



## DBE Supportive Services Program

# DBE News & Events

December 12, 2018

## Arizona, Nevada Again Lead Nation In Construction Job Growth

By John Guzzon is Editor of ENR Southwest and ENR Northwest

The Southwest construction job market is still growing, although overall regional construction jobs continue to trail historic construction employment levels set in June 2006 by more than 140,000 jobs.

U.S. Bureau of Labor Statistics data reveals Arizona paced the nation in percentage of added construction jobs, increasing from October 2017 to October 2018 by 12.1%. Nevada is No. 2 in the same timeframe with a 11.4% increase and New Mexico is up 7.3%, good for No. 11 in the country.

From September 2018 to October 2018, Arizona is No. 4 in percentage job gain with 1.5%, or 2,500 jobs. Nevada is No. 17 with 0.7%, or 600 jobs added. New Mexico is No. 32 in the nation, adding 0.2%, or 100 jobs. Iowa added the most jobs by percentage in the country month-over-month, followed by Wyoming and Rhode Island.

Stephen E. Sandherr, CEO of the Association of General Contractors, says although cost increases might stymie growth in the near future, in most areas of the country employers are searching for workers.

"Firms in many parts of the country are hiring as fast as they can find qualified workers just to keep pace with demand," Sandherr says in a statement.

According to an analysis by Associated General Contractors, Arizona, Nevada and New Mexico peaked at construction employment in June 2006 with a combined 450,300 employed in the industry.

As of October 2018, the three states employ a combined 309,000 in the construction industry, down 31% from historical peak construction employment.

### Arizona

Construction employment in Arizona as reported by the U.S. Bureau of Labor Statistics was 166,400 in October 2018. When compared month-over-month with other industries in the state, construction trailed professional and business services, education and health services, and leisure and hospitality.

Of the 166,400 employed in construction, more than 133,000 are in the Phoenix metropolitan area, according to data from the Arizona Office of Economic Opportunity.

Arizona's overall unemployment was 4.7% in October 2018, up from 4.6% in September 2018. When seasonally adjusted, however, the Arizona Office of Economic Opportunity says 16,000 jobs were added in the state.

Read more [here](#).





## **DBE News & Events**

December 12, 2018

### **35,000 jobs created near Valley light rail in 10 years, data shows**

By Corina Vanek of Phoenix Business Journal

In the 10 years since the original light rail stretch was opened in 2008, more than 35,000 jobs have been created within a half-mile of the train's path, according to research done by Valley Metro.

Valley Metro leadership and current and former city leaders lauded the economic impact of the light rail at an event commemorating the train's first 10 years of operation Thursday, noting that \$11 billion of public and private capital investment has been made along the 26-mile route.

More than half of the development along the route has been residential, including 6,868 student housing units, over 14,000 market-rate apartments, 1,373 senior housing units and 2,229 dedicated affordable housing units, according to a "quality of life" report released by Valley Metro measuring the effects of the light rail.

According to the report, before the train was constructed, the corridor contained 3.11 square miles, about 2,000 acres, of undeveloped land. By 2017, 62 percent of the vacant

acreage had been developed, leaving about 1.17 miles, 750 acres, for development. Indeed, businesses and developers told Phoenix Business Journal earlier this year that as the light rail expands, they take note and plan future projects in those areas. The proposed south Phoenix extension is seen as a particularly critical economic stimulant for that area.

Read more [here](#).



## **DBE News & Events**

December 12, 2018

### **Commute to Get Easier on Loop 101**

Source: Maricopa Association of Governments

PHOENIX (December 4, 2018)—Loop 101 drivers in the North Valley will soon see their commute get easier, thanks to a recent vote by the Maricopa Association of Governments (MAG). Last week, the MAG Regional Council voted to approve a \$225.5 million project that includes additional lanes on the Loop 101 (Pima Freeway) between I-17 and Pima Road. The project is slated to take two years.

The project will address bottlenecks along the Loop 101 at I-17, Cave Creek Road, State Route 51, and Tatum Boulevard. Portions of the corridor carry more than 215,000 vehicles per day, and volumes are expected to increase. The project also provides important east-west connectivity. Scottsdale Airpark represents the second-largest employment center in the region, with much of the workforce using this freeway daily. The Loop 101 also provides access to other major freeways,

job centers, and regionally significant recreation, entertainment and tourist attractions.

“This project is just one of several critically planned transportation improvements being constructed under Proposition 400 and is another example of MAG’s commitment to improving the lives of Valley residents through regional transportation planning,” says MAG Chair Gail Barney, mayor of Queen Creek. “A smoother,

hassle-free commute means people can travel to work and home to their families faster and more efficiently.”

The project will be executed through a “design-build” delivery process, meaning the same contractor team who designs the improvements will also build them, resulting in a much faster construction timeline. The entire project is expected to take about two years to complete.

Read more [here](#).





## DBE News & Events

December 12, 2018

### January

- |       |   |
|-------|---|
| 2     | <b><u>How to Prepare Your Business for 2019</u></b><br>Location: 1365 N Scottsdale Rd., Ste 135, Scottsdale, AZ<br>Time: 7:30am - 9:30am                        |
| 8     | <b><u>Building Leaders Lunch: Finding Your Why</u></b><br>Location: 1050 W Washington St., Suite 233, Tempe, AZ<br>Time: 11:30am - 1:00pm                       |
| 10    | <b><u>Construction Activity Forecast</u></b><br>Location: 700 W. Rio Salado Pkwy., Tempe, AZ<br>Time: 8:00am - 11:00am  |
| 13    | <b><u>IRS Series - Federal Taxes and Your Business</u></b><br>Location: Burton Barr Library 1221 N Central Ave., 2nd Floor<br>Time: 2:00pm - 3:00pm             |
| 15-17 | <b><u>Job Order Contracting Certification Program (JOC)</u></b><br>Location: 1551 S Rural Rd., Tempe, AZ<br>Time: 7:30am - 2:30pm                               |
| 16    | <b><u>24th Annual Indian Nations and Tribes Legislative Day</u></b><br>Location: 1700 W Washington St., Phoenix, AZ<br>Time: 10:00am - 3:00pm                   |
| 16    | <b><u>Problems on Construction Projects</u></b><br>Location: 1661 N Swan Rd, #144, Tucson, AZ<br>Time: 1:00pm - 3:00pm  |
| 16-17 | <b><u>Project Manager Module 1: Estimating &amp; Job Costing</u></b><br>Location: 4129 E Van Buren St., Suite 100, Phoenix, AZ<br>Time: 7:30am - 4:30pm         |
| 17    | <b><u>Marketing &amp; Business Development – It's a Team Sport</u></b><br>Location: Phoenix Country Club, 2901 N 7th St., Phoenix, AZ<br>Time: 11:00am - 1:00pm |
| 25    | <b><u>Trends Day 2019: Reflect. Rethink. Respond.</u></b><br>Location: JW Marriott, 5350 E Marriott Dr., Phoenix, AZ<br>Time: 7:00am - 5:30pm                   |



BUSINESS DEVELOPMENT PROGRAM

### **2019 DBE Business Development Program Registration**

**CLICK HERE**  
TO APPLY FOR THE PROGRAM TODAY

**SAVE THE DATE**

**VALLEY VOICES**  
THE STATE OF  
HIGHER EDUCATION

**JANUARY 11, 2019**  
8:00am - 10:00am

**REGISTER TODAY!**

**SAVE THE DATE**

**CIVIL RIGHTS SYMPOSIUM TRAINING**



**MARCH 5-8, 2019**

**REGISTER TODAY!**

**SAVE THE DATE**

### **2019 ADOT DBE & Small Business Transportation EXPO**

Advancing Arizona Through Transportation

**MARCH 14, 2019**

### **DBE JOINT TASK FORCE MEETING**

**Jan 22 - DBE Joint Task Force Meeting**

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

**DBE TASK FORCE**

## Project Opportunities

December 12, 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?

The annual ADOT DBE & Small Business Transportation Expo brings together the agencies, prime contractors/consultants, and subcontractors to network for upcoming projects. Exhibitors bring opportunities in highway, light rail, aviation, roadways, transit, and utilities.

#### Mark your calendars for the 2019 Expo!

Advancing Arizona through Transportation

Thursday, March 14, 2019

7:00 a.m. – Noon

Glendale Civic Center, Glendale, AZ

**!** 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
12/14/18 11am	\$8.5M	2.77%	STBG-BR 163-A(201)T; H845501C	IFB	<b>ADOT - Bridge Replacement, Laguna Creek Bridge STR #20088, Kayenta-Utah State Line Hwy (US 163).</b> The work consists of removing existing bridge & constructing a new concrete girder bridge, removing existing pavement & replacing it with asphaltic concrete pavement, constructing guardrail & striping	Contact: David Do, Engineering Specialist, at DDo@azdot.gov or Carl Ericksen, Construction Supervisor, at CEricksen@azdot.gov.
1/18/19 11am MST	\$23.2M	4.46%	NHPP-STBGP-040-B(226)T; H893301C	IFB	<b>ADOT - Pavement Rehabilitation, Markham Wash - East 40B (WB), Kingman-Ashfork Hwy (I-40).</b> The work consists of removing existing asphaltic concrete (AC) by milling & replacing with new AC & Asphalt-Rubber Asphaltic Concrete Friction Course, reconstructing a segment of roadway & upgrading existing guardrail system.	Contact: Mohammed Patwary, Engineering Specialist, at MPatwary@azdot.gov or Joshua Wentzlof, Construction Supervisor, at JWentzlof@azdot.gov
1/18/19 11am MST	\$729K	7.78%	STP-AAP-0(205)T; T004401C	IFB	<b>ADOT - Pavement Rehabilitation, Stanford Dr: SR61 to Resa Ranch Rd, Apache County.</b> The work consists of roadway widening, intersection improvements, paving, pavement marking & signing. DBE Goal of 7.78%.	Contact: Mohammed Patwary, Engineering Specialist, at MPatwary@azdot.gov or Randy Routhier, Construction Supervisor, at rrouthier@azdot.gov
1/18/19 11am MST	\$4.6M	5.23%	CMAQ-303-A(226)T; F000601C	IFB	<b>ADOT - Construct SR 303L, Phase II ITS: Northern Ave to US60, Bob Stump Memorial Pkwy.</b> The work consists of the installation of CCTV cameras, thermal cameras, fiber optic cable, dynamic message signs, butterfly sign structures, mainline detector stations, & node building.	Contact: Thomas Mowery-Racz, Engineering Specialist, at tmowery-racz@azdot.gov or John Halvarson, Construction Supervisor, at jhalvarson@azdot.gov

## ADOT now accepting applications for its **6th DBE Business Development Program class launching Q1-2019!**

*Whether you are brand new or still in the early stage of your business, the new ADOT DBE Business Development Program has something for you!*

### What does it include?

#### Expert Workshops

Workshop sessions will be at the core of the program. See other side for more information:

- Workshops delivered by subject matter experts in an interactive, hands-on format.
- First phase of workshops designed around business skills building and second phase of workshops around industry topics.
- A selection of workshops targeting specific tiers of businesses based on industry and business experience/history.

#### Peer Advisory Groups

Your classmates become your peer advisory group during and after the program.

#### Business Planning

During the last phase of the program, you will build your business model canvas or one page business plan along with a financial forecast.

#### Coaching & Mentoring

Each participant will be assigned a business coach to help build and complete your business plan.

#### Prime Interactions

Several workshops include opportunities to hear from Primes about how to build and manage relationships. You also will have the opportunity to meet with other Primes to get questions answered.

#### Special Materials

As a participant, you will be given a variety of materials ranging from books to software templates to leadership assessments and an online lead source directory.

#### Subject Matter Expert Assistance

Masters level participants will be provided six hours of consulting time with subject matter experts including marketing, sales management, legal and more.

#### Public Relations

Throughout the year, ADOT will publicize the program and highlight its participants throughout the state.

#### Sales Video

As a graduate, you will receive a professionally filmed and edited marketing video..

Alumni have reported in the first year after the program:

- 69 new ADOT projects
- 72 new projects with other government agencies
- 114 new private industry projects
- Total new projects valued at almost \$7M
- Hired new staff, obtained new loans and built bonding capacity

What graduates are saying about the program:

*"The program gave me the tools to improve business practices and strengthen our business foundation"*

*"It will help you take your business to the next level"*

*"This is the way to improve your business all around"*

**View Testimonial**

**Contact DBE Supportive Services at 602-712-7761 today for more information, to enroll or to get on the list for our 6th class starting in Q1-2019.**

**<https://www.azdot.gov/business/business-engagement-and-compliance/supportive-services-program/dbe-business-development-program>**

## Program Workshop Topics

All of our workshops are focused on providing high-quality education and interaction with subject matter experts. You will receive lots of materials and useful tools to help grow your business and expert advice to get you started during each session. The sessions are also moderated by a leading Arizona business consultant there to help you with your questions. PaceSetters and Masters participants are welcome to attend any workshop in the New & Emerging track.

SUBJECT	TITLE	TYPE	DESCRIPTION
Business Planning	One Page Business Plan & Business Model Canvas	Workshops	Learn from a certified trainer the process and tools related to creating your One Page Business Plan or Business Model Canvas. Your trainer will review all the basic concepts and you will also receive a workbook and software. In addition, your trainer will help you dive a little deeper on your related sales forecast and market understanding. We spend five weeks building your plan and forecast with expert one-on-one help for you.
Capital	Lending	Panel Discussion	Meet area lenders and learn about the lending process. Also meet representatives from the SBDC who can guide you through the process.
Finance	Profit Management Principles	Workshop	A brief review of some basics followed by a discussion on how to turn your financial knowledge and tools into powerful strategic weapons for planning.
HR	HR Management Today	Workshop	New rules, new regulations, new, new, new! Hear from the Valley's leading authority on HR about the challenges and opportunities in building and managing your team the right way. This workshop includes a free take-home 90+ page guide loaded with tips and tools.
HR/Finance	Understanding Taxes	Workshop	Discuss changing state and federal tax laws with representatives from the ADOR and IRS. Also get great tax-savings tips from an author on the subject of tax savings and management.
Industry	Project Prospecting	Panel Discussion	Finding projects is critical to your success. Learn about web resources, free one-on-one help and receive a multi-page guide to dozens of lead sites.
Industry	Estimating/Preparing Your Proposal	Panel Discussion	Do you estimate or guess-timate your project bids? What should you include? How do you convey all you want to when preparing your estimate? Hear from Prime management responsible for reviewing bids and estimates. What are they looking for and how do they evaluate your submission?
Industry	Primes Relationships	Panel Discussion	You need what? Talk with our prime panel about the various paperwork associated with/expected when you work successfully on a project. Understand how to exceed your partner's expectations thereby building your relationship and reputation on the way to becoming a preferred partner.
Industry	Developing Relationships	Workshop	Hear directly from OSHA representatives and Primes about the importance of safety programs and OSHA compliance. Get your questions answered on this important topic.
Industry	Risk Management	Workshop	Hear from ADOT representatives and subject matter experts on the subject of risk management and insurance.
Law	Contract Law Basics for Non-attorneys	Workshop	Types of contracts with which you might work every year include: ADOT, sub-contractor, employee, vendors, rental or sales and more. Learn the basics on contracts from one of the Valley's leading small business attorneys.
Leadership	Leadership and building your Business	Workshop	Learn from the experience, trials and tribulations of a successful business leader. You will also benefit from completing an industry-proven leadership assessment tool.
Marketing	Building a Powerful Brand	Workshop	Target audience, problem statements, competition, unique selling propositions – what is your brand and how does your target audience perceive you? Learn from a Valley branding expert how to build the brand you want and to influence people's perception of you and your company.
Marketing	Digital Marketing	Workshop	Workshop with a local expert designed to help you evaluate your website design and digital marketing strategy. With this new knowledge you will be able to turn your non-performing web activity into a sales development tool.
Marketing	A Video Starring You	Video	Attend a workshop on pitching your business via video followed by a free video pitch recorded for you by our professional videographer. ADOT will use it and you will get a copy for you to use!



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 4th Quarter 2018 DBE Spotlight is awarded to Taylor Made Security, LLC.** Taylor Made Security has been providing project wide security since the commencement of work. Taylor Made's ability to ensure the safety and security of the site and equipment has been instrumental to the project. The continued responsiveness and schedule flexibility has not gone unnoticed, just another reason why Taylor Made Security deserves this recognition. Congratulations!



Pictured Left to Right: Walter Fedrowitz (Deputy Project Director, C202P), Melissa Abraham (DBE/OJT Compliance Manager, C202P), Brie Taylor (CEO, Taylor Made Security), Walter Lewis (Project Director, C202P), Jeff Charboneau (Safety Manager, C202P), Ron Dukeshier (Construction Manager, C202P)

### Upcoming Procurement Opportunities:

- None at this time

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



@SouthMountainFreeway



@Loop202SouthMountainFreeway

### On-The-Job Training (OJT) Statistics:

- 154,785 OJT hours on the project
- 194 trainees enrolled into an approved training program
- 25 trainees completing 2,000 hours on the project
- 3 trainees completing 2,000 hours and achieving Journey-Level status

### 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!**