

DBE News & Events

July 25, 2018

FHWA Accepting Comments on “Safe Harbor” Indirect Cost Rate for New, Small Consulting Firms, DBEs

Comments must be received on or before August 16, 2018.

On July 17, the Federal Highway Administration published a Notice in the Federal Register soliciting comments regarding proposed guidance on implementation of a “Safe Harbor” indirect cost rate. The intent of the guidance is to notify all contracting agencies receiving Federal-aid Highway Funds (FAHP) funds that an agency-developed Safe Harbor indirect cost rate for eligible consulting firms may be used as a component of a risk-based oversight process to provide reasonable assurance to FHWA that consultant costs on FAHP-funded contracts are allowable in accordance with the Federal regulations.

Complying with the accounting regulations can place a significant burden on some consulting firms and may create a barrier for otherwise eligible and qualified firms to compete for FAHP-funded contracts. The FHWA has been testing a pilot program in 10 states for the past five years under which new, small, or Disadvantaged Business Enterprise (DBE) firms that have not previously established a cognizant agency approved indirect cost rate can voluntarily accept an indirect cost rate of 110% and remain eligible for FAHP funded work without additional audits. Test results showed that new, small, and DBE firms were able to enter the professional services marketplace,

develop a cost history necessary for a CPA audited indirect cost rate. 17 firms graduated from the program.

Based upon this success, FHWA decided to make this program available to all contracting agencies receiving FAHP funds. The Federal Register notice allows each contracting agency to develop their own Safe Harbor Indirect Cost Rate Program, to be approved by the FHWA Division Office, as an element of their risk-based analysis for providing oversight of allowable cost under 23 CFR 172.11(c).

The notice may be found online at: <https://www.gpo.gov/fdsys/pkg/FR-2018-07-17/pdf/2018-15231.pdf>.

Every year the ADOT DBE and Small Business Conference offers new and exciting topics, speakers and opportunities designed to help you grow your business. This year once again promises to provide the tools and information you need to successfully navigate the **Road to the Future!**



September 26-27, 2018

Registration is Now Open!

*The 2018 ADOT DBE and Small Business Conference is coming soon. Are you ready to get on the **Road to the Future?***

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July 25, 2018

ADOT Planning SR 89A Improvements

The Arizona Department of Transportation in conjunction with the Federal Highway Administration, is planning four safety and roadway/bridge improvement projects on or adjacent to State Route 89A between the cities of Sedona and Flagstaff. Three of the projects will require traffic restrictions and are being coordinated to minimize traffic impacts. The four projects are:

- Pumphouse Wash Bridge Rehabilitation (H8778)
- Sedona City Limits to Bear Howard Drive Pavement Rehabilitation (F0047)
- Rockfall Mitigation (F0154)
- Oak Creek Drainage and Sediment Control (H8907)

Pumphouse Wash Bridge Rehabilitation

Pumphouse Wash Bridge was constructed in 1931 and is located on SR 89A. Options to rehabilitate or replace the existing bridge have been under evaluation since October 2006. Pumphouse Wash Bridge is a historic structure listed on the National Register of Historic Places and full replacement of the bridge would negatively impact endangered species, stream water quality, and the historic nature of the bridge. These factors led to the determination that the bridge will be rehabilitated to extend its service life.

Work to rehabilitate the bridge will result in single lane closures along SR 89A for approximately three months.

Sedona City Limits to Bear Howard Drive Pavement Rehabilitation

SR 89A north of Sedona has experienced rapid degradation due to significant winter weather conditions in recent years. Pavement preservation work will be completed on SR 89A, from Sedona City Limits to south of Pumphouse Wash Bridge from milepost 374.5 to 386.6, to extend the life of the pavement. This project will also include replacing guardrail along the roadway to meet current safety standards and turnout modifications to improve safety. Work is tentatively scheduled for late summer to winter 2019.

Rockfall Mitigation

The rockfall mitigation project will reduce the potential of rocks falling onto the travel lanes at two (2) locations. The first location is near Sedona City Limits at milepost 375.1; the second location is located in the switchback section at milepost 389.2.

Rockfall mitigation work is tentatively scheduled for fall 2020.

Oak Creek Drainage and Sediment Control

The erosion control project includes installing retaining walls, stabilizing slopes, increasing roadside ditch capacity, and adding inlets and roadway cross-culverts to preserve deteriorating slopes and reduce sediment transport between mileposts 387.9 to 389. Drainage and Sediment Control project work is anticipated to occur in the fall of 2019. •

Friday Forums

Getting the Most Out of QuickBooks®

July 27 – Additional overview including the differences between the online version and the desktop version and extra options QuickBooks offers (payroll, taxes, journal entries). You will also understand how to decide if you need to outsource aspects of administrative work to a CPA/tax firm, a bookkeeper, use a clerical in-house staff member or hire a degreed accountant and the difference between those individuals and their skills

Improving Sales Effectiveness [See Page 6](#)

Aug. 3 – Learn a dozen ways to do sales, how to develop a professional sales call and how creating and selling your total value will set you apart from competitors.

Aug. 10 – Learn the secrets of selling benefits, how to improve active listening skills and acquire tips for profitable prospecting that can be immediately applied.

Aug. 17 – Learn how to prepare a professional presentation, leveraging tips for refining your closing skills and how to create long-term customer engagement.

Aug. 24 – Learn how to create and execute a successful/repeatable sales process to increase your revenue opportunities.

All Friday Forum workshops are 9:00 am – 11:00 am and start on time.

Visit [the website](#) and “Select Events” today!

Business & Industry Events

July 25, 2018

July

26

Networking with Primes

Location: ADOT BECO 1801 W. Jefferson St. Ste 101
Time: 12:00pm - 1:30pm

26

Great JOC Programs - The Contractor's Perspective

Location: 1725 S. Country Club Dr. Mesa
Time: 11:30am - 1:00pm

27

Connecting to the West Valley – Don't be left out of the LOOP!

Location: Phoenix Country Club, 2901 North 7th St Phx
Time: 7:00am - 9:00am

27

Understanding and Getting the Most Out of QuickBooks

Location: ADOT BECO Small Business Resource Center
Time: 9:00am

August

1

The ABCs of Value Engineering

Location: Hotel El Conquistador, Tucson
Time: 8:00am - 12:00pm

1

How to Create Joint Ventures

Location: 365 N. Scottsdale Road, Suite 135, Scottsdale
Time: 7:30am - 9:30am

3

Train-the-Trainer Workshop

Location: 911 S. Arizona Boulevard, Coolidge
Time: 9:00am - 3:30pm

14

Dealing with Difficult People

Location: 1050 W. Washington St., Ste. 223 Tempe
Time: 11:30am - 1:00pm

August

14

ADOT Joint DBE Task Force Meeting

Location: 206 South 17th Avenue, Ste. 101 Phoenix
Time: 9:00am - 11:00am

15

ABA/ASA/AMCA General Contractor's Expo

Location: 5001 N. Scottsdale Rd., Scottsdale
Time: 2:00pm - 5:00pm

16

Force Accounts - Guidance for Contractors & Subs

Location: ADOT BECO 1801 W. Jefferson St. Ste 101
Time: 11:30am - 1:30pm

30

AAED Tribal Symposium

Location: Mazatzal Hotel, Hwy 87 MM 251, Payson
Time: 8:30am - 2:15pm

September

18

Professional Services DBE Task Force Meeting

Location: ADOT BECO 1801 W. Jefferson St. Ste. 101
Time: 9:00am - 11:00am

26-27

2018 ADOT DBE and Small Business Conference

Location: Embassy Suites, 5001 N. Scottsdale Rd.
Time: 1:00pm - 7:00pm & 7:00am - 2:00pm

October

18

Insurance Requirements for ADOT Contracts

Location: ADOT BECO 1801 W. Jefferson St.
Time: 11:30am - 1:30pm



ADOT DBE TASK FORCE MEETINGS COMING UP...

Date	Time	Meeting	Location	Link
August 14, 2018	9 -11:00 a.m.	ADOT Joint DBE Task Force	Transportation Board Room, Room 101	https://2018jointdbetf0731.eventbrite.com
Sept. 18, 2018	9 -11:00 a.m.	Professional Services Task Force	ADOT BECO 1801 W. Jefferson Ste. 101, Phoenix	https://2018pstf0918.eventbrite.com
Oct. 23, 2018	1:30 -3 p.m.	DBE Construction Task Force	ADOT BECO 1801 W. Jefferson Ste. 101, Phoenix	https://2018dbetf1023.eventbrite.com

Project Opportunities

July 25, 2018

Links

[ADOT Current Advertisements](#)

[ADOT Engineering Advertisements](#)

[ADOT Public-Private Partnership Initiatives](#)

[ADOT Advertised Alternative Delivery Projects](#)


[Bidding Opportunities Around the State](#)

Did you know?

Business Coach On Demand

You've Got Questions? We've Got Answers

A free resource designed to make it easier for you to do business with ADOT. The answers you need are right at your finger tips, 24 hours a day. Learn more at <https://youtu.be/lkF5GnMCdy4> or visit us at <https://www.azdot.gov/business/ADOT-Business-Coach>.

 ADOT Bid openings after January 1st, 2017 will require prime contractors to submit DBE affidavits within 5 calendar days from bid opening. This is two days less than the current requirement. For example, if bid opens on Friday, the DBE Affidavits will be due to BECO, from the prime contractor, by Wednesday before 4:00 PM. Therefore, this is reducing the time DBEs and prime contractors have to prepare, sign and submit the DBE Affidavits to BECO. DBEs are urged to consider this new time restriction when working with prime contractors to complete and sign the DBE Affidavits in order for them to be submitted to BECO by the 5th calendar day from bid opening.

Featured Federal-Aid Projects

General/Sub Contractors Opportunities						
Due Date	Project Valuation	DBE Goal	Solicitation/ Project Number	Type	Project Owner and Description	Contact
7/31/18 4pm	\$100K- \$500K	10.87%	181953; SP08; U-2017-010; SF01901C	IFB	City of Tucson - Robison Elementary Area Improvements.	Gary Wittwer at 520-837-6618 or Dan Longanecker, Principal Contract Officer, at 520-837-4125 or dan.longanecker@tucsonaz.gov
8/2/17 4pm	\$500K -\$1M	9.45%	181949; SP04; U-2017-005	IFB	City of Tucson - Liberty Bicycle Blvd.	Dan Longanecker, Principal Contract Officer, at 520-837-4125 or dan.longanecker@tucsonaz.gov or Gary Wittwer at 520-837-6618
8/7/18 2pm	\$40M	8.13%	180042; 2017-034	IFB	Maricopa County - Northern Parkway alignment just west of Dysart Road and continuing east of the intersection of 111th Avenue and Northern Avenue. The work consists of 3.5 miles of new roadway construction on the new Northern Parkway alignment and the existing Northern Avenue alignment; intersection improvements at Dysart Road, and El Mirage Road; storm drain, reinforced concrete box culverts, drainage basins and channels; signing and pavement markings lighting; traffic signals, retaining walls, bridge over the Agua Fria River, and landscaping.	Brian Garcia at 602-506-3246
8/10/18 11am	\$2.2M	8.105%	CMAQ-SRI-0(203)T; T007801C	IFB	ADOT - Paving Gravel Roads, Palm Ln; Harris St to Gilbert Rd & McDonald Subdivision, Salt River Pima-Maricopa Indian Community. The work consists of paving existing gravel roadways, including roadway excavation, placing aggregate base course, asphalt concrete, signing, pavement marking & installing new water supply pipe.	Vian Rashid, Engineering Specialist, at VRashid@azdot.gov or Micah Hannam, Construction Supervisor, at MHannam@azdot.gov

Welcome to the **NEW ADOT** Small Business Resource Center!

It's the one place you can go to get one-on-one and small group help for your various business challenges! It will also offer in-depth workshops to help you deploy new ideas and tools in your company. You will be able to meet, seek help and get answers to your specific questions from experts.

In-depth Workshops
Appointments with ADOT Staff
Special Software
One-on-One Help
Small Group Discussions
Educational Tools
Community Partner Access
And More...
Networking
Business Experts

The ADOT Small Business Resource Center is open to all small businesses seeking or performing work on ADOT projects. The Center will feature:

- One-on-one appointments with ADOT managers and business subject matter experts
- Small group appointments and discussions with ADOT managers and business subject matter experts
- Multi-week in-depth workshop series on key topics like QuickBooks, Sales Management and Compliance
- Unique networking opportunities with other small business owners
- Special educational tools and software to support small businesses
- Appointments with community partners that can help you pursue new work or employ different technologies

The Small Business Resource Center opens June, 2018! See the back of this flyer for more information about offerings and how to make an appointment.

Join us for August Friday Forums at the ADOT Small Business Resource Center!

Improving Sales Effectiveness



Aug. 3 – Learn a dozen ways to do sales, how to develop a professional sales call and how creating and selling your total value will set you apart from competitors.

Aug. 10 – Learn the secrets of selling benefits, how to improve active listening skills and acquire tips for profitable prospecting that can be immediately applied.

Aug. 17 – Learn how to prepare a professional presentation, leveraging tips for refining your closing skills and how to create long-term customer engagement.

Aug. 24 – Learn how to create and execute a successful/repeatable sales process to increase your revenue opportunities.

Workshop Leader



Mike Leeds is a well-known keynote speaker on the topic of sales, as well as a sales trainer and consultant. He has over 35 years of sales coaching, sales management and sales experience. Mike understands the strategies and tactics necessary to improve sales results.

All Friday Forum workshops are 9:00 am - 11:00 am and start on time

About the Small Business Resource Center

The ADOT Small Business Resource Center (SBRC) is open to all small businesses seeking or performing work on ADOT projects at no cost. ADOT managers, business experts and community partners are available for one-on-one and small group appointments. The Center also offers a multi-week in-depth workshop series on key business topics plus educational tools and software. Additional services and opportunities will be added as the Center grows.

All events and appointments are held at the ADOT Small Business Resource Center located inside Business Engagement and Compliance Office at 1801 W. Jefferson St. Phoenix, AZ 85007. Online access available for companies outside Maricopa County and special needs.

To make your appointment or register, visit <http://bit.ly/ADOT-SBRC> today!

LUNCH & LEARN



Location: 1801 W. Jefferson Street, Suite 101, Phoenix, AZ 85007

ADOT BECO is the place for DBEs and SBCs to gain important business and technical assistance to help you compete effectively for work on federal-aid contracts and other opportunities. These easy to attend luncheon meetings give you a quick way to improve your knowledge and skills to help your business succeed. Attend in-person or via webinar.

Visit ADOT BECO's New Business Resource Center – created for you!

THURSDAY JULY 26, 2018

12:00 pm - 1:30 pm

Networking with Primes

Presented by: Walter Fedrowitz, Deputy Project Director, Connect 202 Partners

- How to present yourself well
- How to market your company
- Where to look for contracting opportunities
- What primes look for

**BRING A LUNCH AND JOIN YOUR FELLOW ENTREPRENEURS
TO IMPROVE THE BOTTOM LINE OF YOUR BUSINESS.**

Click here to register:

<https://www.eventbrite.com/e/lunch-and-learn-networking-with-primes-tickets-47193684581?aff=ebdssbdestsearch>

LUNCH & LEARN



Location: 1801 W. Jefferson Street, Suite 101, Phoenix, AZ 85007

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THURSDAY AUGUST 16, 2018

11:30 am - 1:00 pm

Force Accounts – Guidance for Contractors and Subcontractors

***Presented by: Irene Del Castillo, Project Finals Specialist Supervisor
and Ladd Bouts, Project Finals Specialist***

- How to apply Section 109.04(D) of the Standard Specifications (Labor, Equipment and Material)
- Required documents for a Force Account
- How to prepare the Force Account weekly detail
- Specifications questions and answers

**BRING A LUNCH AND JOIN YOUR FELLOW ENTREPRENEURS
TO IMPROVE THE BOTTOM LINE OF YOUR BUSINESS.**

[Click here to Register](#)

For questions, call or email DBE Supportive Services 602 712 7761 or DBESupportiveServices@azdot.gov



Connecting with Connect 202

As construction continues on the South Mountain Freeway Project, Connect 202 Partners, LLC (C202P) remains committed to reaching the project's Disadvantaged Business Enterprise (DBE) goals. C202P has developed a DBE Spotlight Recognition Program and each quarter a DBE firm will be recognized for their outstanding contribution to the project.

C202P's 3rd Quarter 2018 DBE Spotlight is awarded to LS Fence, LLLP. LS Fence is an exceptional DBE subcontractor with quality, efficiency, and professionalism displayed in their work. LS Fence plays an integral part to the project by setting up yard fences/gates project wide, installing pond fences, and installing critical fencing needed for temporary construction easements and culturally sensitive areas. They most recently were awarded the Permanent ROW Fence for Segments C&D. Their fast response and willingness to fulfill urgent requests allows work to continue without any interruptions. It is easy to recognize a company that signifies what it takes to be successful at their specialized scope of work and C202P appreciates the hard work demonstrated by each LS Fence employee. Congratulations!



Pictured Left to Right: Travis Legare (Salt River Segment Manager, C202P), Melissa Abraham (DBE/OJT Compliance Manager, C202P), Eve Patterson (Partner, LS Fence), Angela Komick (Contracts Manager, C202P), Walter Fedrowitz (Deputy Project Director, C202P)

Upcoming Procurement Opportunities:

- None at this time

Follow us for up-to-date information on the project.



@SouthMountainFreeway



@Loop202SouthMountainFreeway

PROJECT DESCRIPTION

Project Owner:

Arizona Department of Transportation

Project Name:

SR 202L (South Mountain Freeway)

I-10 (Maricopa Freeway) –

I-10 (Papago Freeway)

Public Private Partnership (P3)

Design-Build-Maintain Contract

Project Number:

202 MA 054 H882701 C

Project Substantial Completion

Date:

November 2019

DBE Goals:

16.45% Professional Services, 10.93%

Construction, 6.08% Capital Asset

Replacement Work

Committed DBE Percentages:

Professional Services = **16.76%**

Construction = **11.02%**

Over \$109 Million Dollars Awarded!

ROAD TO THE FUTURE

- SPEED APPOINTMENTS WITH BUYING AGENCIES
- NEW TECHNOLOGY TRACK WORKSHOPS
- HEAR FROM DIGITAL MARKETING EXPERTS
- ANNUAL AWARDS MIXER AND RECEPTION
- PRIME CONTRACTOR AND CONSULTANT COFFEE BREAKS

SEPTEMBER 26 & 27

EMBASSY SUITES 5001 N. SCOTTSDALE RD. SCOTTSDALE 85250

ADOT

Business Engagement and Compliance Office