

SONRI at the Tip of the Spear:

The Historic AACOG – JBSA Blanket IGSA



Bottom Line Up Front: an historic new Blanket Intergovernmental Support Agreement (IGSA,) the first of its kind for the United States Air Force (USAF,) will generate tens of millions of dollars in reduced costs for the military at Joint Base San Antonio, millions of dollars in new revenue for local governments, and support the development of local small business. A win-win-win, and *Partnership that Pays for Itself!*

The Story

The San Antonio region has long been a great supporter of the military, even going so far as to trademark the phrase “Military City USA”. But the region’s support for Joint Base San Antonio fell short of helping the military lower the cost of doing business in the community, a key factor in mission basing decisions. In 2017 the Alamo Area Council of Governments (AACOG) saw the need for additional community investment in fostering IGSA’s to better position the community and the base not only to compete for new missions, but to prosper even when the next BRAC comes around.

AACOG hired SONRI to help break a logjam in developing IGSA’s, which not only help the military save money, but also produce new revenue for local government. The vision was to create a whole new level of cooperation and collaboration between JBSA and the many communities that host its diverse facilities and missions. This led to the first use of the IGSA authority by USAF for pavements with the City of San Antonio. This project saved JBSA approximately 20% over traditional contracting methods, but AACOG wasn’t ready to declare victory.

Beginning in 2018 SONRI took the lead in helping develop an IGSA that would truly create significant cost savings for JBSA, improve the efficiency of contracting for the military, produce new revenue for local governments, and support local small business. SONRI convened a working group on AACOG’s behalf with a truly bold goal: develop the first ever Blanket IGSA created exclusively under the IGSA authority outside of Monterey, CA. This was a daunting task that required new approaches and innovative thinking on the parts of all stakeholders.



Over the course of approximately six months the working group mapped processes, discussed requirements, and worked to understand community capabilities. Over time the working group expanded to include representatives from Bexar County, the City of San Antonio, and City of Live Oak, in addition to JBSA contracting and legal experts and AACOG staff. Throughout, SONRI provided working group facilitation, advice to all stakeholders on how to communicate effectively with each other, and when necessary used SONRI’s exclusive Bureaucratic Engagement Protocol © to overcome naysayers.



On September 25, 2019, Diane Rath, AACOG's Executive Director joined Brigadier General Laura Lenderman, Commander of JBSA and the 502d Air Base Wing, in signing the historic Blanket IGSA agreement.

This creates a whole new approach to base operating support for the military, and fundamentally changes the relationship of the community to the base in a host of ways. From now on JBSA will first consider the use of this IGSA to acquire goods, services, and projects in support of JBSA's many missions, freeing the military to focus on national defense while allowing local governments to do what they do best. Because AACOG and its member governments do not require profits

and want to promote the military value of JBSA, costs for goods and services are expected to consistently be 20% or more lower than current acquisitions under the Federal Acquisition Regulations. This directly enhances the military value of JBSA.

The economic benefits from the community standpoint are equally impressive as AACOG and its member governments will recover their direct and indirect costs under the Blanket IGSA. AACOG and its member governments will realize approximately 10% of the value of goods and services provided to JBSA in new general fund revenue, giving city and county administrators impressive new flexibility to better serve their constituents. In addition, because local governments tend to favor local small business in both policy and practice, a greater percentage of JBSA's annual service contracts investment is likely to go to local small business, growing the economy while making JBSA more competitive for new and growing missions.

Conclusion

This truly innovative approach required leadership, political will, patience, and perseverance. It makes JBSA an even more attractive location for new and expanded military missions, and creates new connections and opportunities between the base and AACOG. This new Blanket IGSA approach holds the greatest promise for community support for military installations since the creation of the Monterey Model in the mid-1990s. The visionary leadership of AACOG, with strong community support and open-handed partnership from JBSA, is transforming how communities and their installations interact and cooperate. SONRI is proud to have been the lynchpin of creating this historic agreement! For more information visit us at www.sonricorp.com.



Contact: Steve Bonner

Email: steve.bonner@sonricorp.com

Phone: 210-387-8628