

DBE News & Events

August 9, 2018

2018

**ADOT DBE AND
SMALL BUSINESS
CONFERENCE**

**ROAD TO
THE
FUTURE**

**ARE YOU READY FOR THE ROAD TO THE FUTURE?
THE CONFERENCE HAS SOMETHING FOR YOU!**

**SEPT. 26
PRE-CONFERENCE DAY**

- ≡ New DBE Orientation
- ≡ Speed Appointments with Procuring Agencies
- ≡ Discover all the FREE resources offered to DBEs and Small Businesses!
- ≡ Networking Mixer
- ≡ Awards Reception

**SEPT. 27
CONFERENCE DAY**

- ≡ 250 attendees expected
- ≡ Workshops on Technology, Innovation, & New Ideas to help grow your business!
- ≡ Keynote speaker on industry innovation
- ≡ One on One meetings with Prime Contractors!
- ≡ Conference tech showcase

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!

REGISTER TODAY!

DBE News & Events

August 9, 2018

Tucson-area Airports Get FAA Project Grants

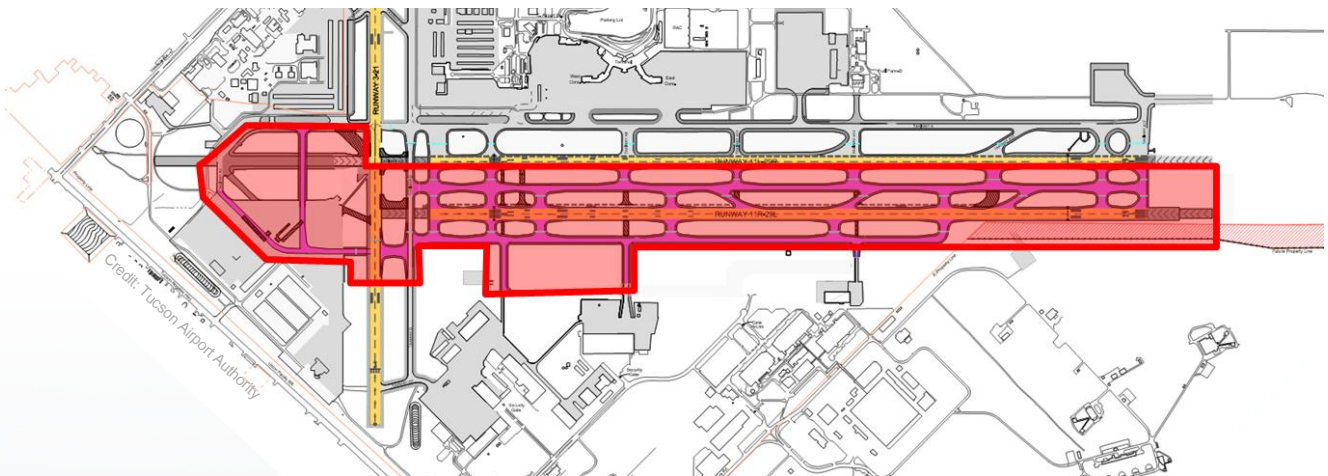
Source: [Arizona Daily Star](#)

Tucson International Airport will receive \$9M in federal airport-improvement grants this fiscal year to fund taxiway improvements, while Marana Regional Airport will get \$5.5M for apron repairs, the Federal Aviation Administration announced.

Ryan Airfield will receive \$600K through the FAA's annual Airport Improvement Program.

TIA is planning a \$180M airfield improvement program, including a new main runway and improved taxiways.

Read more at [Arizona Daily Star](#).



Arizona Leads Nation in Adding Construction Jobs

By John Guzzon and Karen Weil for ENR Southwest

Over the last 12 months, and in tune with the national economy, states in the Southwest U.S. have been gaining jobs at a nation-leading pace, and June statistics reveal the trend is continuing.

"Construction is proving to be a reliable source of employment growth in nearly every state, and contractors are eager to hire even more workers," says Associated General Contractors chief economist Ken Simonson in a release. "But finding qualified workers remains a significant challenge as other industries compete for talent, more workers reach retirement age, and fewer young adults chose to pursue careers in construction."

According to the AGC, Arizona has gained more construction jobs than any other state percentage-wise from June 2017 to June 2018. Nevada is fourth in percentage increase over the same time period.

Arizona

Arizona's construction industry gained 4,500 jobs, the highest gain of all industries in the state from May to June 2018, according to data released by the Arizona Office of Economic Opportunity. That is twice as many jobs as the second category, professional and business services.

Year-over-year, the construction industry added 14,800 jobs, or about 10.2 percent, which is tops in the nation based on percentage increase. According to non-seasonally adjusted data, 161,300 work in the construction industry in Arizona as of June 2018.

Read more at [Engineering News Record Southwest](#).

Business & Industry Events

August 9, 2018

August

14

Dealing with Difficult People

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

14

Raising Capital - Finding Basics and Lender Insights

Location: Estrella Mountain CC, 3000 N Dysart Rd, Avondale
Time: 9:00am - 12:00pm

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

28

Current Issues in Labor and Employment Law

Location: 1825 W. Adams St., Phoenix
Time: 7:30am - 9:30am

30

AAED Tribal Symposium

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

30

Meet Women leaders in Transportation

Location: AGC 1825 West Adams Street Phoenix, AZ
Time: 4:30pm - 6:30pm

September

20

For(u)m: Fall Subcontractor Expo

Location: 2200 East Riverview Drive, Phoenix
Time: 1:00pm - 3:00pm

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/
BECO**

**Other
Associations**

ADOT/BECO Events

FRIDAY FORUMS

Improving Sales Effectiveness

[See Page 6](#)

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 9am – 11am and start on time.

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

DBE TASK FORCE MEETINGS

Aug 14 - ADOT Joint DBE Task Force

Location: Transportation Board Room, Room 101
Time: 9:00am -11:00 am

[See Page 8](#)

Oct 23 - Professional Services Task Force

ADOT BECO 1801 W. Jefferson Ste. 101, Phoenix
Time: 9:00am -11:00 am

Nov 20 - DBE Construction Task Force

ADOT BECO 1801 W. Jefferson Ste. 101, Phoenix
Time: 1:30 pm -3:00 pm

FRIDAY FORUMS

DBE TASK FORCE

Project Opportunities

August 9, 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?

Annual **Renewals of DBE certifications** for firms with names starting with K-Z are **due October 1, 2018**.

The first of three email reminders will go out to those firms starting August 17, 2018 and applications can be submitted starting on that day as well.

 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
8/10/18 11am	\$1M	6.95%	TEA-ITO-0(202)T; SL67501C; TEA-ITO-0(204)T; SL69801C	IFB	ADOT - Pathway Enhancement, San Xavier Mission Gateway Path; & Construct Multi-Use Pathway, San Xavier Rd: Little Nogales Rd to I-19, San Xavier District of the Tohono O'Odham Nation. The work consists of constructing an 8-foot wide multi-use path, including interpretive stations, irrigation, landscaping & grading; & constructing a asphaltic concrete pathway & sidewalk.	David Do, Engineering Specialist, at DDo@azdot.gov or Abraham Abdunour at AAbdunour@azdot.gov.
8/24/18 11am	\$3.9M	9.12%	STP-MAR-0(206)T; T008601C	IFB	ADOT - Roadway Improvements, Porter Rd to White-Parker Rd, Maricopa Casa Grande Hwy. The work consists of widening the highway from 2 lanes to 4 lanes, including removal of pavement, curb & gutter; roadway excavation; furnishing & placement of pavement, curb & gutter; sidewalk; signing & pavement markings.	Mohammed Patwary, Engineering Specialist, at MPatwary@azdot.gov or Reed Dalbik, Construction Supervisor, at RDalbik@azdot.gov
8/24/18 11am	\$1.36M	5.43%	CMAQ-BKY-0(213)T; T006201C	IFB	ADOT - Construct Multi-Use Trail, Watson Rd, Lower Buckeye Rd, Rainbow Rd, Buckeye. The work consists of constructing a concrete shared use path, sidewalk, curb & gutter, signing & striping.	Jedidiah Young, Engineering Specialist, at Jyoung2@azdot.gov or Kirk Kiser, Construction Supervisor, at KKiser@azdot.gov
8/24/18 11am	\$19M	5.77%	HSIP-093-A(205)T; H865701C	IFB	ADOT - Pavement Rehabilitation, White Hills Rd - Eleventh St, Hoover Dam - Kingman Hwy (US 93). The work consists of milling & replacing existing pavement surface, roadway excavation for widening of shoulders, drainage pipe & box culvert extensions, pavement marking & traffic control.	Allison Baker, Engineering Specialist, at ABaker@azdot.gov or Rene Teran, Construction Supervisor, at RTeran@azdot.gov



Business Engagement & Compliance



DBE Supportive Services Program

DBE Joint Task Force Meeting

Date: Tuesday, August 14, 2018
Time: 9:00 a.m. – 11:00 a.m. (Sign-in at 8:45 a.m.)
Location: ADOT Transportation Board Room, 206 S. 17th Avenue, Suite 101, Phoenix
Security: Please be prepared to show valid ID at security desk upon arrival.

AGENDA

1. Call to Order, Welcome and Introductions – Annemarie Haenfler, DBE Construction Task Force Chair
2. State Engineer's Office Report – Todd Emery, Deputy State Engineer, Project Delivery
 - Major Project Updates and Organizational Changes
3. Engineering Consultants Section (ECS) Report – Greg Wristen, ECS Manager
 - Upcoming Projects
4. Audit and Analysis Report – Oscar de Alba, ADOT Audit Supervisor
 - FHWA Proposed Safe Harbor Overhead Rate
5. Presentations:
 - ADOT Civil Rights Office EEO Investigative Procedures:
 - i. Investigations and EEO Process*Presenter: Eddie Edison, Administrator, ADOT Civil Rights Office*
 - Making the Most of Capital Improvement Projects Plans:
 - i. Highlights and Opportunities
 - ii. Tips on Navigating and Reading CIP Programs for Planning Project Pursuits*Presenter: Rebekah Morris, President, Arizona Builders Exchange*
6. Business Engagement and Compliance Office (BECO) Report – Dr. Vivien Lattibeaudiere, EBD Administrator
 - DBE Program Updates:
 - i. DBE Program Objectives and Goals
 - ii. DBE Goals and Utilization to Date
 - iii. Upcoming Research Study
 - DBE Supportive Services Program Upcoming Events
 - i. ADOT Small Business Resource Center
 - ii. 2018 ADOT DBE and Small Business Conference
7. Recommended Agenda Items and Announcements
 - Quarter 4 – Request for topics, speakers
8. Adjourn

Upcoming PSTF Meetings – 10/23/18

Upcoming CTF Meetings – 11/20/18

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!



Meet Our Business Experts at the Small Business Resource Center!

The Small Business Resource Center is the place to go for one-on-one assistance and the latest education and information for your business. Meet our experts below!



Tom Fulcher – Tom has over 25 years' experience in the business world. He holds an MBA and is a Certified Small Business Counselor. He has taught at ASU, GCU, Thunderbird and provided workshops all over the state. His areas of expertise include business planning & development, leadership, marketing and branding among others.



Mike Leeds – Mike brings a wealth of knowledge and experience to his role as our go-to sales coach. Mike is an expert from top to bottom in the field of sales, whether building your process and organization, recruiting and managing your team or working with customers.



Susan Hunsaker – Susan is an experienced accounting professional whose experience transcends many facets of business. She brings a well-rounded, focused mentality that forges successful relationships and stems from her background in managing multi-million dollar accounts.



Jasmine Holmes – Jasmine has over 15 years of graphic design and marketing experience. Though she started out in website design and development, Jasmine's career truly began while working for Texas Instruments, focused on traditional marketing/advertising. Jasmine then struck out on her own offering a wide range of services to small businesses. It is her combined experience in traditional and digital marketing that sets her apart as an expert.

Whether you are just building your sales process and organization or looking for ways to get more out of it, this workshop series has something for you. This Friday Forum series is August 3, 10, 17 and 24 from 9:00 am – 11:00 am. Spots are still available!

Register for Friday Forum events or one-on-one appointments, 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 AUGUST 16, 2018

11:30 am - 1:00 pm

Force Accounts – Guidance for Contractors and Subcontractors

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

LUNCH & LEARN



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

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THURSDAY OCTOBER 18, 2018

11:30 am - 1:00 pm

Insurance Requirements for ADOT Administered Contracts

Presented by: George Woods, Insurance Supervisor - ADOT Safety and Risk Management

- General Insurance Requirements
 - General Liability
 - Automobile Liability
 - Workers Compensation
 - Professional Liability
 - Contractors Protective Professional Liability Insurance
- Umbrella vs Excess Coverage
- Certificates of Insurance
 - Endorsements
- Limit Reduction Request Standard Process
- Frequently Asked Questions (FAQ) Sheet

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

Click here to [Register](#)



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!