Birds of a Feather -
Building Block Templates for a Public-Public Partnership

Based on lessons learned and
Lessons observed
Building Blocks

Objective

– Create a foundation for a successful partnership
– Realize the cultural differences
– Realize the cultural commonalities
– Analyze what is possible
– Understanding to create a long-lasting relationship
– Develop trust in each other’s abilities
Prototypical Elements...

Federal Knowledge

• Federal Contracts
  – Contract Formats
  – Scope of Work
  – Exhibits/Technical Data
• Cooperative Agreements
• FAR / DFAR
• OMB A-87
• Davis-Bacon Act

Municipal Knowledge

• Identification of Services
• Cost Accounting 101
• Work and Asset Management
• Maintenance Philosophies
• Staffing Mix/Hiring
• Customer Service
Prototypical Elements...

Federal Learning Curve
• How to deal with Naysayers
• How to cut through red tape
• Tell the Success Stories

Municipal Learning Curve
• How to deal with Naysayers
• How to cut through red tape
Tabletop Exercises
Group Exercise - What are our challenges?
SWOT Analysis

Federal Knowledge - Introduction - Cooperative Agreements - FAR/DFAR A-87 - Key Players

Municipal Knowledge - Initial Assessment - Service Identification

Municipal Knowledge - Work/Asset Management Systems

Municipal Knowledge - Details - Customer Service Management Philosophy

Municipal Knowledge - Detailed Analysis - Financials

Introduction to Public-Public Partnerships - The "Why?" Question

Public-Public Partnership - Success Stories "Monterey Model", "Sierra Vista", National Guard (Citadel), National Guard (University of South Carolina), Fort Bragg

Federal Knowledge - Details - Contract Types, Davis-Bacon, Nay-Sayers

Group Exercise - What are our partnership opportunities