Strategic Partnership to Win More Government Business
1. Explore how you can increase your rate of getting specified!
2. Reveal how you can make up the gap with what your sales team knows about and what’s actually out there!
3. Gain visibility on owners, consultants and your competition!
For more than 15 years Onvia has been delivering the data, business intelligence, analytics and tools that help our clients succeed in the government market. Onvia can help your business succeed today by helping you:

- Find open opportunities
- Build a future sales pipeline
- Research past agency purchases
- Build agency relationships
- Gain valuable vendor and channel intelligence
1. Agencies turning to advanced technology to combat aging infrastructure in drinking water and stormwater systems
2. Smart cities are incorporating smart water systems
3. Smart water providers should target regions susceptible to droughts
We looked deeper into the most recent activity by industry. Our new format divides the market into 12 distinct sectors, as defined in the glossary. Growth rates are based on quarterly change in Q3 ’16 versus the prior quarter of Q2 ’16, and have been seasonally adjusted for comparability.

<table>
<thead>
<tr>
<th>Financial Services &amp; Insurance</th>
<th>Operations &amp; Maintenance</th>
<th>Educational Products &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Further analysis indicated financial contracting was the #1 ranked industry within local government but was a mid-tier industry at the state or education level.</td>
<td>+0.3% in Q3 from Q2 2016</td>
<td>-4.2% in Q3 from Q2 2016</td>
</tr>
<tr>
<td>Architecture &amp; Engineering</td>
<td>Technology &amp; Telecom</td>
<td>Healthcare</td>
</tr>
<tr>
<td>Analysis by level of government showed this sector was ranked #1 among state agencies but was mid-tier in ranking for local or education government.</td>
<td>-1.8% in Q3 from Q2 2016</td>
<td>-4.9% in Q3 from Q2 2016</td>
</tr>
<tr>
<td>Professional Business Services</td>
<td>Environmental Services</td>
<td>Transportation</td>
</tr>
<tr>
<td>Projects were highly ranked among education agencies (#2) and local agencies (#2), but were lower ranked among state government.</td>
<td>-3.0% in Q3 from Q2 2016</td>
<td>-6.6% in Q3 from Q2 2016</td>
</tr>
<tr>
<td>Construction</td>
<td>Public Safety</td>
<td>Water &amp; Energy</td>
</tr>
<tr>
<td>Projects were highly ranked among state agencies (#3), mid-tier ranked among local agencies and lower ranked among education government.</td>
<td>-3.4% in Q3 from Q2 2016</td>
<td>-11.4% in Q3 from Q2 2016</td>
</tr>
</tbody>
</table>
# Project Preview: Wastewater Treatment Plant Upgrade to Meet Permit

**Agency:** City of Rochester  
**Location:** Rochester, NH 03867  
**Level of Government:** City and Town  
**Publication Date:** 3/21/2016  
**Last Updated:** 9/10/2016  
**Onvia Reference #:** PREV-1844920  
**Agency Project ID:** FY15-SEW-8  
**Total Project Budget:** $30,000,000  
**Project Year(s):** 2017-2019

## Project Information

### Summary

**Description:** This project involves the design and construction work to comply with expected discharge limits, which will be included in the renewal of the WWTP NPDES discharge permit. The project will include the ability to reduce total nitrogen to a limit of 3 milligrams per liter (mg/L) reduce total phosphorus to 0.12mg L, and reduce metal concentrations. The upgrade to the WWTF will include a new moving bed biological reactor to reduce nitrogen, new balasted settling system to reduce total phosphorous and new chemical feed systems to address metals removal.

**Justification of Need:** Comply with permit expected to be issued by EPA. Other communities in the area are being required to treat to levels stated above as part of their permit. Legal services will likely also be needed to negotiate final permit terms.

**Agency Assigned Priority:** Essential  
**Status:** City Manager Proposed  
**Department:** Sewer Department

### Sources of Funding and Project Costs

**Project Funding Sources:** Bond: Water/Sewer/Arena

<table>
<thead>
<tr>
<th>Project Costs</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>Total</th>
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<tbody>
<tr>
<td>Building Construction</td>
<td>$12,500,000</td>
<td>$12,500,000</td>
<td></td>
<td>$25,000,000</td>
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<tr>
<td>Construction Engineering</td>
<td></td>
<td>$1,250,000</td>
<td>$1,250,000</td>
<td>$2,500,000</td>
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<tr>
<td>Design Engineering</td>
<td>$2,500,000</td>
<td></td>
<td></td>
<td>$2,500,000</td>
</tr>
<tr>
<td><strong>Total Budget by year</strong></td>
<td><strong>$2,500,000</strong></td>
<td><strong>$13,750,000</strong></td>
<td><strong>$13,750,000</strong></td>
<td><strong>$30,000,000</strong></td>
</tr>
</tbody>
</table>
Early Stage Project Intelligence

Project Preview: Stormwater Retrofits

Agency: Washington County
Location: Hagerstown, MD 21740
Level of Government: County
Publication Date: 9/19/2016
Last Updated: 10/19/2016
Onvia Reference #: PREV:3033362
Agency Project ID: 1125
Total Project Budget: $10,621,900
Project Year(s): 2018-2022

Agency Contact
Name: Todd L. Hershey
Job Title: Treasurer
Department: Treasurer
Address: 35 West Washington St Suite 102
Hagerstown, Maryland
Email: thershey@washco-md.net
Phone: 24000 3132110
Fax: 24000 3132111
Agency: Washington County
Agency Address: 100 W Washington St
Hagerstown, Maryland 21740
Agency Phone: (301) 791-3090
Agency Website: http://www.washco-md.net

Summary
Description: This project includes the construction of SWM systems based on Best Management Practices such as bio-swales, bio-filters, permeable pavements, ponds, wetlands, etc. along roadways, in parks, and on other county properties to satisfy the National Pollutant Discharge Elimination Systems (NPDES) requirements established by the MDE.
Justification of Need: The project will provide treatment for 20% of the impervious surfaces within the regulated NFDES area estimated to be 2,900 acres, treating 580 acres per year. County is working with Army Corps of Engineers (ACOE) to inventory county stormwater infrastructure. The project is requested due to a regulatory requirement imposed by the EPA and MDE.
Department: Drainage

Sources of Funding and Project Costs

| Project Funding Sources: | General Fund, Tax Supported Bond, Capital Reserve - General |

<table>
<thead>
<tr>
<th>Project Budget by Year:</th>
<th>Prior</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>Future</th>
<th>Total</th>
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<tbody>
<tr>
<td>Engineering/Design</td>
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<td>$25,000</td>
<td>$26,000</td>
<td>$26,000</td>
<td>$27,000</td>
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<td>$337,500</td>
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<td>Land Acquisition</td>
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<td>Construction</td>
<td>$832,000</td>
<td>$848,000</td>
<td>$864,000</td>
<td>$880,000</td>
<td>$896,000</td>
<td></td>
<td>$10,002,000</td>
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<tr>
<td>Total Budget by year</td>
<td>$2,114,900</td>
<td>$878,000</td>
<td>$894,000</td>
<td>$912,000</td>
<td>$928,000</td>
<td>$945,000</td>
<td>$3,950,000</td>
<td>$10,621,900</td>
</tr>
</tbody>
</table>
# Early Stage Project Intelligence

## Project Preview: Nutrient Reduction

**Agency:** City of Spencer  
**Location:** Spencer, IA 51301  
**Level of Government:** City and Town  
**Publication Date:** 2/16/2016  
**Last Updated:** 8/18/2016  
**Onvia Reference #:** PREV 1832067  
**Agency Project ID:** WTP 11  
**Total Project Budget:** $5,500,000  
**Project Year(s):** 2019-2020

### Summary

**Description:** The proposed project would install nutrient reduction technology that will be mandated by the Iowa Department of Natural Resources during the next permit renewal process. These new limits are part of the state's overall nutrient reduction plan to address high nutrients getting into major water sources.

**Justification of Need:** The DNR mandate to reduce nutrients is expected to be Total Nitrogen not to exceed 10 mg/L and Phos. not to exceed 1 mg/L. The current output of the plant would exceed these new maximum amounts.

**Agency Assigned Priority:** Future Consideration  
**Status:** Active  
**Department:** WTP

### Sources of Funding and Project Costs

<table>
<thead>
<tr>
<th>Project Funding Sources:</th>
<th>State Revolving Fund Loan</th>
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</thead>
<tbody>
<tr>
<td>Project Budget by Year:</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Project Costs</th>
<th>2019</th>
<th>2020</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Planning/Design</td>
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<td>$825,000</td>
</tr>
<tr>
<td>Construction/Maintenance</td>
<td></td>
<td>$4,675,000</td>
<td>$4,675,000</td>
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<tr>
<td><strong>Total Budget by year</strong></td>
<td>$825,000</td>
<td>$4,675,000</td>
<td>$5,500,000</td>
</tr>
</tbody>
</table>
Project Preview: New Raw Water Pump Station Design

Agency: City of Salisbury
Location: Salisbury, NC 28145
Level of Government: City and Town
Publication Date: 3/21/2016
Last Updated: 9/10/2016
Onvia Reference #: PREV-1844604
Agency Project ID: Plant Operations - Water
Total Project Budget: $750,000
Project Year(s): 2018

Summary

Description: The existing Raw Water Pump Station was constructed in 1917, and expanded to its current size in the 1950s. In 1968, a new intake was constructed with a withdrawal capacity of 24 MGD. However, all of the structures were built near the river and sedimentation created by the ALCOA Yadkin project causes more severe flooding. This is the only supply of water for the City of Salisbury and much of Rowan County. The station is both inaccessible and potentially vulnerable during flood events. A need exists to build a new raw water pump station at a location out of the floodplain, as well as to increase withdrawal capacity for future system demands.

Sources of Funding and Project Costs

Project Funding Sources: Water and Sewer Fund
Project Budget by Year:

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Project Costs</td>
<td>$750,000</td>
<td>$750,000</td>
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</table>

*Onvia Calculated*

Agency Contact

Name: Patrick Kennerly
Phone: (704) 638-4468
Agency: City of Salisbury
Agency Address: 217 S. Main St.
Salisbury, North Carolina 28145
Agency Phone: p: (704) 638-5270
Agency Fax: f: (704) 638-5232
Agency Website: http://www.salisburync.gov/pages/index.aspx
### Liquid Ferric Chloride

<table>
<thead>
<tr>
<th>Information</th>
<th>Details</th>
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<tbody>
<tr>
<td><strong>Agency</strong></td>
<td>El Paso Water Utilities</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>El Paso, TX 79901</td>
</tr>
<tr>
<td><strong>Level of Government</strong></td>
<td>Special District</td>
</tr>
<tr>
<td><strong>Agency Bid #</strong></td>
<td>31-16</td>
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<tr>
<td><strong>Award Date</strong></td>
<td>04/13/2016</td>
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<tr>
<td><strong>Awarded Contract Value</strong></td>
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<tr>
<td><strong>Publication Date</strong></td>
<td>05/12/2016</td>
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<tr>
<td><strong>Last Updated</strong></td>
<td>10/19/2016</td>
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### Project Information

<table>
<thead>
<tr>
<th>Award</th>
<th>05/12/2016</th>
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<tr>
<td>Amendment</td>
<td>03/23/2016</td>
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<tr>
<td>Bid</td>
<td>03/11/2016</td>
</tr>
</tbody>
</table>

### Summary

- **Location**: El Paso, TX 79901
- **Level of Government**: Special District
- **Agency Bid #**: 31-16
- **Awarded Contract Value**: $587,310.75
- **Publication Date**: 05/12/2016
- **Onvia Reference #**: ARD:62112426
- **Award Date**: 04/13/2016
- **Awarded Vendors**: Kemira Water Solutions

### Project Documents

- Document: [Download](#)  Added: 05/13/2016

### Products and Services

- **Primary**: Water treatment chemicals

### Contract Details

- **Current Contract Period**: 04/13/2015 (Est.) - 04/13/2017 (Est.)
- **Contract Term**: 1 year

### Agency Contact

- **Buyer**: Christopher Pellicano
- **Buyer Address**: 1164 Hawkins Blvd, El Paso, Texas 79925
- **Buyer Email**: c.pellicano@epwu.org
- **Buyer Phone**: (915) 594-6689
- **Agency**: El Paso Water Utilities
- **Owner Address**: 1164 Hawkins Blvd, P.O. Box 511, El Paso, Texas 79961
- **Owner Phone**: (915) 594-6600
- **Owner Website**: http://www.epwu.org
Yakima County

Address: 128 N 2nd Street
          Yakima, Washington 98901
          (609) 574-1500
Website: http://www.yakimacounty.us/
Level of Government: County
Agency Function: General Purpose
Annual Expenditure: $156,742,000
Population Served: 243,231
Number of Employees: 914
Fiscal Year End: December

Overview
Contacts
Spending Forecasts

Total Purchases

Purchases by Industry

Year over Year gBusiness Activity

Trend of procurements by this agency

WHAT THIS MEANS

Total purchases: By examining the total number of bids and RFPs an agency has issued each month, year-over-year, you can better understand its purchasing tendencies:

Trending: Is the agency spending more or less?
Seasonality: Are particular times of year more active than others in the agency's purchasing history?

Tip: To get a more detailed view of what the agency is purchasing, click the "View procurement history" link above and then filter by data range and/or industry.
## Influencers and Decision Makers at Agencies

### Decision Maker Contacts

<table>
<thead>
<tr>
<th>Name</th>
<th>Role / Position</th>
<th>Department / Division</th>
<th>Phone / Fax / Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kevin Bouchey</td>
<td>Executive / Commissioner</td>
<td>Administration</td>
<td>p: (509) 574-1500 <a href="mailto:kevin.bouchey@co.yakima">kevin.bouchey@co.yakima</a>...</td>
</tr>
<tr>
<td>Lynn Deitrick</td>
<td>Planning and Economic Development / Manager</td>
<td>Planning</td>
<td>p: (509) 574-2300 <a href="mailto:lynn.deitrick@co.yakima">lynn.deitrick@co.yakima</a>...</td>
</tr>
<tr>
<td>Gary N Ekstedt</td>
<td>Transportation / County Engineer / Assistant Director - Transportation</td>
<td>Public Services / Transportation</td>
<td>p: (509) 574-2300 <a href="mailto:Gary.Ekstedt@co.yakima">Gary.Ekstedt@co.yakima</a>...</td>
</tr>
<tr>
<td>Gary N Ekstedt</td>
<td>Engineering / County Engineer / Assistant Director - Transportation</td>
<td>Public Services / Transportation</td>
<td>p: (509) 574-2300 <a href="mailto:Gary.Ekstedt@co.yakima">Gary.Ekstedt@co.yakima</a>...</td>
</tr>
<tr>
<td>Andre Fresco</td>
<td>Public Health / Administrator</td>
<td>Health District</td>
<td>p: (509) 249-6666 <a href="mailto:andre.fresco@co.yakima">andre.fresco@co.yakima</a>...</td>
</tr>
<tr>
<td>George Helton</td>
<td>Information Technology / Director</td>
<td>Technology Services</td>
<td>p: (509) 574-2002 f: (509) 574-2001 <a href="mailto:george.helton@co.yakima">george.helton@co.yakima</a>...</td>
</tr>
<tr>
<td>Judy Kendall</td>
<td>Human Resources / Human Resources Public Records Lead</td>
<td>Human Resources</td>
<td>p: (509) 574-2210 <a href="mailto:hr-pda-request@co.yakima">hr-pda-request@co.yakima</a>...</td>
</tr>
<tr>
<td>Jakki MacLean</td>
<td>Fire / Bureau Chief / Fire Marshall</td>
<td>Public Services / Building and Fire Safety</td>
<td>p: (509) 574-2300 <a href="mailto:Jakki.MacLean@co.yakima">Jakki.MacLean@co.yakima</a>...</td>
</tr>
</tbody>
</table>
High Level Vendor Data – Consultants and Competitors

Carollo Engineers, Inc.

Award Activity
Click on a state to select / deselect

Published Awards
387

Map Legend
- 98 - 147 awards
- 49 - 97
- 1 - 48
- 0

Based on publicly available information
## Vendor Data

### Agencies

<table>
<thead>
<tr>
<th>Agency</th>
<th>Location</th>
<th>Award Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hawaii Department of Education</td>
<td>HI</td>
<td>12.1%</td>
</tr>
<tr>
<td>Mesa Consolidated Water District</td>
<td>CA</td>
<td>2.3%</td>
</tr>
<tr>
<td>City of Chandler</td>
<td>AZ</td>
<td>2.1%</td>
</tr>
<tr>
<td>City of Aurora</td>
<td>CO</td>
<td>1.8%</td>
</tr>
<tr>
<td>City of Sedona</td>
<td>AZ</td>
<td>1.6%</td>
</tr>
</tbody>
</table>

### Awards

<table>
<thead>
<tr>
<th>Project</th>
<th>Agency</th>
<th>Vendor</th>
<th>Date</th>
</tr>
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<tbody>
<tr>
<td>UTILITIES ENGINEERING CONSULTING SERVICES</td>
<td>Pinellas County</td>
<td>Carollo Engineers P.C.</td>
<td>10/21/2016</td>
</tr>
<tr>
<td>Water and Sewer Cost of Service Study and Rate Analysis</td>
<td>City of Del Mar</td>
<td>Carollo Engineers P.C.</td>
<td>10/20/2016</td>
</tr>
<tr>
<td>Design &amp; Professional Services - Horizontal Directional Drilling - Highway 29 Water Main Rehabilitation</td>
<td>City of Napa</td>
<td>Carollo Engineers P.C.</td>
<td>10/14/2016</td>
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<tr>
<td>Engineering services for West Henderson water infrastructure phasing strategy update</td>
<td>City of Henderson</td>
<td>Carollo Engineers P.C.</td>
<td>10/13/2016</td>
</tr>
<tr>
<td>Recommendations for Coordination of Treatment Plant Operations during implementation of ...</td>
<td>City of Napa</td>
<td>Carollo Engineers P.C.</td>
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</table>

### Active Term Contracts

<table>
<thead>
<tr>
<th>Title</th>
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<th>Agency</th>
<th>Vendor</th>
<th>Contract End</th>
</tr>
</thead>
<tbody>
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<td>FL</td>
<td>City of St. Petersburg</td>
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<td>Coalition Program Manager Services</td>
<td>CA</td>
<td>Delta Diablo Sanitation Agency</td>
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<td>Professional Services</td>
<td>CA</td>
<td>Encina Wastewater Authority</td>
<td>Carollo Engineers P.C.</td>
<td>12/16/2016</td>
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<tr>
<td>complete the Machado Lake Nutrient &amp; Toxics TMDL BMP Implementation</td>
<td>CA</td>
<td>City of Torrance</td>
<td>Carollo Engineers P.C.</td>
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<td>DWR Consultant Demand Professional Services Section B - Water Line, ...</td>
<td>GA</td>
<td>Gwinnett County</td>
<td>Carollo Engineers P.C.</td>
<td>12/31/2016</td>
</tr>
</tbody>
</table>
Single click transfer

Avoid manual data entry by mapping leads from Onvia to the CRM object of your choice. With one click, send all the data you need including the project documents directly to your CRM.
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**Curtis Kingrey**  
*Onvia*  
*Business Development Manager*

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p: (206) 373-9106  
w: www.onvia.com