



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



Mary Scott Nabers  
President/CEO  
Strategic Partnerships, Inc.

Government contracts are almost always won by the team with the most information. And, information about competitors is absolutely critical. Great generals never do battle without knowing what to expect from the enemy.

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.

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## 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 new deadline is 5 p.m. (ET) tomorrow, Thursday. This new deadline, however, is intended to give applicants who have already started the electronic application submission process to submit their applications. It will thus affect all electronic applications pending as of 5 p.m. (ET) on Aug. 14. No changes were made to the filing instructions for paper applications.

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](http://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. The funds are part of the American Recovery and Reinvestment Act (ARRA).

States receiving funding are Alabama, American Samoa, the District of Columbia, Illinois, Maryland, North Dakota and Wyoming. The funds are part of the \$3.1 billion in funds dedicated to State Energy Programs. The funds can be used for energy audits, building retrofits, education and training efforts, transportation programs to increase the use of alternative fuels and hybrid vehicles and new financing mechanisms to promote energy efficiency and renewable energy investments.

Ten percent of the funds were distributed previously for planning activities. This installment provides 40 percent of each entity's grant. The final 50 percent will be distributed when each entity meets reporting, oversight and accountability milestones required by the ARRA.

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. Another \$4 billion will be set aside to renovate and rehabilitate 1.2 million of the country's current public housing facilities. Funding also will be available to purchase foreclosed houses that can be refurbished and rented to low- and moderate-income families.

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 funding for rehab also will come from Recovery Act funds and result in contracting opportunities that could include roofing, plumbing, electrical work and more.

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. Another \$4 billion of the money will be used to make repairs and renovations to the nation's existing public housing stock of 1.2 million units.

## 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. More than 26,000 homes will benefit from weatherization that will also result in contracting opportunities for such services as heating system safety checks, efficiency improvements and replacements, insulation of attics and roofs, reduction of air leakage in doors, adding insulation throughout the home, replacing windows and doors, upgrading windows and ductwork and other energy conservation services.

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. Up to 20 percent of their funding can be used to hire and train workers.

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. The program offering the tax credits aims at increasing economic development and providing tax credits for companies producing clean energy equipment.

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. For more information on the program and how to apply for the tax credit, click [HERE](#).

### \$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. The 105 projects on federal, state and private lands will be funded with \$94.6 million. Of the funding, \$45 million is dedicated to Wildland Fire Management projects that include ecosystem restoration, research and rehab; invasive species protection; hazardous fuels reduction activities; state fire assistance projects, biomass utilization grants and wood to energy grants. Another \$49 million is set aside for capital improvement and maintenance projects including abandoned mine lands remediation, facility improvement, maintenance and rehab, facility-related ecosystem/watershed enhancements related to road and trail maintenance and roads and rails maintenance and decommissioning.

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. Other cities and counties in the state will share the remainder of the funding.

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 remaining \$20 million of the \$130 million for the tunnel project will be used for a new underpass structure and modifications to a Tonnelle Avenue building.

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. MARTA officials say the money will be used to purchase 18 new 40-foot buses, for preventative maintenance, rail stations and stops and other enhancements.

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. Additionally, the city expects to apply for \$53 million from the U.S. Department of Energy for the proposed Green Rail Corridor Project, a light rail line that would run through downtown and central Phoenix. It includes the installation of solar panels, making public buildings more energy efficient and constructing shade structures and cooling systems at light rail stations.

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. If funded, the project would include installation of a new signaling system, bridge upgrades, street crossing and safety improvements and a third 18,000-foot track.

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. Also eligible for the U.S. Department of Housing and Urban Development funds are: Birmingham - \$2.7 million; Jefferson County - \$845,000; Mobile - \$1.2 million; Mobile County - \$586,000; and Montgomery - \$860,000.

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. The request is from a total of \$7.2 billion in stimulus funds that will be awarded competitively through grants and loans. Not only would the proposal open up contracting opportunities for construction and addition of cabling, but it could also result in technology opportunities as the state is hopeful the project would provide the infrastructure for hospitals and medical clinics to offer telemedicine and electronic health records. The grant awards are expected in December.

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. Additionally, a supermarket and shopping mall are planned at Arverne by the Sea, with a residential complex slated in Queens, both projects with a combined \$16 million in financing. The proposed financing still has to be approved by the city's Capital Resource Corporation.

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. Deadline for spending the funds is Aug. 16, 2012.

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. Located in Beverly (\$4,790,710), Boston (\$8,589,214), Framingham (\$2,887,340), Greenfield (\$5,978, 943), Holliston (\$3,929,910) and Springfield (\$7,872,425), the projects are expected to create more than 450 housing units.

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. The Virginia Railway Express will receive \$9.8 million which is expected to be used toward the purchase of two locomotives. The recovery funds will pay for part of the \$44 million cost of the two locomotives. The remainder of the stimulus funds - \$98,000 - will be used to extend the canopy of the Manassas Park station. The remainder of the \$13 million in stimulus funds will go to the Potomac and Rappahannock Transportation Commission, which will purchase two new buses for its fleet, with the remainder for bus shelters and other capital costs.

## 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. More than \$40 million was previously announced to renovate the university's cafeteria, gymnasium and maintenance buildings.

### 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. Vendors should be keeping an eye on the categories of spending for the funding, as contracting opportunities for everything from construction to technology needs are likely to arise.

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. The program encourages partnerships between community colleges, businesses and nonprofits.

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. Additionally, pilot programs funded need to address workforce needs and increase the number of students who complete community college courses and then move on to four-year institutions of higher education.

## 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. The event will provide an overview of jobs involved with retrofitting homes to improve energy efficiency. It includes information on job skills and scaling up training, partnering between community colleges and workforce agencies, an overview of certifications and state and local workforce practices. Presenters include Michael McCabe from DOE, Debra Rowe from Oakland Community College, Charles Segerstrom from Pacific Gas and Electric Company, Jennifer Troke from the U.S. Department of Labor and Jerry Weber from the College of Lake County. The webcast is free, but interested parties must [register](#) in advance to obtain a URL for the presentation and call-in phone number. For more information, click [HERE](#).

### 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 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 Proposal); 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](#).

### 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. Topics include Introduction to Grants.gov and the Recovery Act, Finding Recovery Act Opportunities and Registration to Submit Recovery Act Opportunities. The Webinar session will include time for questions and answers. Each of the Webinars also 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.

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## 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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**For more information contact:**

**Strategic Partnerships, Inc.**  
Mary Scott Nabers, President  
Ph: 512.531.3900  
[mnabers@spartnerships.com](mailto:mnabers@spartnerships.com)  
[www.spartnerships.com](http://www.spartnerships.com)



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Barton Oaks Plaza One, Suite #100  
901 S. Mopac Expressway  
Austin, Texas 78747  
Ph: 512.531.3900  
[www.spartnerships.com](http://www.spartnerships.com)

For information about SPI's products and services: [sales@spartnerships.com](mailto:sales@spartnerships.com)

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