

**DBE News & Events** September 7, 2018

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

**2018**  
**ADOT DBE AND**  
**SMALL BUSINESS**  
**CONFERENCE**



**Schedule of Events**

**SEPTEMBER 26**

**Onramp - New DBE Orientation**  
(1:00pm – 2:30pm)

- Hear from ADOT about the best ways to benefit from your certification
- Get a sneak peek at upcoming programs
- Gather materials from community partners
- Hear a Prime perspective

**View Points - Meet One-on-One With Agencies (1:00pm – 4:00pm)**

- 15-minute appointment slots
- No charge to participate
- ADOT, other government agencies and private companies looking for diversity and small businesses just like you!

**Rest Stop - Mix, Mingle and Celebrate at the Networking Mixer and Awards Reception**  
(5:00pm – 7:00pm)

- Enjoy refreshments and network with other attendees
- Celebrate with industry champions
- Honor ADOT Business Development Program graduates

**SEPTEMBER 27**

**CONFERENCE DAY**  
(7:00AM – 2:00PM)

- Enter the Express Lane
- Prime coffee breaks
- Continental breakfast and lunch
- 250 attendees expected
- Over 100 DBE and other small businesses
- Great networking
- Prime contractors and design firms
- Government agency representatives
- Community partner representatives
- Innovative technology partners
- Valuable educational sessions and keynote speaker
- Impactful business training

*Keynote Speaker*



**MARY E. PETERS**  
**FORMER U.S. SECRETARY**  
**OF TRANSPORTATION**

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 by Governor Jane Hull, 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!**



**KENT LANE**

**ADOT WELCOMES BACK KENT LANE!**

**DBE Supportive Service Program**

Kent Lane, DBE/SS Program Manager, has been away from his role at BECO for an extended deployment with the U.S. Air Force Reserves. We are thankful for his service and safe return.

## ADOT to hold Small and Disadvantaged Business Enterprise Conference

### EVENT PROVIDES BUSINESS TRAINING AND OPPORTUNITIES

An Arizona Department of Transportation conference in late September will help owners of small businesses and those qualifying for ADOT's Disadvantaged Business Enterprise (DBE) Program learn how to bid for projects and contracts.

The Statewide DBE & Small Business Conference, to be held Sept. 26-27 at the Embassy Suites by Hilton Scottsdale Resort, will feature workshops, networking opportunities and one-on-one time with experts in areas such as banking, insurance and bonding, marketing and consulting. The goal: helping small businesses and those owned by members of socially and economically disadvantaged groups compete for transportation projects that receive federal funding.

With a theme of "Road to the Future," most tracks at this year's conference will focus on technology, innovation and ideas to help small businesses compete.

Although the conference is geared toward disadvantaged business enterprises and small businesses, it's open to all businesses, public agencies, vendors and community partners with an interest in transportation.

Businesses interested in attending the conference can register and purchase tickets online at [bit.ly/2MsBzby](http://bit.ly/2MsBzby).

For more information on the workshop or ADOT's Disadvantaged Business Enterprise program, please visit [adotdbe.com](http://adotdbe.com).

## Weighing in on S. Central Light Rail

By Jessica Boehm for The Arizona Republic

A controversial south Phoenix light rail project continues to divide the Phoenix community and City Council.

The council approved the South Central Light Rail extension, which is planned to connect south Phoenix to downtown by way of Central Avenue, years ago, but concerned residents have tried to derail the project in recent months.

Some residents and business owners say they didn't realize the project would require Central Avenue to be narrowed to one vehicle lane in each direction — something they believe will bottleneck traffic and kill businesses.

In June, the council directed Valley Metro to determine whether maintaining four lanes on Central Avenue would be possible in the planned footprint for the project.

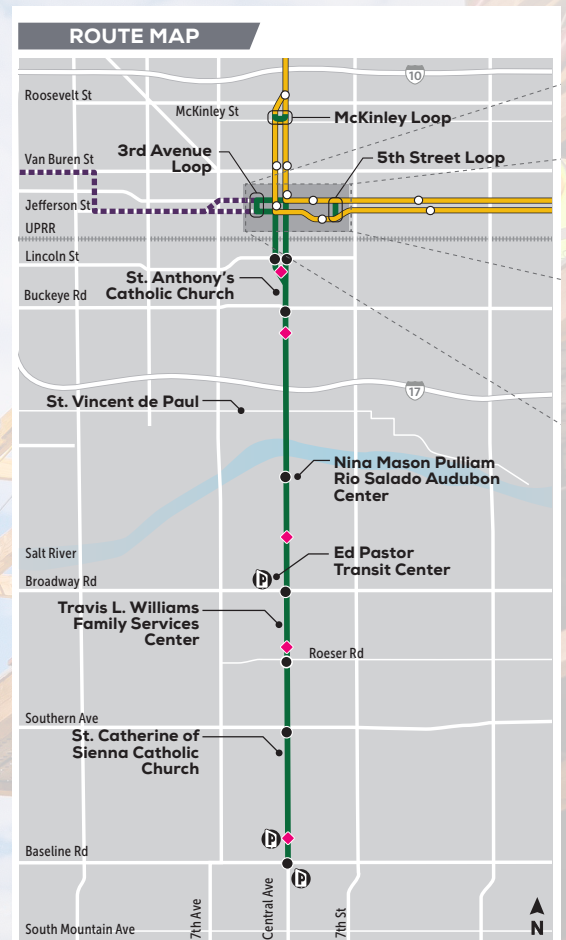
It also insisted Valley Metro go back to the community to hear their concerns.

Valley Metro CEO Scott Smith said Valley Metro engineers reviewed the 5.5-mile project and found that it would be possible to maintain four lanes from Elwood Street south to the end of the planned project at Baseline Road (about 2.5 miles) — but not without trade-offs.

The project would lose 60 percent of the planned landscaping around the light-rail line and engineers would have to get rid of bus pullouts and dedicated left-turn lanes on some of the intersections.

Valley Metro will review these trade-offs with residents at five September meetings, gather their preferences and determine how to move forward.

Read more at [The Arizona Republic](http://The Arizona Republic).



Credit: Valley Metro

**Business & Industry Events**

September 7, 2018

**September**

- 9

**Running a Business Out of Your Home - Lesson 4**  
 Location: 1221 N Central Ave, Phoenix, 2nd Floor  
 Time: 2:00pm - 3:00pm
- 11

**APWA Luncheon: Pavement Management**  
 Location: 1601 N. Bluff Top Drive, Prescott Valley  
 Time: 1:30am - 1:00pm
- 11-14

**ACI Concrete Transportation Construction Inspector**  
 Location: Western Tech. 3737 E. Broadway Rd Phoenix  
 Time: 9:00am - 1:00pm
- 13

**WTS - Threats to Professional Registration in AZ**  
 Location: 4855 East Broadway Blvd Tucson  
 Time: 11:00am
- 14

**2018 ASCE/ASHE Annual State Conference**  
 Location: 4340 East Cotton Center Blvd, Phoenix  
 Time: 7:30am - 5:00pm
- 19

**ABA Legal Lunch n' Learn: Insurance & Indemnity**  
 Location: 1661 N. Swan Road, Suite 144, Tucson  
 Time: 11:30am - 1:30pm
- 19

**Municipal Succession Leadership Planning**  
 Location: 2901 N. 7th Street, Phoenix  
 Time: 11:30am - 1:30pm
- 19

**The Amazing Race to Success with Procurement**  
 Location: Hotel Tucson City Center, 475 N Granada  
 Time: 8:30am - 2:00pm
- 20

**For(u)m: Fall Subcontractor Expo**  
 Location: 2200 East Riverview Drive, Phoenix  
 Time: 1:00pm - 3:00pm
- 20

**Excavation Competent Person & Hazard Recognition**  
 Location: 1661 N. Swan, Suite 144, Tucson  
 Time: 1:00pm - 5:00pm
- 21

**The American Indian Chamber Golf Classic**  
 Location: 9998 East Indian Bend Rd. Scottsdale  
 Time: Registration opens at 6:30am

**September**

- 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
- 23

**Professional Services DBE Task Force Meeting**  
 Location: ADOT BECO 1801 W. Jefferson St. Ste. 101  
 Time: :00am - 11:00am



**ADOT/BECO Events**

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**

September 7, 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. [Click here](https://www.azdot.gov/business/ADOT-Business-Coach) to learn more 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
9/14/18 2pm	\$8.7M	6.97%	2019-006	<a href="#">RFQ</a>	ADOT - <b>Consultant Services for SR 69, Prescott Lakes Pkwy to Frontier Village Widening</b> (MP 293.8 to MP 294.8).	Ron Smith, Contract Manager, at <a href="mailto:rsmith5@azdot.gov">rsmith5@azdot.gov</a>
9/14/18 11am	\$950K	2.77%	STP-070-A(218)T; H891701C	<a href="#">IFB</a>	ADOT - <b>Lighting, ADA Ramps, Intersection Improvements, US 70 Safford 20th Ave - 8th St, Globe, Lordsburg Hwy (US 70)</b> . The work consists of removing existing pavement & replacing it with asphaltic concrete (miscellaneous structural), constructing intersection improvements, installing street lighting & ADA ramps, signing & striping	David Do, Engineering Specialist, at <a href="mailto:DDo@azdot.gov">DDo@azdot.gov</a> or Qui Nguyen, Construction Supervisor, at <a href="mailto:QNgyuen.Consultant@azdot.gov">QNgyuen.Consultant@azdot.gov</a>
9/20/18 4pm	\$500K - \$1M	8.06%	192011; SP06; U-2017-011; SF00901C	<a href="#">IFB</a>	City of Tucson - <b>Rio Vista Elementary Safe Routes to School Project</b> .	Austin Westnitzer at 520-837-6614 or Sandra Alcorn, Senior Contract Officer, at 520-837-4118 or Sandra. <a href="mailto:Alcorn@TucsonAZ.gov">Alcorn@TucsonAZ.gov</a> .
9/21/18 11am	\$40M	7.22%	NH-093-B(205)S; H823201C	<a href="#">IFB</a>	ADOT - <b>Reconstruct Roadway, Carrow - Stephens, Wickenburg - Kingman Hwy (US 93)</b> . The work consists of constructing a four-lane divided highway, including constructing new alignment; milling existing asphaltic concrete pavement; constructing concrete box culverts & two box bridges; installing pipe culverts, guardrail, & fence; striping & signing.	Jedidiah Young, Engineering Specialist, at <a href="mailto:Jyoung2@azdot.gov">Jyoung2@azdot.gov</a> or Todd Steinberger, Construction Supervisor, at <a href="mailto:TSteinberger@azdot.gov">TSteinberger@azdot.gov</a>

# 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](#)

# 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!**

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](#)



## 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!

Branding





## 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!**