



\$1.2 Trillion

Infrastructure Funding

How to get your piece of the pie?

ABOUT YOUR INSTRUCTOR



Abraham Xiong

- ❖ Entrepreneur
- ❖ Small Business Advocate
- ❖ Founder of GCA
- ❖ Helped Companies Win **\$1B+**
- ❖ Awarded: President Obama's
Lifetime Achievement Award
Global Humanitarian Award
Goodwill Ambassador (Georgia)
- ❖ Taught 12,000+ Entrepreneurs



WHAT YOU WILL GET OUT OF THIS CLASS?

- ❖ How much funding was approved
- ❖ What's in the budget
- ❖ What's not in the budget
- ❖ Original plan vs old plan
- ❖ Where will the funds come from
- ❖ What industries will receive funding
- ❖ Where will the funds go to
- ❖ How to get your piece of the pie

IF YOU STAY TO THE END...

- ❖ There's only so much I can teach you in the next 90 minutes.
- ❖ I promise to give you everything I can...
- ❖ If you stay to the end, I will show you how to get more help
- ❖ And I have a surprise...



\$1.2 Trillion: What's in the Budget

- ❖ Goal: **Revitalize the nation's roads, bridges, waterways and public transit**
- ❖ \$110 Billion – Roads & Bridges
- ❖ \$105 Billion – Rail & Public Transit
- ❖ \$65 Billion – Power Grid
- ❖ \$65 Billion – Broadband to rural communities
- ❖ \$55 Billion – Water Systems

COMPARISON: Original Plan vs Final Funding

- ❖ Mr. Biden's initial \$2.3 trillion proposal
- ❖ Current Biden Bill is \$1.85 trillion spending bill
- ❖ Signed Infrastructure Funds: \$1.2 trillion
- ❖ \$550 billion additional to existing infrastructure spending

Where Will the Funds Come From?

- ❖ Potentially add \$350 billion to the deficit
- ❖ \$263 billion from Repurposing unused Covid-19 relief funds
- ❖ Unobligated appropriations for the EIDL/PPP program
- ❖ \$53 billion from states opting to terminate the pandemic unemployment benefits early (24 states)
- ❖ \$87 billion from FCC's 5G spectrum auctions
 - ❖ Government uses an auction system to sell the rights to transmit signals over specific bands of the electromagnetic spectrum and to assign scarce spectrum resources

Where Will the Funds Come From?

- ❖ \$50 billion by imposing new Superfund fees and changing the tax reporting requirements for cryptocurrencies
- ❖ \$49 billion by banning drug makers from providing rebates to pharmacy benefit managers and insurers. Instead, drug companies will be encouraged to pass the discounts directly to patients at the pharmacy counter.
- ❖ \$56 billion in economic growth resulting from a 33% ROI on the long-term projects

What's NOT in the Budget

- ❖ Reduction in human infrastructure, care economy, social policy programs... still in the works
 - ❖ Home healthcare
 - ❖ Child tax credit checks / childcare credits
 - ❖ Housing
- ❖ No \$100 billion for workforce development
- ❖ Reduction in Green economy / climate change
 - ❖ Physical infrastructure to fight and adapt to climate change

What's NOT in the Budget

- ❖ Infrastructure spending will not jolt the American economy like a traditional economic stimulus plan
- ❖ Focus on “shovel-worthy” and NOT “shovel-ready” projects
- ❖ Deliver money over several years
- ❖ Avoid fueling more price increases across an economy that is experiencing its highest inflation rate in decades
- ❖ Power economic growth over time

\$110 Billion: Bridges and Roadways

- ❖ Bridge repair backlog is \$125 billion
- ❖ 173,000 total miles of America's highways and major roads
- ❖ 45,000 bridges are in poor condition

\$65 Billion: Broadband Upgrade

- ❖ Lower the price households pay for internet service
- ❖ Requiring federal funding recipients to offer a low-cost affordable plan
- ❖ Create price transparency
- ❖ Boosting competition in areas where existing providers aren't providing adequate service
- ❖ Create a permanent federal program to help more low-income households access the internet

\$42 Billion: Upgrading airports, ports and waterways

- ❖ \$17 billion in port infrastructure
- ❖ \$25 billion in airports for repair and maintenance backlogs
- ❖ Reduce congestion and emissions near ports and airports
- ❖ Promote electrification and other low-carbon technologies

\$65 Billion: Improving power

- ❖ Rebuild the electric grid
- ❖ Building thousands of miles of new power lines
- ❖ Expanding renewable energy

\$105 Billion: Water Infrastructure

- ❖ \$55 Billion to upgrade water infrastructure
 - ❖ Replace lead service lines and pipes
 - ❖ Help communities to have access to clean drinking water
- ❖ \$50 billion will go toward making the system more resilient
 - ❖ Protecting it from drought, floods and cyberattacks

\$15 Billion: Electric Vehicles & Infrastructure

- ❖ \$7.5 billion for zero and low emission buses and ferries
- ❖ Deliver thousands of electric school buses to districts across the country
- ❖ \$7.5 billion will go to building a nationwide network of plug-in electric vehicle chargers

\$21 Billion: Environmental Remediation

- ❖ Cleaning up Superfund and brownfield sites
- ❖ Reclaiming abandoned mine land
- ❖ Capping orphaned gas wells

How to Get Your Piece of the Pie

- ❖ Most of the spending will start 2022
- ❖ New Hire for federal, state, and local officials to direct programming;
- ❖ Insource and Outsource work to skilled tradespeople to execute the work;
- ❖ Securing equipment and materials during a major supply chain crunch

How to Get Your Piece of the Pie

- ❖ FLOW OF MONEY:
- ❖ Like a Russian nesting doll
- ❖ Some will be done at the Federal Level
- ❖ Most will go to state, counties, cities, & local municipalities
- ❖ Access the Funds at the local level based on projects

- ❖ Example: Roads
- ❖ USDOT - State DOT - County - City

State-by-State Allocations:

❖ Fact Sheets Provided by

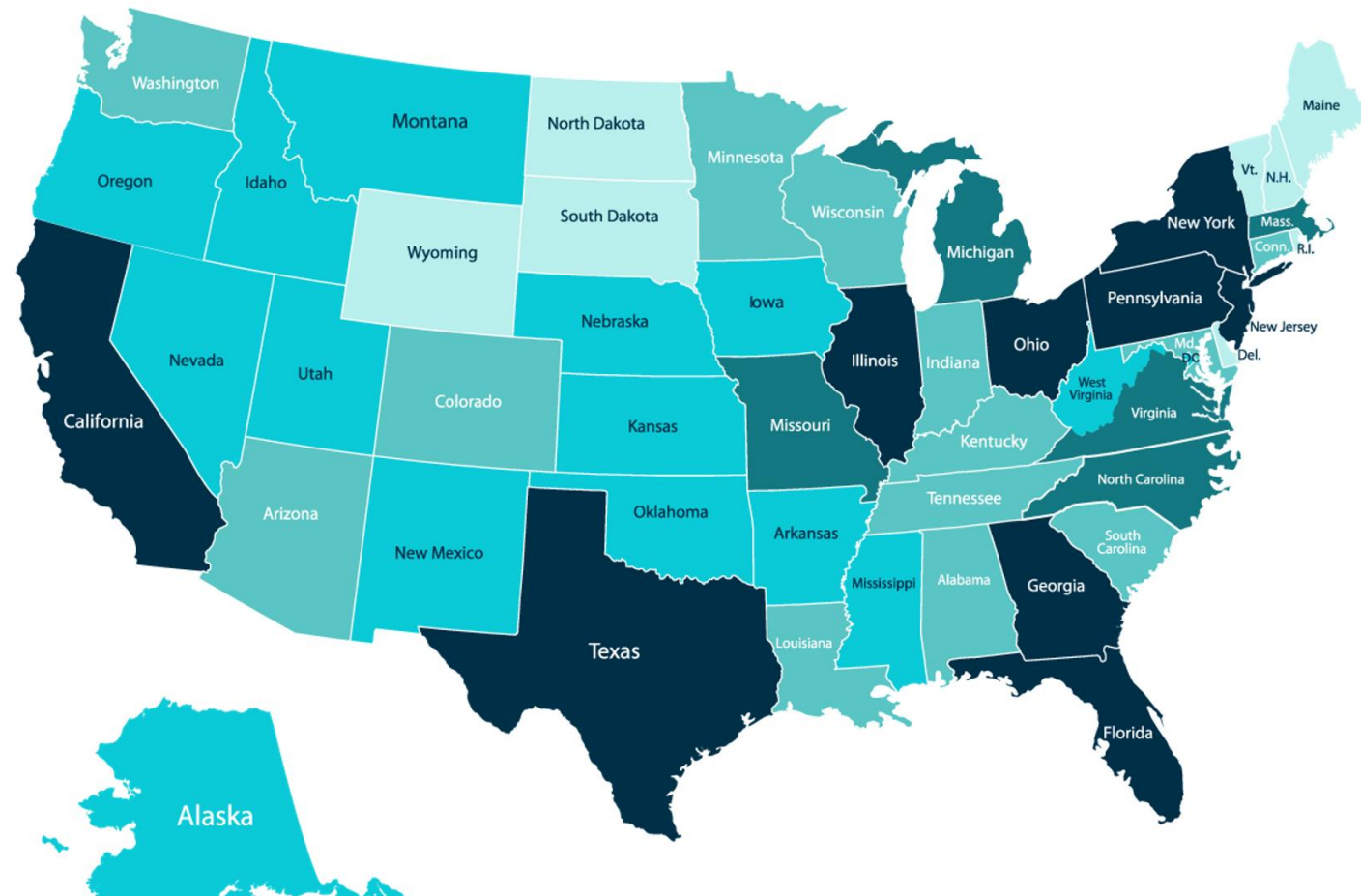
www.WhiteHouse.gov

❖ More Resources:

<https://www.usnews.com/news/best-states/articles/2021-11-19/the-states-getting-the-most-money-from-the-infrastructure-bill>

<https://www.pncpa.com/insights/infrastructure-investment-jobs-act-how-states-will-drive-investment-into-communities/>

<\$3B
 \$3B-\$6B
 \$6B-\$9B
 \$9B-\$12B
 ≥\$12B



\$12.0 +	\$12.0 - 9.0	\$9.0 - 6.0	\$6.0 - 3.0	<\$3.0
CA	MA	AL	AK	DE
FL	MI	AZ	AR	HI
GA	MO	CT	DC	ME
IL	NC	CO	IA	ND
NJ	VA	IN	ID	NH
NY		KY	KS	RI
OH		LA	MS	SD
PA		MD	MT	VT
TX		MN	NE	WY
		SC	NM	
		TN	NV	



**CERTIFIED CAPTURE
MANAGER PROGRAM**

Become a CCM Professional...

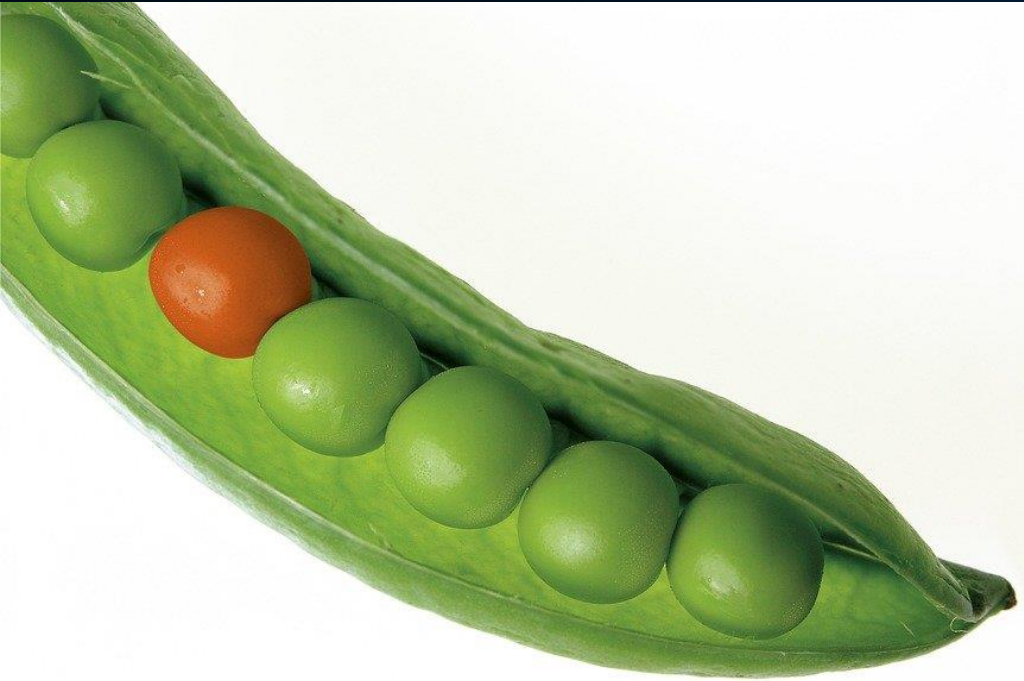
- ❖ CERTIFIED CAPTURE MANAGER (CCM™)
- ❖ GCA has developed a curriculum to help contracting professionals to become a Certified Capture Manager (CCM™)
- ❖ It is a 12-week immersive program that equips the participants with technical training and soft skills training
- ❖ The goal of the program is to teach participants the technical knowledge of becoming a capture manager and the soft skills of engaging government buyers

Become a CCM Professional...

- ❖ The Certified Capture Manager Program is a professional designation assigned for individuals who have successfully completed a rigorous contracting training curriculum and can proficiently pass the CMBOOK exam.



Why Become a CCM Professional?



- ❖ Distinguish yourself among your peers
- ❖ Win more gov't contracts
- ❖ Expand your knowledge
- ❖ Adhere to professional standards
- ❖ Gain an edge on your competitors
- ❖ Potential to increase your income

CM Average Salaries:

Sales Person Salaries

120 Salaries Updated Jun 7, 2019

Industries  

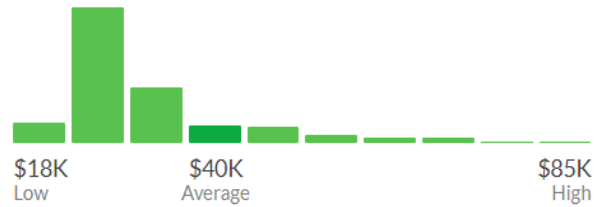
Company Sizes  

Years of Experience  

 To filter salaries for Sales Person, [Sign In](#) or [Register](#).

Average Base Pay


\$40,302 /yr




Capture Manager Salaries

61 Salaries Updated Jun 25, 2019

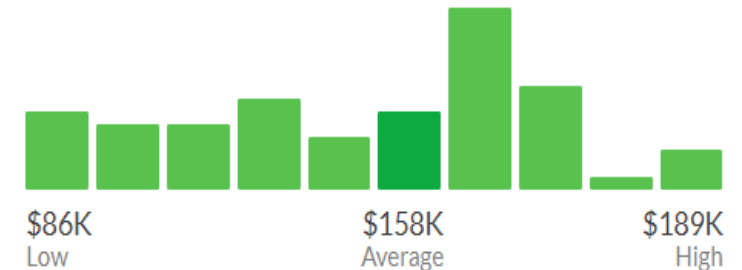
Industries 

Company Sizes 

Years of Experience 

Average Base Pay

\$158,072 /yr



What will you receive?

- ❖ 12 weeks of instructor led training (in classroom or virtual/online)
- ❖ 120 hours of curriculum, training, and support
- ❖ www.GovFastTrack.com software
- ❖ GovLMS - self-study online course with exam questions
- ❖ www.GovUniversity.org (online video course)
- ❖ www.GovTrainingVault.com (video library of classes and lessons)



What will you receive?

- ❖ Practice Test Portal (Classmarker.com practice tests portal)
- ❖ 1 Day Bootcamp (online)
- ❖ CMBOK = Capture Management Body of Knowledge training material
- ❖ CMBOK Exam (must score 80+ to obtain CCM™ Certificate)
- ❖ CCM™ Professional Certification upon passing exam
- ❖ Connections and Network with other professionals
- ❖ Business coach (to support, review assignments, and accountability)

See 12 Week Curriculum



CERTIFIED CAPTURE MANAGER (CMM™) TRAINING 12-Week Curriculum Schedule

WEEK – 1 INTRODUCTION

CM00A Lesson 1: Overview of CCM Program

- CM00A.1 CCM Program Overview and Course Syllabus
- CM00A.2 Getting to Know Each Other
- CM00A.3 Intro to Government Contracting / Do You Speak Governese
- CM00A.4 5 P's Success Formula: P+P+P+P = P
- CM00A.5 What You Will Receive (CCM Certification)
- CM00A.6 GovFastTrack Setup & Software Training
- CM00A.7 GovLMS Setup & Software Training
- CM00A.8 Choose Study Partner(s) & Set up Study Time

WEEK – 2: PREPARATION PHASE

CM00B Lesson 2: **Assessment** – Assessing Your Current Situation

- CM00B.1 Getting Started in the Government Market
- CM00B.2 Business Infrastructure
- CM00B.3 Business Development
- CM00B.4 Other Business Considerations
- CM00B.5 Personal Development

CM00C Lesson 3: **Strategy** – Creating a Strategic Plan

- CM00C.1 Establishing a Short-term Government Contracting Plan
- CM00C.2 Establishing a Long-term Government Contracting Plan
- CM00C.3 Getting Your Finances in Order/Raising Capital
- CM00C.4 Other Strategy Considerations (Exit Plan: Legacy & M&A)

CM Success Indicators:

- ❖ Desire to understand the government market
- ❖ Willing to learn governese (the government contracting procurement language)
- ❖ Has sales and business development experience
- ❖ Ability to engage C-level executives
- ❖ Appreciates occasional travel to events
- ❖ Enjoys learning new markets, new things
- ❖ Ability to communicate and collaborate to multiple stakeholders
- ❖ Self-starter and requires minimal guidance
- ❖ Excellent writing skills

Become a CCM Professional...



CCM Requirements...

- ❖ We don't accept everyone
- ❖ Must have propensity to succeed
- ❖ Commit to attending the program for 12 weeks
- ❖ Set aside 10 hours each week to study/complete work
 - 2 hrs Weekly Class Time
 - 2 hrs Study Group: Participate in a study group to review, discuss, or/and do class assignments
 - 6 hrs of Individual Homework Assignments

How to Enroll?

- ❖ **\$5,000 Investment for the CCM Program**
- ❖ Payment plans are available (based on need)
- ❖ **ENROLL:**
- ❖ **Call 404-955-8080**
- ❖ **email: info@govcontractors.org**
- ❖ **Do it online:**
www.CaptureManagement.org

SCHOLARSHIP...

- ❖ **MYRA SMITH CISSE – MEMORIAL SCHOLARSHIP**
- ❖ **\$5,000 SCHOLARSHIP for the CCM Program**
 - ❑ Small business owner
 - ❑ Demonstrates financial need
 - ❑ <\$100K business revenue
 - ❑ Be an active (paid) member of GCA
 - ❑ Has potential for success in the CCM Program

For consideration:

Email:

Subject line: Myra Cisse Scholarship
info@govcontractors.org

BONUS FOR STAYING TO THE END...

❖ Free Capability Statement Samples

(USE THIS LINK TO DOWNLOAD)

❖ www.govassociation.org/capabilitystatement

❖ www.govassociation.org/download



CAPABILITY STATEMENT

YOUR LOGO

DUNS: 123456789
CAGE: 11MM2

CERTIFICATIONS:
MBE GMSDC
8(a) SBA (Pending)
DBE GADOT (Pending)

GSA CONTRACT #: GS07F2838A
Schedule 66: Scientific Equipment & Services
SIN 566-1: Laboratory Furniture Systems
SIN 566-5: Workstation Design/Installation
SIN 66-147: Laboratory Fume Hoods

NAICS:
337127 Institutional Furniture (Primary)
236118 Addition, Alteration & Renovation
236210 Industrial Building Construction
236220 Commercial/Inst. Construction
238210 Electrical Contractor
238310 Drywall and Insulation
238350 Finish Carpentry
238390 Other Building Finishing
337214 Office Furniture
337215 Showcase, Partition, Shelving, Locker
423450 Medical, Dental, Hospital Equipment
423490 Laboratory Apparatus
541310 Architectural Services
541330 Engineering Services
541350 Building Inspection Services
541410 Interior Design Services
541611 Management Consulting Services
561210 Facilities Support Services

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ABOUT LabFD

Founded in 1999, LabFD is a facilities and construction management firm. We specialize in creating productive work and laboratory environments through Initial Outfitting and Transition Planning (IO&T). As a small minority owned business, we have had the privilege of working with large institutions including Army, USDA, AstraZeneca and Coca-Cola.

We self-perform and team with partners to provide the most cost-effective solution to meet the needs of the government, industrial, education, healthcare, and pharmaceutical communities. Let us be your solutions partner to help you move your mission forward.

CORE COMPETENCIES

SERVICES:	EQUIPMENT:
❖ Facilities Management	❖ Lab Furniture/Casework
❖ Space Planning/Initial Outfitting	❖ Chemical Fume Hoods
❖ Construction Management	❖ Bio-safety Cabinets
❖ Architectural/Engineering Svc	❖ Laboratory Accessories
❖ Logistics/Transition Planning	❖ Fixtures/Faucets/Sinks
❖ Installation/Design Integration	❖ Medical/Office Furniture

PAST PERFORMANCE

❖ Army Corps of Engineers			
❖ Navy			
❖ USDA			
❖ Coca-Cola			
❖ Univ. of South Florida			
❖ Fox Scientific			
❖ Smithfield Foods			
❖ AstraZeneca			

DIFFERENTIATORS

- ❖ Bonded & Insured
- ❖ 23 Years of Solid Track Record
- ❖ Financially Solid with Established Line of Credit
- ❖ Cornerstone of Safety and Quality
- ❖ 10,000+ Line of Products
- ❖ Quick Response
- ❖ Nationwide Capabilities

YOUR LOGO

SCHEDULE 66 GSA

GOVERNMENT CONTRACTORS ASSOCIATION

P: 770.555.1118 W: LabFD.com

1234 BRISTOL INDUSTRIAL WAY, SUITE 900, BUFORD, GA 30518



***“YOU’RE ONE
CONTRACT AWAY
FROM REALIZING
YOUR DREAMS!”***

- Abe Xiong

abe@govcontractors.org

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