



WHITE RIVER MILITARY COORDINATION
— ALLIANCE —

INTERGOVERNMENTAL SUPPORT AGREEMENTS

COMMUNITY FORUM / BULK PURCHASE EXPLORATION
25 AUG 2021

AGENDA

- Introductions
- IGSA Overview
- Methodology Overview
- IGSA Potential Bulk Purchase Initiatives / Concepts
- Questions / Discussion



INTERGOVERNMENTAL SUPPORT AGREEMENTS (IGSA)



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

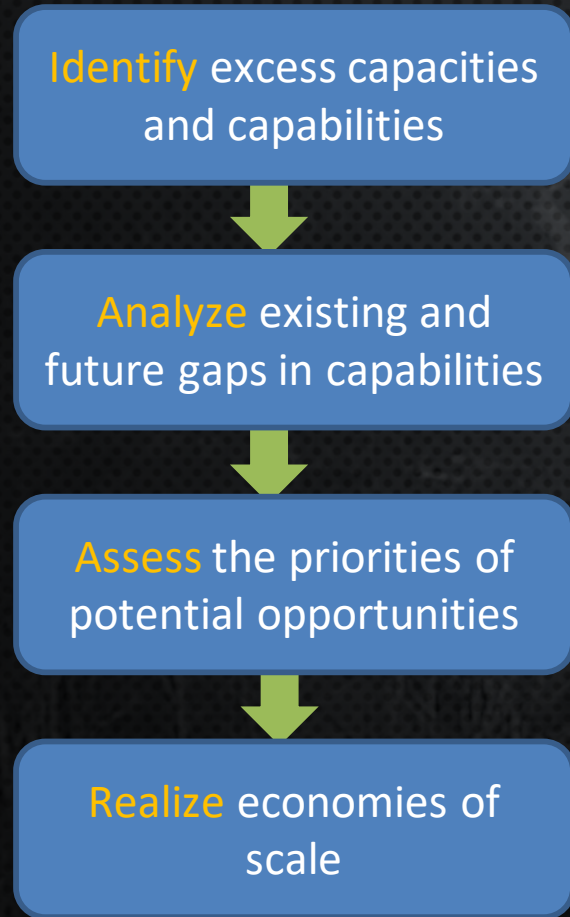
The statute at 10 U.S.C. § 2679 “Installation Support Services: Intergovernmental Support Agreements (IGSA)” (formerly 10 U.S.C. § 2336, re-designated by Sec 351 of Public Law 113-291) authorizes the Secretary of the Navy to enter into a sole source IGSA with a State or local government for installation- support services.

POTENTIAL STAKEHOLDERS

- Local, State and Federal Government Entities
- Community leaders
- Regional planning organizations
- Economic development organizations
- Local schools, colleges, and universities
- Community-based organizations (Chambers of Commerce)
- Military councils and veterans' affairs organizations
- Conservation and environmental organizations
- Hospitals / other medical support agencies



COMMUNITY PARTNERSHIP NEEDS / ASSESSMENT



STRATEGIC ENGAGEMENT METHODOLOGY

IGSA

Sole Source

Benefits:

- Ability to provide, receive, or share installation-support services
- Not subject to Federal Acquisition Regulations (FAR)
- Not subject to the Davis Bacon Act
- Use wage grades paid by state or local gov'ts
- Managed by installation

Requirements:

- Must enhance mission effectiveness or create efficiencies or economies of scale by reducing costs
- Must be a pre-existing service by partner
- Excludes security guard or fire-fighting functions
- Cannot exceed ten (10) years, but may be renewed
- Must use appropriated funds
- Cannot be used to circumvent the requirements of OMB A-76 (Cannot displace DOD Civilians)
- State or local governments that contract out IGSA work must use a competitive process

CONTRACT

Competitive process

Benefits:

- System of uniform policies and procedures governing acquisitions by a federal executive agencies
- Has a contract specialist to solicit and acquire goods and a contracting officer representative to administer technical details within the Statement of Work

Requirements:

- Solicitation provision and contract clauses IAW the Federal Acquisition Regulation.
- Subject to the Davis Bacon Act – must pay contractors no less than the locally prevailing wages and fringe benefits
- Negotiations are not entertained in sealed bidding
- Government engages in discussions with prospective contractor not the prospective client

PROGRAM OBJECTIVES AND OUTCOMES

Objectives

- Cost savings/avoidance for the Navy and Community
- Improve quality of life for Sailors, Families, Community
- Provide training and resources for Navy and surrounding regional and State partners through Strategic Engagement Program (SEP) support
- Leverage Intergovernmental Support Agreements (IGSA) authority that allows for sole source agreements for installation support services as well as other partnership vehicles
- Implement lessons learned and best practices for Navy partnership program

Outcomes

- Understand the partnership process and authorities
- Ongoing partnership development to ensure mission readiness
- Increased installation and community collaboration
- Integrated cost and resource efficiencies
- Established community partnership program with the Navy



IGSA DEVELOPMENT AND APPROVAL PROCESS



Note: REGCOM and other agencies also have responsibilities identified in NRMA IGSA Partnership Handbook

STRATEGIC OUTLOOK (TENTATIVE)

Current IGSA Operations

Bulk Purchase

Contracts

Training / Mutual Aid

- Facilities Maintenance
- Elevator Maintenance
- Surfaced Area Maintenance
- Grounds Keeping
- Energy and Water Conservation
- Refuse Collection
- Wastewater Treatment
- Custodial Services
- GIS / LiDAR
- Pest Control
- Tree and Vegetation Maintenance

- Bulk Purchasing
- Fire Alarm Maintenance
- Environmental Monitoring (endangered species)
- Traffic Signal Maintenance
- Natural Resource Surveys
- Transportation Services
- Counseling / Healthcare
- Medical Services
- Recreational Services
- “Comprehensive Base Operations Services” (i.e. Presidio of Monterey)

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

BULK MATERIAL PURCHASE OPPORTUNITIES

State of Indiana – Dept. of Administration & Dept. of Transportation Quantity Purchase Award (QPA) Programs:

ROAD SALT (IDOA):

<https://www.in.gov/idoa/procurement/active-contracts-and-qpas/qpa-supplemental-information/indiana-road-salt-program/>

- 2020/2021 Pricing & Participate Example (Divided by INDOT District Areas) Includes Delivery
- Vendor Manager – Tanner Ballinger, 317-233-2436

The duties of the Contractor are set forth, attached hereto, and fully incorporated herein:

A. Participating Entities

The participating entities on the QPA are attached hereto as **Exhibit A – List of Awarded Entities & Pricing**. Additional State Agencies and Local Entities that are not listed on **Exhibit A** may purchase from the awarded Contractor the commodities and services listed for the INDOT district in which they are located at that district's QPA price upon mutual agreement between both parties. Additional State Agencies and Local Entities that are not listed on **Exhibit A** are bound to all contract terms, including minimum and maximum percent purchase amount (80% - 120%).

BULK MATERIAL PURCHASE OPPORTUNITIES

ROAD SALT (IDOA) – 2022/2021 Vincennes District Past Example:

TREATED SALT:

Vincennes - 60 AWARDED VENDOR: CARGILL Pricing: \$95.67 per ton, deliverd.	City of Princeton	300	Ton	Treated Salt	Gibson	1,415
	City of Washington	600	Ton	Treated Salt	Daviess	
	Evansville Vanderburgh School Corporation	250	Ton	Treated Salt	Vanderburgh	
	Martin County Highway Department	100	Ton	Treated Salt	Martin	
	Town of Ferdinand	45	Ton	Treated Salt	Dubois	
	Town of Paoli	120	Ton	Treated Salt	Orange	

UNTREATED SALT:

Vincennes - 60 AWARDED VENDOR: COMPASS MINERALS Pricing: \$69.31 per ton, deliverd.	City of Bedford	600	Ton	Untreated Salt	Lawrence	10,575
	City of Evansville	3000	Ton	Untreated Salt	Vanderburgh	
	City of Huntingburg Street Dept.	140	Ton	Untreated Salt	Dubois	
	CITY OF JASPER (STREET DEPT.)	500	Ton	Untreated Salt	Dubois	
	City of Vincennes Street Dept.	400	Ton	Untreated Salt	Knox	
	Daviess County Highway Department	50	Ton	Untreated Salt	Daviess	
	Daviess County Highway Department	150	Ton	Untreated Salt	Daviess	
	Dubois County Highway	400	Ton	Untreated Salt	Dubois	
	Knox County Highway Dept	200	Ton	Untreated Salt	Knox	
	Perry County Highway Dept.	200	Ton	Untreated Salt	Perry	
	Town of Bloom field	40	Ton	Untreated Salt	Greene	
	Town of Darmstadt	50	Ton	Untreated Salt	Vanderburgh	
	Town of Ferdinand	45	Ton	Untreated Salt	Dubois	
	University of Southern Indiana	100	Ton	Untreated Salt	Vanderburgh	
	Vanderburgh County Highway Dept.	2500	Ton	Untreated Salt	Vanderburgh	
	Warrick County	600	Ton	Untreated Salt	Warrick	
	Warrick County	600	Ton	Untreated Salt	Warrick	
	Warrick County	1000	Ton	Untreated Salt	Warrick	

BULK MATERIAL PURCHASE / GENERAL SERVICES

State of Indiana – Dept. of Administration Quantity Purchase Award (QPA)

<https://www.in.gov/idoa/procurement/active-contracts-and-qpas/qpa-supplemental-information/all-current-qpas/>

Automatic External Defibrillators and Accessories

Credit Card Payment Processing Services

Equipment Maintenance Management Program

Fuel & Re-Refined Oil / Fleet Fuel Cards

Interpretation Services

Janitorial Services

Library Cards

Mailing Equipment / Printing & Mailing Services

Managed Service Provider (IT / Admin)

Marketing, Public Relations, Advertising

Mobile Voice & Data Communications Equipment (Radio)

MRO (Maintenance/Repair/Operations) / Tires and Services

Office Equipment / Furniture / Supplies

Pest Control Services

Procurement/Travel Credit Card

Salt: Road Salt / Pavement & Water Softener Salt

Security Services / Uniform & Industrial Laundry

Vehicles, Parts, and Maintenance / Vehicle Leasing

BULK MATERIAL PURCHASE OPPORTUNITIES

State of Indiana –Dept. of Transportation Quantity Purchase Award (QPA) :

<https://www.in.gov/indot/doing-business-with-indot/procurement/>

Note: Some Materials & Services Awards can not be extended to agencies (Review List at Website)

Potential Purchase & Service Examples:

Aggregate Materials / Asphalt / Cement

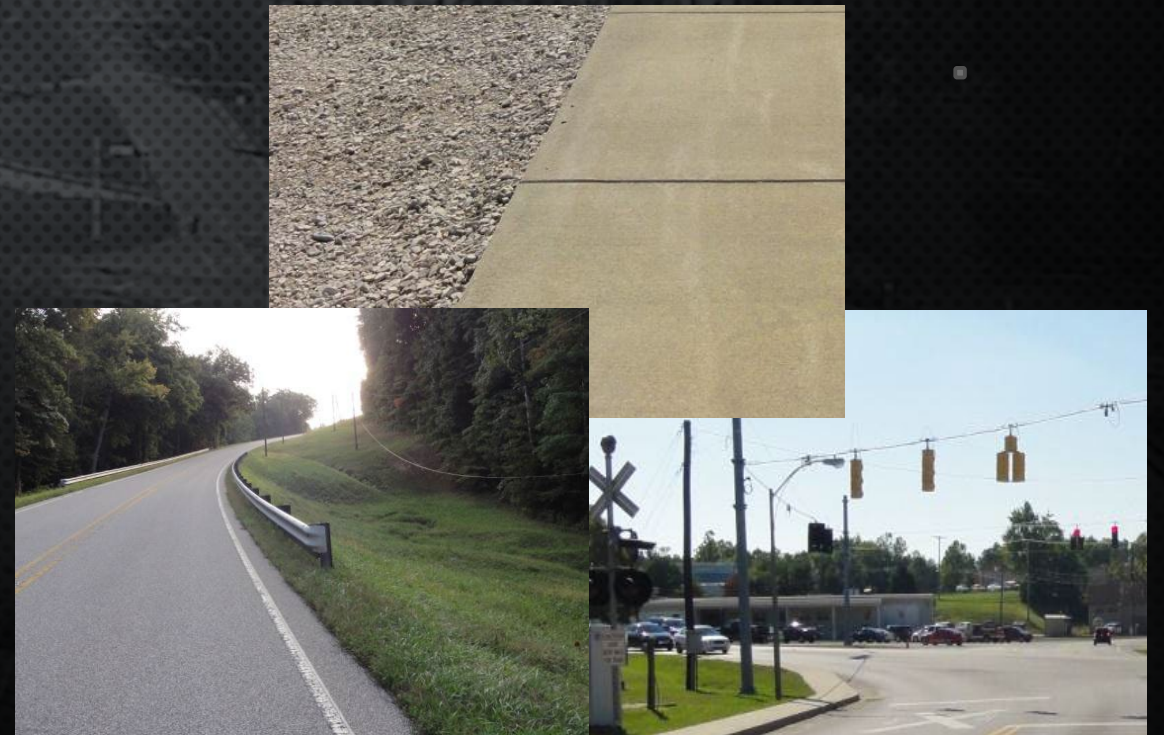
Corrugated Polyethylene Pipe, Couplings, and Accessories

Attenuators - Energy Absorption Systems / Barrier Parts

Waterborne Traffic Paint / Thermoplastic Pavement Markings

Light Poles & Accessories / Traffic Light Equipment / Cabinets

Pipe Liner / Survey Equipment





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OPEN DISCUSSION

QUESTIONS / CONTACTS

MARK DOBBS

COMMUNITY PLANNING LIAISON OFFICER
NAVAL SUPPORT ACTIVITY CRANE

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JAMES TEHERO

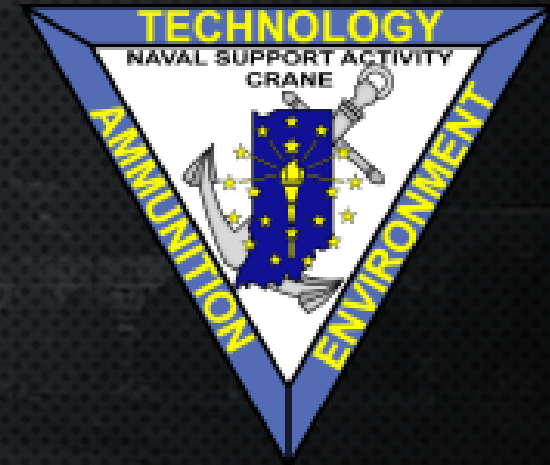
LEAD FACILITATOR

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FRED WEGLEY

SUPPORT FACILITATOR

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BACK UP SLIDES / EXAMPLES

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



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

