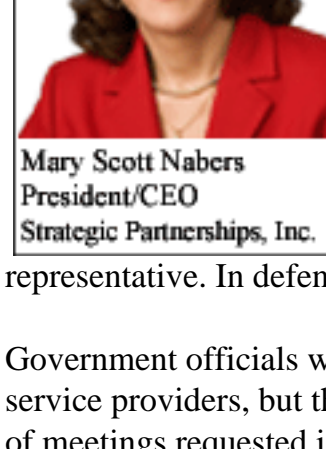




Face-to-face meetings with decision-makers are never easy to schedule



Mary Scott Nabers
President/CEO
Strategic Partnerships, Inc.

Public sector decision-makers are extremely busy individuals. They shy away from scheduling meetings with vendors and/or service providers. The problem is that they get too many requests and the process of deciding who to see and who not to see becomes daunting.

Most public officials with decision-making authority prefer to hear about solutions, service offerings and/or purchasing options without actually having to participate in a sales meeting with a company representative. In defense of public servants, they truly don't have time to spare.

Government officials will, of course, schedule meetings with vendors and service providers, but the percent of meetings scheduled compared to the number of meetings requested is small.

[\(MORE\)](#)

IN THIS ISSUE

- [Transit projects to share \\$6.7 billion](#)
- [Alternative fuels programs funded](#)
- [Broadband grant requests number 2,200](#)
- [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](#)

Transit providers reap \$6.7 billion in stimulus funds

New vehicles, safety, security, construction, maintenance projects available

New vehicle purchases, safety and security purchases and construction, rehabilitation and maintenance contracts will be plentiful after nearly 600 transit providers throughout the country have been named recipients of a combined \$6.7 billion in Recovery Act funding from the Federal Transit Administration (FTA). The FTA beat its Sept. 1 deadline for having distributed to states and local communities 50 percent of their Recovery Act transit formula funds.

FTA reports it has distributed nearly 90 percent of the \$7.5 billion in stimulus funds. It also has some \$900 million in discretionary funds to distribute under its New Starts projects, Greenhouse Gas and Energy Reduction and Tribal Transit programs - for a total of \$8.4 billion.

The majority of the \$6.7 already distributed will be used to buy new vehicles, increase safety and security initiatives and construct, refurbish and maintain transit systems.

The Recovery Act funding is part of more than \$48 billion available from the U.S. Department of Transportation for highway, road, transit, bridge and airport construction and repairs. Approximately \$26.5 billion of that already has been obligated for almost 8,000 projects in 55 states and territories.

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

Clean Cities Grant funds support alternative fuel use

Contracting opportunities for new vehicle sales, infrastructure, education

Vehicle, infrastructure and education contracting opportunities will result from nearly \$300 million in Clean Cities Grants to support clean fuels, vehicles and infrastructure development through American Recovery and Reinvestment Act funds being administered by the U.S. Department of Energy.

The goal of the funding is to speed the increase in the number of alternative fuel and energy-efficient vehicles on the nation's roads and establish 542 refueling stations across the country. Officials hope to add 9,000 light-, medium- and heavy-duty vehicles to the roadways.

Twenty-five cost-share projects will be funded, including advanced vehicle technologies such as hybrids, electric vehicles, plug-in electric hybrids, hydraulic hybrids and compressed natural gas vehicles. The stimulus funds also will support refueling infrastructure for alternative fuel vehicles, including biofuels and natural gas.

For instance the North Central Texas Council of Governments was allocated more than \$13.1 million to set up refueling stations and deploy alternative fuel vehicles in the Dallas-Fort Worth area. Not only are city fleets, taxis and school districts targeted, but also business fleets such as Coca-Cola and Frito Lay. The South Coast Air Quality Management Districts UPS Ontario-Las Vegas LNG Corridor Expansion Project will receive almost \$5.6 million for a regional liquid natural gas fueling corridor. UPS will deploy 48 heavy-duty LNG vehicles in its interstate alternative fuel operations. The new LNG station will support not only those 48 trucks, but also 161 more LNG truck in the UPS fleet.

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

Broadband project funding nets 2,200 applications

Requests show high interest: more than seven times funding available

Competition for proposed broadband project funding from the Recovery Act will be keen, as some 2,200 applications have been received seeking part of the nearly \$28 billion in available funds. This first round of funding includes \$4 billion that will be available through loans, grants and combinations of the two.

Some \$7.2 billion was provided to the National Telecommunications and Information Administration (NTIA) and the Department of Agriculture's Rural Utilities Service (RUS) to expand access to broadband service. NTIA will invest \$4.7 billion of that to install broadband infrastructure in unserved and under-served areas of the country. It will also be used to expand public computer center capacity and encourage use of broadband service. RUS will invest another \$2.5 billion for broadband deployment in rural areas. The first installment of funding will be for a total of \$2.4 billion from RUS and up to \$1.6 billion from NTIA.

Officials note that the number of applicants and the amount of funding they requested - more than seven times the amount available - shows the high interest in broadband. Some of the entities submitting proposals include local and state governments, nonprofits, industry, universities, hospitals, public safety organizations and libraries. The funding, added to some \$10.5 billion in matching funds, means there is \$38 billion in proposed projects. The proposals also included projects to provide broadband education, awareness, training, access, equipment or support, especially among vulnerable population groups where broadband technology has traditionally been underutilized.

A list of summaries of all applications received will be available soon.

Stimulus news briefs

Ohio county gets \$10 million for water infrastructure project

Jefferson County, Ohio, will benefit from \$10 million in Recovery Act funding for an infrastructure project to eliminate runoff from failing septic tanks and to improve local water quality. The project will benefit some 350 users in Wayne and Cross Creek townships.

Construction is expected to begin in Spring 2010 and it is hoped the project will bring a population renewal to the area and new investments. Federal officials were on hand to make the announcement of the funding.

Three communities earn \$20M in grants for Clean Diesel Finance Program

Three communities have been awarded a collective \$20 million in grants to be administered by the U.S. Environmental Protection Agency as part of the SmartWay Clean Diesel Finance Program. The funds can be used to purchase new, cleaner or retrofitted vehicles and equipment.

Receiving the grants were: **Houston-Galveston Area Council** - \$9 million for a revolving loan program to clean up trucks at the Port of Houston through replacements and retrofits using SmartWay-verified technologies; **Cascade Sierra Solutions** - \$9 million for revolving loan, lease or bond programs to replace older diesel trucks or upgrade them with clean, fuel saving technologies such as idle reduction equipment, fuel efficient tires and aerodynamic devices; and **Louisville Jefferson Metro County Government** - \$2 million for a revolving loan program to replace, repower or retrofit older construction, agricultural and other nonroad diesel equipment.

The funding is part of the \$30 million the program will receive from \$300 million in Recovery Act funds for the National Clean Diesel Campaign. For more information on the clean diesel initiatives, click [HERE](#).

EPA awards \$650,000 to N.M. Environmental Department

The New Mexico Environment Department has been awarded \$650,000 in funding by the U.S. Environmental Protection Agency for long-term cleanup activities at the North Railroad Avenue Plume Superfund site in Espanola, New Mexico.

The funds will help the continued cleanup of chlorinated solvent contaminated ground water and will assign a long-term contractor to implement the cleanup systems. Once the cleanup is completed, the site can be restored for productive use.

What the states are doing

The 400-acre Papago Park Military Reservation in Phoenix, **Arizona**, will spend \$50,000 for an energy management plant for energy security and renewability. The funds will be administered by the Federal Energy Management Program and are part of \$1.4 million for 25 projects of the U.S. Army. Papago Park is the headquarters for the Arizona Army National Guard.

Projects that create forestry-related jobs are being sought by the **Colorado** Forest Service. The agency has \$10.7 million in Recovery Act funds to award through grants. Of the total, \$6.25 million will go to organizations working to create or retain jobs in forest restoration and fuels mitigation and another \$4.47 million will fund jobs in planning community wildfire protection and some wood-products industry jobs.

Some 150 new hybrid vehicles will be bought by the State of **Maryland** with \$5.9 million in stimulus money. The vehicles will be used on state roads by private companies such as Aramark, UPS and others. The companies formed the Maryland Hybrid Truck Good Movement Initiative to seek money to help offset the cost of new trucks and buses.

The State of **Ohio** plans to deploy more than 280 alternative fuel and advanced technology vehicles thanks to an \$11.04 million award from the Recovery Act. Administered by the U.S. Department of Energy, the funds will be matched by local partners and industry supporters. So that the total available is nearly \$30 million. The money also will be used for refueling infrastructure for 26 government and private sector partners in the state. The Montgomery County Soil and Water Conservation District will be among the first to deploy hybrid electric vehicles. The vehicles will include those that use compressed natural gas, battery electric vehicles and hybrid electric vehicles.

Public solar projects in three **Pennsylvania** counties will benefit from Recovery Act funding as part of state clean energy grants. Bucks County, Bensalem Township, will receive \$450,000 to help fund a photovoltaic roofing system for the township building, Chester County's Great Valley School District will get \$500,000 toward a solar array on its middle school and the Chester County Intermediate Unit will get \$500,000 toward a photovoltaic system. The grants match more than \$11.6 million in private investments.

Four developments in East Austin, **Texas**, are the recipients of a combined \$2 million in Community Development Block Grant Recovery (CDBG-R) funds. LifeWorks will use its \$500,000 award to purchase land and construct a 32,000-square-foot Resource Center. PeopleFund was awarded \$500,000 that it will use for the construction of a Center for Economic Opportunity that will assist small businesses. Another \$552,703 was awarded for the renovation and new construction of The African-American Cultural and Heritage Facility and \$200,300 will be used for CDBG-R administration.

A more than \$10 million runway lighting and airfield signage replacement project at the Raleigh-Durham, **North Carolina**, International Airport will get a \$1.38 million boost in funding from the Recovery Act. The project includes trading out quartz lighting with more energy efficient light-emitting diodes, or LEDs. The project has previously been awarded \$4.5 million in stimulus funding and \$2.5 million from the state.

Two **Colorado** towns will receive a total of \$2.42 million in Recovery Act funds for improvements to their sewage treatment facilities. Boone in Pueblo County will receive \$1,295,000 to improve its sewage-lagoon system and Red Cliff in Eagle County will get \$1,122,608 to replace its wastewater plant.

A comprehensive water pollution control program will be conducted in **Oklahoma** with \$570,000 from the Recovery Act. The state will monitor both surface and ground water, issue and enforce discharge permits and revise and update water quality standards and the water quality management plan.

In **New Hampshire**, the city of Laconia will spend the bulk of its Recovery Act funding - \$6.5 million - on education. However, the city also has received funding that will be used for drainage upgrades on city streets as well as walking trails. Transportation projects include repaving projects and an \$835,000 award to the Laconia Airport to design and reconstruct an aircraft parking apron located in the town of Gifford.

Pemberton, **Pennsylvania**, Township School District plans to use some of its \$1.7 million in Recovery Act funds for new technology including new computer and science labs.

The old Meridian Bridge that links **South Dakota** and **Nebraska** could be made into a pedestrian and bicycle path with federal stimulus funding. Estimates are that upgrades and repairs to the bridge could cost \$5.5 million.

Washington State has applied for \$1 billion in federal stimulus funds to offset the costs of high-speed rail projects. The state's Department of Transportation is seeking \$435 million to pay for 20 rail projects along its high-speed corridor. The proposal includes upgrades to tracks and facilities. The state also wants to construct new railroad tracks for freight trains to prevent delays for passenger trains and to provide new siding track to allow freight trains awaiting customs inspections to move out of the way of oncoming passenger trains.

Kansas City, **Kansas**, officials are going to seek \$27 million in Recovery Act funds for a beefed-up regional bus system, to include building bus shelters and \$17 million for on- and off-road bike routes and pedestrian paths. Another \$26 million will be sought for infrastructure improvements including sidewalks, curbs and roads on the East Side, while \$22 million for an improved freight rail system for the West Bottoms and downtown will also be sought.

The chapel at Hill Air Force Base in **Utah** is about to get a makeover. The chapel will receive \$269,000 in Recovery Act funding to expand to almost double its capacity and to seat about 350 people. The base also will receive \$809,000 for runway improvements and \$575,000 for a barracks heating and air conditioning system. The nearby Tooele Army Depot has been awarded \$2.1 million in Recovery funds to repair fire sprinkler systems in six ammunition warehouses. And the Army's Dugway Proving Ground was awarded \$500,000 for blast-resistant windows for a large building there since the structure is near a weapons testing range.

Miami-Dade Transit in **Florida** has been awarded \$64.5 million in stimulus funds for Metrorail and Metromover facility upgrades, purchase of new hybrid buses and other infrastructure projects. The South Florida Regional Transportation Authority was previously awarded two grants totaling \$16 million toward buying new locomotives.

Other national news

Opportunities abound for repairs, plumbing, sewer service, energy upgrades

Contractors who can provide structural repairs, plumbing work, sewer service and those who can provide energy-saving upgrades to homes will find contracting opportunities through the U.S. Department of Agriculture's Rural Development's Housing Preservation program. The program recently received a \$600,000 contract that will be awarded to eight organizations to help low- and very-low-income rural residents repair their homes.

The funds will be awarded to intermediaries such as local governments and nonprofits, which will then provide grants to qualified homeowners or multi-family rental properties or cooperative dwellings. The funds will be combined with funds from the recipient organization and can be used to weatherize and repair existing structures, install or improve plumbing and sewer services or provide improved access to individuals with disabilities.

Examples of the funding include more than \$86,000 allocated to Clare County Community Development to install or repair sanitary water supply and waste disposal systems.

In Metlakatla, Alaska, the Metlakatla Indian Corporation Housing Authority will receive \$50,000 for improvements to the homes of 10 elderly residents. The Housing Authority will match the USDA grant with \$50,000 of its own funds. The homes will receive new windows, doors, insulation and, if funding permits, appliances.

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

Calendar of events

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); and Lessons Learned from a Public-Private Partnership 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!

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](#).

WANT MORE COMPETITION? OR BETTER COMPETITORS?

For government procurement specialists only - here's a program designed just for you, whether you're purchasing, legal, project management, contract oversight, or other.

- Learn to:
 - Attract the best competition on every procurement
 - Communicate so vendors understand you better and respond appropriately
 - Ensure great partnerships and get more from vendor partners
 - Understand private sector contractors and reap the rewards for decades to come

*** Unique format * Fast paced * Interactive**

Even better, this program qualifies for Certified Purchaser Training Credits.

[Click here to register](#)
*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, 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

For more information contact:

Strategic Partnerships, Inc.

Mary Scott Nabers, President
Ph: 512.531.3900
mnabers@spartnerships.com
www.spartnerships.com

For information about SPI's products and services: sales@spartnerships.com

© 2009 Strategic Partnerships, Inc. All rights reserved.

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
Austin, Texas 78747
Ph: 512.531.3900
www.spartnerships.com