

SUCCESS STORIES - A LOOK INSIDE THE MONTEREY MODEL

MISSION To lower operational costs for the installation

PRINCIPLES

- IMPROVE quality of life and mission;
- SAVE tax dollars;
- INNOVATE - listen to the line



SUCCESS STORY 1- HEATING SYSTEMS

Existing condition = No chemical treatment for 49 boilers
 City modifications = Installed automatic chemical feed
 Result = Better efficiency and less scale
 Cost = \$21,500
 Annual savings = \$177,000
 Return on Investment = 2.5 months

SUCCESS STORY 2 - "OPERATION HOT SHOWER"

Triple occupancy resulted in too little hot water and long recharge times. PMSA creatively solved this by custom designing upgraded heat exchangers, adding circulation pumps to distribute water temperature, and tankless water heaters for peak demand. Traditional solution = \$750,000 to \$1 million; PMSA's solution= \$114,000.

SUCCESS STORY 3 - COOLING UNITS

Outside contractor submitted a cost proposal to replace four high tonnage air cooling unites for approximately \$456,000. The City completed not just the four units that failed but all "eight" high tonnage units AND two coolings towers that were also failing for approximately \$240,000.

SUCCESS STORY 4 - WINDOWS

Tracking of window warranties for two three story school buildings - City Engineering and City Attorney pursued the warranty coverage and replaced all of the defective windows for a cost savings to the POM of \$600,000.



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MONTEREY MODEL

A municipal-military partnership model established to provide cost efficient services that increase installation mission effectiveness



The Defense Language Institute
 Foreign Language Center at the
 Presidio of Monterey



The Naval Postgraduate School at
 the Naval Support Activity
 Monterey



United States Coast Guard



Fleet Numerical Meteorology and
 Oceanography Center

"From my experience in Monterey, I know that close partnerships between the DOD and communities are absolutely essential."

~ Secretary of Defense and CIA Director Leon Panetta, June 2012

Where cutting-edge collaborations save dollars and advance military mission



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UNIQUE PARTNERSHIPS PROVIDE OPPORTUNITIES, STRENGTHEN OPERATIONS AND COMMUNITY

The Monterey Model has been the benchmark for public-public partnerships since its start in 1998. The federal budget constraints as well as the efforts by the Department of Defense to reinvigorate the discussions about new base operation maintenance paradigms, along with legislation recognizing the important benefits of local governments and military installation partnerships, offers an opportunity for the Monterey Model to showcase what makes it the gold standard.

Partnerships between the Defense Language Institute Foreign Language Center (DLIFLC) at the Presidio of Monterey (POM), the Naval Post Graduate School (NPS), Fleet Numerical Meteorology and Oceanography Center (FNMOC) and the cities of Monterey and Seaside have created many opportunities for both military and civilian communities on the Monterey Peninsula. Monterey is home to these installations. The close proximity to municipal services and public utilities providers allows the military to leverage the opportunities of scale and in-place overhead by collaborating with Monterey and neighboring Seaside for service delivery.

These partnerships generally follow three principal themes: 1) They provide substantial cost savings to appropriated and non-appropriated funds; 2) These relationships enhance the quality and operational effectiveness of the military installations on the Monterey Peninsula; and 3) Increase the quality of life for military families.



PRESIDIO MUNICIPAL SERVICES AGENCY (PMSA)

In October 1997, the cities of Monterey and Seaside created the Presidio Public Works Agency, a Joint Powers Agency (JPA) that would become the conduit for delivery of municipal public works services.

In 1999, the JPA was renamed Presidio Municipal Services Agency (PMSA) to reflect the changes in the JPA's mission which now includes providing the entire scope of municipal services, including fire protection, building maintenance, stormwater and waste management, and childcare. In 2003, legislation was passed that gave the POM permanent authority to contract with local governments for municipal services.

THE STEP FORWARD: THE INTERGOVERNMENTAL SUPPORT AGREEMENT (IGSA)

A five year Intergovernmental Support Agreement (IGSA) was signed in 2016. The agreement covers operations, maintenance and repair for 2.2 million square feet of building space in 174 facilities in Monterey and 24 in Camp Roberts (added in the 2006 contract). These cost reimbursement agreements provide the platform for the garrison to access other services provided by the city. The agreement is valued at \$8.2 million.

Anticipated IGSA benefits:

- Broader scope of services
- Sole source – stability for both partners
- Greater flexibility deploying funds
- Timely project approval
- Direct payment from garrison to partner
- Administrative efficiency
- Shared responsibility and liability



“Really what happened here in Monterey, and what continues to happen, is an example for the rest of the United States.”

~ Assistant Secretary of the Army Katherine Hammack, Oct. 11, 2016

AT A GLANCE

Defence Language Institute Foreign Language Center (DLIFLC)

Instruction in more than two dozen languages

3,500 soldiers, marines, sailors and airmen

1800 instructors – about 90% of them native speakers

Mission: To provide culturally based foreign language education, training, evaluation and sustainment to enhance the security of the nation.

Naval Postgraduate School (NPS)

1600+ resident students as well as distance learning opportunities. The Naval Postgraduate School is a fully accredited masters-level university operated by the United States Navy. NPS is in a unique position to advance the skill sets of officers throughout the Navy, Marine Corps, and across the Armed Services - to return to fleet and force to lead.

Fleet Numerical Meteorology and Oceanographic Center (FNMOC)

FNMOC is the DoD's primary central production site for worldwide computer-generated operational meteorological and oceanographic analysis and forecast products. Started in 1958 as Navy Numerical Weather Problems (NANWEP) and relocated to NPS in 1959; renamed in 1993.

THE MONTEREY PENINSULA

Monterey is a scenic California coastal city that rises from the pristine Monterey Bay to pine forested hillsides with sweeping bay views. Covering 8.62 square miles Monterey has a population of 27,810 that increases to nearly 70,000 during the tourist season. A small, livable city that prides itself on being a clean and safe place to live, Monterey is known for its sense of community and hospitality.

One of the most historic cities in California, original adobes are found on many street corners. Visitors can wander through Monterey's rich past, from California's first theatre to Colton Hall, where the state's original constitution was created. Known for preservation of its history, culture and natural environment, Monterey is a leader in fostering a sustainable community by striking a balance between tourists and residents. Monterey's historic character blends with world class contemporary cultural amenities.

Due to its strategic location in California, Monterey has historically been a key military outpost. While military needs have changed since the Presidio of Monterey was first established, the presence of the Defense Language Institute, the Naval Postgraduate School, Fleet Numerical and the Coast Guard continues Monterey's legacy of military tradition. Monterey's human capital is continually enriched by both the State's diversity in languages and by the proximity to Silicon Valley, which attracts the best and brightest minds from all over the world. Monterey is part of the Nation's inaugural class of the "Great American Defense Communities", as well as a recognized "Hidden Heroes" partner.

Monterey's military installations have created numerous synergy effects generating premier centers for higher education, language studies and services, and international policy studies. Middlebury Institute of International Studies (MIIS) at Monterey Bay was originally founded by DLI teachers; LanguageLine Solutions, a Monterey based translation service company started by a former DLI language instructor, was recently sold for \$1.5 billion to a French service company. Monterey's trademark designation as the "Language Capital of the World" reflects the language skills of its residents and businesses. Monterey is a leader at many levels, including the Monterey Model.

