



Strategic
Partnerships, Inc.

STATE & LOCAL GOVERNMENT PIPELINE™

Your source for state and local government news and contracting opportunities

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Here's what to look for in government contracting opportunities in 2010



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Most large government contracting firms have increased their revenue expectations for 2010. Translated, that means sales execs will be scrambling harder than ever to edge out the competition.

To be more competitive and productive in the coming months, sales teams may want to consider the following predictions. A little research combined with trend analysis and old fashioned experience leads to the following

conclusions:

- Cities, counties, school districts, community colleges and public universities and government-run hospitals must cut costs. They have few choices and will seriously look for ways to share and/or consolidate services of all types.

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Bond program could expand to nonprofit hospitals, colleges

Government entities could use funds for infrastructure, operations, refinancing debt

Build America Bonds (BABs), a staple of the American Recovery and Reinvestment Act (ARRA), could become permanent under the guidelines of President Barack Obama's proposed 2011 budget, and that could be good news for state and local governments. The President has proposed lowering the rebate the government pays to issuers of the taxable bonds to 28 percent. The federal government currently offers rebates equal to 35 percent of government users' interest costs for BABs. The goal of continuing the bonds is to allow government entities to build infrastructure with permanent bonds.

The bonds have been hugely successful. By the end of 2009, the year in which the ARRA was signed into law, more than \$60 billion of the bonds had been sold. There are estimates that another \$100 billion could be sold this year. The President's plan would allow them to be used not only for infrastructure, but also to refinance some debt, to cover short-term operating costs and to finance nonprofit hospitals and universities.

In Chicago, the public school system issued \$518 million in BABs in 2009 for construction and improvement of its schools. The system estimates it will save \$130 million compared to traditional tax-exempt debt. That savings has led to the system being able to finance renovation projects for other schools and other school construction projects. Other projects across the country, whether for utility improvements, public and higher education construction and renovation projects, sewer improvements or transit improvements are reaping similar savings.

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California, Florida score big with high-speed rail awards

President asks for even more funding in his proposed 2011 budget

There were few surprises when the \$8 billion in Recovery Act funding for high-speed rail was announced recently. The big winner was California, which garnered \$2.3 billion to begin an 800-mile-long, high-speed rail line tying Sacramento and the San Francisco Bay area to Los Angeles and San Diego. Florida drew down \$1.25 billion in funding for a rail line to connect Tampa and Orlando and eventually going south to Miami. The third largest award was to Illinois-Missouri, which was awarded \$1.1 billion to improve a rail line between Chicago and St. Louis so that trains can travel at speeds of up to 110 mph.

There were 13 rail corridors in 31 states that received awards, ranging from the State of California's \$2.3 billion for purchasing right-of-way, constructing track, signaling systems, stations, and completing environmental reviews and engineering documents to \$1 million to the Minneapolis/St. Paul-Madison Route in the Midwest Region for a planning study to explore the extension of high-speed rail service to the Twin Cities. For a complete list of the awards, click [HERE](#) and look under "Recent Reports."

"High-speed" may be a misnomer for some of the trains that received awards, as many will only top out at approximately 110 miles per hour, while many will go no faster than 79 miles per hour. The California trains, with speeds in excess of 200 miles per hour, will come closest to achieving speeds of their counterparts in Europe and Asia.

President Barack Obama's budget proposal for 2011, released this week, seeks additional funding for high-speed rail. Additionally, some of the \$1.5 billion in U.S. Department of Transportation discretionary funds from the Recovery Act might also be used for that purpose.

Education projects include construction, renovation, security

Millions approved for Massachusetts school projects

Construction and renovation projects to the tune of \$215 million were approved for schools in communities throughout Massachusetts recently. State officials approved the funding, which includes close to \$87 million for new high schools in Natick and Tewksbury. The Natick school district will get \$43.1 million for its \$89 million school if voters approve paying their share and Tewksbury will receive \$44.2 million. Also approved was \$53.7 million to replace middle and high schools in Southbridge, \$1.5 million for repairs at David Mindess School in Ashland, \$7 million for renovations to a K-8 school in Carlisle, \$650,000 for repairs to James Quinn Elementary in Dartmouth, \$36.5 million for Memorial Senior High in Grafton, \$410,000 for repairs to North Attleborough's Joseph Martin Junior Elementary, \$480,000 for repairs at Rockport High School and \$24 million for Sherwood Elementary in Shrewsbury. Vocational schools will also benefit. South Shore will receive \$1.6 million for renovations and repairs and Whittier will receive \$2.1 million.

Oregon college planning multi-million-dollar upgrades

Over the next 10 years, a multi-million-dollar upgrade of the Lewis and Clark College in Portland, Oregon, will get under way, and new additions to the campus will include a science and math building, a student center and dormitories. There will also be a number of renovations ongoing and other construction projects. One of the first structures on which ground will be broken will be the Diane Gregg Memorial Pavilion, which will likely start in the spring. Costs are estimated to be between \$70 million and \$100 million.

Detroit metro area schools bolstering security

Metro area schools in Detroit are planning to spend millions of dollars on security items to ensure the safety of their students. The Oxford Community Schools will restructure the front entranceway to its seven schools at a cost of \$1 million so that visitors must go to the front office before they can enter the school. The Chippewa Valley Schools will soon hold a bond election that includes funding for surveillance cameras at its four middle and 12 elementary schools. And the Berkley School District, too, will reconfigure its front entrances at its high school and elementary schools to make them closer to parking areas as a security measure if its bond issue passes.

Wyoming legislators approve school construction funding

Some \$113 million in new school construction has been approved in Wyoming for FY 2011-2012 by the state legislature's Joint Appropriations Committee. Additionally, the committee authorized another \$82 million for major maintenance projects and \$18 million for component-level projects. The savings from lower-than-expected amounts on bids for construction projects will be returned to the state budget, which can be

allocated by the School Facilities Commission for other school construction costs.

University of Arizona Stadium to get \$85.7 million facelift

A new \$85.7 million stadium project has been approved for Arizona Stadium at the University of Arizona. The plan calls for renovations at the north end zone to include a multistory building with 5,000 seats, a luxury loge area, football office and the Wildcats' locker room. A new scoreboard will be moved from the north to the south side of the stadium and new lighting will be installed. The current practice field will be expanded. The entire project is being paid for with private funds.

The new structure will include more than 60,000 square feet of office space, training facilities and football locker rooms. It will also feature 200 premium seats with club amenities and 5,000 seats overall. The university first will seek an architectural design firm, a process that should last until April.

Washington district vote could lead to three school replacements

Three schools in Marysville, Washington, will be replaced and other campuses will see much-needed improvements if a bond issue in the district passes next week. Voters are facing two propositions - one a 20-year, \$78 million measure for the new schools and improvements, the other a four-year operations levy to help pay for the day-to-day operating expenses of the schools. The new construction would include replacing Liberty and Cascade Elementary schools with new two-story buildings and replacing the Marysville Middle School. Improvement projects would affect the high school swimming pool and would also include technology upgrades.

Michigan school district seeks technology upgrades from bonds

Looking for \$3 million in technology upgrades, the Kenowa Hills school district in Alpine Township, Michigan, will take a \$14.33 million bond issue to voters in May. More than \$141,000 of that technology expenditure is for surveillance cameras. Additionally, the school would use the remaining funds to address maintenance and transportation issues. Officials say equipping 183 classrooms with proposed multimedia equipment would run \$950,000 and developing a fiber-optic network to improve Internet access carries a price tag of more than \$286,000. The school would also purchase an additional six school buses with \$530,000 of the bond proceeds. Other funds would help with energy efficiency projects, parking lot repairs and infrastructure projects.

Texas to be home to \$1.27B project in November

Parkland Hospital board approved preliminary site plan for facility

The board of managers of the Parkland Memorial Hospital in Dallas, Texas, recently approved a preliminary site plan for a new \$1.27 billion facility that will replace the more-than-50-year-old public health care facility. Voters in the county approved a \$747 million bond election in November 2008 to replace the aging structure and that money, \$250 million in cash on hand from previous year operations, \$100 million from future operations and \$150 million from a philanthropic campaign will help pay for the costs. To date, \$80 million of the \$150 million philanthropic campaign has been raised.

The new hospital will include an 862-bed, full service, 17-story acute-care hospital that includes 1.7 million square feet, an outpatient center of 380,000 square feet, a 275,000-square-foot office center, parking for 6,000 vehicles, a utility plant and other support facilities. Construction is expected to begin in November and a completion date of 2014 is anticipated.

Las Cruces passes \$65 million school bond issue

Opportunities include construction, technology, security, transportation, more

The board of managers of the Voters in Las Cruces, New Mexico, Tuesday approved a \$65 million bond issue that will pay for new construction, renovations, repairs and maintenance at virtually every school in the school district. The funds will be used for safety projects, for technology upgrades (hardware and software), for major construction and renovation, for new athletic facilities, improvements to athletic facilities, for new vehicles and for new schools.

A major portion of the funding, some \$12 million, will fund the final phase of construction of the new high school. There will also be an expansion of the music wing at Picacho Middle School and addition of early childhood classrooms at Loma Heights Elementary.

Eight schools will get much-needed roof repairs and heating and cooling system fixes. Others will see bathroom renovations, security system installations, new playground equipment additions and the addition of shade structures. In the Conlee Elementary, aging kitchen equipment is scheduled to be replaced and renovations are planned.

What the states are doing with stimulus funds

In Beaumont, Texas, more than \$1.1 million in Recovery Act funds from an Energy Efficiency Block Grant will be used for energy conservation projects in city facilities that include the City Hall, Julie Rogers Theatre, Beaumont Public Library, Municipal Court and 911 Dispatch Building, Central Plant, Tyrrell Historical Library and the Beaumont Civic Center. Direct digital HVAC control systems will be installed to control temperature during building use. Funds also will be used for an energy audit to identify potential energy cost savings and to replace the original windows in the Julie Rogers Theatre with energy efficient window systems.

More than two dozen Michigan water infrastructure projects worth a total of \$89.8 million will be funded by stimulus funds. Projects are sewer repairs, improved wastewater collection and treatment facilities and pollution reduction. Oakland and Macomb counties will use \$15.9 million to support a \$42 million project for extensive repairs to the Oakland-Macomb Interceptor, a 21-mile sewer. The City of Lathrup Village will spend \$482,000 for sewer rehab, \$2 million goes to the City of Warren to upgrade its wastewater treatment plant and \$882,000 will assist the 8 ½ Mile Relief Drain District with retention basin improvements.

A crumbling school in Columbia, South Carolina, will be replaced with nearly \$40 million in recovery funds in Dillon County. Some \$36 million of the money is a loan, which will be paid back with one-cent sales tax revenue. The funds also will be used to refurbish existing facilities and build a new early childhood development center. Most of the funds - \$25 million - will build a new Martin Junior High School at the site of the current high school.

The East Providence, Rhode Island, Fire Department is one of 14 in the country to receive a grant from Recovery Act funding to make renovations to two of its oldest stations. Station 1 on Broadway and Station 4 on Wampanoag Trail will have \$5.2 million between them for renovations and upgrades.

California's first solar highway and other renewable energy projects will be funded with \$5 million in stimulus funds to the Sacramento Municipal Utility District (SMUD) and its local partners. The project will utilize unused land along state highways, such as property near exit ramps and other public highway rights-of-way, to erect solar panels that will generate electricity. The electricity will be delivered to SMUD's smart grid.

The village of Deerfield, Michigan, has been awarded a gift of \$700,000 to go along with a low-interest loan to finance a \$1.75 million upgrade of its water treatment plant. The loan is part of a loan and grant program through the federal stimulus bill.

Officials in the Arlington, Texas, area are holding their breath and hoping that other metropolitan areas don't spend all of their federal stimulus transportation funds. If they don't, that could mean millions more going to the makeover of the DFW Connector. Regional transportation officials this week designated the DFW Connector as the project in the Dallas-Fort Worth area where unspent stimulus funds would be spent. Deadline for spending those funds on March 3, but by the end of last year, \$300 million in Recovery Act funds obligated in the state were still not spent. Construction on the DFW Connector is slated to begin Feb. 15. It includes expansion of Texas 114/121 near the DFW Airport's north entrances.

In Maryland, two projects - the replacement of a tunnel that carries Amtrak trains through Baltimore and a new train station at Baltimore-Washington International Thurgood Marshall Airport - will be funded from \$8 billion in rail investments from the Recovery Act.

The Port of Long Beach in California recently received numerous proposals for "zero-emission cargo mover systems" that are likely to include an electric rail and a magnetic-levitation monorail. Officials are hopeful to use some of the billions in high-speed rail funds going to California from the Recovery Act for a

four- or five-mile demonstration project later this year.

Renovations to a building in Vandalia, Illinois, used by a nonprofit rehabilitation center will be made from a \$175,000 loan through the Recovery Act. The renovations will make the building usable for people in wheelchairs. The funds, administered by the U.S. Department of Agriculture, are to help build and renovate public facilities in rural areas.

Small communities in Oklahoma will benefit from approximately \$26 million in stimulus funds to be used for sidewalks and other upgrades to help comply with the Americans with Disabilities Act. The projects will be built along highways and will range in cost from \$6,000 to \$1.5 million and will be completed in 46 communities. The ADA compliance is necessary before federal highway dollars can be spent on roadways.

Stimulus funds in Akron, Ohio, will pay for improving Frank Boulevard, South Main Street and Hilbish Avenue, rebuilding the Bartges Street bridge over the Ohio & Erie Canal and extending the Towpath Trail from the AES building to the trailhead south of Bartges.

Other national news

San Francisco regional transit center loan approved

A new \$4.2 billion regional transit center in San Francisco got a \$171 million shot in the arm recently when the California Department of Transportation approved a loan in that amount to help build a center that could assist the state's development of high-speed rail. The Transbay Transit Center would serve more than 45 million passengers with its nine transportation systems serving commuters and visitors. It is expected to be completed in 2014.

The recent award of billions of dollars to California in high-speed rail Recovery Act funds could further enhance the city's efforts toward high-speed transit. The loan is expected to be used to finance ramps to the Bay Bridge, build a bus storage facility and design an underground transit facility. Once funding is dedicated, the second phase of the project would be to extend the state's commuter rail line to the new center.

Long beach planning \$3B port expansion

Aimed at protecting its share of shipping business from other ports, the Port of Long Beach (California) is about to undertake a \$3 billion capital construction program. The plan includes enlarging marine terminals, building a taller and wider bridge and expanding on-dock rail capacity. In April, the port received approval of its Middle Harbor project to replace two container terminals with one more functional facility with a large on-dock rail yard. This year it will also release a draft environmental report for a \$1.1 billion project to place the Gerald Desmond Bridge with a larger, taller bridge to allow more traffic and allow larger vessels to pass underneath. A draft environmental report also will be released relating to a project to build a new container and on-dock rail yard at Pier S.

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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 and 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.

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.

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