



Strategic
Partnerships, Inc.

STATE & LOCAL GOVERNMENT PIPELINE™

Your source for state and local government news and contracting opportunities

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Early spade work produces more government contracting



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Selling to government has never been more attractive. Most states have huge needs that must be addressed. When that is the case, money can always be found for purchases.

Most large government contracts, however, must go through a competitive bidding process. And large procurement efforts are usually launched by scheduling a bidder's conference. The purpose of this session is to answer questions and provide information to prospective contractors.

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More than 160,000 awards made from Recovery Act

Billions of dollars yet to be paid out for contracts, grants, loans

More than 160,000 awards from the American Recovery and Reinvestment Act (ARRA) were reported at the end of January, covering the period of Oct. 1 through Dec. 31, 2009. Those figures came as a result of the second recipient reporting period that ended Jan. 29. The figures for awards included 140,657 grants, 757 loans and 20,368 contracts.

Some of the states leading in awards from the ARRA funding are California with more than 16,000 awards totaling nearly \$21.7 billion, Texas with more than 10,000 awards totaling \$12.4 billion, Florida with more than 6,400 awards valued at a little over \$9 billion, New York with more than 9,500 awards with a combined value of \$12.3 billion and Illinois with a little more than 7,800 awards valued at more than \$7.8 billion.

As of the end of January, \$74.4 billion of the \$275 billion - a little more than 27 percent - in Recovery Act funds available for contracts, grants and loans had been paid out. Some \$92.8 billion of the \$288 billion available for tax benefits had been paid out and \$105 billion of the \$224 billion in entitlements funds had been paid out.

Awards were plentiful. Among the most recent were \$17.4 million in contract awards to 15 health care providers and networks throughout the country. The awards, administered by the Social Security Administration (SSA), will help those entities provide electronic medical records to the SSA. Health care experts say the use of a nationwide electronic medical records network would help improve the speed, accuracy and efficiency of the agency's disability program.

The U.S. Department of Labor notes it still has \$4 billion in unclaimed unemployment insurance modernization funding available through the Recovery Act and is encouraging states to apply for the funding. These funds will help states expand access to unemployment benefits.

One of the largest recent allocations from the ARRA was \$8 billion that went to states to help develop a nationwide program of high-speed intercity passenger rail service. One of the big winners was California, which garnered \$2.25 billion for its proposed connection between Los Angeles and San Francisco with 220-mile-per-hour trains. Florida will receive \$1.25 billion to develop a new high-speed rail corridor between

Tampa and Orlando with trains running up to 168 miles per hour.

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

Wisconsin action could set trend for other states

Cities, counties to pool recovery-related bonds to fund projects statewide

One state plans to take advantage of stimulus bonding through a partnership of sorts and could be setting a trend for other states. In Wisconsin, a bill was passed that allows the state to pool federal recovery zone bonds to fund job-creation projects throughout the state.

Recovery Zone Facility Bonds were authorized by the stimulus bill for county and local governments to use for economic development projects. Because the funds were allocated among the more than 70 counties in the state and the cities of Milwaukee, Madison and Green Bay, the amounts were not sufficient individually to be effective for major projects. The legislation that passed allowed any unobligated bond money to be put into a statewide pool.

\$60M loan, \$74M Recovery Act grant to fund projects

Navajo Nation planning baker's dozen public safety, judicial buildings
The Navajo Nation in New Mexico will soon begin \$60 million in construction that includes 13 public safety and judicial complexes across the nation. The Tribal Council recently approved a \$60 million unsecured general obligation loan to finance the projects.

In addition to the \$60 million loan, the Tribe received a \$74 million grant from the Recovery Act to help with construction of detention centers on the reservation. The \$60 million loan will go toward design and construction of "one-stop" judicial shops for the Tribe's communities and judicial professionals. Ground breaking on the new jails should occur within 18 months and construction should be complete within four years.

Among the other buildings expected to be constructed in Shiprock are a large police, court and detention center and a nearly 400-bed correctional facility. Five large complexes will include peacemaking offices, three courts, 48 detention beds and a large police office in the Tuba City, Crownpoint, Chinle, Shiprock and Ft. Defiance chapters. The Aneth, Dilkon and Kayenta chapters will each get three medium complexes that include peacemaking offices, two courts, 32 detention beds and a medium police office. Four small complexes with peacemaking offices, one court, 16 detention beds and a small police office are planned for the Alamo, Pinon, Ramah and Tohajiilee chapters.

Contract opportunities spring up in education nationwide

Albuquerque schools to get new buildings, maintenance and technology
Voters in the Albuquerque Public School district approved \$616 million in bond issues and a property tax mill levy that will allow for new schools, renovations, a new sports complex and footballs stadium, upgrades in technology and maintenance projects. A new \$26 million Rio Grande High School will be built and \$38 million will be dedicated to the sports complex and stadium on the west side of the district. New educational and instructional technology and computer software and hardware will also be purchased.

California high school to undergo \$30.5 million transformation

The Sweetwater Union High School in National City, California, will undergo a \$30.5 million update project that will consolidate academic and administration functions in one building. Placed at the campus edge, the three-story building will house student services, classrooms, a library and a theater. The project is scheduled for completion in September and will be designed to achieve LEED gold certification.

San Antonio school district hopes to pass \$535 million bond issue

The Northside Independent School District in San Antonio, Texas, will put a \$535 million bond issue before

voters in May that would build six new schools and add classrooms while paying for renovations and maintenance projects. Additional classrooms will be added at one high school and an elementary school to eliminate some of the portable buildings currently being used for classes. Also included in the bond are classroom and library upgrades, cafeteria renovations, energy efficiency projects and athletic upgrades. Approximately half of the bond funds would be spent on existing schools and the remainder would go to new schools and land purchases for future school sites.

Detroit school moving toward digital textbooks, computer purchases

The Detroit, Michigan, public schools are investing in high-tech tools so that all sixth through 12th graders will be equipped with computers and so that the curriculum, textbooks and lesson plans can be digitalized. The district wants to eliminate paper textbooks by 2015. First the schools will invest in an interactive Web-based portal, a \$40 million project paid for with grants. Another \$14.2 million in Recovery Act funds and Title 1 money will be used to purchase mini-laptops for all 36,000 students and 4,000 teachers in grades 6-12. Through the portal, teachers can access student assessment results and provide individualized lessons for students. Parents also can track student progress.

UC-Davis to use grant to build waste-to-energy plant

UC-Davis will use a \$2.5 million Recovery Act grant to build one of the nation's first waste-to-energy plants that will include housing, office and retail projects. Seeking a "net zero energy" achievement, the goal is to produce all the power the project consumes, which is also a goal for all California homes by 2020. The facility will start out using solar panels for energy, but some of the funding will be used by university teams to design and build a mechanism to make methane from food scraps from college cafeterias, animal waste and tree trimmings. The total cost of the zero-energy project, including the park, solar panels, varied energy-efficiency measures and the power plant, is \$65 million.

Ohio state approves numerous construction projects worth millions

Trustees of the Ohio State University earlier this month approved a number of construction projects for the university. Among them are \$9.7 million in construction costs for the renovation of a commons area to renovate traditional dining commons to better accommodate student demands, \$11.5 million for construction of a two-story addition to the College of Medicine's Prior Health Sciences Library, \$6.3 million in construction costs related to the renovation of Hopkins and Hayes Hall and construction costs of \$152.7 million toward a \$171.6 million project that will renovate five student housing facilities.

What the states are doing with stimulus funds

With transportation projects coming in well under budget, construction companies in Florida may get a second shot at contracting opportunities. Officials in Orange, Osceola, Seminole and Lake counties in Florida estimate there could be another \$10 million in additional projects soon. Most of the projects are resurfacing, intersection and bridge improvements. One resurfacing project came in more than \$2 million under the expected amount.

Solar panels will be installed at 12 public water and wastewater facilities throughout Massachusetts as a result of stimulus funding. The panels are expected to generate roughly enough energy to power 600 households per year. They are expected to be fully installed by July of next year. The panels are expected to save the facilities \$650,000 per year in energy costs. The facilities are located in Ashland, Hyannis, Chelmsford, Easton, Fairhaven, Falmouth, Holden, Marlborough, Blackstone/Millbury, East Freetown, Pittsfield and Townsend.

Officials in Key West, Florida, are teaming up with the local school district to see if \$36 million in federal stimulus funding slated for the school district can be used to move City Hall and the district's administrative complex to another property. The plan would allow the city of use an elementary school as a possible location for a new administrative building. The students would be moved to a new elementary. Current plans for a new city hall, with about \$1 million invested in engineering and design, call for a new administrative building, fire station and parking garage on Angela Street, expected to cost about \$18 million.

What to do with all that money? That's the conundrum Bradford County, Pennsylvania, is facing. The county has been allocated \$2.96 million in federal economic stimulus money to help create or expand businesses or make infrastructure improvements. But the money has to be spent by the end of 2010 or

returned to the state. Of that total, \$1.19 million is set aside for public sector projects such as municipal water and sewer line projects. The rest will be loaned as tax-exempt loans or bonds to help create or expand businesses.

Encore, a 30-acre urban redevelopment project in Tampa, Florida, was awarded \$38 million in stimulus funds to help provide affordable housing and support retail and business. The grant is a result of a partnership between the Tampa Housing Authority, the City of Tampa and a local community development corporation. The funds will be used for infrastructure to convert the area into a mix-use, mixed-income neighborhood with housing, businesses and cultural centers.

Government contracting opportunities across the country

Public safety projects approved in Durant, Oklahoma

There's going to be a whole lot of public safety contracting soon in Durant, Oklahoma, as the city council recently approved building a new police department, furnishing public buildings and remodeling a fire station. The city will take out loans for the projects. Some \$28,000 will be allocated for furnishings for the recently remodeled Criminal Investigation Building and \$41,500 will be used to furnish the new Central Fire Station. A new police station with a price tag of \$2 million will be built near the Oklahoma Highway Patrol headquarters near Highway 69/75. Additionally, the city approved \$300,000 to remodel the North Fire Substation and approved the purchase of five new police vehicles.

New Mexico fire department to get new gear, new radios

The Bloomfield, New Mexico, Fire Department recently was awarded nearly \$115,000 from the U.S. Department of Homeland Security's Assistance to Firefighters Grant Program. The funds will be used to replace worn protective gear and to replace hill-top repeaters and hand-held radios.

Florida city seeks energy efficiency, conservation grant

The City of Palm Beach, Florida, is seeking a \$250,000 energy efficiency and conservation block grant from the Florida Energy and Climate Commission. The funds would be used to improve the energy efficiency of its buildings and would also fund workshops to educate residents, businesses and nonprofit organizations about energy efficiency. Some of the funds also would be used for energy audits. Some of the buildings being considered are the recreation center, the Public Works facility and two fire stations.

California city looking at \$20M in swimming pool upgrades

Major renovations and construction costs for city swimming pools in Walnut Creek, California, over the next 10 years could total as much as \$20 million. The final list of capital improvements for the 10-year project will be voted on in June. The city's two 40-year-old facilities are in need of major upgrades. Problems at the pools include everything from aging filtration systems to cracks in the pools. Other pools could be replaced or upgraded.

Ohio school to study feasibility, time frame for pool

Committees are being appointed to examine how to fund a new 50-meter pool at the Oak Hills (Ohio) High School. Another committee will be examining construction issues, including where to locate a pool and a time frame. Several other athletic projects in the school have been paid for with mostly private dollars and partnerships with community businesses, from a weight room renovation to new synthetic turf on the football field.

Athletic facility project on tap in Massachusetts

City officials in Medford, Massachusetts, recently approved a \$2 million bond to finance an athletic facility project that includes two artificial turf fields and a new track behind the Medford High School.

Florida again looking at building new \$77 million tuberculosis hospital

The Florida Department of Health is considering a proposal to build a state-of-the-art tuberculosis hospital and research center on the Jupiter campus of Florida Atlantic University. The proposal calls for a \$77 million, 150,000-square-foot facility, including a 45-bed hospital unit, laboratory spaces and an auditorium. The project would be financed through the sale of tax-exempt bonds. If approved by the legislature, the project could get under way in February 2011 and be completed by May 2012. Although a similar plan was rejected by the State Legislature during its last session, proponents this time have their financial ducks in a row. The

Florida Infectious Diseases Research and Education Center would be the replacement hospital for the state-run A.G. Holley Hospital in Lantana.

Hollywood police officers to get new Tasers, other equipment

The Hollywood, California, Police Department recently was awarded an \$80,000 federal grant that will be used to purchase new Tasers and other equipment. Some 80 officers are expected to be outfitted with Tasers.

'Grow the Army' program opens up construction projects

The stimulus bill is not the only source of funding for military projects throughout the country. As a result of "Grow the Army" program funding, the Minnesota Army National Guard will this spring take on an \$11.2 million construction project in the Arden Hills Army Training Readiness Center. The facility, an armory-type building, will house an assembly hall, classrooms, distance learning center, simulation center, kitchen and physical fitness area. It will be used mostly for weekend drills. The building is scheduled for completion in the first half of 2011.

Denver's Union Station project gets \$300 million FTA loan

A \$300 million loan from the Federal Transit Administration (FTA) will help rebuild Denver, Colorado's, Union Station as a regional transportation hub. The four-year project will bring Amtrak rails, commuter rails, light rails and commuter buses into the station. The project will also include \$300 million of new construction of commercial and residential properties at the end of each station. Additionally, the FTA will provide a \$40 million grant to both the FasTracks' Gold Line from Union Station to Wheatridge and the East Line from Union Station to Denver International Airport. Another \$40 million was awarded to the West Line through Lakewood to the Jefferson County Justice Center, a project already under way. The funds support FasTracks \$6.5 billion project to build six new rail lines into metro Denver and extend three current light-rail lines.

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Calendar of events

OMB Webcast to address Recovery Act transparency

The Office of Management and Budget (OMB) will reschedule its Webcast on "Recovery Act Transparency - Implementation and Effectiveness" that was originally slated for 3 p.m. (Eastern) today, Wednesday, live on the Web. The recent winter storm in Washington, D.C., and another forecast on the way forced officials to reschedule. The event now will be either Wednesday, Feb. 24, or Thursday, Feb. 25, at 3 p.m. Eastern Time, depending on panel and staff availability. Panelists include Christopher Flavelle, ProPublica; Chris Keeley, Common Cause/New York; Paul Marchand, The Arc and UCP Disability Policy Collaboration; Phil Mattera, Good Jobs First; Maya Wiley, Center for Social Inclusion. The panel will address the extent to which transparency provisions of the Recovery Act have yielded data that is informative and useful to groups and individuals outside of government who are tracking the spending. The panel will also discuss changes that may be needed. To RSVP for the Webcast, 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.

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](#).

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.

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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.

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