

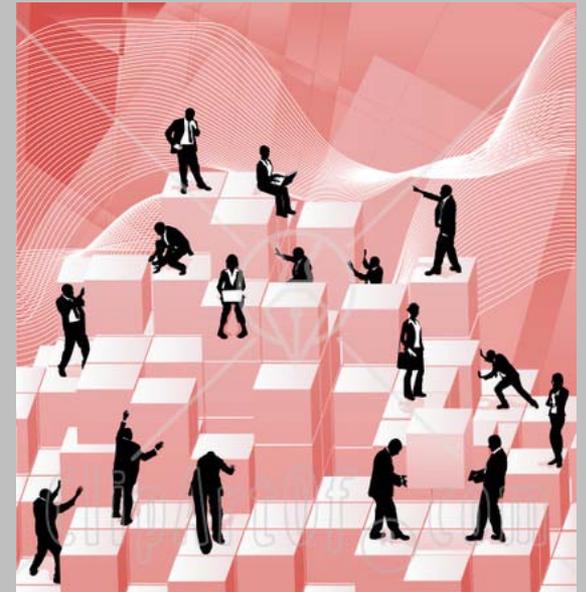
Birds of a Feather -  
Building Block Templates for a  
Public-Public Partnership

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 - Details - Customer  
Service Management Philosophy**

**Municipal Knowledge - Work/Asset  
Management Systems**

**Municipal Knowledge - Initial Assessment -  
Service Identification**

**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**