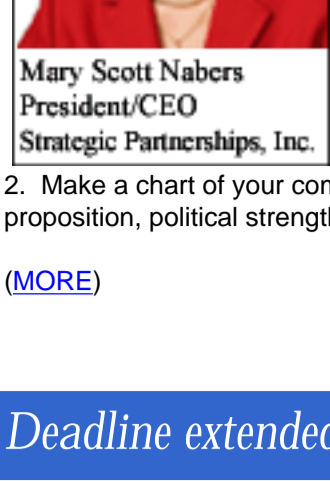




Who are your competitors and what do you need to know about them?



Government contracts are almost always won by the team with the most information. And, information about competitors is absolutely critical.

Here are some tips about what you should know and remember about your competitors.

- 1. Look at the overall marketplace and evaluate your competitors. Where are their strengths and weaknesses?
2. Make a chart of your competition and rate each by sector strength, service offerings, value proposition, political strength, credibility.

(MORE)

IN THIS ISSUE

- Broadband funding deadline extended
State Energy Programs share \$119M
Construction, rehab projects abound
Stimulus news briefs
What the states are doing
Other national news
Calendar of events
State recovery Web sites
ARRA - Text of the Act
Procurement and advocacy services
JOIN OUR MAILING LIST

Deadline extended for applicants for federal funding

For Broadband Technology Opportunities Program (BTOP)

A high volume of applications related to the Broadband Initiatives Program (BIP) of the American Recovery and Reinvestment Act caused service delays that have led federal officials to announce an extension of the Broadband Technology Opportunities Program (BTOP) application process.

The agencies involved have added additional servers to address the large volume of applications. Only applicants who have completed the following five steps will be considered to have a pending application:

- 1. Log into the Easygrants@ System at www.broadbandusa.gov;
2. Select "Start a new application" under "Apply for a new grant/loan;"
3. Select one of the two choices for available funding opportunities;
4. Select "Continue;" and
5. Select "ok" when prompted "Are you sure you want to apply for the program."

U.S. Dept. of Energy to distribute \$119 million

For State Energy Programs in five states, two territories

State Energy Programs in five states and two territories have been awarded a total of more than \$119 million to support energy efficiency and renewable energy projects.

States receiving funding are Alabama, American Samoa, the District of Columbia, Illinois, Maryland, North Dakota and Wyoming.

Ten percent of the funds were distributed previously for planning activities. This installment provides 40 percent of each entity's grant.

To view information regarding these recent state awards, click HERE and look under "Recent Reports."

Construction, renovation opportunities to be plentiful

HUD grants will build new public housing facilities, rehab existing ones

Competitive grants from \$4.25 million in U.S. Department of Housing and Urban Development (HUD) recovery funds are expected to be used across the country to build tens of thousands of federally subsidized housing rental units.

Funding for the new construction, which will open up contracting opportunities related to new construction - architectural, engineering, construction, etc. - will come from \$14 billion in Recovery Act funds HUD has been awarded.

The \$4.25 billion set aside for the creation of rental housing will come from \$14 billion that HUD has received from the national economic stimulus package.

Stimulus news briefs

Weatherization contracts on the horizon in four states

A variety of contracting opportunities related to weatherization of homes will open up as a result of the announcement of \$66 million in funding from the Recovery Act to be shared by Alaska, Colorado, Connecticut and Hawaii.

Each of the states already has received 10 percent of its funding for training and ramp-up activities. The current award will include 40 percent of their allocation, with the remaining 50 percent released when the states meet certain reporting, oversight and accountability milestones required under the Recovery Act.

To view the funding allocation by state and information on how the funds will be spent, click HERE.

Tax credits to be offered for energy equipment manufacturers

Advanced energy equipment manufacturers can take advantage of \$2.3 billion in tax credits being offered by the U.S. Department of the Treasury and the U.S. Department of Energy.

As part of the American Recovery and Reinvestment Act, developers of innovative energy equipment will get a tax credit of 30 percent for facilities that manufacture solar, wind and geothermal equipment, fuel cells, microturbines and batteries, electric cars, electric grids to support transmission of renewable energy, energy conservation technologies and equipment that reduces greenhouse gas emissions and sequesters carbon dioxide.

The tax credits will be capped at \$2.3 billion and are available for two years or until the cap is reached. Payments will be made within 180 days of filing.

\$94.6 million to fund 105 Forest Service projects nationwide

Additional funding has been announced from the Recovery Act for projects in 36 states what will restore natural resources and improve public safety through Forest Service projects.

Capital Improvement and Maintenance and Wildland Fire Management Projects by state and amount include: Alaska, 3 projects, \$2,645,000; Alabama, 1 project, \$5 million; Arkansas, 6 projects, \$5,158,000; Arizona, 4 projects, \$2,845,000; California, 3 projects, \$1,595,000; Colorado, 1 project, \$750,000; Florida, 4 projects, \$2,435,000; Georgia, 2 projects, \$1,051,000; Idaho, 2 projects, \$2,088,000; Indiana, 1 project, \$100,000; Kentucky, 1 project, \$200,000; Michigan, 3 projects, \$2,195,000; Minnesota, 1 project, \$2,164,000; Mississippi, 3 projects, \$2,020,000; Montana, 1 project, \$3,100,000; North Carolina, 2 projects, \$975,000; and North Dakota, 1 project, \$875,000.

Also: Nebraska, 1 project, \$644,000; New Mexico, 16 projects, \$20,452,000; Ohio, 1 project, \$825,000; Oregon, 1 project, \$6,825,000; Puerto Rico, 4 projects, \$1,355,000; South Carolina, 4 projects, \$1,757,000; South Dakota, 5 projects, \$5,270,000; Tennessee, 1 project, \$520,000; Utah, 9 projects, \$5,630,000; Vermont, 1 project, \$850,000; Washington, 2 projects, \$520,000; Wisconsin, 4 projects, \$3,279,000; West Virginia, 4 projects, \$4,525,400; and Wyoming, 11 projects, \$6,375,000.

Multi-State Capital Improvement and Maintenance and Wildland Fire Management Projects: Idaho; Nevada; Utah, 1 project, \$500,000; Illinois; Indiana; Maine; Michigan; Minnesota; Missouri; New Hampshire; New York; Ohio; Pennsylvania; Vermont; Wisconsin; West Virginia, 1 project, \$120,000.

What the states are doing

Virginia is busy allocating Recovery Act funds totaling \$80 million, most of which will be used for water projects. The city of Lynchburg is due almost \$25 million for a sewer overflow project, while Alleghany County will be allocated \$10 million toward its lower Jackson River wastewater treatment plant and collection project.

Thirteen transit projects in New Jersey will be funded from \$300 million additional Recovery Act dollars headed to the state. That includes \$110 million for design and engineering work on the new rail tunnel under the Hudson River.

The Reno-Tahoe International Airport in Nevada will receive \$3.8 million in Recovery Act funding to reconstruct the airport terminal's apron. An additional \$2.2 million was announced for the apron project in March.

Atlanta, Georgia's, Metropolitan Atlanta Rapid Transit Authority (MARTA) has been named by the U.S. Department of Transportation to receive \$55.4 million in federal stimulus funds.

The city of Phoenix, Arizona, next month will apply for \$200 million from the U.S. Department of Transportation to speed up construction of its driverless train system at the Phoenix Sky Harbor International Airport.

Rated by the state's Department of Transportation as the highest priority Competitive Grant Program project for the state, the Tower 55 rail intersection project in Fort Worth, Texas, is looking for Recovery Act funding to help relieve some of the congestion in what is known as one of the most congested rail intersections in the country.

Five local agencies in Huntsville, Alabama, are the recipients of a total of \$530,000 in stimulus funds. The funds can be used for utility deposits and payments, rental assistance, some moving costs, motel vouchers, case management, legal services and housing searches.

Funding of \$2.4 million in Recovery Act funds have been made available for taxiway work at the Burlington, Vermont, International Airport. The funds will be used to rehab and repave where two taxiways intersect and to extend another taxiway.

Four new housing developments will be going up in New York - three in Harlem in the city of New York and one in Brooklyn. Funding of \$60 million from the Recovery act will be used to create more than 700 affordable housing units.

Officials in Missouri will submit a request for \$142 million in stimulus funds to expand high-speed Internet access in the state. The proposal calls for the addition of 2,500 miles of fiber-optic cable and the construction of 200 broadband towers.

Tax-exempt bonds financed by the American Recovery and Reinvestment Act could be used to jump-start development of a housing and retail complex in Brooklyn, New York. The complex includes both apartments and a shopping center.

Among the projects to be undertaken in Kansas City, Kansas, after the city was awarded \$4.8 million from the U.S. Department of Energy Efficiency and Conservation Block Grant program are conversion citywide of traffic signal lights to light-emitting diodes (LED), construction of a traffic signal synchronization center to improve traffic flows in the city, installation of energy efficient enhancements in the City Hall complex, construction of an athletic field trail and more.

Eight affordable housing projects in Massachusetts have collectively been awarded \$45.5 million in Recovery Act funds. The projects include those which developers were unable to secure financing.

Two mass transit providers in Virginia have been tabbed to receive more than \$13 million in Recovery Act funding to not only enhance their services, but also to increase the size of their fleets.

Other national news

New Orleans university gets \$32 for rebuilding facilities damaged by storms

The university's Old Science, New Science, Multipurpose and Clark education buildings all suffered extensive damages during the storms. The \$32 million announced this week is the second allocation for the university.

Community College Challenge Fund could mean multitude of opportunities

With the possibility of \$12 billion made available over 10 years from the Community College Challenge Fund, community colleges already are making their lists of proposed projects for which they will seek funding if the legislation including the program passes the U.S. Congress.

The program - part of H.R. 3221 - has not yet been passed by the House, but should be watched closely. The House is expected to vote on the legislation as early as this week, although it could be next month before the Senate takes up the bill.

The competitive grants would be in three categories - pilot programs, renovation and maintenance of existing facilities and construction of new buildings and creation of high school and college courses online that will be free to the public.

Approximately \$9 billion of the total would be for pilot programs. Another \$2.5 billion would be granted for campus construction costs, renovation and maintenance of facilities and the remaining \$500 million would be for the online course creation.

Among the stipulations that go with the funds are strict accountability measures for the participating community colleges, submission of annual reports on if goals have been met and being able to show enrollment and completion rates for certain groups of under-served students are met.

Calendar of events

Webinar to address energy efficiency and retrofit jobs

"Energy Efficiency and Retrofit Jobs in the Buildings Industry-Workforce Overview" is the title for an upcoming U.S. Department of Energy (DOE) Building Technologies Program Webinar. The Webinar is slated for Thursday, Aug. 27, from 12 to 1:30 p.m. (ET) and is geared toward community colleges and workforce agencies.

Boston site of public-private partnership workshop

The Council for Public-Private Partnerships and the Federal Transit Administration will host a workshop on "The Implementation of PPPs of Interest" on Wednesday and Thursday, Sept. 16 and 17, at the Hyatt Regency Cambridge in Boston.

Cross-agency Webinar to address ARRA grant opportunities

The U.S. Department of Health and Human Services, managing partner of the cross-agency Web site hosting American Recovery and Reinvestment Act grant opportunities on Grants.gov, will hold its last in a series of three Webinars on Thursday. The webinar session is targeted toward potential grant applicants.

Don't miss out on another issue!

Many of our subscribers receiving this newsletter to co-workers and associates. If you are not a subscriber, but would like to continue forwarding this free newsletter each week, please click HERE to unsubscribe.

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.

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.

ENROLL NOW! The Public Sector Sales Edge® August 25th, Austin TX. Limited Seating Available!

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...