



Strategic Partnerships, Inc.

STATE & LOCAL GOVERNMENT PIPELINE™

Your source for state and local government news and contracting opportunities

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State & Local Pipeline making a 'sea change'...stay tuned!



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We've heard, in the last few weeks, from many subscribers to this publication that our readers want something no one else is offering. We heard what you said and we're beginning, in this issue, to initiate a "big sea change."

So...from this week on, what you'll be reading in *S&L* will be totally focused on "**upcoming opportunities**" and "**emerging trends**" in government sectors throughout the country. Strategic Partnerships, Inc. (SPI) has long been known for its in-depth procurement

research that pinpoints upcoming opportunities...and since that seems to be what our readers want to see...we can certainly oblige. We've been tracking government trends since the company was founded in 1994.

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The odd couple: infrastructure, marketing campaign

DOE funding addresses two different types of contracting availabilities

Efforts to increase the use of higher ethanol blends of fuel and support for development of domestic renewable fuels will mean contracting opportunities relating to retail dispensing infrastructure as well as opportunities for a national marketing campaign. The U.S. Department of Energy has \$5.5 million in Recovery Act funds to distribute through multiple awards for the two separate projects.

The first project addresses infrastructure and has \$3.5 million to be awarded. Some 15-30 awards of between \$50,000 and \$200,000 per project are expected to be granted to projects such as upgrades to existing dispensing infrastructure, addition of new dispensing infrastructure, modifications or replacement of underground storage tanks or addition of increased storage capacity for ethanol or ethanol blends at retail stations. Any project that includes electronic card readers with updated product codes to track the amount of ethanol dispensed will receive higher consideration for receiving funding.

A second project will have \$2 million to be allocated. Officials expect there will be 2-5 awards of \$250,000 to \$1 million per project. These contracting opportunities will be development of national campaigns to educate the public on the benefits, safety and use requirements of higher ethanol blends. The goal of the projects is to increase the public's acceptance and use of renewable fuels, thus decreasing the nation's dependence on petroleum and foreign energy.

Energy grants could pay for computers, upgrades

A variety of energy and power companies have applied for part of the billions in Recovery Act funds being made available for electric grid initiatives. The funding proposals include everything from smart grid technology and infrastructure upgrades to computer systems, meaning a variety of contracting opportunities.

Connecticut's Northeast Utilities, an energy delivery firm, is seeking funds for a \$253 million project to help implement a smart grid in Connecticut, New Hampshire and Massachusetts. The Long Island Power Authority in New York is seeking up for \$119 million to add a high-tech computer system and digital technology to update its existing power grid. In Connecticut, some of the funds would be used to install smart meters.

In New Jersey, Newark's PSE&G has applied for funds to support a \$512 million project to modernize its electric grid and protect it from cyber attacks. The project would include upgrading 40 substations and providing high-tech communications upgrades. Ohio's FirstEnergy Corp., based in Akron, is seeking \$114 million in smart grid technologies to improve the reliability and interactivity of its electric distribution infrastructure in Ohio, Pennsylvania and New Jersey.

Missouri hi-speed projects could mean variety of contracts

The Missouri Highways and Transportation Commission is hoping to claim some of the \$8 billion in Recovery Act funding set aside for nationwide high-speed rail projects. The agency has approved 11 rail projects totaling \$201.3 million as part of its five-year transportation plan. If the projects are funded, contracting opportunities could result from projects that include \$50 million in new locomotive and coach equipment, a new \$33.8 million bridge over the Osage River, \$3.6 million in upgrades to 13 crossings and the closing of two and \$3 million for installation of displays at eight intermediate stations to provide train status information.

Brownfields cleanup efforts to benefit from \$55M in funds

Additional funding is being made available from the American Recovery and Reinvestment Act (ARRA) for cleanup efforts of brownfields, or contaminated sites. The U.S. Environmental Protection Agency (EPA) will award an additional \$55 million for these cleanup efforts in the form of revolving loans and subgrants to communities for cleanup, redevelopment projects and job creation near brownfield sites.

Some \$42 million of the total is being funded by the Recovery Act and \$13 million is coming from the EPA Brownfields funding program. The revolving loan funds provide low or no interest loans for brownfield cleanups. A total of 42 grantees will receive this supplemental funding from ARRA funds and another 18 from the EPA fund. The funding was awarded on a recipient's ability to deliver programmatic results by making at least one loan or subgrant and having effectively utilized existing loan funds, those with shovel-ready projects that will result in job creation quickly and those with an ability to track and measure their progress in creating the jobs associated with loans or subgrants.

To view the awards, click [HERE](#) and look under "Recent Reports."

Airports to purchase inline baggage handling systems

Three major airports, two of them in Hawaii, will share \$42 million in Recovery Act funding and will be seeking vendors to construct new inline baggage handling systems at their respective facilities.

Administered by the U.S. Department of Homeland Security, funding will go to the Sacramento International Airport, Honolulu International Airport and Kahului Airport. The inline explosives detection systems are aimed at not only strengthening airport security by improving explosives detection capabilities, but also streamlining the baggage screening process.

Funding of \$11 million will go to the Sacramento International Airport to replace its stand-alone screening units in its B terminal with an inline baggage handling system. Honolulu International Airport will get \$24 million for an explosive detection system and the Kahului Airport will receive \$7 million for the same type system. The baggage handling systems employ state-of-the-art technology to screen baggage for explosives while at the same time streamlining the ticketing and boarding processes. They also provide on-screen viewing capabilities for Transportation Security Administration officers conducting baggage screenings and reduce the number of re-scans and physical bag searches.

What the states are doing

Construction and renovation projects that include caulking, weather-stripping, installation of ceiling, wall and floor insulation, duct work and repair or replacement of inefficient heating and cooling systems will be paid for in **Texas** from \$328.4 million in Recovery Funds being awarded through the Texas Department of Housing and Community Affairs. Sixty-six cities, counties and nonprofits will benefit from the funding that will be used to weatherize the homes of approximately 40,000 low-income Texans. The funds will create numerous construction jobs.

Facility renovations are part of the numerous projects scheduled for 16 federally qualified health centers in **Arizona** being funded by the Recovery Act. The more than 100 medical and dental clinics in the state will share in \$25.6 million in federal funds.

Renovations and energy upgrades at **Arkansas** colleges and universities, the state prison system and other state buildings will be paid for from \$69 million in stimulus money. Six million of that will go to the Hot Springs School for Mathematics, Sciences and the Arts to repair residential facilities there if the school will supplement the funds. A total of \$42.4 million will go to the state's colleges and universities while state agencies, including the Department of Corrections, will garner \$26.6 million.

Probably not too many pond liner vendors expected business from the American Recovery and Reinvestment Act. But nearly \$1 million has been allocated for just that purpose. The funds will purchase pond liners for the federal government's walleye hatchery in Bismark, **North Dakota**. The improvements will allow increased production by nearly one-fifth. The walleyes are used for stocking waters in eight states.

Clothing and school supplies for homeless children will be purchased with 17 grants awarded to **Colorado** school programs. These two items are among a number of expenditures the more than \$900,000 in Recovery Act funds allocated to schools by the Colorado Department of Education.

Eight **Minnesota** communities will use \$27.3 million in grants and loans to build or upgrade drinking water and wastewater infrastructure. Of that amount, \$107 million is from the American Recovery and Reinvestment Act. In the community of Hoffman alone, \$700,000 has been allocated to replace a water main. Projects in Waseca, Kandiyohi, Wheaton, Blue Earth, Elbow Lake, Swanville and Remer also will benefit from low-interest loans and principal-forgiveness grants.

Construction and repair contracts are resulting from \$2.3 million in economic stimulus funds awarded to the U.S. Army Soldier Systems Center (Natick Labs) in Natick, **Massachusetts**. Projects and the amounts allocated include: repair sewers - \$45,000; replace heating systems - \$100,000; replace windows, \$100,000; repair roadway - \$1.9 million; exterior repairs to U.S. Navy Clothing and Textile Research Facility - \$175,000.

Fourteen school districts in **Missouri** will share \$4 million in stimulus funds to upgrade technology through the purchase of computers, smart whiteboards and more. St. Louis schools will receive \$393,734 with two districts in St. Louis County receiving \$368,346. Ferguson-Florissant schools will get \$184,346 and Wellston schools will receive \$184,000.

Rail projects in **Minnesota** could mean a variety of contracting opportunities if the \$382 million sought from the American Recovery and Reinvestment Act's \$8 billion for rail projects is approved. Design and construction of the Northstar rail project that would connect Minneapolis to St. Cloud would garner the largest portion of the funds at \$150 million. Another \$137 million is being sought to design and construct a multimodal transit hub at the St. Paul Union Depot, with \$50 million for engineering and design work for a high-speed passenger line connecting the Twin Cities, Milwaukee and Chicago. A line connecting Minneapolis to Duluth, the Northern Light Express, is seeking \$45 million in funding.

Calendar of events

Public-private partnerships topic of workshop set in Boston

The Council for Public-Private Partnerships and the Federal Transit Administration will host a workshop on "The Implementation of PPPs for Transit" on Wednesday and Thursday, Sept. 16 and 17, at the Hyatt Regency Cambridge in Boston. Topics of interest include: Language of Public-Private Partnerships; Statutory and Regulatory Requirements; Case Studies; Guidelines for Surface Transportation Authorization; Financing Transit PPPs; Preparing an RFP (Request for Proposals); Lessons Learned from a Penta-P; and ARRA and Implications for Transit Projects. For more information and to view the agenda, click [HERE](#). For registration form, click [HERE](#).

Webinar to explore ARRA portion of Grants.gov

The U.S. Department of ARRA and the Federal Transit Administration will host a series of the cross-agency Web site ARRA Recovery and Reinvestment Act grant opportunities on Grants.gov, will hold a series of Webinars on Aug. 13, 18 and 20. The Webinar sessions are targeted toward potential grant applicants. Topics include Introduction to Grants.gov and the Recovery Act, Finding Recovery Act Opportunities and Registration to Submit Recovery Act Opportunities. Each Webinar session will include time for questions and answers. The Webinars will be recorded and made available to view on Grants.gov after each series is completed. More details for registration can be found on Grants.gov in the new Recovery Act feature on the homepage.

Don't miss out on another issue!

Many of our subscribers forward this newsletter to co-workers and associates. If you are not a subscriber, but would like to continue receiving this free newsletter each week, please click [HERE](#) to subscribe.

All 50 states have own recovery Web sites

All 50 of the states and the District of Columbia now have their own "recovery" sites where citizens can track where ARRA dollars are being spent in their respective states. The states are charged with ensuring accountability and transparency in how the funds are spent and their Web sites show the projects being funded and the amount of ARRA funds allocated. For links to each of the state and District of Columbia recovery Web sites, [HERE](#).

The American Recovery and Reinvestment Act

The American Recovery and Reinvestment Act is an unprecedented infusion of \$787 billion into a flailing United States economy. The ARRA is designed to create or save millions of jobs and to address pressing needs throughout the country, from education to infrastructure. To view the bill as passed by the U.S. House and Senate and signed by President Barack Obama, [HERE](#).

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The Public Sector Sales Edge®
August 25th, Austin TX

Limited Seating Available!

SPI's researchers have been hard at work for months identifying hundreds of funded opportunities in Texas that will be announced over the next 24 months. This is critical data for successful sales teams!

Reserve a seat now and walk away with more insider knowledge about upcoming opportunities than you ever thought possible... as well as the first edition of SPI's 'The Intelligence Edge®'.

Two sessions are planned:

A morning session targeted to experienced public sector account executives and seasoned government contractors

An afternoon session targeted to sales teams and government contractors with less public sector experience.

Both sessions will be held in SPI's new Strategic Edge Training Facility.

For more details and to enroll please visit our [website](#)



Procurement consulting, national research and advocacy services

Strategic Partnerships, Inc. (SPI), a leading company in the state and local government procurement, national research and government relations world, offers a timely client-customized service that helps companies find and capture state and local government contracts arising from the recently enacted federal stimulus package. [Click here](#) for procurement consulting and advocacy services

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