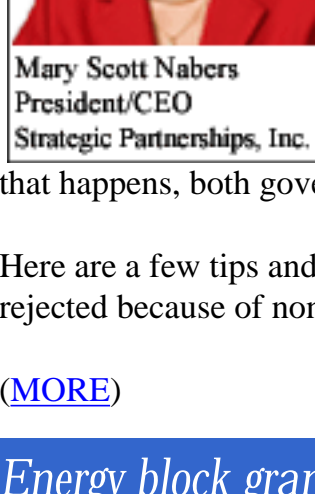


Good proposals are critical to winning government contracts

IN THIS ISSUE



It is costly to produce a government proposal. And, on top of the hard costs involved, there are always "opportunity lost" costs to consider.

No company wants to lose...but many experienced contractors make simple mistakes that result in painful losses.

In the last 14 years, we've seen some wonderful proposals "bite the dust" because of errors that could have - and should have - been easily avoided. When that happens, both government and the private sector company suffer.

Here are a few tips and best practices to ensure that good proposals are not rejected because of non-compliance issues.

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Energy block grant awards already total \$59 million

Nearly 150 grants made from Recovery Act

The U.S. Department of Energy has awarded nearly 150 Energy Efficiency and Conservation Block Grants worth a combined total of \$59 million. These funds are part of more than \$2.7 billion in formula grants being released to states, territories, local governments and Indian tribes.

The funding is part of the Energy Efficiency and Conservation Block Grant Program, which is for the first time being funded by the American Recovery and Reinvestment Act. The funds are dedicated to improving energy efficiency and reducing energy use and fossil fuel emissions in the communities that garnered the awards.

To view a list of entities that have received the grants and the amounts received, click [HERE](#) and look under "Recent Reports."

For information about these and other funding opportunities, contact [Reagan Weil](#) or [Richard Hartmann](#) at 512-531-3900.

\$25.7 million headed to health centers across U.S.

Funding will finance services, outreach, transportation, new facilities

Funds for increased mental health/substance abuse services, oral health, pharmacy services, outreach, transportation and case management services as well as money for new health centers are part of the \$25.7 million in Recovery Act funds being made available to health care centers throughout the country. The funds are being administered by the U.S. Department of Health and Human Services.

Of the funding, 180 grants worth a total of \$21.9 million will go to existing health centers. Another 48 planning grants totaling more than \$3.8 million will go to areas that do not yet have health centers, to help them develop new service delivery sites.

Because of the declining national economy, health centers across the country are seeing even more patients. More than 17 million medically underserved individuals were treated at these centers in 2008, many of them children. A national network of more than 1,100 community, migrant, homeless and public housing health centers are funded by HHS. They provide health care at more than 7,500 clinical sites, ranging from large medical facilities to mobile vans.

To view a list of the recipients and their award amounts in all categories, click [HERE](#) and look under "Recent Reports."

Rail applications submitted for \$8 billion in funds

Projects address high-speed trains, improved passenger rail service

States this week were busy getting their federal grant applications submitted for Recovery Act high-speed rail funding. The U.S. Department of Transportation will soon begin awarding part of the \$8 billion in recovery funds to states whose plans for high-speed trains and improved passenger rail service rate highest.

In New York state, \$564.8 million has been requested in federal funds for high-speed rail projects. The state plan includes 38 passenger rail projects. Among the funding sought is \$58.1 million for design and construction of a third passenger track on the empire corridor in the Rochester area. There is also a request for funding of \$32.1 million for track improvements from Buffalo to Niagara Falls. The proposed relocation of Amtrak's Niagara Falls station to the renovated 1863 Customs House near the Whirlpool Bridge is seeking \$22.4 million in funding.

California, which passed a \$9 billion bond referendum, is seeking additional funding for a project that would link the Bay Area and Southern California.

Pennsylvania has applied for \$28.2 million for rail improvements, including track, signal and power upgrades on the Keystone Corridor East from Harrisburg to Philadelphia and a feasibility study for enhanced passenger rail service on the Keystone Corridor West from Harrisburg to Pittsburgh.

Stimulus briefs

Community facilities projects awarded \$54 million through USDA

Projects including libraries and food distribution centers will receive funding and money for purchase of equipment for first responders will be distributed in 24 states from Recovery Act funding. A total of \$54 million in community facilities projects was announced today, Friday, and will be augmented by another \$9.1 million raised from other sources for many of the projects.

A county hospital in Renessalaer, Indiana, will receive a \$15 million loan for modernization projects. A new 24,000-square-foot addition is planned as well as renovations. Other additions include an MRI scan room and equipment, six new operating surgical suites and other medical services and office space. Another project funded is the Friends of the Library of Philipsburg in Pennsylvania. The group will receive both a loan and a grant - totaling \$300,000 - to relocate and renovate a permanent library site.

Today's funding is through USDA Rural Development's Community Facilities program, which helps finance essential community facilities for public use in rural areas. These facilities include childcare centers, hospitals, medical clinics, assisted living facilities, fire and rescue stations, police stations, community centers, public buildings and transportation. To view the list of allocations announced today, click [HERE](#) and look under "Recent Reports."

Rural areas in 27 states to benefit from infrastructure funding

Rural water and environmental projects across the country will get a \$175.8 million boost from Recovery Act funding administered by the U.S. Department of Agriculture. The goal of the funding is to ensure safe drinking water and improved wastewater treatment. Rural communities in 27 states will benefit from the funding.

For instance, Granite Farms, Minn., will combine a more than \$8 million loan and a \$6 million grant to replace its water treatment plant that will meet the needs of its citizens both now and in the future.

Dryden, New York, will combine a \$3.6 million loan and a \$2.9 million grant to upgrade and rehab its wastewater treatment plant which exceeds its discharge rate because of recent heavy rains. Upgraded meters also will be installed.

To view the award winners and the amounts they received, click [HERE](#) and look under "Recent Reports."

More State Energy Programs receive Recovery Act funding

More Recovery Act money - \$51 million - is headed to State Energy Programs, this time to Alaska, Guam and New Jersey. The funding, administered by the U.S. Department of Energy, will support energy efficiency and renewable energy projects and open up contracting opportunities for a variety of industries.

These entities have proposed plans that prioritize energy savings, increase renewable energy use and reduce carbon pollution.

Among the projects are an outreach program in Alaska to create greater energy efficiencies in schools, commercial buildings, industry and in large local facilities. Other plans include supporting energy audits and energy efficiency upgrades at state institutions for individuals with developmental disabilities.

Other activities that are eligible for State Energy Program funding are building retrofits, 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.

To view the list of award recipients and the amounts, click [HERE](#) and look under "Recent Reports."

Guam, Pennsylvania weatherization opportunities to open up soon

Weatherization opportunities valued at more than \$100 million will open up soon in Guam and Pennsylvania, as Recovery Act funding is headed to those areas. The funding, with additional funds to be allocated after the entities meet funding act milestones, will help weatherize almost 30,000 homes. Approximately \$6,500 is spent to weatherize each home.

Guam will receive \$447,419 and close to 200 homes will be weatherized over the next three years. Guam will hire experienced training professionals and provide an assistance programs for contractors, auditors, administrative personnel and staff at the Energy Office.

Pennsylvania will benefit from \$101,117,225 in funding and will weatherize or re-weatherize some 29,000 homes in three years.

The state will receive additional funding after meeting milestones required in the Recovery Act.

What the states are doing

Water and sanitary sewer infrastructure in two Dayton, **Ohio**, area counties will benefit from \$1 million in Recovery Act funding. Darke County has been named the recipient of two grants of \$600,000 each and Miami County will get three grants totaling \$1.29 million. All are from Community Development Block Grants. Darke County will install a sewer line and lift station for a village septic system and use the remainder of the funds to buy land and install a lift station and sewer lines in the village of Osgood. Miami will install a centralized wastewater collection system and main pump station in Fletcher, install a sanitary sewer line to connect Concord Township to the Troy wastewater system and install a sanitary sewer line to connect a sewer line and storm sewers in Monroe Township.

Tompkins County, **New York**, will receive nearly \$9 million in Recovery Act transportation funding. The funds will be spent on new buses, a pedestrian bridge, street repaving and reconstruction. Other possible projects include curbing traffic congestion, building pedestrian trails, a new bridge and adding more buses.

Approximately \$22 million in recovery funds will help the city of Camden, **New Jersey**, complete the cleanup of a portion of a Superfund site. The Weisbach/General Gas Mantle Superfund site is a former factory that is one of 50 sites throughout the country to share \$600 million in stimulus funds. Cleanup of the area is expected to spur economic growth. Cleanup began in 1999.

Harbor Transit in **Michigan** will use more than \$430,000 in stimulus funds to purchase three new buses and provide updates for buildings and operations. The buses will eat up most of the funds - with a combined price tag of \$315,000. The remaining funds will be used to upgrade a parts storage system, hydraulic floor jacks, a parking lot and energy efficiency projects that include replacement of some doors and windows.

The City of Nekeosa, **Wisconsin**, will soon get a new senior and community center thanks to American Recovery and Reinvestment Act funding. The city has been awarded \$510,000 in stimulus funds. That money plus funding from the city and from private sources will help pay for the \$1.29 million project.

Hampton Roads Transit in **Virginia** will construct a new maintenance facility in Norfolk and purchase new buses and other equipment from the \$24 million it will receive in federal stimulus funds. The funds also will be used for information management systems and transfer centers in Hampton and Newport News.

Maryland will purchase buses and Metro railcars, expand its parking and services and repair station platforms and tunnels with the \$78 million in Recovery Act funding it will receive for transit-related projects. The first part of the grant to the Maryland Transit Administration is for \$5.4 million that will be used to purchase 24 buses. The money also will be used for bus stop shelters, communications items, refurbishing park-and-ride lots and for security equipment. The second grant of \$72 million will help purchase rail cars and 10 buses, and will also be spent on improvements to rail tracks, additional parking and rehab of tunnels and underground stations.

A new park-and-ride lot, new buses, security upgrades and other improvements are on tap for the Manatee County Area Transit in **Florida** as MCAT officials will receive \$4.61 million in stimulus funds. Plans are for the purchase of five new buses and installation of security cameras and fencing at two transit centers. Disabled access at some bus stops and shelters also will come from the funding.

New road projects are on tap in **Idaho** thanks to savings from below-projected costs for transportation projects being funded from Recovery Act funds. Nine new projects worth \$30 million will be added to the state's transportation plan. Eight previous projects came in close to \$35 million under bid projections that totaled \$148 million. Some of the projects that could benefit from the extra funds are \$5 million in repairs on U.S. Highway 95 near Grangeville and another \$6 million for bridge work on I-90 near Coeur d'Alene and a \$2 million overlay on I-15 near Idaho Falls.

The **Wisconsin** Department of Transportation/Bureau of Transit was awarded \$11.3 million in transit-related funds which will be used to purchase 44 buses, 41 vans, 17 sedans and/or station wagons, fare collection equipment, security surveillance equipment, bus shelters, a vehicle locator system, support vehicles and computer hardware and software. Other transit systems in the state also received funding. The Waukesha transit was granted \$1.5 million that it will use to buy eight vans and to enhance fare boxes, add a parking lot, a bus washer and more. In Washington County, the transit service was awarded \$779,603 that will be used to purchase six 30-foot minibuses, three lower floor minivans and three taxi sedans. In Ozaukee County, the transit authority will get \$591,323 that will be used to buy five vans, six station wagons, bus shelters, paratransit vehicles, equipment and computer hardware and software. Racine was allocated \$2.5 million that it will use to purchase seven buses, upgrade fare box systems and buy computer software.

An allocation of \$1 million is the first of several awards that will total \$5 million from Recovery Act funding to benefit several Indian tribes across the country. The money will be used to purchase equipment and improve facilities used to provide food assistance to low-income families. Among the tribes to benefit are the **Mississippi** Band of Choctaw Indians, the Navajo Nation, Cherokee Tribe of North Carolina and the Shoshone Tribe. A total of 19 tribes will be share the funding.

Ohio officials are hoping to secure \$250-\$400 million in Recovery Act funding for a passenger rail system to run from Cincinnati to Cleveland through Dayton and Columbus.

Recovery Act funding that should amount to close to \$4 billion is already being spent in **Utah**. The state is looking at funding of a variety of transportation projects that already have been allocated \$100 million. Funding is also being set aside for weatherizing of homes for low-income residents and for rehab and upgrade projects in national parks in the state.

Numerous transportation projects are on tap in **Georgia**, thanks to Recovery Act funding. While past projects have mostly included paving projects and repairs, the state is now looking to actual construction projects. Set to be put out for bid are projects on Ga. 74 in Fayette County and on Ga. 85 to add an additional lane in each direction to Cooper Circle. The state is planning on bidding out projects that will benefit from \$95.7 million in stimulus funding.

Five new 35-foot buses, two support vehicles and other equipment will become part of the fleet for the City of Sheboygan, **Wisconsin**, after receiving \$2.1 million in economic stimulus funds for transit improvements in the state. A maintenance van and forklift also will be purchased.

A multi-million-dollar project in **Virginia** is on tap to update nautical charts of the Chesapeake Bay. The American Recovery and Reinvestment Act will provide \$8.4 million for the project, \$4.3 million of which will be spent between Tangier Island and Stingray Point. Another \$4.1 million will be spent off the Eastern Shore near Assateague Island to chart 125 square nautical miles. These two projects in Virginia are part of a \$40 million project by the National Oceanic and Atmospheric Administration to create new charts that will cover 2,000 square miles in the bay and coastal waters of seven states. The charts are used by shippers, fishermen and recreational boaters to navigate the waterways.

The U.S. Environmental Protection Agency has awarded \$25 million to the **Arkansas** Natural Resources Commission to help improve water infrastructure. The Recovery Act funding will finance numerous wastewater projects. The funds will be distributed through the state's Clean Water State Revolving Fund program which provides low-interest loans for water quality protection projects for wastewater treatment, non-point source pollution control and watershed and estuary management.

In Chicago, **Illinois**, officials are preparing to ask for another \$800 million in stimulus funds through competitive grants. Officials will seek \$100 million to expand Internet access in homes and businesses. They also plan to seek a no-interest loan for replacement of sewer and water mains and funds for security improvements at the city's airport.

Water and infrastructure in **Alabama** will get a \$63 million boost. Officials in the Alabama Department of Environmental Management say the money from the Recovery Act will go toward improvements to aging water and wastewater infrastructure. Nearly \$44 million will be distributed through the State Clean Water and Drinking Water State Revolving Fund and another \$20 million will be allocated through the Drinking Water State Revolving Fund.

Six forestry projects in **Arkansas** got a \$5.2 million boost from the Recovery Act, with most of the projects including cleanup and repair of damage from last winter's ice storm. Some \$3.6 million of the funds will go to the state Forestry Commission for work on state and private lands in 30 counties. Other projects will be in two of the state's national forests - the Ozark National Forest and the Ouachita National Forest - and at an experimental forest lab in Crossett. Three of the projects also include cleanup and repair from ice storm damage.

Water conservation and storage efforts in **California** will get a \$27 million boost from the federal Recovery Act. The San Joaquin Valley is the big winner, with \$15 million of the funding for projects there that will assist farmers with irrigation shortages. In Sacramento, water managers will get \$5 million to install water meters.

Six new 30-foot buses for paratransit service are part of the Roanoke, **Virginia**, Transit Company's planned use of \$580,000 in federal stimulus funds headed to the company. Funds also will be used for fare boxes for four trolley buses, purchase of a supervisor's vehicle, shop equipment and an automatic vehicle locator system.

California will be more involved in efforts to conserve water after the installation of water meters is boosted by \$5 million in recovery funds. The region plans a \$15.3 million project that would include installation of 3,750 water meters by 2011.

Other national news

Forty-six rural utilities, cooperatives in 30 states to share funding

Nearly 11,500 miles of electric distribution and transmission lines will be built or repaired from \$1.16 billion in loans to improve rural infrastructure. The funding is through the U.S. Department of Agriculture and will be distributed to 46 rural utilities and cooperatives in 30 states. The improvements will affect nearly 110,000 customers.

Among the big winners...Fox Islands Wind, LLC, in Vinalhaven, Maine, will receive a \$9.5 million loan for production of low-cost renewable energy through wind power. When completed, the project will be the largest coastal wind-power facility in New England and the second-largest facility on the East Coast.

Also, the Southwest Louisiana Electric Membership Corp. will receive a \$71.2 million loan to repair storm and hurricane damages. The company serves 93,000 customers in nine parishes with more than 9,500 miles of distribution and transmission lines.

To view a complete list of the selected borrowers, click [HERE](#) and look under "Recent Reports."

Calendar of events

Webinar to discuss how to use recovery act funding

A U.S. Department of Energy Webcast for state and local officials on how to use funding from the Recovery Act has been set for 3 to 4:15 p.m. (ET) today, Wednesday. The Webcast will focus on how to use the funding and how to establish a revolving loan program to support energy efficiency and renewable energy projects. Titled "Revolving Loan Funds: Basics and Best Practices," the presentation will feature the following: Samuel Booth, senior project leader at the DOE National Renewable Energy Laboratory, discussing best practices in revolving loan funds; Theresa Sifuentes, Texas State Energy Conservation Office that manages the largest state revolving loan fund in the country - Texas LoanSTAR; and Kathi Montgomery, Montana Department of Environmental Quality, that manages the state's Alternative Energy Revolving Loan Program. Although free, interested parties must register in advance to obtain a URL for the presentation and a call-in number. For more information, click [HERE](#).

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, Jennifer Rowe from Oakland Community College, Charles Segerstrom from Pacific Gas and Electric Company, Debra 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](#).

Don't miss out on another issue!

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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, click [HERE](#).

The American Recovery and Reinvestment Act

The American Recovery and Reinvestment Act is an unprecedented infusion of \$787 billion into the 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, click [HERE](#).

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The State and Local Government Pipeline is a free, weekly, national e-newsletter detailing important happenings throughout the country and the premier source for state and local government news and contracting opportunities.
Publisher: Mary Scott Nabers
Barton Oaks Plaza One, Suite #100
901 S. Mopac Expressway
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