

DBE News & Events

August 23, 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!

REGISTER TODAY!

SEPT. 26
PRE-CONFERENCE DAY

SEPT. 27
CONFERENCE DAY



KEYNOTE SPEAKER ANNOUNCED!

MARY E. PETERS

**FORMER U.S. SECRETARY
OF TRANSPORTATION**

Mary E. Peters served as U.S. Secretary of Transportation from 2006 – 2009. She oversaw all US aviation, surface and maritime policy and programs and negotiated transportation agreements with foreign governments. Ms. Peters was responsible for over 60,000 employees and a \$70.3 billion annual budget. Prior to serving as U.S. Secretary of Transportation, Ms. Peters was a Senior Vice President and National Director for Transportation Policy and Consulting for HDR, Inc., a major engineering company.

In 2001, Ms. Peters served as the Federal Highway Administrator for the U.S. Department of Transportation, a role she served in from

2001 – 2005. As Administrator she oversaw the federal-aid and federal lands highway programs, including the interstate highway system and the national highway system.

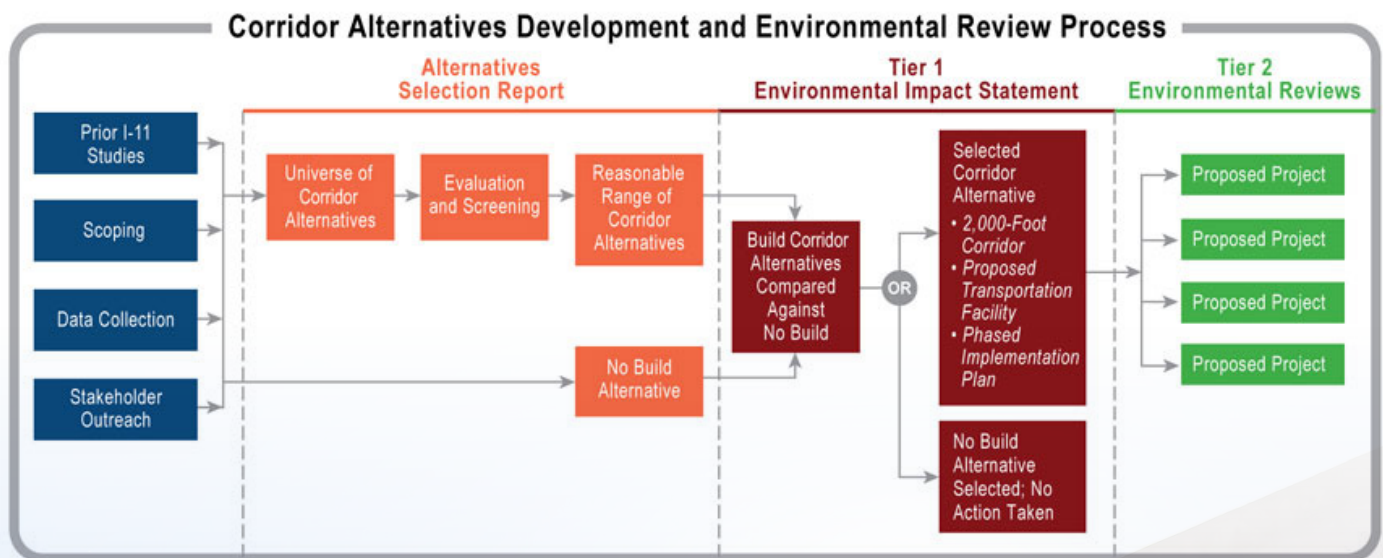
Ms. Peters served as the Arizona Department of Transportation (ADOT) Director prior to becoming Federal Highway Administrator. She was appointed to serve as ADOT Director in 1998, after making tremendous strides in many roles within the Department beginning in 1985.

Join us at the Conference to hear from this national leader in transportation about the Road to the Future!

I-11 Update: Build Corridor Alternatives and the No Build Alternative

The previous update ([What is a Tier 1 Environmental Impact Statement](#)) discussed the importance of identifying alternatives that meet the Purpose and Need of the project. The identification and analysis of alternatives are key to the process required under the National Environmental Policy Act (or NEPA). In addition

to the proposed Build Corridor Alternatives, all NEPA studies must include a No Build Alternative. The No Build Alternative represents the “do nothing” option or status quo, and is used as a baseline comparison and a viable option. So, what does that mean and how does it relate to the process, which is illustrated below?



What do these terms mean?

Build Corridor Alternatives

A Build Corridor Alternative is an area of land where an I-11 high-capacity transportation facility would be constructed to connect Nogales to US 93 north of Wickenburg. The Build Alternative may include construction of a new corridor, modification of existing corridors, or a combination of both. Modifications to an existing corridor could include a variety of improvements, such as adding travel lanes, adding interchanges or changing the access (e.g., upgrading a highway to a freeway by discontinuing access to and from driveways and side streets).

Since this is a Tier 1 EIS, decisions will not be made regarding specific roadway features or improvements. Rather, each Build Corridor Alternative is a 2,000-foot-wide area within which the I-11 facility could be built. (A facility would approximately 400 feet and would be specifically determined through Tier 2 studies.) The outcome of the Tier 1 EIS will be to select a Build Corridor Alternative to advance to subsequent studies, or to select the No

Build Alternative. Specific project activities and improvements needed to build a facility would be further evaluated once funding is identified in a future, more detailed and more specific NEPA environmental document.

No Build Alternative

The No Build Alternative means the proposed action – the implementation of the I-11 corridor - would not take place. For the I-11 Tier 1 EIS, it is the alternative in which no improvements related to the I-11 corridor would occur and the transportation system would remain “as is,” with the exception of improvements currently planned and funded in the State Transportation Improvement Program. The No Build Alternative is used as a baseline comparison, or a benchmark, to compare against the Build Corridor Alternatives. It is used to understand the condition of the Study Area in the future with no proposed action, and also to understand how a Build Corridor Alternative could influence the Study Area – for better or worse. Depending on the outcome of the I-11 Tier 1 EIS analysis, the No Build Alternative could be the most viable or acceptable solution and recommendation.

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I-11 Update (Cont'd)



How do the alternatives relate to the Tier 1 EIS process?

The Tier 1 EIS will assess the Build Corridor Alternatives and the No Build Alternative to consider a wide range of potential impacts. For example, the Build Corridor Alternatives and the No Build Alternative will be studied in the Tier 1 EIS to characterize how they compare in meeting the transportation purposes of the project, such as improving travel times, and what potential environmental effects could occur with implementation of each of the Build Corridor Alternatives.

The following graphic shows an example of a simple comparison of alternatives. Note: This graphic is being used only for illustrative purposes and is not based on actual evaluation criteria or

data. The graphic illustrates an existing interstate facility, three Build Corridor Alternatives, which include a combination of new corridors and their co-location with an existing facility, and a No Build Alternative. Generic evaluation measures show how potential environmental impacts may differ among alternatives and the types of considerations to expect in the Tier 1 EIS process.

For more information on how the current Build Corridor Alternatives were selected and advanced into the I-11 Tier 1 EIS for further evaluation, please see the Alternatives Selection Report at <http://i11study.com/Arizona/Documents.asp>.

Visit the I-11 Study website at I-11Study.com/Arizona for more information.



No Build Alternative	Build Alternative A	Build Alternative B	Build Alternative C
Travel times will degrade by 60%	Travel times will improve by 20%	Travel times will improve by 34%	Travel times will improve by 45%
No parks within proposed corridor	4 parks that may be impacted	No parks within proposed corridor	8 parks that may be impacted
No anticipated impacts to floodplains	30% of corridor crosses floodplains	20% of corridor crosses floodplains	10% of corridor crosses floodplains
1% of wildlife habitat could potentially be disturbed	8% of wildlife habitat could potentially be disturbed	15% of wildlife habitat could potentially be disturbed	20% of wildlife habitat could potentially be disturbed

* Graphic provides an example of a simplified comparison of alternatives and does not reflect actual data from the I-11 Tier 1 EIS.

Business & Industry Events

August 23, 2018

August

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

30

Implementation of the New Revenue Recognition Std

Location: 1661 N. Swan Road, Suite 144, Tucson
Time: 8:30am - 11:30am

September

5

How To Create Employee Incentive Programs

Location: 1365 North Scottsdale Road, Suite 135
Time: 7:30am - 9:30am

9

Running a Business Out of Your Home - Lesson 4

Location: 1221 N Central Ave, Phoenix, 2nd Floor
Time: 2:00pm - 3:00pm

19

ABA Legal Lunch n' Learn: Insurance & Indemnity

Location: 1661 N. Swan Road, Suite 144, Tucson
Time: 11:30am - 1:30pm

20

For(u)m: Fall Subcontractor Expo

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

21

The American Indian Chamber Golf Classic

Location: 9998 East Indian Bend Rd. Scottsdale
Time: Registration opens at 6:30am

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

29

hive@central's 4th Annual Business Expo!

Location: College Depot, 1221 N Central Ave, Phoenix
Time: 10:00am - 12:00pm

October

18

Insurance Requirements for ADOT Contracts

Location: ADOT BECO 1801 W. Jefferson St.
Time: 11:30am - 1:00pm

ADOT/
BECO

Other
Associations

ADOT/BECO Events

FRIDAY FORUMS

Improving Sales Effectiveness

See Page 7

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!

FRIDAY
FORUMS

DBE TASK FORCE MEETINGS

Oct 23 - Professional Services Task Force

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

Nov 13 - DBE Construction Task Force

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

DBE TASK FORCE

Project Opportunities

August 23, 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?

U.S. Department of Labor (DOL) enforces the Fair Labor Standards Act (FLSA). To help employers learn about FLSA requirements, DOL has posted a new series of short COMPLIANCE VIDEOS. These brief, plain-language explanations of FLSA requirements strip away the “legalese” and provide employers the basic information they need to understand their obligations and to comply with the law. Visit [the DOL website](#).

For example, view: [Hour Worked – Do I have to pay for that time?](#) Learn what counts as work time, and some common errors employers make in keeping track and paying for all the hours their employees work.

 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
8/31/18 2pm	\$20M	12.46%	2019-003	RFQ	ADOT - Final Design for SR 79 Gila River Bridge Structure No. 501, Bridge Replacement. The work consists of final plans for removal of existing bridge, new foundation, piers, concrete girders, deck, deck joints, & reconstruction of barrier & guardrail, estimate, construction schedule, special provisions, final geotechnical report & hydraulics report.	Randy Copic, Contract Specialist, at rcopic@azdot.gov
9/7/18 2pm	\$55M	9.94%	2019-002; H799301D	RFQ	ADOT - System Interchange Enhancement Study for I-40/US 93 (Kingman TI).	April Blakely, Contract Specialist, at ablakely@azdot.gov
9/14/18 11am	\$2.2M	5.69%	HSIP-095-A(205)T; H838801C	IFB	ADOT - Reconstruct Intersection, US 95 & Ave 8E Intersection, San Luis-Yuma-Quartzsite Hwy (US 95). The work consists of reconstructing the intersection & two-way left turn lane existing & new alignment, including placing asphaltic concrete, constructing guardrail, replacing pavement marking & lighting.	Brandon Campbell, Engineering Specialist, at Bcampbell2@azdot.gov or Jaime Hernandez, Construction Supervisor, at JHernandez@azdot.gov
9/14/18 11am	\$5.9M	6.05%	STP-060-A(210)T; H888301C; STP-060-A(211)T; H888401C	IFB	ADOT - Pavement Preservation & Chip Seal, US 60, MP 82 to Aguila & Centennial Wash to Aguila, Quartzsite-Wickenburg Hwy. The work consists of safety improvements including milling, placing AC, removing & installing guardrail, shoulder build up & compaction for MP 82 to Aguila, & milling & replacing with chip seal coat for Centennial Wash to Aguila.	Layth Al Obaidi, Engineering Specialist, at LAlobaidi@azdot.gov or Robert LaJeunesse, Construction Supervisor, at RLaJeunesse@azdot.gov

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 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](#)



You've Got Questions? We've Got Answers

**A free resource designed to
make it easier for you to do
business with ADOT!**

Find us at:

<http://www.azdot.gov/businesscoach>

*The answers you need are right at your fingertips 24
hours a day!*

[CLICK HERE to VIEW INFORMATIONAL VIDEO](#)



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!