



DBE News & Events

December 27, 2018

"We Can't Sit Idle" Transportation Summit Exposes Lack of Funding for Aging Infrastructure

Source: Maricopa Association of Governments

Nothing moves without transportation. Without it, we couldn't buy gas or groceries. We couldn't run a business. We couldn't access medical or emergency services. We couldn't get to work at the beginning of the day, or home to loved ones at the end of it. Transportation is key to economic development—and a good economy is key to the well-being of families and communities. So why do we let funding for our streets and highways decline every year?

That was a key question at the Sun Corridor Transportation Summit hosted by the Joint Planning Advisory Council Tuesday. Participants included state and local elected officials, regional planning agencies, and business leaders. Businesses from around the state shared their own stories on why transportation is critical.

"We contribute \$2.1 billion in growth to the economy every year. We are the largest private employer in Southern Arizona, with 13,000 employees," said Tim Beer, director of logistics and property for Raytheon Missile Systems. "Good roadways and ease of access are very important to our employee morale and for attracting new employers." Beer noted the Tucson employer ships in thousands of items every day, completes them, and ships them out again. "It is vital that we have transportation means and infrastructure," he said.

Much of the nation's transportation infrastructure is 80 to 100 years old, said Edward Mortimer, vice president of transportation and infrastructure with the US Chamber of Commerce. He told the diverse mix of legislative leaders and mayors that transportation is important—no matter which side of the aisle you are on.

"Infrastructure is bipartisan. It should bring every American together. Infrastructure to the business community is the backbone of the economy. If you can't move people and goods to market, you won't succeed," said Mortimer. Mortimer noted that D+ is the current grade of America's infrastructure, and it would take \$3.7 trillion by 2025 to raise it to a B. He discussed the Chamber's 4-point infrastructure plan, including surface transportation, critical infrastructure, permit streamlining, and workforce.

The funding outlook in Arizona is perhaps even more grim, reported Eric Anderson, executive director of the Maricopa Association of Governments. While revenues continue to fall due to increasing fuel economy, rising construction prices, and workforce shortages—population, congestion and maintenance backlogs increase. Anderson noted that the gas tax has been at 18 cents a gallon since 1991.

Read more [here](#).



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Arizona DOT workshop focuses on bringing more women, minorities into construction

By Kerry Clines for Equipment World

"A lot of the contractors are concerned that projects are increasing, opportunities are increasing in the Valley and Arizona, but the workforce does not have the skills that they need to go forth," ADOT's workforce-development program manager Corey Foster told the news agency, adding that bringing women and minorities into the construction academy helps to fill that need. "The academy kind of bridges the gap." But he also added that women lack access and face discrimination in the male-dominated industry.

Iris Bost, a 2017 construction academy graduate, now teaches safety classes for ADOT at Gila Community College. The college offers hands-on training, which allows students to work at various stations and hone their skills at a variety of trades, including machinery work, wood building and welding.

"As an instructor, I just try to remind my students that I've been in their seats, that I know how it is, and that there is a way to further their education if they just give it a chance and take the time to do it," Bost told the news agency. "I got the building trades and skills that I need to be on the job."

Programs are tailored to the student's schedule, preference, and experience level. Sessions range from one week to 16 weeks and are available in the evenings. Each person can choose a specific course, such as mathematics or blueprint reading, to correlate to the job they desire. Graduates receive certifications, which can lead to higher pay, and the personal equipment they need to be successful at their job.

Read more [here](#).



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January

2

How to Prepare Your Business for 2019

Location: 1365 N Scottsdale Rd., Ste 135, Scottsdale, AZ
Time: 7:30am - 9:30am

8

Building Leaders Lunch: Finding Your Why

Location: 1050 W Washington St., Suite 233, Tempe, AZ
Time: 11:30am - 1:00pm

10

Construction Activity Forecast

Location: 700 W. Rio Salado Pkwy., Tempe, AZ
Time: 8:00am - 11:00am

13

IRS Series - Federal Taxes and Your Business

Location: Burton Barr Library 1221 N Central Ave., 2nd Floor
Time: 2:00pm - 3:00pm

15-17

Job Order Contracting Certification Program (JOC)

Location: 1551 S Rural Rd., Tempe, AZ
Time: 7:30am - 2:30pm

16

24th Annual Indian Nations and Tribes Legislative Day

Location: 1700 W Washington St., Phoenix, AZ
Time: 10:00am - 3:00pm

16

Problems on Construction Projects

Location: 1661 N Swan Rd, #144, Tucson, AZ
Time: 1:00pm - 3:00pm

16-17

Project Manager Module 1: Estimating & Job Costing

Location: 4129 E Van Buren St., Suite 100, Phoenix, AZ
Time: 7:30am - 4:30pm

17

Marketing & Business Development – It's a Team Sport

Location: Phoenix Country Club, 2901 N 7th St., Phoenix, AZ
Time: 11:00am - 1:00pm

22

DBE Joint Task Force Meeting

Location: ADOT 206 S 17th Ave., Ste. 101, Phoenix, AZ
Time: 9:00am - 11:00am (sign-in at 8:45am)

23

AMCA Member Meeting & Business Expo

Location: Skysong, 1365 N Scottsdale Rd., Scottsdale, AZ
Time: 7:30am - 12:00pm

23

New Year Strategic Planning - Pitfalls & Paradoxes

Location: 6001 N 24th St., Phoenix, AZ
Time: 7:30am - 9:00am

25

Trends Day 2019: Reflect. Rethink. Respond.

Location: JW Marriott, 5350 E Marriott Dr., Phoenix, AZ
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

Lunch & Learn

January 24, 2019

AZDOR Tax Preparation (tentative)
1801 W Jefferson, Ste. 101, Phoenix, AZ
11:30am - 1:00pm

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

Click, Listen & Learn WEBINARS



CLICK HERE TO LEARN MORE

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 27, 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?

If you are making year-end purchases of equipment for your business, you may qualify for the Section 179(a) deduction. The Section 179 deduction applies to tangible personal property such as machinery and equipment purchased for use in a trade or business, and if the taxpayer elects, qualified real property. The Internal Revenue Service issued [Revenue Procedure 2019-08](#) to provide guidance on deducting expenses under Section 179(a) and on deducting depreciation under Section 168(g).

[See more at IRS.gov](#)

! 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
1/11/19 11am MST	\$21.1M	11.17%	NHPP-008-B(213) T; F011201C; NHPP-008-B(210) T; F003501C	IFB	ADOT - Pavement Rehabilitation & Preservation, SW of Maricopa - S of Stanfield & Stanfield - Bianco, I-8. The work consists of milling & removal of existing pavement, replacement of pavement, removing & replacing guardrail, & applying pavement markings.	Sam Patton, Engineering Specialist, at SPatton@azdot.gov or Mike Rigby, Construction Supervisor, at MRigby@azdot.gov
1/18/19 11am MST	\$23.2M	4.46%	NHPP-STBGP-040-B(226)T; H893301C	IFB	ADOT - Pavement Rehabilitation, Markham Wash - East 40B (WB), Kingman-Ashfork Hwy (I-40). 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	ADOT - Pavement Rehabilitation, Stanford Dr: SR61 to Resa Ranch Rd, Apache County. The work consists of roadway widening, intersection improvements, paving, pavement marking & signing	Contact: Mohammed Patwary, Engineering Specialist, at MPatwary@azdot.gov or Randy Routhier, Construction Supervisor, at rrouthier@azdot.gov
4/12/19 11am MST	\$13.25M	7.60%	STP-086-A(217) T; H846901C	IFB	ADOT - Roadway Widening & Bridge Replacement, Fresno to MP 123.9 Segment, WHY-Tucson Hwy (SR 86). The work consists of roadway excavation & embankment, furnishing & placing aggregate base course, asphaltic concrete, poly chip seal coat, replacing a bridge & additional work.	Sarker Rahman, Engineering Specialist, at SRahman@azdot.gov or Michael Jauch, Construction Supervisor, at MJauch.Consultant@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 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!