



**New year dawning...**



Mary Scott Nabers  
President/CEO  
Strategic Partnerships, Inc.

Most successful government contracting sales teams are hard at work now preparing for 2010. That's good, because success in public sector markets tends to follow the most prepared organizations. At SPI, we call it the "first mover advantage" and we specialize in early identification of upcoming opportunities.

Remember that public sector entities are now into their 2010 fiscal year. They have new funds and most are ready to start spending, so there is no time to wait. The fact that private companies may have one more quarter left in their fiscal year means nothing to public agencies. And bids submitted now for new government contracts may not be finalized until the start of 2010.

[\(MORE\)](#)

**IN THIS ISSUE**

- [Electronic health records get boost](#)
- [Opportunities abound in energy](#)
- [Stimulus news briefs](#)
- [What the states are doing](#)
- [Calendar of events](#)
- [Don't miss upcoming issues](#)
- [State recovery Web sites](#)
- [Procurement and advocacy services](#)

**Strategic Partnerships, Inc. provides opportunity identification for all 50 states. [Click here for more information.](#)**

**Electronic health record projects get \$28M boost**

**Variety of grants awarded to support implementation of sharing of information**

Almost \$28 million in Recover Act funding is headed to health center-controlled networks and large multi-site health centers to expand the use of health information technology. The U.S. Department of Health and Human Services announced the funding aimed at expanding and upgrading electronic health records systems. The upgrades are expected to improve health care quality, prevent medical errors and increase efficiency of providing health care across the country.

There were 18 grants announced this week totaling \$22.6 million to support electronic health records implementation. That includes more than \$13.8 million in Electronic Health Record Implementation Initiative Grants. The largest of those grants - \$1,865,625 each went to the Clinica Sierra Vista in Bakersfield, California, the Colorado Coalition for the Homeless in Denver and Greene County Health Care, Inc. in Snowhill, North Carolina.

More than \$8.8 million in High Impact - Electronic Health Record Implementation Initiative Grants were awarded as well. Two entities - the Georgia Association for Primary Health Care in Decatur and OCHIN in Portland, Oregon - each received \$1.4 million, the largest awards in that category.

Health Information Technology Innovation Initiative Grants totaled more than \$2.6 million. The largest awards in that category - \$746,250 - went to Alta Med Health Services Corporation in Los Angeles and Blackstone Valley Community Health Care in Pawtucket, Rhode Island. OCHIN was the big winner in the Electronic Health Record Quality Improvement Grants with a grant of \$621,875 from the more than \$2.5 million awarded.

To view the complete list of those receiving awards from the different categories, 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.**

**Energy efficiency funds to create contract opportunities**

**Retrofits, audits, loan programs for energy upgrades part of \$106M awarded**

Energy efficiency and conservation projects in nine states will benefit from \$106 million in Recovery Act funds announced recently by the U.S. Department of Energy's Energy Efficiency and Conservation Block Grant (EECBG) program. States awarded include Delaware, Hawaii, Iowa, Indiana, Massachusetts, Oklahoma, Tennessee, Vermont and Virginia.

The funding will go to the respective state energy offices and will be used for state-level energy efficiency projects and local conservation projects in smaller entities. Sixty percent of the funding must go to local cities and counties not eligible for direct EECBG grants.

Projects can include development of an energy efficiency and conservation strategy, energy efficiency audits and retrofits, transportation programs, financial incentive programs for energy efficiency improvements, development and implementation of advanced building codes and inspections and installation of renewable energy technologies on municipal buildings. Delaware plans to use some of its \$9.5 million in funding to replace electric boilers and cooling tower systems at state facilities. In Indiana, some of the \$14 million in funds will establish a loan program for small businesses, nonprofits, health care institutions and higher education institutions to finance energy efficiency upgrades at existing buildings.

To view the complete list of state allocations and what the funds will be used for, 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.**

**Stimulus news briefs**

**PHA's Mantua project awarded \$22 million in funds**

The Philadelphia Housing Authority's Mantua project has been awarded Recovery Act funding that will be used for constructing walk-up apartments, duplexes and scattered-site buildings. The U.S. Department of Housing and Urban Affairs announced another \$22 million in funds to the housing authority.

This latest influx of funds brings the total for the Philadelphia Housing Authority to \$127 million that is being spread among its six housing projects. The Mantua development will replace an older 18-story building built in 1960. The new development will feature 101 new units for rent. Construction is expected to start next month and be completed in January 2011.

**Iberdrola will invest stimulus funds in renewable energy**

An Oregon renewable energy company has been awarded an additional \$251 million in grants from the U.S. Treasury Department. The company, Iberdrola, has invested in three wind farms - the 146 megawatt Farmers City project in Missouri, the 120 megawatt Barton Chapel project in Texas and the 160 megawatt Barton project in Iowa. These grants represent investment by Iberdrola Renewables of approximately \$860 million in US wind power in three states.

This latest round of funding brings Iberdrola's funding total to nearly \$550 million in Recovery Act funds. The company has invested in eight wind farms. The grants were authorized under the American Recovery and Reinvestment Act in lieu of renewable energy production tax credits typically provided to wind generation facilities. Iberdrola officials say the funds will be invested immediately in renewable energy projects. The company is developing wind projects in Texas, Oregon, Arizona, Illinois and North Dakota. It plans to invest \$6 billion in renewable facilities through 2012.

**States show major interest in USDOT discretionary funds**

Applications have been filed by all 50 states, territories and the District of Columbia seeking a share of the \$1.5 billion in U.S. Department of Transportation discretionary funding for innovative transportation projects. The Transportation Investment Generating Economic Recovery (TIGER) grants focus more on long-term infrastructure development.

More than half of the grant applications are for either highway or bridge projects, while the remainder are for transit, railroad, port infrastructure, multimodal or other projects. Those seeking more than \$100 million must first undergo an economic benefit-cost analysis that will take into account fuel savings, travel time savings, emissions reductions and economic and public health benefits.

The grants are available to state and local governments, U.S. territories, transit agencies, port authorities, metropolitan planning organizations, tribal governments and multi-state or multi-jurisdictional applicants. Those projects selected are expected to be announced no later than Feb. 17 of next year.

**What the states are doing**

In **Minnesota**, \$4 million in Recovery Act funds will be used to clean up contaminated sites. The Minnesota Dept. of Employment and Economic Development (DEED) was awarded \$2 million for its revolving loan program. Hennepin County received \$1.8 million and the St. Paul Port Authority was awarded \$200,000. DEED will offer low-interest loans for converting Brownfields into marketable industrial or commercial sites. Hennepin Co. will put its funds into a revolving loan program and the St. Paul Port Authority will use its funds to demolish the Minnehaha Lanes building.

The Greater East End Management District in Houston, **Texas**, has been awarded \$5 million from the Transportation and Policy Council of the Houston-Galveston Area. The stimulus funds will be used for pedestrian streetscapes and urban design improvements to enhance transit user and pedestrian access to bus and light rail.

**Illinois** is taking applications for weatherization projects to be funded from the \$97 million it has received in a first installment from the federal government. The state expects to eventually weatherize 22,000 homes this year.

The Cedar Band of the Paiute nation in **Utah** has been awarded \$10.5 million in tax-free economic development bonds that will be used to help create a retail and travel facility south of Cedar City.

The Navajo Nation in Tuba City, **Arizona**, will use its \$74 million in stimulus funds from the U.S. Department of Justice for new correctional facilities in Tuba City, Kayenta and Ramah, N.M., adding about 100 jail spaces. The tribe is considering a \$60 million loan to finance other jails on the reservation. A master plan calls for 13 projects, including courts, detention and a rehabilitation center.

Two repaving projects are on the drawing board for the city of Santee, **California**, thanks to \$900,000 in economic stimulus funds. About to get a facelift are Mission Gorge Road, Via de Victoria and some other streets.

The **Illinois** Department of Transportation will distribute some \$4 million in stimulus funds to seven communities to buy environmentally friendly buses. They will replace 31 paratransit buses with hybrid-electric buses.

Buses with smaller diesel vehicles will be replaced by new CNG-Hybrid buses by Arlington Transit in Arlington, **Virginia**. The buses are being paid for with \$1.5 million in stimulus funds.

The San Antonio, **Texas**, International Airport will use \$14 million in stimulus funds to invest in a checked baggage system for one of its terminals. The funds will be used to design and implement modifications to the current baggage handling system and will include an explosive detection system.

The **California** Department of Transportation will fund 141 projects of 77 transit agencies throughout the state with \$34 million in stimulus funds. The money will be used for a variety of projects, including preventive maintenance, computer hardware and software, electronic fare boxes, replacement buses and rehab of buses, shelters and maintenance facilities.

A new fire station will be built in southwest Reno, **Nevada**, with funds from a \$2 million allocation of stimulus money going to the Sierra Fire Protection District.

**Maryland** is welcoming \$6 million in stimulus funds for port and transit security and firehouse construction. The funds include \$4.1 million for infrastructure improvements to the Port of Baltimore for vehicle screening, port operation improvements and closed-circuit television capacity and \$1.9 million for local fire and police departments to use for bomb squads, rapid-response vessels, underwater dive and search equipment and tactical vehicles and fire station construction.

Clean energy projects in **Maine** being funded by stimulus dollars include replacement of old diesel engines with new ones on some fishing boats. The Maine Clean Marine Engine Program will get \$1.2 million of the \$1.7 million allocated to the state for clean energy projects.

Some **New Mexico** schools will share \$10 million in stimulus funds to develop solar photovoltaic (PV) systems in their facilities. Some 15-20 schools statewide will compete for grants to purchase and install PV systems.

The Port of Vancouver, **Washington**, will receive \$480,735 in stimulus funds for security improvements that include chemical detectors and cameras, security gates, access controls and training and exercises. A total of \$8 million is going to Washington ports, with the Port of Tacoma slated for \$3.4 million of the total.

The **California** High-Speed Rail Authority has approved applying for more than \$4.5 million in recovery funds for intercity and high-speed rail. If approved, the total figure for the projects would be \$9.1 million when combined with state matching funds. The funds would be used for new facilities at Los Angeles Union Station, Norwalk Station and the Anaheim Regional Transportation Intermodal Center. Other projects for funding would include right-of-way acquisition, grade separations, utility relocation, environmental mitigation, earthwork, tunneling, track work, station improvements, electrification, utility relocation, environmental mitigation and track.

In **Wisconsin**, Milwaukee County has been awarded \$6.3 million in Recovery Act funding to help pay for the construction of the runway safety area at General Mitchell International Airport. A tunnel will be constructed so the safety area can span over the road without conflicting with traffic.

Upgrades to approximately 200 residences in Toledo, **Ohio**, will be performed through a public-private partnership involving stimulus funds. The pilot program will spend approximately \$500,000 toward upgrades of homes of low-income families with a goal of saving homeowners money while reducing the use of energy.

**Other national news**

**EPA Awards Choctaw Nation of Oklahoma \$166,000**

The Environmental Protection Agency (EPA) has awarded \$166,588 to the Choctaw Nation of Oklahoma to be used to operate and maintain environmental programs. Those programs include staff training, development of an air monitoring program, maintenance of quality assurance documents, development of a recycling program and cleanup of four open dump sites.

**Renewable energy, energy efficiency projects share \$62.5M**

More than 700 renewable energy and energy efficiency projects in 45 states and Puerto Rico will share \$62.5 million in both loans and grants from the U.S. Department of Agriculture's Rural Energy for America Program (REAP).

Among the recipients are Michael Saterstrom of Cottage Grove, Oregon, who has been approved for \$13,380 in grant funds to install a solar photovoltaic system at his farm. The system is expected to generate 8,400 kilowatts of electricity and cut energy usage by almost 60 percent each year. WK Real Estate LLC in Newton, Kansas, has been selected for a \$3,670 grant for the installation of new energy-efficient lighting. The replacement of the lighting is expected to lower the company's electric bill more than 50 percent.

REAP funds can be used for renewable energy systems, energy efficiency improvements, feasibility studies and energy audits. To view the complete list of funding recipients, click [HERE](#) and look under "Recent Reports."

**EPA awards \$8 million to the New Mexico Finance Authority**

The U.S. Environmental Protection Agency has awarded \$8,146,000 to the New Mexico Finance Authority to provide loan assistance to eligible public water systems. The monies are to be used for infrastructure improvements necessary to ensure safe drinking water for New Mexico residents. The funds can also be used to provide local assistance, small systems and technical assistance and state program management.

**New Orleans schools get funds to rebuild damaged facilities**

Recovery funds for schools in New Orleans, Louisiana, have been announced by the Federal Emergency Management Agency and the Louisiana Recovery Authority. Some \$21.7 million in funding will flow to two Louisiana schools that are still recovering from damages inflicted by Hurricane Katrina. Included as recipients are the Edward Hynes Elementary School and Holy Cross schools.

Edward Hynes Elementary will benefit from \$18.7 million that is going to the Orleans Parish School Board to fund the extra costs necessary to assist with replacement of the main school building and two other campus buildings. Holy Cross will build a new gymnasium in Gentilly with the \$3 million supplemental grant it receives. That brings total funding for Holy Cross to \$8.1 million.

**EPA Awards \$2M to La. Department of Environmental Quality**

The U.S. Environmental Protection Agency (EPA) has awarded \$2,024,378 to the Louisiana Department of Environmental Quality to administer the state's water quality program that seeks to prevent, reduce and eliminate water pollution through standard-setting, monitoring, permitting and enforcement activities. These funds will also assist the department in administering the state's environmental management programs which monitor, abate and control hazardous and solid waste and air pollution.

**Rural economic development goal of \$8 million in grants**

Economic development is the goal for \$8 million in grants to 58 rural economy recipients nationwide and in the Territory of Puerto Rico and the Western Pacific. The funds are part of the U.S. Department of Agriculture's (USDA) Rural Business Enterprise Grant (RBE) program, which funds development of small and emerging rural business. The funds can be used for project planning, land purchase and development, purchase of equipment, establishment of capital or revolving loan funds, adult job training and technical assistance.

Some of the current grant funds will be used for projects that include expansion of rural wind energy projects and to provide technical assistance for distance learning and video-conferencing for nine counties in one state. The grants are administered by USDA Rural Development. To view the complete list of grants through the program, click [HERE](#) and look under "Recent Reports."

**Native American communities garner economic development grants**

Native American communities throughout the country will soon share an extra \$4 million to help with economic development in their communities. The U.S. Department of Agriculture is awarding funding to 23 recipients as part of the Rural Business Enterprise Grant Program.

Additionally, the Community Transportation Association of America will receive \$750,000 in grants to assist four states and the U.S. Virgin Islands as they seek to improve local passenger transportation systems in rural and Native American communities. Those funds also can be used to provide technical assistance to improve rural transportation.

Some \$500,000 of the \$750,000 in grants will be used to assist United Way of Delaware and Otsego (New York), Centralin Foundation (North Carolina), the Remig/Garfield County Development Alliance (Oklahoma) and the Virgin Island Advocacy (U.S. Virgin Islands). The ending \$250,000 will be used to assist the Eastern Band of Cherokee Nation (North Carolina), Grand Gateway Economic Development Administration (Oklahoma) and the Kalispel Tribe of Indians (Washington). To view the complete list of recipients by state, click [HERE](#) and look under "Recent Reports."

**EPA Awards \$600,000 to the Coastal Bend Bays and Estuaries Program**

The U.S. Environmental Protection Agency has awarded \$600,000 to the Coastal Bend Bays and Estuaries Program (CBBEP) to implement recommendations of the Comprehensive Conservation and Management Plan regarding restoration of disappearing coastal habitats. These habitats are on the Coastal Bend Estuaries along the central Texas coast through tasks outlined in the CBBEP annual work plan. The CBBEP plan includes human uses, maritime commerce and dredging, habitat and living resources, water and sediment quality, freshwater resources and public education and outreach.

**Louisiana library approved for \$2 million in funding**

Another \$2 million in Federal Emergency Management Agency (FEMA) and Louisiana Recovery Authority funding is headed to New Orleans, this time to help the city rebuild the Rosa F. Keller Library. The library suffered floodwater damage during Hurricane Katrina. To date, FEMA has provided approximately \$3.4 million in eligible grants to the library. In addition to the Rosa F. Keller Library, the New Orleans East Regional Library, Gentilly's Norman Mayer Library and Lakeview's Robert E. Smith Library have previously been funded for replacements under FEMA's public assistance program. FEMA has provided a total of \$15.8 million for libraries in New Orleans. In addition, the Keller Library has received a \$2.0 million grant from the Carnegie Foundation. Recently, the LRA announced another \$13.9 million in Community Development Block Grant funds to support the repair and rebuilding of libraries in New Orleans.

**Calendar of events**

**Conference on Global Preparedness set in December**

The Third Annual Conference on Global Preparedness is set for Dec. 8-10 at the Melbourne Hilton Rialto Place in Melbourne, Fla. The event is hosted by the Florida Institute of Technology's Global Center for Preparedness. This year's event will feature speakers: Kay Goss, associate director of FEMA from 1994-2001 and now director of emergency management and crisis communications for SRA International; Yuki Karakawa from the International Association of Emergency Managers; Terry Gillette, president of Raytheon-SI; Lou Kratz, vice president and managing director, Logistics and Sustainment, Lockheed Martin Corp.; and representatives of the Joint Chiefs of Staff, the Florida National Guard and the Department of Homeland Security. Major topics will include emergency response and interoperability, the economy and preparedness, cyber-security and information assurance, human factors and secure technology. Presentations will show how these areas are interconnected to identify today's challenges. To register, contact Conference Administration at (321) 674-8342 or email [ccgpinfo@fit.edu](mailto:ccgpinfo@fit.edu). For more information, 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 today, Wednesday, 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](#).

*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](#).

<p>Applying for federal economic stimulus grant funds?</p> <p><b>We can help</b></p>	<p>Is your team prepared to reach their 2010 targets?</p> <p><b>Find out</b> how SPI can help.</p>	<p>Get the <b>Strategic EDGE</b>® and increase your government sales revenues in 2010.</p> <p><a href="#">Click here to start today.</a></p>
--	--	--

**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](mailto:mnabers@spartnerships.com)  
[www.spartnerships.com](http://www.spartnerships.com)

**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**  
901 S. Mopac Plaza One, Suite #100  
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)