IGSA’S – CITY PERSPECTIVE

Douglas J. Hewett
City Manager
Fayetteville, North Carolina
October 2019
Agenda

• Why Should Cities Consider IGSA’s?
• Policy Concerns
• Recent Process Improvements
• Challenges, “Be Prepared”
• Growing Partnership
WHY SHOULD CITIES CONSIDER IGSA’S

"Coming together is a beginning, staying together is progress, and working together is success." – Henry Ford
Why Should Cities Consider IGSA’s?

• Support Continued Operation & Investment
  ➤ BRAC – Defense
    • Dept. of Def. is 48% of Fayetteville’s economy
    • Reducing the base’s operating costs makes it more competitive

• Synergy & Investment
  ➤ Economies of Scale

• Relationship Building
  ➤ Creates connections at the operational level
  ➤ Creates interdependency
"If you want to make enemies, try to change something." - Woodrow Wilson
Policy Concerns

• Private vs. Public
  ➢ An Existing Contractor Will Be Displaced

• Required Investment

• Employee/Budget Growth
"Success is walking from failure to failure with no loss of enthusiasm." - Winston Churchill
Recent Process Improvements

- IGSA vs. FAR
  - Process, Contract, and Contract Administration Vastly Simplified

- Term Extended
  - From 5 years to 10 years

- DOD Administrative Interest
  - Consultant Support
“Only those who dare to fail greatly can ever achieve greatly.” -Robert F. Kennedy
Challenges, “Be Prepared”

- To Invest in Analytical Support
- For Lengthy Contract Review Processes
- For Resistance
- For Timing Uncertainty
- For A “No Thank You”
"Alone we can do so little; together we can do so much." – Helen Keller
Growing Partnership

- **Saving The ASOM – The Airborne & Special Operations Museum**
  - 2013 Sequestration Budget Battles

- **Custodial Services**
  - $4.3 mil. annual and just under 100 positions

- **Landscape Maintenance**
  - Just under $1 mil. annual and 30 positions and growing as more scope is added

- **Solid Waste Collection**
  - New services areas, commercial and recycling for example

- **Others - Building Maintenance, Transportation, 911 Communications**
THANK YOU

Questions?