



DBE News & Events

January 10, 2019

Southern AZ Transportation Projects Continue in 2019

Source: Inside Tucson Business

While Southern Arizona communities have a long list of potential road improvements, at least some of the needed work is getting done and more is scheduled for the new year. Here's a roundup of the major projects on the 2019 horizon.

Pima County

With the failure of a road-bond package last November, Pima County will once again be going to the Arizona Legislature for some sort of avenue for increased road revenue, most likely through a reworking and extension of the Regional Transportation Authority's current mission to expand capacity.

While that will depend on the kindness of state lawmakers, Pima County is continuing work on several projects in unincorporated areas.

Under construction is a widening of the county's Aerospace Parkway from Old Nogales Highway to the vicinity of World View Enterprises. This is part of the county's economic development plan to build more high-tech and logistics centers near Raytheon.

Widening work to six lanes continues on Valencia Road between Wilmot and Kolb roads, with an estimated wrap in summer 2019.

The county is continuing to widen Valencia Road to four lanes with bike lanes and a multi-use pathway for pedestrians between Wade Road and Ajo Way.

State Highways

Construction bids for the Ruthrauff Road traffic interchange are expected in spring 2019, with construction on the project expected to begin in summer 2019. The project will lower I-10 to go beneath Ruthrauff Road and raise Ruthrauff Road to go over Davis Avenue/

Highway Drive, the Union Pacific Railroad and I-10. In addition, both streets will be widened, with I-10 widening to four lanes in each direction and Ruthrauff Road widening to two lanes in each direction. Work is scheduled to last for up to 24 months, lasting from 2019 into 2021. While all traffic from Ruthrauff Road will close at I-10, business access will be maintained throughout the project.

Between Tucson and Phoenix, the construction continues as always. The Department of Transportation is currently widening I-10 in the Casa Grande to Tucson to six lanes—three lanes in each direction. This will add one lane in each direction adjacent to the median, with a concrete barrier in the middle, also creating new bridges over Jimmie Kerr Boulevard. The \$36.6M project is scheduled for completion by summer 2019.

Renovations are being made in Nogales on the road connecting the Mariposa Port of Entry, primarily used for commercial vehicles,

with Interstate 19. This project will include new ramps connecting State Route 189 with I-19, as well as a bridge over Frank Reed Road near Nogales High School.

The Department of Transportation has divided Ajo Way construction into two phases. Construction on Ajo Way involves widening a segment of Ajo Way between Valencia and Kinney roads to improve safety and traffic flow. Intersections with Camino Verde, Tucson Estates Parkway and Old Ajo Highway are being realigned. There will also be new drainage features and "low-maintenance" landscaping.

ADOT completed phase one of construction on Ajo Way in spring 2018 and began work on phase two in summer 2018. Phase two of this construction includes a new bridge being built over the Santa Cruz River and is expected to be completed in January 2020.

Read more at insidetucsonbusiness.com



Credit: Inside Tucson Business

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IRS is changing standard mileage rates for 2019

Source: BUSINESS NEWS | 4 Jan | AZ BUSINESS MAGAZINE

The Internal Revenue Service today issued the 2019 optional standard mileage rates used to calculate the deductible costs of operating an automobile for business, charitable, medical or moving purposes.

Beginning on Jan. 1, 2019, the standard mileage rates for the use of a car (also vans, pickups or panel trucks) will be:

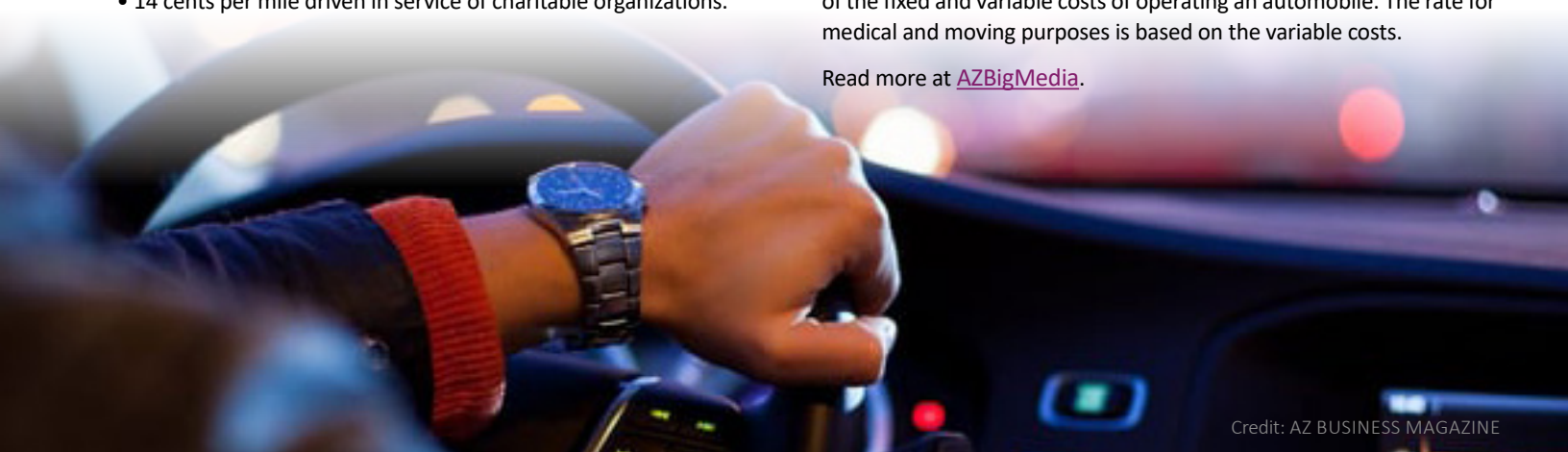
- 58 cents per mile driven for business use, up 3.5 cents from the rate for 2018,
- 20 cents per mile driven for medical or moving purposes, up 2 cents from the rate for 2018, and
- 14 cents per mile driven in service of charitable organizations.

The business mileage rate increased 3.5 cents for business travel driven and 2 cents for medical and certain moving expense from the rates for 2018. The charitable rate is set by statute and remains unchanged.

It is important to note that under the Tax Cuts and Jobs Act, taxpayers cannot claim a miscellaneous itemized deduction for unreimbursed employee travel expenses. Taxpayers also cannot claim a deduction for moving expenses, except members of the Armed Forces on active duty moving under orders to a permanent change of station. For more details see Notice-2019-02.

The standard mileage rate for business use is based on an annual study of the fixed and variable costs of operating an automobile. The rate for medical and moving purposes is based on the variable costs.

Read more at [AZBigMedia](#).



Credit: AZ BUSINESS MAGAZINE

Buchanan joins HDR as transit principal project manager

Source: Metro For Transit & Motorcoach Business

Brian Buchanan has joined HDR's transit practice as a transit principal project manager and transit section manager. Based in San Antonio, Texas, he will focus on planning, directing and monitoring multi-discipline transit programs, while introducing emerging technologies such as autonomous vehicles and their associated infrastructure.

Prior to joining HDR, Buchanan served as senior VP of development for VIA Metropolitan Transit. As a member of the senior executive team, he was responsible for service and capital planning, capital engineering, and real estate acquisition and management.

Buchanan's two-plus decades of experience includes managing long-range plans and strategic vision documents as well as leading large capital projects in multi-jurisdictional environments. He was involved in the planning, construction, start-up and testing, and revenue service for Valley Metro's \$1.4 billion Central Phoenix/East Valley light rail system (now known as METRO).

Read more at metro-magazine.com.



Brian Buchanan has joined HNTB's transit practice as a transit principal project manager and transit section manager. Credit: Metro For Transit & Motorcoach Business

DBE News & Events

January 10, 2019

January

10	<u>Construction Activity Forecast</u> Location: 700 W. Rio Salado Pkwy., Tempe, AZ Time: 8:00am - 11:00am
11	<u>Valley Voices: The State of Higher Education</u> Location: 4725 E. Mayo Blvd., Phoenix, AZ Time: 8:00am - 10:00am
13	<u>IRS Series - Federal Taxes and Your Business</u> Location: Burton Barr Library 1221 N Central Ave., 2nd Floor Time: 2:00pm - 3:00pm
15-17	<u>Job Order Contracting Certification Program (JOC)</u> Location: 1551 S Rural Rd., Tempe, AZ Time: 7:30am - 2:30pm
16	<u>24th Annual Indian Nations and Tribes Legislative Day</u> Location: 1700 W Washington St., Phoenix, AZ Time: 10:00am - 3:00pm
16	<u>Problems on Construction Projects</u> Location: 1661 N Swan Rd, #144, Tucson, AZ Time: 1:00pm - 3:00pm
16-17	<u>Project Manager Module 1: Estimating & Job Costing</u> Location: 4129 E Van Buren St., Suite 100, Phoenix, AZ Time: 7:30am - 4:30pm
17	<u>Marketing & Business Development – It's a Team Sport</u> Location: Phoenix Country Club, 2901 N 7th St., Phoenix, AZ Time: 11:00am - 1:00pm
22	<u>DBE Joint Task Force Meeting</u> Location: ADOT 206 S 17th Ave., Ste. 101, Phoenix, AZ Time: 9:00am - 11:00am (sign-in at 8:45am)
23	<u>AMCA Member Meeting & Business Expo</u> Location: Skysong, 1365 N Scottsdale Rd., Scottsdale, AZ Time: 7:30am - 12:00pm
23	<u>New Year Strategic Planning - Pitfalls & Paradoxes</u> Location: 6001 N 24th St., Phoenix, AZ Time: 7:30am - 9:00am
25	<u>Trends Day 2019: Reflect. Rethink. Respond.</u> Location: JW Marriott, 5350 E Marriott Dr., Phoenix, AZ Time: 7:00am - 5:30pm
31	<u>Competent Person for Excavation Safety</u> Location: 1842 W Grant Rd #103, Tucson Time: 8:00am - 2:00pm

ADOT/
BECO

Other
Associations

Click, Listen & Learn WEBINARS



CLICK HERE TO
LEARN MORE



BUSINESS DEVELOPMENT PROGRAM

2019 DBE Business Development Program Registration

CLICK HERE

TO APPLY FOR THE PROGRAM 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!

2019 ADOT DBE & Small Business Transportation EXPO MARCH 14, 2019

"Advancing Arizona Through Transportation"



CLICK HERE
to Register

FRIDAY FORUMS

JAN. 18 - Bonding Readiness

This session will help you get ready to secure bonding and review what you might already have in place.

JAN. 25 - Lending Readiness

Hear from lending experts on SBA & private lending programs.

All Friday Forum workshops are 9am – 11am and start on time.

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

FRIDAY
FORUMS

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

January 10, 2019

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?

Relationships are still important!

Business trends for 2019 confirm that genuine relationships beat out technology when it comes to doing business. Be sure to leave room on your schedule to meet face to face at industry events, workshops, networking mixers, breakfast meetings, and the like.

See our calendar of events on [page 3](#) for ideas to make your personal appearances this month.

! 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
2/8/19 11am MST	\$300K	8.67%	NHPP-060-C(214T; F007801C	IFB	ADOT - Construct Left Turn Bay Extension, EB US 60 at Kings Ranch Rd, Phoenix - Globe Hwy (US 60). The work consists of lengthening & widening the existing left-turn bay, including removing existing AC pavement, excavation, placing AB, AC, fog coat, pavement marking & signing.	Contact: Fauzia Karim Koly, Engineering Specialist, at FKoly@azdot.gov or Reed Dalbik, Construction Supervisor, at RDalbik@azdot.gov
2/8/19 11am MST	\$1.9M	12.96%	STP-LHV-0(208T; SZ11401C	IFB	ADOT - Pavement Rehabilitation, Swanson Ave: Acoma Blvd to Smoketree Ave, Lake Havasu City. The work consists of milling and replacing existing asphaltic concrete pavement; construction of concrete curb and gutter, sidewalks, sidewalk ramps, driveways, striping & signing.	Contact: Jedidiah Young, Engineering Specialist, at Jyoung2@azdot.gov or Joshua Wentzlof, Construction Supervisor, at JWentzlof@azdot.gov
2/8/19 11am MST	\$4M	11.19%	NHPP-010-E(224T; F003301C	IFB	ADOT - Bridge Deck Replacement, Vail RD TI UP & Mountain View TI UP, Tucson-Benson Hwy (I-10). The work consists of replacing the bridge deck & reconstructing guardrail, including replacing the existing pavement markings & embankment curb, & installing new spillways.	Contact: Ghalib Mahdi, Engineering Specialist, at GMahdi@azdot.gov or Max Infante, Construction Supervisor, at MInfante@azdot.gov
2/15/19 11am MST	\$2.5M	10.36%	NHPP-S40-A(201T; H894401C	IFB	ADOT - Bridge Deck Replacement, West Winslow Spur RR OP #1829 (SR 40S). The work consists of replacing the bridge deck, replacing guard rail, placing asphaltic concrete & pavement marking.	Contact: Brandon Campbell, Engineering Specialist, at Bcampbell2@azdot.gov or Tom Goodman, Construction Supervisor, at TGoodman@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!



Have a Capital New Year!



**Don't Miss These Important Funding and Bonding Events
at the
ADOT Small Business Resource Center!
Friday Forums**

(in-person and online attendance options)

January 18th – Bonding Readiness

Hear from experts about the key issues around bonding for contractors. We will also feature information on bonding sources including the SBA Surety Bond Guarantee Program. This session will help you get ready to secure bonding and review what you might already have in place.

Speakers

Ed Fancher - Cinium Financial Services

Jim Pipper - U.S. Small Business Administration

January 25th – Lending Readiness

2019 is a year full of promise of growth. Do you have the financial resources to take advantage of opportunity? Are you prepared to successfully secure a loan to support your growth? Hear from lending experts on SBA and private lending programs. This session will include discussion of traditional lending, alternative/specialty lenders and capital equipment programs.

Speakers

Jeff Swenson – Assistant Director, Maricopa Small Business Development Center

Pam McConlogue- Comerica Bank

Teresa Miranda - Prestamos CDFI, LLC a subsidiary of Chicanos Por La Causa, Inc.

Wade Rasmussen – Amerifund, Equipment Financing

Business Coaches and ADOT staff ready to help you!

The ADOT DBE and Small Business Conference featured a wide variety of expertise and resources. You can follow-up in one-on-one meetings with many of those resources at the ADOT Small Business Resource Center.

[Click here to Attend a Friday Forum or Make an Appointment](#)