



## DBE News & Events

January 23, 2019

### Innovative partnership creating new ADOT facilities in Flagstaff

#### Public-private partnership involving city, firm creating district, MVD offices

Thanks to an innovative public-private partnership, construction is set to begin on turning the former site of a movie theater in Flagstaff into a new Arizona Department of Transportation facility while freeing up prime land for redevelopment.

The state's first public-private partnership involving real estate brought together ADOT, the city of Flagstaff and Vintage Partners, a Phoenix-based development firm, to complete a three-way land swap that will result in a new ADOT North Central District headquarters and Motor Vehicle Division office.

"ADOT, Flagstaff and Vintage Partners all showed extraordinary perseverance to work through their own processes and requirements and get this project across the finish line," ADOT Director John Halikowski. "This is a big win for the community and for ADOT's customers."

The idea for the project came about in 2012, when Flagstaff was looking for a way to complete two voter-approved road extension and realignment projects that ran directly through ADOT's current complex on Milton Road. The ADOT office buildings, built in the early 1960s and 1970s, were outdated and inadequate, but ADOT did not have the budget for new facilities.

Using Arizona's public-private partnership law, ADOT officials suggested swapping the Milton property for new facilities elsewhere in the city, freeing up the Milton land for redevelopment and the road improvements. Flagstaff also contributed a parcel adjacent to ADOT's complex.

ADOT is scheduled to move into its new facilities at the end of this year at the former site of a Harkins Theatres location



An artist's rendering shows the future ADOT location in Flagstaff. Credit: LEA Architects

that relocated near the Flagstaff Mall as part of the deal. The site will house ADOT district offices, MVD and commercial driver license offices, and lab facilities.

The property of ADOT's current offices on Milton Road will be redeveloped into student housing by Vintage Partners and allow Flagstaff to extend University Drive and reconfigure Beulah Boulevard, improving access through that part of town.

"This project is unique in Arizona and is one of only a handful of similar projects around the country," said Gail Lewis, ADOT's director of public-private partnership initiatives. "It showcases the creativity that can be

brought to bear by bringing the public and private sectors together to solve problems."

Due to the complexity of the transaction, the three-party agreement took five years to complete. After Vintage Partners built the new movie theater, the firm then had to develop a plan for ADOT's current location on Milton Road and work with ADOT to plan the new facility. Flagstaff had to approve all of the plans and permits for both the Milton property and the repurposed theater location.

For more information on public-private partnerships and ADOT, visit [azdot.gov/P3](http://azdot.gov/P3).

TRADITIONAL PROCUREMENT	← PUBLIC PRIVATE PARTNERSHIPS →	PRIVATIZATION
Typical Design Bid Build Contracting. Lowest bid is the winner. High risk for the public agency; low risk for the Contractor.	A method of public-private contracting that shares risk between traditional procurement and privatization. Focused on best value and life cycle optimization.	Private company takes on all the risk. Owns the asset for a pre-determined number or years



## **DBE News & Events**

January 23, 2019

### **Busy 2019 on tap for Phoenix-area freeway projects**

#### **Loop 101 widening in north Phoenix, Scottsdale starts next month**

Ongoing construction of the Loop 202 South Mountain Freeway won't be the only major project the Arizona Department of Transportation will be busy building in the Phoenix area in 2019. A \$185 million widening of Loop 101 in north Phoenix and Scottsdale is set to start in February.

The Loop 101 improvement project stretching 13 miles between Interstate 17 and Pima Road in north Scottsdale will add one new general purpose lane in each direction while also reconstructing several on- and off-ramps to match the wider freeway. New merge lanes also will be built in each direction between Seventh Street and Cave Creek Road.

The Loop 101 project is scheduled for completion by early 2021. Crews also will add or reconstruct several noise or retaining walls along Loop 101 where warranted. Before work concludes, crews will add a new layer of smooth rubberized asphalt.

Work will move into high gear this year on the Interstate 17 interchange reconstruction project at Happy Valley and Pinnacle Peak roads, which launched in November. As a major part of this \$50 million project, crews are rebuilding both of the interchanges. They will add a diverging diamond design with additional lanes to carry Happy Valley Road over I-17. The project also means the roundabouts currently in use at Happy Valley Road will be removed.

An expanded diamond interchange will be built at Pinnacle Peak Road and new right lanes are being added along I-17 in the area. The entire project is scheduled for completion by fall 2020.



A new interchange is coming to Interstate 10 in the West Valley. As part of the Maricopa Association of Governments' Regional Transportation Plan approved by voters in 2004, the interchange will be built at Fairway Drive, midway between the interchanges at Avondale Boulevard and Dysart Road. The \$21 million project will start this spring and is scheduled for completion in summer 2020. The on- and off-ramps at this interchange will allow traffic to connect to and from Fairway Drive south of I-10.

A long-awaited Interstate 17 drainage improvement project is set to start this spring between Peoria Avenue and Greenway Road in north Phoenix. Major work will include construction of a new gravity-driven drainage system and the removal of older pump stations near the I-17 traffic interchanges at Greenway, Thunderbird and Cactus roads and Peoria Avenue.

Crews have also started work this month (January) on ADOT's \$10 million I-10 improvement project west of I-17, including the addition of a new westbound lane to improve traffic flow between 35th and 43rd avenues. The project includes improvements to signals and ramps at cross street-level pedestrian crosswalks along the I-10 corridor. Work is scheduled for completion by fall 2019.

ADOT plans and constructs new freeways, additional lanes and other improvements as part of the Maricopa Association of Governments' Regional Transportation Plan for the Maricopa County region. The primary funding source for regional freeway improvements is a half-cent sales tax approved by county voters in 2004. More information about ADOT projects and the regional plan is available at [azdot.gov/projects](http://azdot.gov/projects).





## Taylor Morrison recognized for gender-diverse workforce

By AZBigMedia

While homebuilding has long been a traditionally male-dominated industry, national homebuilder and developer Taylor Morrison is being recognized for creating a gender-diverse workforce. Today the homebuilder joins the ranks of 230 companies selected for the 2019 Bloomberg Gender-Equality Index (GEI), which distinguishes companies committed to transparency in gender reporting and advancing women's equality.

Sheryl Palmer, the only woman to lead a publicly traded homebuilder, has presided over the company for the last 11 years, growing the workforce to nearly equal male-to-female representation (54 and 46 percent, respectively), and boosting women's seat at the leadership table. Women make up 33 percent of senior leadership and 47 percent of middle management roles across the homebuilder's 17 divisions nationwide.

According to Bloomberg, disclosures from firms included in the 2019 GEI provide a wide-ranging and comprehensive look at how companies around the world are investing in women. According to GEI data:

- Women had a 40 percent increase in executive level positions between fiscal years 2014-2017.
- 60 percent of firms conduct compensation reviews to identify gender-based variations in pay to close their average 20 percent pay gap (18 percent on average in the Americas, Europe, Africa and Middle East regions and 26 percent in Asia-Pacific).
- 34 percent have programs in place to recruit women looking to return to work after a career break.
- For U.S. employees, the average number of weeks of fully paid primary leave offered is 13 weeks, and the average number of weeks of fully paid secondary leave offered is 5 weeks.
- 43 percent of firms cover gender reassignment services in health insurance plans.
- 68 percent of firms evaluate all advertising and marketing content for gender biases prior to publication.

Read the whole article [here](#).



**DBE News & Events**

January 23, 2019

**January**

- 23

**Record Keeping & Tax Issues for Small Business**  
 Location: 3500 S Rural Rd., Tempe, AZ 85282  
 Time: 6:00pm - 7:30pm
- 25

**Trends Day 2019: Reflect. Rethink. Respond.**  
 Location: JW Marriott, 5350 E Marriott Dr., Phoenix, AZ  
 Time: 7:00am - 5:30pm
- 26

**Business Law: Get Your Business Off To A Good Start**  
 Location: 3146 East Wier Avenue, Phoenix AZ  
 Time: 11:00am - 1:00pm
- 28

**ACEC/ City of Phoenix Liaison Meeting**  
 Location: 39 East Monte Vista Road, Phx 85004  
 Time: 11:30am - 1:30pm
- 31

**Tucson Airport Authority ASE Program Outreach**  
 Location: Tucson Intl Airport, 2nd level Center Gallery  
 Time: 1:00pm - 3:00pm
- 31

**ASA - Understand Your Cash Flow Options Today**  
 Location: 4105 N. 20th St., Ste. 230, Phoenix  
 Time: 11:30am - 1:00pm

**February**

- 6

**How to Purchase a Business**  
 Location: 1365 North Scottsdale Rd, Ste 135, Scottsdale  
 Time: 7:30am - 9:30am
- 7

**Transportation Scorecard: Kini Knudson**  
 Location: Phoenix Country Club  
 Time: 11:30am - 1:00pm
- 8

**YSWCA 17th Annual Members Only Dinner**  
 Location: 4330 W Riverside Dr. Yuma AZ 85364  
 Time: 6:00pm
- 13

**ADOR Business Tax Workshop (Phoenix Office)**  
 Location: 800 W. Washington Ave. 1st Fl, Main Lobby  
 Time: 9:00am - 12:00pm
- 15

 AICCAZ Networking Luncheon (Save the Date)  
 Location: TBA  
 Time: 11:30am - 1:00pm

ADOT/ BECO
Other Associations



BUSINESS DEVELOPMENT PROGRAM

**2019 DBE Business Development Program Registration**

[CLICK HERE TO APPLY FOR THE PROGRAM TODAY](#)

**FRIDAY FORUMS**

**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

**CLICK HERE to Register**



**ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO**  
 3.14.19 • GLENDALE CIVIC CENTER

**Global Dreams - Building Your Business Through Export**

**February 7, 14, 21, 27**  
9:00am - 12:00pm

REGISTER TODAY!



SAVE THE DATE

**CIVIL RIGHTS SYMPOSIUM TRAINING**  
**MARCH 5-8, 2019**



REGISTER TODAY!

**Project Opportunities**

January 23, 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?**

There is tremendous amount of learning that takes place from your peers. Cohort programs, like the Business Development Program, let you build trust, exchange ideas, and brainstorm solutions with other business owners. Take advantage of this unique experience by committing just two hours per week. You will not be disappointed.

**!** 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
2/1/19 11am MST	\$1.26M	6.13%	NHPP-060-D(218)T; F006701C	IFB	ADOT - <b>Intersection Improvements, 2nd St - El Camino St, Phoenix - Globe Hwy (US 60).</b> The work consists of intersection improvements, including removal of existing pavement & placement of new pavement, raised median, new parking lot, concrete curb, gutter, sidewalks, driveways, ramps, bollards, lighting, signing & pavement marking.	Vian Rashid, Engineering Specialist, at VRashid@azdot.gov or Chris Olson, Construction Supervisor, at COlson.Consultant@azdot.gov
2/8/19 10am	\$2M - \$2.3M	12.75%	18PB027; HSIP-SCT-0(217)A; SH531	IFB	City of Scottsdale - <b>Hayden Rd &amp; Thomas Rd Intersection Improvements.</b> The work consists of construction of approx. 1,350 LF of intersection improvements.	Karie Ingles, Bid & Contract Specialist, at 480-312-5744 or kingles@scottsdaleaz.gov
2/8/19 11am MST	\$300K	8.67%	NHPP-060-C(214)T; F007801C	IFB	ADOT - <b>Construct Left Turn Bay Extension, EB US 60 at Kings Ranch Rd, Phoenix - Globe Hwy (US 60).</b> 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.	Fauzia Karim Koly, Engineering Specialist, at FKoly@azdot.gov or Reed Dalbik, Construction Supervisor, at RDalbik@azdot.gov
2/8/19 11am MST	\$19.M	12.96%	STP-LHV-0(208 T; SZ11401C	IFB	ADOT - <b>Pavement Rehabilitation, Swanson Ave: Acoma Blvd to Smoketree Ave, Lake Havasu City.</b> The work consists of milling and replacing existing asphaltic concrete pavement; construction of concrete curb and gutter, sidewalks, sidewalk ramps, driveways, striping & signing.	Jedidiah Young, Engineering Specialist, at Jyoung2@azdot.gov or Joshua Wentzlof, Construction Supervisor, at JWentzlof@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 18<sup>th</sup> – 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 Pippet - U.S. Small Business Administration*

January 25<sup>th</sup> – 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](#)



ADVANCING ARIZONA  
THROUGH  
TRANSPORTATION  
2019 EXPO



**ADOT DBE & SMALL BUSINESS  
TRANSPORTATION EXPO**

3.14.19 • GLENDALE CIVIC CENTER

ADOTDBEEXPO.COM  
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# WANTED

YOUR PRESENCE AT THE  
YUMA SOUTHWEST CONTRACTORS ASSOCIATION  
17TH ANNUAL MEMBERS' DINNER

FEBRUARY 8, 2019

BRITAIN'S FARM CHUCKWAGON & STEAKHOUSE  
4330 W RIVERSIDE DR.  
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**The Clint Eastwood: \$500**

Reserved seating for 8, Slideshow Recognition, program recognition, and rotational banner-size ad in Bid Bulletin.

**Cowboy/Cowgirl: \$40**

Individual Seat.

**Portrait Sponsor: \$1,000**

All the benefits of Clint Eastwood Sponsorship, special recognition during the event, and rotational banner Ad on our YSWCA Website.

**Saloon Sponsor: \$1,000**

All the benefits of Clint Eastwood Sponsorship, special recognition during the event, and rotational banner Ad on our YSWCA Website.

**Ragtime Sponsor: \$1,000**

All the benefits of Clint Eastwood Sponsorship, special recognition during the event, and rotational banner Ad on our YSWCA Website.



**PLEASE RSVP BY FEBRUARY 1ST**

CONTACT: Maria Duran | [plans@yswca.com](mailto:plans@yswca.com) | 928.539.9035