

How some firms intend to make 2010 the best revenue year ever!



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With an unstable economy, budget problems nationwide and corporate revenue expectations still as high as ever, sales execs throughout the country are under extreme duress. Sales quotas are not declining and the rush is on to find upcoming government opportunities.

Ultimately, all sales teams come to the same conclusion. They must find and follow the money. These days, most of the money for government contracting is flowing out of Washington to

regions throughout the nation in the form of stimulus money and homeland security dollars.

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\$4.8 billion in stimulus grants, loans being announced

Broadband funding this time to focus on infrastructure needs

Another \$4.8 billion in Recovery Act funding is being made available to help expand broadband Internet access nationwide. The U.S. Department of Commerce's National Telecommunications and Information Administration (NTIA) and the U.S. Department of Agriculture's Rural Utilities Service (RUS) will invest that amount in both grants and loans as the second round of stimulus funding. The goal of the program is to close the digital divide between those who have broadband Internet access and those who don't, many of whom live in remote or rural areas of the nation.

This new allocation follows a first round of funding and features an improved application process that makes it easier for applicants to apply. "Last mile" broadband connections to homes and businesses will be targeted. In addition to the application process being streamlined, support for satellite service has been added.

Approximately \$2.35 billion of the \$2.6 billion available from NTIA in this round of funding will be for infrastructure projects - especially middle mile broadband projects that connect key community anchor entities such as libraries, hospitals, higher education entities, etc. Another \$150 million will be set aside for public computer center projects that will allow for broadband services at public libraries, community colleges and other public areas. Some \$100 million will be set aside for Sustainable Broadband Adoption projects, including providing broadband education, training and equipment where broadband has generally been under-utilized.

The RUS funding includes \$2.2 billion for infrastructure projects. A second grant period later will open up for satellite services for areas still unserved after all the broadband funding is awarded, for making Technical Assistance grants that will affect economic development and for providing broadband for libraries in rural areas. The RUS grants will be for last mile projects mostly but some middle mile projects will also be funded.

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

Changes noted as stimulus money sought for transportation

Rapid transit system funding rules expanded

Consideration of livability issues that include such things as environmental benefits or effects on economic development could impact applications for rapid transit systems funding from the Recovery Act. Those proposed lines that would move people not just from work to home but from areas of activity such as downtown, medical centers, etc., may get special consideration under revised federal rules regarding applications.

While the old rules centered on saving time in moving people from one location to another, the revised rules take into consideration additional benefits, particularly when a city applying has numerous activity centers that could be linked by transit systems.

This would allow more flexibility for transit systems such as in Houston, where riders are transported from uptown to downtown to the medical center, or for areas such as Denver, where a popular streetcar system is being sought.

Three states consider eliminating state-run liquor stores

But concerns arise if savings will outweigh loss of revenues

Officials in three states are considering eliminating state-run liquor stores and instead turning over those sales to the private sector. Nineteen states have state-run liquor stores, but North Carolina, Virginia and Washington see eliminating state-run stores as a way to save money.

In Virginia, officials said privatization of the 300 state liquor stores would raise \$500 million in one-time money for transportation, but the downside of that is that it would cost the state \$100 million per year that goes to education costs, human services, criminal justice and other state services. Privatizing state liquor sales in Washington would cost the state \$322 million per year but those funds would be made up through taxes from the privately run stores. North Carolina's interest in privatizing state liquor stores is related to the fact that the state has more than 160 local alcoholic beverage control boards that control liquor stores instead of one state agency.

Minnesota governor offers bonding proposal

Biggest cut - 30 percent - would go to higher education

The Minnesota Legislature will be discussing Gov. Tim Pawlenty's \$685 million general obligation bonding proposal when it meets.

Of that figure, higher education gets the biggest cut, at 30 percent. Planned projects include a new \$80 million physics and nanotechnology building at the University of Minnesota, \$23 million for the Academic Partnership Center at Normandale Community College, \$15 million worth of renovations and additions to the North Hennepin Community College's Center for Business and Technology and \$12 million for an addition to the Health and Science Center at Lake Superior College in Duluth.

The emphasis of the proposed bonding is on preserving existing facilities rather than new construction. Nearly 50 percent of the bill would be used to preserve and upgrade existing state assets and only 37 percent for new assets.

The governor's plan is in stark contrast to proposals backed by many legislators that carry a price tag of closer to \$1 billion.

Consolidations part of cost-savings considered by states

North Carolina studies combining purchasing, IT systems

Looking to streamline services and save money, the state of North Carolina is considering consolidating its purchasing and information technology systems. A budget reform panel has suggested the consolidation as a

way of making state government more efficient. Officials recognize that the state's procurement efforts generate billions of dollars each year but also admit determining if the state is getting a good deal is sometimes hard to calculate, as is figuring out if the products purchased are getting to agencies and constituents quickly.

The state's Department of Administration, which is the purchasing agency for the state, notes that some agencies do their own purchasing and do not participate in the state electronic procurement program. The agency supports the recommendation. The new chief information officer said he sees his having more authority over information technology officers in state agencies as a way to modernize computer systems and save money.

What the states are doing with stimulus funds

An energy efficiency and renewable energy project is on tap for the city of Newton, North Carolina, where the city will have to match a stimulus grant of \$6,310. The funds will be used to install energy-efficient lighting on the main and basement levels of city hall.

The Chatham County-Savannah Metropolitan Planning Commission in Georgia will use stimulus money to seek studies for three local highway projects to relieve traffic problems from Tybee Island to Effingham County. The studies include a possible bridge replacement and two proposed roadway expansions.

Grandview University in Des Moines, Iowa, has been allocated more than \$100,000 in stimulus funds for energy efficiency projects. The university plans to install energy-efficient lighting in the gym and field house and to install HVAC controls in five buildings.

A \$10.5 million construction grant from the National Institutes of Health will help pay for construction of the University of Arkansas for Medical Science Winthrop P. Rockefeller Cancer Institute. The 12-story expansion will open its first phase next summer and the stimulus funds will pay for completion of two research laboratory floors.

Montgomery, Alabama, will use a \$431,000 energy grant from stimulus funds to replace 218 windows in the Loveless Academic Magnet Program High School. The replacement windows will be energy-efficient, double-paned windows. The school also will get new energy-efficient air conditioning units.

California school officials are hoping to reap up to \$1 billion in Race to the Top education funds from the stimulus package after Gov. Arnold Schwarzenegger recently signed off on the state's application.

Seventy-two road widening and resurfacing projects for roads and highways in Georgia will benefit from \$75 million in stimulus funds.

The City of Grinnell, Iowa, will use \$52,500 in stimulus funds for energy efficiency projects that include replacing lighting, windows, chillers and the water heater at its Stewart Library.

The City of Pittsburgh, Pennsylvania, is having its flagship city building inspected for energy inefficiencies, preparing for what it hopes will be more than \$3 million in federal stimulus funds to tackle everything from window unit air conditioners to walls without insulation. The goal is to reduce the energy bill of \$1.7 million per year for the aging structure. The city also will be looking into energy efficiencies for some 100 of its other buildings. City officials are expecting to replace lighting, install timed thermostats and motion sensors to turn off lights automatically.

Central Park Village in Tampa, Florida, will benefit from \$38 million going to the Tampa Housing Authority to help with the development of the \$800 million multi-use residential project. Another \$50 million is headed to Pinellas and Pasco counties in Florida, some of which will be used for rehabilitation assistance and redevelopment of vacant properties to be sold to eligible homebuyers.

Energy-efficient construction training in Lincoln, Nebraska, will be provided by the Southeast Community College and the Center for People in Need thanks to stimulus funding. Because of the growing interest in the "greening" of the nation, the number of jobs associated with the green industry is increasing. An award of \$2.3 million will provide job training, support services and job placement assistance.

Construction workers will be busy as nearly 250 abandoned or foreclosed homes will be bought and rehabbed with \$18.99 million in stimulus funds in the Denver, Colorado, area. Vacant properties numbering

50 will be demolished and 35 vacant or demolished properties will be redeveloped.

Ninety-three percent of the public schools in Indiana have signed on to seek some of the \$4.4 million in federal stimulus money from the Race to the Top funds. In exchange for the funds, the schools must be willing to make substantial changes that will result in a better education for its students and show student progress. Some 328 of the state's 352 districts have signed onto the application.

The City of Nashua, New Hampshire, will apply for a \$250,000 loan from the Recovery Act to help finish up an extensive sewer project. The project would separate storm water from sewage. Raw sewage has occasionally flooded city streets and basements during heavy rains. The \$1.32 million project is nearly half completed. It would provide for 500 feet of new sanitary sewer lines and 550 feet of new storm drains.

Leaking underground storage tanks in Warrington, Pennsylvania, will be cleaned up with \$6.1 million in stimulus funds. The 71 sites are being called threats to the environment. Officials hope removal of the tanks will be the first step toward returning the property to productive use.

Neighborhoods in Los Angeles, California, will be revitalized with stimulus funds totaling \$100 million. Foreclosed or abandoned homes will be revitalized and rehabilitated to make them affordable for working families.

Other national news

Iowa school district to ask voters for \$13 million bond package

Voters in the Webster City (Iowa) Schools will decide the fate of a more than \$13 million bond issue in February. The bond issue will cover both new construction and remodeling at the high school, including a new competition gym, new varsity and junior varsity boys and girls locker rooms, new concession areas, new restrooms, an expanded lobby to the auditorium and a new lobby for the gym to the high school.

Renovation of abandoned building to lead to tax revenue, jobs

Officials in Jal, New Mexico, will use \$400,000 in federal funding to help renovate an abandoned junior high school building and make it into a flexible manufacturing facility. Those funds will not pay for even half of the estimated costs, but other funding sources will be used so that the plant can bring in 90 new jobs and support 350 construction jobs. Officials also see the project as a means of making money that will help provide for infrastructure needs and repairs. The project is expected to provide more than \$21 million in tax revenue to the region. Local groups are helping out with the costs for the renovation and one of the tenants will help with construction of the interior.

Nevada bond sale planned for airport terminal

The Clark County, Nevada, aviation department is planning to sell \$800 million in tax-exempt bonds to build a new terminal for its McCarran International Airport.

Cincinnati plans to save money - and trees

Cincinnati officials are saving trees - and money. They are trading in paper copies for using Kindle electronic reading devices. City officials say using Kindles to look over documents instead of making paper copies could save more than \$25,000, cutting the annual bill for paper. The city will pay \$7,200 for 10 Kindles and an additional \$120 monthly fee.

City to get funding to build floating barge

The city of Osceola, Arkansas, is the recipient of \$400,000 from the Delta Regional Authority for the construction of a floating barge at the city's river port. The new barge is expected to increase how much product can be brought into the harbor. Improvements at the Osceola port are expected to be in the \$2.3 million range.

Alabama considers \$1 billion for transportation projects

The Alabama Senate is considering a \$1 billion withdrawal from a state investment account to invest in highways, bridges and railroads throughout the state. Legislation being considered would put a referendum before Alabama voters to decide in November whether to take \$100 million per year for 10 years beginning in 2011 for construction and repair work. The state transportation department could spend \$75 million of that amount each year with at least \$5 million dedicated to each of the state's seven congressional districts and \$1 million to repair short-line railroads. The remainder would be set aside for cities and counties for either

construction or maintenance projects. Another \$55 million from the fund over 10 years for capital improvement projects for cities and counties within the state.

Baton Rouge Magnet High School to get renovations

The Baton Rouge Magnet High School in the East Baton Rouge (Louisiana) Parish School District will begin a \$56 million renovation project in May. Students in the school will be housed in what used to be the Lee High School while the renovations, which are scheduled for completion in August 2012, are under way.

Bond vote in Washington would allow modernization of two schools

A \$150 million bond election in Shoreline, Washington, on Feb. 9 would allow for the modernization of two high schools in the Shoreline district. The referendum includes a four-year, \$22 million per year levy for maintenance and operations. A separate ballot question is for a \$12 million technology levy. That levy would provide for the instructional technology program and services as well as equipment replacement.

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Calendar of events

Public workshops available for those interested in broadband grants, loans

A series of public workshops will be held to review the application process and to answer questions from applicants for upcoming National Telecommunications and Information Administration (NTIA) and the U.S. Department of Agriculture's Rural Utilities Service (RUS) funding through the Recovery Act. The workshops will be in Portland, Ore.; Reno, Nev.; Denver, Colo.; San Antonio, Tex.; Eureka, Mo.; Sioux Falls, S.D.; Detroit, Mich.; Blacksburg, Va.; Fayetteville, N.C.; and Atlanta, Ga. Click [HERE](#) to register for the workshops. Applications will be accepted from Feb. 16 through March 15 and awards are expected to be announced by Sept. 30. All Interested parties can register for the workshops at www.broadbandusa.gov. The agencies will distribute \$4.7 billion of their total \$7.2 billion for infrastructure grants and \$3.5 billion to support grants and loans to facilitate broadband deployment in rural and remote areas.

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.

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](#).

TxDOT plans webinars for construction, professional services

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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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

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