

How hard is it to unseat an incumbent government contractor?



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Incumbent government contractors are not easy to unseat...but it is done somewhere in the United States every day!

Government wants and needs competition and will occasionally halt a procurement process if there is not adequate competition. But, ousting an entrenched incumbent is usually difficult. Public entities are not known for initiating change without significant deliberation.

Good intelligence is a great insurance policy when a company is about to commit to pursuit of a large procurement opportunity.

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Funding supports construction for 12 building projects

\$123 million to be invested in buildings for research facilities

There's going to be a whole lot of construction going on soon nationwide, as the U.S. Department of Commerce's National Institute of Standards and Technology recently announced the award of \$123 million in Recovery Act funds for the building of new research facilities at 11 universities and one nonprofit research organization.

The projects will address everything from offshore wind power to nanotechnology. The \$123 million award will be leveraged to \$250 million in construction of state-of-the-art facilities.

The projects include:

- [University of Pittsburgh, Pittsburgh, Pa.](#) - \$15 million for new laboratories for nanoscience and experimental physics;
- [Nova Southeastern University Inc., Fort Lauderdale-Davis, Fla.](#) - \$15 million for a Center of Excellence for Coral Reef Ecosystem Science research facility;
- [University of Maine, Orono, Me.](#) - \$12.4 million for an Advanced Nanocomposites in Renewable Energy Laboratory;
- [University of Kansas Center for Research, Lawrence, Kan.](#) - \$12.3 million for the new Measurement, Materials and Sustainable Environment Center (M2SEC);
- [University of Kentucky, Lexington, Ky.](#) - \$11.8 million for an expansion of the Center for Applied Energy Research Laboratory;
- [Purdue University, West Lafayette, Ind.](#) - \$11.8 million for a Center for High Performance Buildings at the Ray W. Herrick Laboratories;
- [Georgia Tech Research Corporation, Atlanta, Ga.](#) - \$11.6 million for a pilot-scale laboratory for carbon-neutral energy solutions;
- [University of Maryland, College Park, Md.](#) - \$10.3 million for a laboratory for advanced quantum

science in the school's new Physical Sciences Complex;

- [Woods Hole Oceanographic Institution, Barnstable, Mass.](#) - \$8.1 million for the Laboratory for Ocean Sensors and Observing Systems (LOSOS);
- [University of Nebraska - Lincoln, Lincoln, Neb.](#) - \$6.9 million for a nanoscience metrology facility;
- [Georgetown University, Washington, D.C.](#) - \$6.9 million for The Institute for Soft Matter Synthesis and Metrology; and
- [Columbia University, New York, N.Y.](#) - \$1.4 million for an ultraclean geochemistry laboratory at Lamont-Doherty Earth Observatory.

\$2.3 billion to assist clean-tech manufacturing projects

Tax credits hoped to increase renewable energy production, create jobs
Tax credits of \$2.3 billion for clean energy manufacturing projects in the United States were recently announced as part of the American Recovery and Reinvestment Act. Solar, wind and energy efficiency manufacturing and energy management technologies projects in 43 states will receive tax credits in hopes of the 183 projects creating tens of thousands of clean energy jobs.

In addition to increasing the nation's capacity to manufacture clean, renewable energy, a goal of the tax credits also is to help double the amount of renewable energy the country uses within the next three years from wind turbines and solar panels built in the United States.

The federal funds will leverage \$5 billion in private sector capital and help drive growth in the renewable energy and clean technology manufacturing sectors. The investment tax credits are worth up to 30 percent of each of the projects and will leverage private capital for a total investment of nearly \$7.7 billion in high-tech manufacturing. The projects awarded the tax credits were competitively selected and the chosen companies expect more than 17,000 jobs to be created.

Among the projects to receive tax credits are the manufacturer of residential smart meters, the manufacturer of a double anti-reflective coating for glass to make solar cells more efficient and a company that will build next generation wind turbine blades. To view the list of tax credits announced for clean energy technologies and companies, click [HERE](#) and look under "Recent Reports."

FCC granted one-month extension on broadband plan

Congress has granted the Federal Communications Commission (FCC) a one-month extension on filing a national broadband plan in conjunction with funding for broadband mapping and extension of service through the Recovery Act. The plan is expected to lay the foundation for improving wireless delivery of broadband throughout the country, particularly to rural areas that currently have limited access.

FCC officials say the additional time will allow them to gather more input from stakeholders and to brief congressional committees regarding the plan. The new date for filing the plan is March 17. The FCC has held more than 50 public workshops and hearings regarding the issue.

Other national news

Portland seeks proposals for coliseum upgrades

There are ideas aplenty for the possible updating of the Veterans Memorial Coliseum in Portland, Oregon. The city council is expected to vote on an overhaul plan by March. Both public and private revenue sources will pay for the project. The city's National Basketball Association team, the Portland Trail Blazers, would like to see the facility turned into a modern athletic center. The team's proposal not only updates the center, but the entire Rose Quarter where it is located. The Trail Blazers would like to see the area become a 24/7 entertainment destination for the city. Their plans include a hotel, eateries, retail shops, clubs and more.

The coliseum hosts approximately 150 events each year, but the Trail Blazers moved out to the new \$230 million Rose Garden Arena in 1995. Their design would reduce the seating capacity from 12,000 to 2,500

and add restaurants and other "draws" to the area. It would also be built to meet the U.S. Green Building Council's green rating for existing buildings. A citizen committee is studying the approximately 50 proposals and will recommend the top three to the council. Formal proposals will then be sought from developers.

University of Arizona land purchase likely to lead to expansion

Expansion projects are on the horizon for the University of Arizona, after the university recently purchased 2.6 acres of land as it plans more than \$300 million in projects. The \$9.85 million land purchase is across the street from the Phoenix Biomedical Campus and will facilitate development of additional biomedical facilities.

Among the plans for expansion are a \$140 million cancer center and a \$187 million Health Sciences Education Building. City of Phoenix officials say they expect the site will eventually be the home to medical offices, research facilities and classrooms. Close to \$2 million in bond funding has been earmarked for the expansion costs.

NW Florida Regional Airport to address roads, parking

Three projects at the Northwest Florida Regional Airport are currently under way, involving roadways and parking. The entrance road into the airport will be realigned so there is less of a turn, say airport officials. Additionally, a new parking lot will be constructed where motorists can pay with a credit card. The final project includes renovations to the Baldwin Building to include installation of an emergency generator with the capacity to run the entire terminal if necessary.

Officials hope to have the three projects completed by April or May and are also looking for partnerships with the Florida Department of Transportation to improve their chances of securing additional state funds. If funding is available, officials also would like to build an interim concourse extension with a price tag of approximately \$5 million.

Lincoln, Nebraska looks to \$1.8 billion in downtown projects

The University of Nebraska-Lincoln and the City of Lincoln account for approximately 80 percent of the nearly \$1.8 billion in projects planned for the city's downtown area. Among the projects are a new city arena and an \$800 million renovation of the state fairgrounds - which will become a research and development campus for the university.

Lincoln has managed to escape the death knell some other areas have experienced because of the recession. And with labor available, cheaper building materials and more competition among construction companies driving down bid prices, officials feel the time is right for the makeover. Many of the projects that do not belong to the city or the university will likely benefit from tax increment financing assistance from the city.

Florida beach renourishment projects planned

Amendments to two beach renourishment project contracts have been approved by the Pinellas County (Florida) commissioners. The state has increased its share of funding from \$400,000 to \$700,000 for a Treasure Island beach project that will begin in the late spring. The project is a cost-share project, with the federal government paying 60 percent and the state and county paying 20 percent each. Sediment will be dredged from John's Pass and pumped onto the beaches, renourishing the beach for a total of 1.4 miles.

The other amendment is for the Sand Key renourishment project, where the state share of costs increased from \$333,320 to \$3.9 million and construction will begin between November 2010 and February 2011. The same cost-share formula will apply. The Sand Key project is nine miles long and extends from the Sand Key portion of Clearwater south to North Redington Beach.

University of Kansas to build new engineering building

A federal grant of \$12.3 million will be used by the University of Kansas to build a "green" facility for its engineering school. The university is charged with raising an additional \$6.5 million in matching funds. The new Measurement, Materials and Sustainable Environment Center, expected to be completed in spring 2012, will feature energy-saving technology and will be used to house research projects in a number of energy-related projects.

Financing package approved for Nashville Convention Center

The financing package for Nashville's \$585 million Music City Center has been approved by the Convention Center Authority. A \$650 million bond issue will include the cost of the center, which will replace the existing

Nashville Convention Center, the establishment of a debt service reserve fund and financing costs. Metro Council will vote on the project Tuesday, Jan. 19.

Miami stadium renovations would include partial roof

With hopes of retaining the feel of an open-air stadium, the National Football League's (NFL) Miami Dolphins are pushing for a partial roof as part of extensive renovations to Dolphin Stadium. The roof is translucent with an opening over much of the field. While there are no complaints about the stadium from the hometown NFL team, renovations are necessary for the stadium to continue to compete with other NFL stadiums for hosting the annual Super Bowl. The renovations also would include removal of the lower bowl and the addition of some 3,000 prime seats.

The proposed renovations are expected to carry a price tag of anywhere from \$200-\$250 million. Officials are looking at a possible mix of both state and local funding options, one of which includes a special taxing district around the stadium area. They hope to have some kind of funding commitment by April.

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

What the states are doing

Green jobs are coming to New Mexico, thanks to what is expected to be \$10 million to support job training programs to help dislocated workers find jobs in a growing green industry market. New Mexico is one of seven states to share \$4.99 million for training in energy efficiency building construction and retrofitting and one of six to share \$4.84 million to create a national electrician solar training initiative to help train workers in utility-scale solar installation.

Among the many improvements Amtrak users in Washington will see in the future paid for by Recovery Act funds are upgrading of transformers and other electrical equipment between Washington and New York, renovation of the train depot in Wilmington, Delaware, and the restoration of locomotives and rail cars stored in Bear, Delaware.

A new Measurement, Materials and Sustainable Environment Center on the University of Kansas campus will be built with stimulus funds. The 36,690-square-foot building carries a price tag of \$18.8 million and KU will be responsible for coming up with \$6.5 million of the cost while the federal government will pay \$12.3 million. The engineering building will be used to test and showcase sustainable, energy-saving technologies.

Schools in Franklin County, Pennsylvania, will use some of their stimulus funds for computer programs and software designed to track and assist student learning. Some of the software tests students as many as three times a year to identify students who are deficient in a subject. Other software is aimed at reading support. Technology upgrades and library improvements are also being considered.

In Monroe, Louisiana, a \$5 million runway project will be funded by stimulus dollars. City officials were asked by the Federal Aviation Administration to revise a runway rehab project proposal from earlier this year and to include rehab of some of the airport taxiways. The projects and the planning will benefit from stimulus funds. The city has already received stimulus funding to help construct a new airport terminal.

State officials in Vermont want the remaining \$8 million in recovery funds awarded their state to address job training, new loans and broadband expansion. They want \$3 million of the total spent on expanding broadband Internet access in rural areas of the state with a statewide worker training program and loans for struggling farmers and economic development sharing most of the remainder.

The Huron Schools in Michigan will apply for interest-free Recovery Act bonds to help build new classrooms, add technology and make other improvements throughout the district. On the district's wish list from the bonds are six new elementary classrooms, upgrades to an elementary school gym and cafeteria and lighting improvements there. A high school and junior high would get much-needed repairs, including to the parking lots. The high school pool would be repaired and three classrooms would be added by converting a lab to instructional areas. Energy-efficient windows would also be added as well as upgrades to heating and air conditioning systems and the addition of new technology. The school district could receive up to \$15 million in the bonds.

The milling and repaving of Hanover Avenue in Allentown, Pennsylvania, between Lehigh River bridge and Irving Street will be paid for with \$2.5 million in Recovery Act funds. The project also includes drainage repairs, water line replacements and sidewalk upgrades with handicap ramps.

Five Mississippi entities - Madison County, Flora, Madison, Ridgeland and Canton - have pooled their stimulus funds (\$451,699 each) and now have a pool of \$2.2 million in stimulus funds they will use for road repairs. The projects range from the milling and overlaying of four lanes of Highland Colony to the overlay of 2.6 miles of First Street in Flora.

The University of Maryland has been awarded \$10.3 million toward its \$15.5 million Laboratory for Advanced Quantum Science. The 21,000-square-foot underground laboratory is part of the university's Physical Sciences Complex on its College Park campus.

The Philadelphia, Pennsylvania, school district is assessing how it will use some of the more than \$450 million available through low-interest bonds through the Recovery Act. The funds can be used for energy efficiency projects, to create or renovate space for preschool and kindergarten programs and to reduce class sizes in lower grades. Some of the funding also can be use for technology and health and safety deficiencies.

The City of St. Louis, Missouri, is considering using \$250,000 in stimulus funds for energy conservation to help pay for the city's first downtown public commuter bicycle station. The money would be used on the first floor of the rehabilitated Farm and Home Building at 11th and Locust streets. It would have public showers, lockers and bicycle storage areas.

Work is scheduled in 14 counties in West Texas to use \$5 million in stimulus funds to help weatherize homes - reducing energy costs by insulating, weather stripping and caulking in homes and replacing some doors and windows.

Four existing housing authority units in Charleston, South Carolina, will be rehabilitated and two additional buildings with four units are being constructed with stimulus funds. The \$3.28 million project is funded by a competitive grant from the Recovery Act. Recycled content will be used for concrete and countertops, roof material will be Energy Star-compliant and reflective, trees will be planted for shade and units will get low-flow toilets and showerheads.

Stimulus funds will help pay for two sewer projects in Rutland, Vermont - for sewer and storm sewer systems on Crescent and West streets. The funds will help repay two of the five bonds the city is taking out for the projects, totaling \$925,000.

In Grand Forks, North Dakota, city officials received \$5.5 million in stimulus funds which will be used for infrastructure needs, to purchase four buses and to retrofit some public buildings.

Lee County, Florida, will use its \$3 million in stimulus funding for alternative energy and energy-saving projects, including re-timing of some traffic signals and toward a county bio-diesel project in which restaurant grease will be distilled into fuel for county buses.

Asheville and Buncombe County in North Carolina, have another \$1 million in stimulus funds coming their way for weatherization projects and energy efficiency projects.

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Energy Innovation Summit slated in March in D.C.

The U.S. Department of Energy's (DOE) Advanced Research Projects Agency (ARPA) "ARPA-E Energy Innovation Summit" is planned for Monday through Wednesday, March 1-3, at the Gaylord National Hotel and Convention Center in Washington, D.C. Hosted by ARPA, the summit is organized by the Clean Technology and Sustainable Industries Organization and will serve as a forum for the nation's energy leaders to share ideas, collaborate and identify key technology opportunities and challenges. Those attending will include members of the scientific and research communities, investors, technology entrepreneurs, corporations with an interest in clean energy technologies, policymakers and government officials. The summit will spotlight some of ARPA-E's first round of 37 winning research projects. For more information and to register for the summit, click [HERE](#).

Small business briefing conferences slated in Texas

The last two sessions of the Texas Department of Transportation's (TxDOT) Business Outreach and Program (BOP) Services Small Business Briefing conferences have been announced for April 1, 2010, in Dallas and June 15, 2010, in Texarkana. The conference goal is to provide small and minority-owned business communities an opportunity to learn more about contracting opportunities with TxDOT. Information will be available to help them do business with the agency and the State of Texas. The sessions not only allow small businesses to be introduced to TxDOT and other state agencies, but also allows them to learn more about the economic development opportunities in their regions. It also allows the agencies to show the myriad of opportunities available for small and minority businesses in the state. For more information, click [HERE](#) or call 1.866.480.2518, Option 2.

TxDOT plans webinars for construction, professional services businesses

A new series of webinars targeting small, minority and women-owned businesses in construction and professional services in Texas will begin Feb. 3, 2010, through the Texas Department of Transportation's (TxDOT) Business Outreach and Program (BOP) Services branch. These webinars are an extension of the external online 2009 TxDOT seminars that cover topics ranging from how to become a pre-qualified bidder on TxDOT contracts to online access of bid lettings and contract plans and more. Each session provides information to contractors, suppliers and small businesses relating to how TxDOT operates with external parties, how to better understand these processes and procedures and how to improve opportunities and obtain contracts at TxDOT. The webinars are open to potential contractors, subcontractors, suppliers, DBEs and other small businesses. Each webinar is limited and registration slots are on a first-come, first-served basis. More information will be available after Jan. 15, 2010, at www.txdot.gov. Questions may be forwarded to TxDOT-BOP-Webinars@dot.state.tx.us or by calling 1-866-480-2518, Option 2. Applying for the webinars does not guarantee a spot to participate.

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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](#).

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