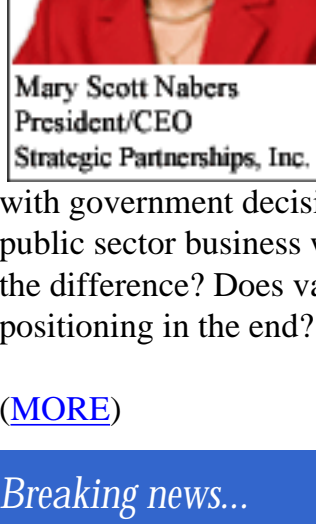




Networking, visibility, positioning can play key role in government contracting

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Is networking really important when it comes to capturing government contracts? And, how about positioning...what is required?

Communicating with government decision-makers is often difficult and networking is time-consuming and resource-draining. What is a sales exec really expected to accomplish?

Many large government contractors do not have the time or resources to network throughout the country with government decision-makers. Some of the companies seem to capture new public sector business with little effort in these areas...others don't. What makes the difference? Does value, experience and price trump relationship and positioning in the end?

Strategic Partnerships, Inc. provides opportunity identification for all 50 states. For more information, click here.

(MORE)

Breaking news...

Preparedness grants announced today total \$380 million

Funds will be for transit, port security, local fire department construction

Another \$380 million in Recovery Act funds for preparedness grants administered by the U.S. Department of Homeland Security were announced today, Wednesday, and will be used for port and transit security initiatives throughout the country as well as for local fire station construction.

Some \$150 million of the funds will be awarded through the Port Security Grant Program (PSGP). These funds can be used to protect critical port infrastructure from terrorism, enhance maritime domain awareness and risk management capabilities and to support the credentialing program for workers who need access to secure areas of ports and vessels. Among the larger allocations were three in California - \$7.6 million to the Port of Oakland, \$7.7 million to the City of Long Beach Harbor Department and \$6 million to the City of Los Angeles Harbor Department. Texas was also a big winner with \$4.3 million going to the Port of Texas Security Council, Inc., \$3.9 million going to the Texas Petrochemical Corp. and \$2 million awarded to the Board of Trustees of the Galveston Wharves.

Another \$72 million in funds will be distributed through the Transit Security Grant Program (TSGP). This funding can be used for such projects as improvements to certain tunnels, stations and bridges. The largest allocation in this program was \$48.2 million to the Port Authority of New York and New Jersey. Another \$11.8 million to also serve the states of New York, New Jersey and Connecticut went to the New York Metropolitan Transportation Authority (MTA).

Community fire stations will get a boost from \$166 million awarded through the Fire Station Construction Grant Program (SCG), which will help communities in their response to emergencies by assisting with costs of new fire station construction and upgrades to existing facilities. The largest of these awards went to the Chicago Fire Department Co. #16 for \$4.8 million. Station #51 of the San Antonio, Texas, Fire Department was awarded \$3.7 million and San Antonio's Station #50 garnered \$3.5 million. A \$4 million award also went to the Snoqualmie Pass, Washington, Fire and Rescue.

To view a complete listing of today's awards for the three categories of preparedness grants, 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.

Breaking news...

USDA announces \$6 million in economic funding today

Eleven recipients in eight states named as loan, grant recipients

Eleven projects in eight states will benefit from \$6.17 million in non-Recovery Act funding announced today, Wednesday, by the U.S. Department of Agriculture. The funds will be in the form of either loans or grants or both and are dedicated to economic development.

Some of the projects include a \$300,000 grant for building a city public safety building for police and fire departments and county emergency management staff in an Iowa city. Another project involves a \$740,000 loan to finance renovations to a 66-bed nursing home in Tennessee and the addition of a skilled rehab wing.

USDA's Rural Economic Development Loan and Grant program provides zero-interest loans and grants to local utilities that re-lend money to local businesses for projects that will create and retain jobs in rural areas. To view the grants and loans awarded today, click HERE and look under "Recent Reports."

\$100 million awarded for 'green' transportation projects

Forty-three transit agencies benefit from funding allocations

"Green" transportation projects across the nation were recently awarded \$100 million in American Recovery and Reinvestment Act funding. Forty-three transit agencies whose proposals are aimed at reducing global warming while lessening the nation's dependence on oil will share the funds - which will be used for projects from installation of solar panels at transit buildings to purchasing electric hybrid vehicles.

Among the largest awards were \$6.4 million to the AC Transit in California. The funds will be used to install photovoltaic capacity to generate "green" hydrogen at its central maintenance facility. VIA Metropolitan Transit in San Antonio, Texas, was awarded \$5 million, which will be used to replace conventional diesel transit buses with electric transit buses. The project also includes quick-charge stations to recharge batteries. Solar energy panels will also be installed at some facilities.

Among the smaller awards is \$150,000 to the Madison Metro Transit in Wisconsin. The funds will be used for lighting upgrades in bus storage and maintenance garage areas. The New Jersey Transit was awarded \$250,000 for more efficient air compressor systems that will conserve energy, reduce operating and maintenance costs and reduce emissions.

The Federal Transit Administration, which reviewed the applications for funding, noted applications submitted totaled more than \$2 billion in funding requests. To view the complete list of project awards, 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.

EDA distributes \$30 million to local, state entities

Projects include infrastructure, water projects, building construction

The Economic Development Administration (EDA) of the U.S. Department of Commerce has been appropriated \$150 million under the Recovery Act to provide grants to economically distressed areas across the nation. Priority consideration is given to those areas that have experienced sudden and severe economic dislocation and job loss due to corporate restructuring. The funds are in the form of grants.

The EDA recently announced multiple grants totaling approximately \$30 million from Recovery Act funding. The largest of the project awards was \$3.3 million to the City of Levelland, Texas, to provide infrastructure improvements needed to expand the Levelland Industrial Rail Park. The City of Ocala, Florida, was awarded \$3.2 million for road, water and wastewater line improvements to facilitate development of a new roadway segment. The State of Montana will receive \$2.7 million for capital for a Revolving Loan Fund to provide timber and wood businesses with the financing they need to become more competitive.

Elk City, Oklahoma, was awarded \$2.2 million for storm water drainage and infrastructure improvements to expand the Elk City Industrial Park while the City of Fremont, Ohio, will receive \$2.96 million to help make water infrastructure improvements to serve local businesses. Awards of \$1.6 million each went to the cities of Canton, Illinois; Newberry, Michigan; and Terrebonne Parish Consolidated Government in Houma, Louisiana. Canton will use its funds to help build a bio-medical manufacturing and business park, Newberry will use its award to expand the Luce County Industrial Park. Terrebonne Parish's funds will be used to help extend waste water lines to companies in the Woodlawn Industrial Park and the Port of Terrebonne.

Also receiving grants were:

- \$1.2 million to Barnwell, South Carolina, to make rail infrastructure improvements at the South Carolina Technology Park.
\$1.26 million to Ladysmith, Wisconsin, to help expand the Meadowbrook Industrial Center and the Fritz Avenue Manufacturing Plant industrial sites.
\$1.9 million to Little Rock, Arkansas, to help build a four-lane extension of Ninth Street.
\$1.75 million to the Port of Pasco, Washington, to help improve nine large warehouse bays at the Big Pasco Industrial Center.
\$1.75 million to ACCION New Mexico in Albuquerque, to help build their regional headquarters.

Other awards ranged from \$184,000 to \$906,000 in Minnesota, Illinois, Oklahoma, Wisconsin, Mississippi, Alabama, Kentucky and North Carolina and were for building incubators, building infrastructure for industrial parks, helping a community college renovate and expand a campus building into a workforce training facility, building a new water well and constructing water and sewage system infrastructure.

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

Alternative energy companies share \$550 million

Cash assistance offered in lieu of tax credits for producing renewable energy

New awards totaling \$550 million were announced this week from the Recovery Act that will be used to help expand development of renewable energy sources. Part of the Act's 1603 program, these funds provide cash assistance to would-be alternative energy producers in the place of tax credits. The federal government provides a cash payment to these companies in lieu of a tax credit totaling 30 percent of the qualifying cost of the project.

This week's awards are the second round of awards. The first \$502 million was announced Sept. 1. The grants are providing companies with extra capital so additional projects can be undertaken, increasing the flow of capital and attracting investment for domestic production. Among the projects are the use of a landfill to provide power to a municipality, installing solar panels on roofs and helping get manufacturing facilities off the ground.

To view the complete list of recipients, click HERE and look under "Recent Reports."

Stimulus news briefs

Buffalo to apply for funding to help build new bridge

The City of Buffalo, New York, will seek \$90 million in Recovery Act funds to pay for a bridge to connect the downtown area with the Lake Erie waterfront. The new lift bridge being sought would travel over the Buffalo River near where the river empties into the city harbor. Officials see the bridge project as another step in their efforts to revitalize Buffalo's waterfront district.

Indian tribes qualify for \$22.6 million in bond authority

A total of \$22.6 million each in tax-exempt bonding authority has been set aside for 31 American Indian tribes, thanks to the American Recovery and Reinvestment Act. The remainder of some \$1 billion in bonding authority will be allocated to other tribes in lesser amounts. Known as Build America Bonds, the bonds grant the issuer federal rebates equal to 35 percent of the interest on the bonds. Bonds are expected to be used to increase tourism facilities and to refinance debt.

Federal officials note they received almost 60 applications for \$1.33 billion in funding. Another \$1 billion will be available for allocation next year.

IEA Wind Energy Annual Report now available

The IEA Wind Energy Annual Report 2008, distributed by the U.S. Department of Energy, is now available for free download. This report provides the latest information on wind industries in 20 International Energy Agency (IEA) Wind member countries. The information includes generation capacity, progress toward national objectives, benefits to national economies, issues affecting growth and costs of projects. To download a copy of the report, click HERE.

Cal State seeks funding to promote energy efficiencies

California State University is hoping for an award of \$77.5 million in U.S. Department of Energy Recovery Act funds for a demonstration project that will allow the installation and study of smart-grid technology among all 23 of its campuses. Stimulus funds would be combined with private sector partners and public and private utilities. High-tech meters would be installed in more than 900 buildings and would provide real-time information regarding energy use. Projections are that the project could mean double digit reductions in utility expenditures, or a savings of approximately \$20 million per year.

KDOT seeks \$262 million for transportation projects

The Kansas Department of Transportation is seeking \$262 million in stimulus funds for surface transportation projects through the Transportation Investment Generating Economic Recovery (TIGER) grant program. The funding would include \$87.5 million to construct a 10.5-mile bypass on U.S. 54. Other funding requests include: \$79.8 million for a four-lane freeway along K-18, \$44.4 million for freight train infrastructure and \$50 million for a new Kansas City Intermodal Facility where trailers can be transferred from trains to trucks.

What the states are doing

St. Louis, Missouri, will receive \$10 million in Recovery Act funds for its Arlington Grover public housing facility to reduce energy costs, generate energy savings and reduce greenhouse gas emissions.

The South Lincoln Park Homes public housing project in Denver, Colorado, will benefit from a \$10 million grant of federal stimulus funds. Denver is one of numerous cities to receive public housing grants totaling \$300 million to create "green" residences or convert existing residences to green homes to conserve energy.

The city of Allegan, Michigan, has been awarded Recovery Act funds of \$4.2 million to help upgrade and expand the city's water treatment capacity to serve business needs.

The new Fraunhofer Center for Sustainable Energy on the campus of the Massachusetts Institute of Technology (MIT) will be built from funds that include \$3.5 million in Recovery Act funding.

The Donna ISD in Donna, Texas, will use \$1.5 million in Economic Development Administration grant funds to help finance the costs of a new technology-based jobs training facility.

Officials of the Jackson, Tennessee, Energy Authority have been awarded \$1.5 million in Recovery Act funds to improve the North Water Treatment Plant so it can better serve local business needs in the event of natural disasters.

Casper College in Casper, Wyoming, has been awarded \$20 million it will use to help renovate an existing building to be used as a mixed-use business incubator.

Upgrades to surgical intensive care units, plumbing improvements and emergency power distribution system upgrades at the Oakland, Pennsylvania, facility of the VA Pittsburgh Healthcare System will be performed thanks to \$11 million in stimulus funds. Some of the upgrades will include the addition of 14 private rooms to the surgical ICU, including two isolation rooms, nursing support areas and a waiting room.

The Kansas Department of Health and Environment will receive the grant to research how to keep patients from contracting infections while hospitalized.

Clemson University, the Clemson Real Estate Foundation and the city of Greenville, South Carolina, have been awarded \$3 million to help expand the Clemson University International Center for Automotive Research. The funds will be used to provide office and lab space for those developing new technologies in automotive, mobility and energy fields.

The Seattle, Washington, Community College plans to use its \$4 million Recovery Act funding to help design and build a Leadership in Environment and Energy Design (LEED) silver-certified building addition at the Puget Sound Industrial Excellence Center. The building will be used as a job training facility.

Renovations at an industrial facility in Choctaw, Mississippi, will be paid in part by \$1.1 million in stimulus funds headed to the Mississippi Band of Choctaw Indians.

The Horse Cave Wastewater Treatment plant in Cave City, Kentucky, will be expanded with \$857,000 in Recovery Act funds going to the Caveland Sanitation Authority, Inc.

A solar power demonstration farm in Haywood County, Tennessee, and a solar research institute at the University of Tennessee at Knoxville have been awarded \$62.5 million in stimulus grant funds.

The Illinois Institute of Technology in Chicago will use \$4.5 million in recovery funds to help refurbish an existing building at the Institute's University Technology Park. The facility will be used as a technology business incubator facility.

A new seafood by-product processing facility will be built in part with \$3.2 million in stimulus funds awarded to the State of Alabama Farmers Market Authority of Montgomery, the Gulf Coast Agriculture and Seafood Co-op of Bayou La Batre and the Mobile County Commission of Mobile, Alabama.

The Salt River-Pima Maricopa Indian Community will build a \$100 million spring training complex for the Arizona Diamondbacks and Colorado Rockies professional baseball teams. The project is funded with tax-exempt, federally backed bonds dedicated to economic development.

Other national news

Nearly \$1 million in grant funds awarded for pipeline safety efforts

Nearly \$1 million in grant funding is headed to local communities and organizations across the country to foster community pipeline safety efforts. The funds, headed to 21 different grantees, are administered by the U.S. Department of Transportation's Pipeline and Hazardous Materials Safety Administration (PHMSA).

Grant amounts total \$963,921 and will be used to obtain funding for engineering or scientific technical pipeline assistance, promote communication between the public and pipeline operators on pipeline safety and environmental issues and other tasks. These technical assistance grants will offer a new way for increasing public participation in ensuring pipeline safety. Recipients must provide a report to PHMSA within a year to demonstrate completion of the work they proposed in their grant agreement. Technical support will be available to the recipients.

The grant amounts ranged from \$26,000 to the Prestonsburg, Kentucky, City Utilities Commission to \$50,000 (the maximum awarded) to entities in Arizona, California, Florida, Georgia, Kansas, Ohio, and Pennsylvania, Tennessee and Washington. To view the complete list of grant recipients, click HERE and look under "Recent Reports."

Tribes will use EPA funding to support water pollution control system

The Eastern Shawnee Tribe of Oklahoma has been awarded \$133,775 by the U.S. Environmental Protection Agency to support its water pollution control system. As a result, surface water sampling on Tribal lands will continue and data will be compiled to determine if a more thorough watershed program is necessary to develop quality standards for the Tribe's water.

Texas city gets \$200,000 EPA Brownfields award for cleanup of site

The City of Bryan, Texas, will use a \$200,000 grant from the U.S. Environmental Protection Agency (EPA) to clean up hazardous contaminants on a city street. The money is an EPA Brownfields award and will be used to clean up the former location of a cotton gin, battery repair shop, service station and dry cleaners. The city will encourage redevelopment of the site once it is cleaned up.

Farmers Market Promotion Program to distribute \$4.5 million in funds

The U.S. Department of Agriculture's "Know Your Farmer, Know Your Food" initiative has gotten a \$4.5 million shot in the arm from the 2009 Farmers Market Promotion Program. More than three dozen states will share the funding distributed among 86 farmers.

Funds can be used to establish, expand and promote farmers markets and other producer-to-consumer marketing opportunities. A successful program, USDA officials say, will not only help develop local and regional food systems and spur economic opportunity, but also create new income opportunities for farmers and generate revenues that will stay in rural communities.

Among the recipients are: Chicago's Green City Market Program - \$76,300; the Alabama State Association of Cooperatives - \$70,266; the National Bison Association in Colorado - \$29,700; the New Mexico Farmers' Marketing Association - \$26,070; and the Brownsville, Texas, Farmers' Market - \$45,881. To view a complete list of the grant recipients, click HERE and look under "Recent Reports."

Calendar of events

Webinar slated for construction contractors regarding Affirmative Action

The U.S. Department of Labor's Office of Contract Compliance Programs will host a Recovery Act-related Webinar today, Wednesday, from 2 to 3:30 p.m. on "Construction Contractors: 16 Steps to Affirmative Action Compliance." Federal and federally assisted construction contractors will learn the 16 steps required to ensure compliance with affirmative action requirements. The Webinar includes a 30-minute Q&A. To register, click HERE.

Labor Dept. Webinar set for contracting, procurement officers

The U.S. Department of Labor's Office of Contract Compliance Programs (OFCCP) will host a Webinar on Wednesday, Sept. 30, from 2 to 3:30 p.m., for federal contracting and procurement officers. The Recovery Act-related Webinar will provide a brief overview of Office of Contract Compliance Programs, federal contracting agencies' and officers' responsibilities under these laws and its relationship with the Federal Acquisition Regulations, Part 22 and 52. There will be a 30-minute Q&A. To register, click HERE.

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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.

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For more information contact: Strategic Partnerships, Inc. Mary Scott Nabers, President Ph: 512.531.3900 mnabers@spartnerships.com www.spartnerships.com

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