ask clarifying questions and discuss needs.
- Partners can begin to jointly develop performance work statements for the required services.

Confirm Interest

- Confirm the partner is willing to explore building capacity and resources to provide the service.
- Requirements, interest, and capabilities must align. Installation confirms interest with Letter of Intent from Partner.

Concept Approval (Business Case Analysis) (Initial Legal Reviews) (Sm. Business Review)

- Assign Installation IGSA and Community IGSA Champion/Leads & Roles
- Development of a Business Case Analysis (BCA) that identifies efficiencies/reduction of costs and includes feasible alternatives for meeting the installation's requirement.
- Coordination with Installation Public Works as applicable and viability review with Navy OGC and community legal including all stakeholders.
- Determine appropriate approval authority based on dollar value

IGSA Agreement Negotiation

- IGSA Leads develop the Agreement Document concurrent with the Concept Approval Process after BCA approval.
- This is a legally binding document and codifies the agreement.
- Negotiate the terms and conditions of the agreement with partners prior to signing.

Signature

- Once the IGSA has been approved, partners sign the transactional document and begin partnership implementation.

Determine
Viability

POTENTIAL IGSA CONCEPTS / SHARED SERVICES



- Bulk Material Purchasing Agreements
 - Rock Salt / De-Icing
 - Gravel Supporting Roads & Rail
 - Asphalt / Concrete Materials
- Service Contracts / Agreements
- Prescribed / Controlled Burning Services & Training
- Encroachment & Conservation Partnering
- Emergency Service / Mutual Aid & Training
- Disaster Recovery / Resiliency



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- Health and Wellness Supplies
- Bulk Material Purchasing Agreements
- Mutual Aid for Emergency Services
- Transportation Maintenance
- Sanitary Infrastructure
- Service Agreements

BULK MATERIAL PURCHASE OPPORTUNITIES

Roadway Salt / Winter Road Treatment:

Tons of salt needed to complete base size and priority #1 parking lots per year (cost can vary depending on order dates):

- ~1,650 tons of treated salt Avg. cost \$231,000.00
- ~1,000 tons of clean salt for Brine Mix Avg. cost \$120,000.00

Rock / Gravel / Sand Purchases:

Tons of gravel required for reimbursable and direct funded requirements throughout the year:

- ~7,720 Avg. tons of gravel Avg. cost \$231,600.00

Potential Partners:

Indiana Department of Transportation / Counties / Cities



Types of Rock Material:

INDOT 53
INDOT 11
INDOT 8
INDOT 2
INDOT RIP RAP
INDOT SAND

SUPPORT CONTRACT SERVICES / IGSA OPPORTUNITIES

IDIQ CONTRACTS *(CURRENT WAYS OF DOING BUSINESS)*:

- Single award stand-alone indefinite delivery/indefinite quantity (IDIQ) contracts are typically a 1-year base period contract with up to (4) option year renewals exercised at Govn't discretion.
 - These can include but are not limited to electrical services, refuse/recycling, horizontal construction services, janitorial services, grounds maintenance, pest control, and others.
- NAVFAC ML PWD Crane uses two multiple award contracts (Multi-Source/Bid for Minor Construction/etc) in addition to several stand-alone, single award IDIQ contracts to complete a variety of maintenance, repair, and construction type projects as well as facility support service type contracts.

Resources:

Current Contract Opportunities: <https://sam.gov>

Procurement Technical Assistance Center (PTAC)

Website: www.indianaptac.com

SUPPORT CONTRACT SERVICES / IGSA OPPORTUNITIES

FY21 & Upcoming IDIQ Contract Solicitations:

| <u>CONTRACT TITLE</u> | <u>EXPIRES</u> | <u>CONTRACTOR</u> | <u>SET- ASIDE</u> | <u>AVERAGE ANNUAL AMOUNT</u> |
|-------------------------------------|----------------|------------------------------|-----------------------|----------------------------------|
| Hazardous Waste Disposal | 3-Jul-21 | Applied Technology | SB | \$ 1,000,000.00 |
| Refuse/Recycling | 31-Aug-21 | Republic Services of Indiana | Unrestricted | \$ 665,000.00 |
| Roof Repairs & Replacement | 24-Oct-21 | Maven Construction & Env | WOSB | \$ 3,000,000.00 |
| Tank Testing Inspection & Repairs | 26-Dec-21 | Harrell Contracting Inc | SB | \$ 130,000.00 |
| Swimming Pool Maintenance & Repairs | 26-Apr-22 | Indiana Pools & Spas | SB | \$ 15,000.00 |
| Asbestos/Lead/Mold Abatement | 16-Nov-22 | Maven Construction & Env | SB | \$ 1,000,000.00 |

SB = Small Business -- Any type of small business can submit a proposal

WOSB = Woman-Owned Small Business - Only woman-owned small businesses can submit a proposal.

Unrestricted = Any size of business (both large and small) can submit proposal.

NISH = Set-aside as sole source action for people with disabilities



 Current Solicitation Process

CONTRACT SERVICES AND SUPPORT OPPORTUNITIES

| <u>CONTRACT TITLE</u> | <u>EXPIRES</u> | <u>CONTRACTOR</u> | <u>SET- ASIDE</u> | <u>AVERAGE ANNUAL AMOUNT</u> |
|---|----------------|--------------------------|-----------------------|----------------------------------|
| Railroad Maint & Repairs | 7-Mar-23 | All Track | Unrestricted | \$ 3,200,000.00 |
| Fire Protection Inspections | 11-Jun-23 | Mastercraft Mechanical | SB | \$ 35,000.00 |
| Custodial Services | 31-Aug-23 | Titan Facility Services | SB | \$ 2,400,000.00 |
| NISH Custodial 3291/3324/3334& Misc. | 30-Nov-23 | First Chance Center | NISH | \$ 295,000.00 |
| Electrical Services | 23-May-24 | B&D Electric | SB | \$ 3,000,000.00 |
| Horizontal Construction | 13-Jun-24 | Milestone Contractors LP | Unrestricted | \$ 5,000,000.00 |
| Grounds Maintenance | 23-Jul-24 | Logsdon & Son Inc | SB | \$ 2,100,000.00 |
| Invasive Species | 22-Sep-24 | EcoLogic LLC | SB | \$ 150,000.00 |
| Pest Control Services | 2-Mar-25 | Inter Tec | SB | \$ 215,000.00 |
| Environmental Sampling | 31-Jul-25 | CJ Seto | SB | \$ 140,000.00 |
| Magazine Maintenance & Repairs | 3-Aug-25 | Krempp Construction Inc | SB | \$ 2,000,000.00 |
| VTE Maintenance & Repair | 27-Sep-25 | Murphy Elevator | SB | \$ 95,000.00 |



CONTRACT SERVICES AND SUPPORT OPPORTUNITIES

Medical Supplies:

- Supply source for NSA Crane Medical Clinic is through the Navy's Bureau of Medicine and Surgery (BUMED) for DoD equipment /supply. Limited IGSA Opportunities identified.
- Base Med Clinic does source Oxygen for Medical Use Locally – Currently collecting contract information for evaluation of any IGSA opportunity / partnerships

VA Clinic and Services:

- VA Services Offered at Crane Clinic for Veteran Patients with DoD ID or Veteran Health Identification Card & Registered with Visitor's Center
- Growing VA Medical Staffing to include New Nurse – Additional capacity and services including continued Tele-Health opportunities. Ongoing Evaluation of Demand.

MUTUAL AID / TRAINING / PARTNERING OPPORTUNITIES

- Emergency Service / Mutual Aid & Training:

- 911 Memorandum of Agreement w/ Area Counties (Training & Testing)
- Fire & EM Training (PELHAM – Bloomfield Partnership)
- Police / Security Forces – Qualifications (Range Partnerships) - None
- Mutual Aid Agreements (Fire & Training)
 - *Numerous Area County Townships (Greene & Martin Co.)*
 - *City of Bedford, Washington, Montgomery, Sullivan*
 - *Southeast Daviess Fire District*
 - *Loogootee, Odon, & Cannelberg Volunteer Fire Depts.*



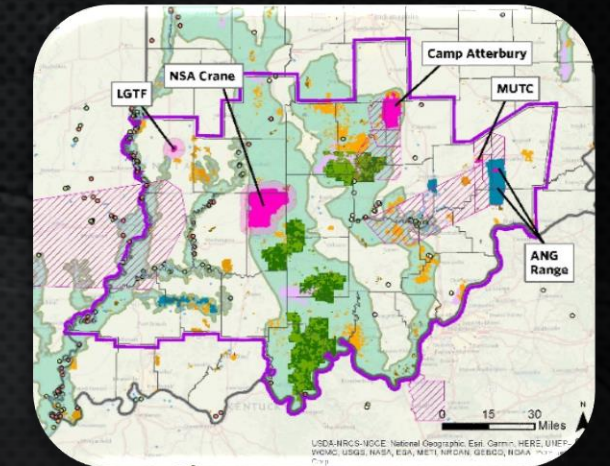
- Disaster Recovery / Resiliency:

- Other Federal & Response Coordination (FEMA / Red Cross / Etc)
- Indiana Homeland Security / Joint Operations Center
- Defense Support of Civil Authorities (DSCA) Process
 - Note: Different from National Guard Activation by Governor



MUTUAL AID / TRAINING / PARTNERING OPPORTUNITIES

- Prescribed / Controlled Burning Services & Training:
 - US Forest Service / State DNR / Others
- Encroachment & Conservation Partnering:
 - US Navy & NSA Crane REPI Program / Agreements
 - WRMCA Land Conservation Webtool
 - Proposed Southern Indiana Sentinel Landscape Initiative
- Education Partnerships / Workforce Development:
 - Indiana University / Purdue University / Westgate Academy
 - NSWCM STEM Outreach / Pitch Competitions / Etc
 - Regional Opportunities Initiative (ROI) Programs



NEXT STEPS / IGSA PROGRAM METHODOLOGY :



THOUGHTS ON PRIORITIZATION / INTERESTS

#1

- BULK PURCHASE AGREEMENT PURSUITS:

- Easy Win-Win / Good First IGSA's to Evaluate
- Bundle to include Multiple Partners



#2

- SPECIFIC CONTRACT OR SUPPORT SERVICE INTERESTS

- Further Information / Requirement Reviews with Potential Partners
- Small Business / Set Aside – Impact & Feasibility
- External Execution In House or Contracted Applicability

#3

- MUTUAL AID / TRAINING / PARTNERSHIP COLLABORATION

- Separate Focus Effort / Ongoing Engagement with Interests
- Doesn't Necessarily Require IGSA SME Support / Team
- Can be Zero Cost / Mutual Benefits / Increase Efficiencies and Community Ties

QUESTIONS / CONTACTS

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More information on IGSA's can be found on the Alliance website at <https://wrmcalliance.com/intergovernmental-support-agreements-igsa/>



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