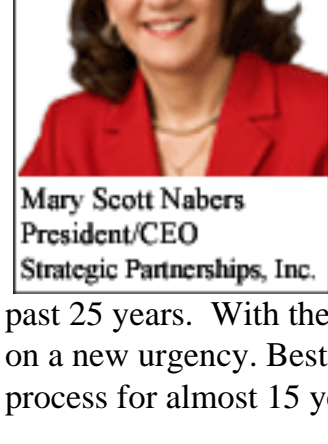




## How important is 'competitor intelligence?' Not so important... unless you're determined to win!



Mary Scott Nabers  
President/CEO  
Strategic Partnerships, Inc.

Competitor intelligence is close to the very top of the list of critical activities required to be successful in capturing government contracts. It will not outweigh price or value but successful vendors and service providers know that it is difficult to win any selection process if knowledge of competitor strengths and weaknesses is not factored in early in the process.

Competition at every level of government is fierce today. There is more federal money circulating through state and local governments than almost any time in the past 25 years. With the increased competition, intelligence gathering has taken on a new urgency. Best bottom line advice from someone who has watched the process for almost 15 years, "don't go into the water without it."

[\(MORE\)](#)

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

## Funds will increase safety, surveillance at airports

### \$355 million in Recovery Act funds headed to numerous facilities

More than a dozen airport security projects have been announced as recipients of Recovery Act funding of more than \$355 million. The funds will be used for security projects aimed at improving security and airport efficiency for travelers and airport employees.

Approximately \$254 million of the funds will be used for inline baggage handling systems at the following airports:

- Washington Dulles International Airport (\$154 million);
- Mineta San Jose International Airport (\$20.9 million);
- San Antonio International Airport (\$14.4 million);
- Portland (Maine) International Jetport (\$9.2 million);
- Port Columbus International Airport (\$35.2 million); and
- Hartsfield-Jackson Atlanta International Airport (\$20 million).

These systems eliminate passengers having to walk checked baggage to a screening location before heading to the security checkpoint, incorporate enhanced explosive detection technology to provide on-screen viewing capabilities for airport officers conducting baggage screenings and reduce the number of re-scans and physical bag searches.

Another \$38 million will support new closed circuit television (CCTV) systems to upgrade surveillance capabilities at:

- Chicago Midway International Airport (\$2.7 million);
- Little Rock National Airport/Adams Field (\$5.9 million);
- Kansas City International Airport (\$9.4 million);
- Omaha Eppley Airfield Airport (\$3.6 million);
- Washington Dulles International Airport (\$8.1 million); and
- Tampa International Airport (\$8.1 million).

In addition, \$37 million in funding has been set aside for the purchase and installation of multiple additional checkpoint technologies that includes \$15 million for Explosive Trace Detection (ETD) units to detect traces of explosives and \$22 million for Bottled Liquid Scanners (BLS), which screen medically necessary liquids such as infant formula and liquid medications to ensure they do not contain a threat.

Approximately 150 backscatter advanced imaging units will be purchased with \$25 million in funds and will be used at a variety of airports to screen passengers for concealed threats without physical contact.

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

## Energy projects named for \$72 million in funding

### Contracting opportunities to include retrofits, audits, transportation programs

Seven states and territories have been named to receive nearly \$72 million in American Recovery and Reinvestment Act funding for energy efficiency and conservation projects. The funds will be administered by the U.S. Department of Energy through its Energy Efficiency and Conservation Block Grant program. The goal of the funding is to reduce energy usage, lower carbon pollution and create "green" jobs.

Named as funding recipients are Idaho, Nevada, New Jersey, Oregon, Puerto Rico, South Dakota and the U.S. Virgin Islands. The money can be used for developing an energy efficiency and conservation strategy, for energy audits and retrofits, for transportation programs to create financial incentive programs encouraging energy efficiency, for development and implementation of advanced building codes and inspections and for installation of renewable energy technologies at municipal buildings.

Idaho, which was granted \$9.59 million, will use its grant to provide subgrants to city and county governments for a variety of energy efficiency and renewable energy projects.

In New Jersey, the \$14.4 million grant will be used to deploy programs and projects that will reduce fossil fuel emissions and decrease energy use. South Dakota will use part of its \$9.59 million for a competitive loan and grant program open to public and private entities, public schools, nonprofits and government projects.

To view the complete list of awards and how the funds will be spent, 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.**

## Follow the money

### USDA loans, grants available for water, environment projects

Twenty-seven water and wastewater projects nationwide will benefit from \$190 million in Recovery Act funds that will be distributed in water and environmental project loans and grants. The funding brings to \$1.8 billion the amount the U.S. Department of Agriculture has announced for these types of projects.

Among the recipients is a city in Washington that will get a \$3 million loan to construct a one-million-gallon water reservoir the city needs to store additional water to meet the needs of its growing population. In Kentucky, a water association will receive a \$5.14 million grant and loan to construct water and environmental infrastructure projects. The project includes an intake structure, two booster pump stations and construction of 14 miles of main transmission pipes.

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

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## What the states are doing

The Port of Long Beach, **California**, will receive \$4 million to replace or retrofit cargo-handling equipment and the Port of Los Angeles will receive \$2 million for the same purpose. The funds are part of Recovery Act funding to cut diesel emissions in Southern California. Additionally, the California Air Resources Board will get \$951,431 to hand out to school districts for grants to retrofit 43 school buses.

Water quality products funding from the Recovery Act will fund 58 projects in **New York**. The projects range from a \$2.9 million proposal to capture waste heat and generate electricity from Albany County's sewer district facility to \$1 million to the University of Albany to install water meters and low-flow fixtures to save water.

The North County Transit District in San Diego, **California**, has been awarded \$578,000 in stimulus funds to buy eight buses. The Metropolitan Transit System will receive \$451,000 to purchase buses and electronics.

**Georgia** is seeking \$472 million in federal economic stimulus funds to build a high-speed passenger rail line. The line would run from Atlanta to Macon. The funds would be used for capital costs, including tracks and signals, construction of stations and enough locomotives for three round-trips per day.

In **Pennsylvania**, Allegheny County has been awarded a grant of more than \$2.7 million and a low-interest federal loan of more than \$2.4 million to construct a new regional wastewater system to provide wastewater service to more than 2,500 homes, businesses and schools in Clifton Forge and Iron Gate.

More than 31,000 feet of wastewater lines will be installed, a portion of which will replace aging lines. Energy-efficiency projects of the **Ohio** Department of Development got a \$20 million boot from Recovery Act funds to be used for grants. The state plans to grant \$15 million of the total in stimulus funding that will be available to 78 counties and 114 cities in the state. Part of the funding also includes \$8.2 million Ohio will distribute through a competitive grant process for state facilities and universities.

Improvements to the DeKalb, **Washington**, bus system will be paid for with \$1.25 million in stimulus funds. The funds can be used for safety improvements and to replace older buses. Plans are to purchase three 35-foot buses, bus shelters, software to track vehicles, fare boxes and radio systems. The transit facility lot is expected to be resurfaced as well.

San Carlos, **California**, will use its \$295,000 in federal stimulus funds to install new curb ramps and to repaint crosswalks throughout the city as part of a pedestrian improvement project. The project also includes installing 119 ramps on city street corners to comply with the Americans with Disabilities Act. The city was awarded \$559,000 but bids came in significantly lower, so the savings will be used to resurface city streets.

Mesquite, **Texas**, schools will use approximately 40 percent of their \$13 million in stimulus funds for technology, including interactive whiteboards. Some of the funding earmarked for special needs students may be spent on such items as software that speaks what a visually impaired student types and smaller and easier-to-use Braille readers.

Energy-efficiency and conservation programs in **New Jersey** will see \$14.4 million in Recovery Act funds help foot the costs. The projects will concentrate on implementing programs that reduce fossil fuel emissions and expand generation of renewable energy.

**North Carolina** has filed an application for \$5 billion in Recovery Act funding for railroad improvements between Salisbury and Kannapolis. The project includes the restoration of a second set of tracks. North Carolina, filing the application for funds with the state of Washington, plans high-speed rail projects that would improve service between Charlotte and Washington.

**Wisconsin** is about to see an influx of more than 500 alternative fuel vehicles in that state. They will be added to nearly 120 public and private fleets across the state and will cost \$15 million in Recovery Act funding over the next two years. Approximately \$5 million will be used to offer rebates to customers who buy new energy efficient appliances, while another \$716,000 would pay for planning, training and other energy use efforts.

**California** has applied for \$4.7 billion in stimulus funds for a high-speed rail system. The funds will be matched by state and local funds. Some \$1.3 billion of the funds will be used to build the spine of the 800-mile system, while \$277 million will be for preliminary planning.

## Other national news

### USDA program sending billions for rural electric upgrades

Billions of dollars in loans and loan guarantees from the U.S. Department of Agriculture's Rural Development program will help build and repair more than 12,000 miles of electric distribution and transmission lines for 113,000 rural electric customers in 33 states throughout the country.

Some \$2.4 billion will be invested in electric infrastructure, including numerous loan guarantees for renewable energy projects. One of those is a company in Fitzgerald, Georgia, which will receive a \$139 million loan guarantee to build a biomass-fueled power generating plant. Another Georgia company, this one in Rabun, was awarded a \$20.7 million loan guarantee to build and operate a 17 megawatt wood-fueled biomass facility.

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

### Louisiana agency garners \$200,000 in funds from FEMA

The U.S. Environmental Protection Agency (EPA) has awarded \$236,811 to the Louisiana Department of Agriculture and Forestry to be used to administer a comprehensive and effective pesticides program. In addition to the agency's regulatory and enforcement programs, activities include applicator certification and training, worker protection, water quality, endangered species and implementation of the new container/containment rule.

### USDA program means opportunities for repairs, energy projects

Repairs and improvements in energy efficiency for rural housing in 48 states and Puerto Rico will be paid for with \$9.8 million in funding from the U.S. Department of Agriculture's Rural Development Housing Preservation Grant program. The funds will be used for such projects as leaking roofs, plumbing, crumbling foundations, insulation, caulking and installation of energy-saving windows and doors. The funds will be used by both homeowners and rental property owners in rural areas of the country.

One of the recipients in Wisconsin, a housing authority, will receive \$77,000 that will help repair homes of nearly 20 very-low-income families while also funding a lead paint reduction program. And in New Mexico, a housing corporation will receive more than \$120,000 to repair and rehabilitate homes of five low- and very-low-income families in colonia areas.

Housing preservation grants ensure that rural single and multi-family housing stocks are adequate, meet current safety standards and are accessible by individuals with disabilities. Grants are awarded to non-profit organizations, local governments and Native American tribes, who in turn provide loans, grants or loan and grant combinations to eligible applicants.

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

### EPA awards \$150,000 to Louisiana for asbestos exposure

The U.S. Environmental Protection Agency has awarded \$150,000 to the Louisiana Department of Environmental Quality to reduce asbestos exposure in schools and state buildings through compliance monitoring, compliance assistance and public outreach, inspections, enforcement and ensuring asbestos abatement workers are properly trained and accredited.

### Land-grant institutions to share \$1.5 million in USDA grants

More than two-dozen historically African-American land-grant educational institutions in 14 states will share \$1.5 million in economic development and business promotion grants. The grants, provided through USDA Rural Development, will help create businesses, promote cooperatives and provide jobs.

West Virginia State University plans to use part of its \$100,000 award to help the West Virginia Biofuels Farmers Cooperative collect used cooking oil and refine it into renewable energy. The University of Arkansas-Pine Bluff will receive \$115,000 to implement a rural entrepreneurial collaborative between cooperatives and businesses in the Delta region of the state.

Other institutions receiving USDA Rural Development awards include: Alabama - Alabama A&M University - \$115,000, Tuskegee University - \$100,000; Arkansas - University of Arkansas Pine Bluff - \$115,000; Delaware - Delaware State University - \$115,000; Florida - Florida A&M University - \$114,681; Georgia - Fort Valley State University - \$100,000; Louisiana - Southern University - \$100,000; A&M College - \$100,000; Maryland - University of Maryland Eastern Shore - \$100,000; Mississippi - Alcorn State University - \$100,000; North Carolina - North Carolina A&T State University - \$115,000; Oklahoma - Langston University - \$113,894; South Carolina - South Carolina State University - \$100,100; Tennessee - Tennessee State University - \$75,000; Texas - Prairie View A&M University - \$35,958; and West Virginia - West Virginia State University - \$100,000.

## Calendar of events

### 2009 CATEE conference set for Oct. 14-16

Texas Land Commissioner Jerry Patterson, State Rep. Rafael Anchia and Houston Mayor Bill White will address the upcoming 2009 CATEE (Clean Air Through Energy Efficiency) Conference set for Wednesday through Friday, Oct 14-16 in Houston. Keynote speaker for the conference, "Impacts and Opportunities in Today's Economy," will be George Bandy, Jr., vice president of Interface-FLOR and former Interface-FLOR manager of sustainable energy. Deborah Giles, senior consultant with Strategic Partnerships, Inc. of Austin, will be part of a panel of experts addressing American Recovery and Reinvestment Act (ARRA) funding and contracting opportunities. Among the session topics will be the ARRA - increased opportunities for cleaner air and energy efficiency in Texas, The Future of Federal Climate Legislation, review of the 81st Texas Legislative Session: air quality, energy efficiency, renewable energy and Smart Grid in Texas. For more information and to register, click [HERE](#). For information on sponsorships and exhibit space, click [HERE](#).

### National Brownfields conference slated Nov. 16-18

The 13th National Brownfields Conference has been scheduled for Nov. 16-18 at New Orleans' Ernest N. Morial Convention Center. More than 6,000 environmental and economic development officials, financial and non-providers, risk managers, planners, attorneys, civil engineers and students are expected to attend. The program features more than 150 panel sessions on green jobs and green remediation, creative financing and financial risk management, community and economic development, environmental assessment and cleanup, use of alternative energy to power the cleanup and redevelopment of properties, and sustainability and more. There also will be more than 200 exhibitors, will display the latest technologies and services, and mobile workshops and walking tours of New Orleans are also included. The National Brownfields Conference is managed by the International City/County Management Association, in partnership with EPA. For more information and to register, click [HERE](#).

### 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 [cginfo@fit.edu](mailto:cginfo@fit.edu). For more information, 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, [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](#).

## 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

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