



DBE News & Events

February 20, 2019

Loop 101 Widening Starting In Scottsdale, Arizona

North Scottsdale Independent

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, according to a press release. 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.

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. •



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AZ, NV Construction Job Gains Dip, But Remain Strong Year-Over-Year

Source: John Guzzon for ENR Southwest

In general, late 2018 showed solid job numbers in the Southwest region of Arizona, Nevada and New Mexico. Major building projects, ranging from entertainment to housing, drove growth in all three states.

From November 2017 to November 2018, Arizona added 18,500 construction jobs, the fourth most in the U.S, trailing Texas, Florida, and California. Nevada added 9,900 year-over-year. Percentage-wise, Arizona and Nevada rank No. 2 and 3 in year-over-year construction job gains.

From Oct. 2018 to November 2018, Arizona was fourth in added construction jobs with 1,900. Nevada added 1,100 construction jobs month-over-month and New Mexico added 400.

Nationally, November 2018 was the first month in the year which fewer than half the states experienced monthly increases in construction employment, says chief economist Ken Simonson, adding, "At a time when job openings are at record highs, the recent slowdown in hiring in some states may indicate contractors are unable to find qualified workers, rather than a slackening in demand for construction."

Arizona

According to the Associated General Contractors of America, the Grand Canyon State had 168,000 people working construction jobs in November 2018. Arizona also added 1,100 jobs in November 2018, the state Office of Economic Opportunity reported.

Employment in Arizona increased 3.6% year over year. From November 2017 to November 2018, Arizona recorded a net gain of 103,200 nonfarm jobs, with the majority 98,800 in the private sector. The construction sector only trailed professional and business service in job creation year-over-year.

Of the 18,500 construction jobs created year-over-year in Arizona, 17,500 of those jobs were located in the Phoenix metropolitan area. Notable projects in the area include the 37,000-acre Douglas Ranch in Buckeye and the Loop 202 South Mountain Freeway and widening of Loop 101.

Nevada

The Silver State reported 97,600 people working in the construction sector as of December 2018, according to the state Department of Employment, Training and Rehabilitation.

Year-over-year from November 2017 to November 2018, the construction sector has added the most jobs, with a gain of 7,900 or 9.5%.

"Construction is continuing to add jobs at a rapid pace, and yet is still around 50,000 jobs less than in 2006," says David Schmidt, chief economist for the Department of Employment, Training and Rehabilitation.

Read more [here](#).



DBE News & Events

February 20, 2019

SRP Offers Free Electrical Safety Workshop: Event Helps Tree Workers, Landscapers, Excavators Avoid Danger

Source: Arizona Contractor Community

SRP is sponsoring a FREE Electrical Safety Workshop to educate tree workers, landscapers, roofers, painters, scaffold workers and excavators on the potential hazards of working near overhead and underground electrical power lines and other utilities. Any individuals who work around utility lines are encouraged to attend the workshop for their personal safety.

Instruction will be in English with Spanish translation available.

The event will include safety presentations on overhead and underground electrical lines including: ADOSH updates, safe work practices, arc flash exposure and step potential, vehicular accidents and staying safe, tailboards, tree trimming job briefing, crane safety and blue stake. Presentations by field workers of SRP and Asplundh Tree Expert Company.

Participants must be 18 years or older. The workshop includes full hot breakfast and a chance to

win raffle prizes. Employers may register up to 20 current employees at one time. Workshop attendance is limited, please register in advance. Tree workers may be eligible for CEUs (A/U/T/M) from the International Society of Arboriculture, attendees are responsible for submitting to ISA.

When: 7:30 a.m. to 11:30 a.m. on Saturday, February 23.

Registration and breakfast begins at 7:30 a.m. at SRP's PERA Club, 1 East Continental Drive in Tempe.

Why: Every year, professional tree trimmers, landscapers, roofers, painters and excavators are killed or seriously injured in tree-trimming and excavation accidents with electrical contact. Workers operate dangerous equipment and are vulnerable to serious injuries when working near overhead and underground electric lines and other utilities.

For more information or to register, call 602-236-2995. You may also register online at srpnet.com/safetyworkshop.



DBE News & Events

February 20, 2019

February

21

WTS - Phoenix Mayoral Debate

Location: 215 N 7th St, Phoenix, AZ
Time: 5:00pm

21

Live Q&A: Masters of Marketing

Location: Webinar
Time: 1:00pm EST, 11:00am MST

26

Constructing Quality Asphalt Pavements Course

Location: 1130 N 22nd Ave, Phoenix, AZ 85009
Time: 7:30am-5:00pm

28

Contactos After 5

Location: 6006 S 30th Street, Phoenix, AZ
Time: 5:00pm - 7:00pm

March

1

18th Annual Contractor's Golf Classic

Location: AZ Biltmore Golf Club, 2400 E Missouri Ave
Time: Registration at 6:30am, Shotgun Start at 7:30am

5

8th Annual Power of the Purse

Location: Desert Botanical Garden, 1201 N Galvin Pkwy
Time: 2:30pm - 5:30pm

6

How to Structure Supply/Manufacturing Agreements

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

20

March Luncheon: Speaker David L Lawry

Location: Phoenix Country Club, 2901 N 7th St, Phoenix
Time: 11:30am-1:00pm

26

A Public Works Perspective on Leadership

Location: Multiple locations
Time: 11:30am-1:00pm

ADOT/
BECO

Other
Associations

SAVE
THE
DATE

HOW TO DO BUSINESS IN THE CITY APRIL 2, 2019 AT 6PM

BURTON BARR CENTRAL LIBRARY City of Phoenix

SAVE
THE
DATE

CIVIL RIGHTS SYMPOSIUM TRAINING MARCH 5-8, 2019



REGISTER TODAY!

Global Dreams - Building Your Business Through Export

FEB. 7, 14, 21, 27
9:00am - 12:00pm

REGISTER HERE



SAVE
THE
DATE

2019 Private Development Summit May 7, 2019 Doubletree by Hilton Tempe

CLICK HERE
TO REGISTER



2019 DBE Business Development Program Registration

CLICK HERE
TO APPLY FOR THE PROGRAM TODAY

FRIDAY FORUMS

"Building & Managing Your Website"

FEB. 22 - Design & User Experience

What should be on your website? What are current trends and best practices in design?

MAR. 1 - Optimizing, Measuring & Protecting Your Website

How do you get the most out of your website? Learn what you need to do to keep your site up to date and protected.

All Friday Forum workshops are 9am – 11am and start on time.
Visit [the website](#) and "Select Events" today!

FRIDAY
FORUMS

2019 ADOT DBE & Small Business Transportation EXPO

MARCH 14, 2019

CLICK HERE
TO REGISTER



Project Opportunities

February 20, 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?

Key Contacts at Your Fingertips

ADOT is a very large organization with contracting, procurement, contract management and payment functions distributed across different departments. Through Business Coach on Demand, ADOT organizes key ADOT Departments and Contacts into an easy-to-use references to guide get your questions answered.

<https://azdot.gov/business/ADOT-Business-Coach/key-ADOT-departments-and-contacts>

! 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
2/26/19 2pm	\$2.3M- \$2.8M	4.02%	ST87400270; PHX-0(345)D; T013701C	DBB	City of Phoenix - 2018 CMAQ Alley Dust Proofing. The work consists of 210,420 SY of clearing, grubbing, & subgrade preparation, including removal, hauling, & disposal of deleterious materials & degraded asphalt millings; 192,885 SY of single application of Liquid Asphalt & precoated fractured aggregate; weed & traffic control.	Emeka Ekpe at 602-534-1423 or emeka.ekpe@phoenix.gov.
3/8/19 11am MST	\$570K	8.45%	CMAQ-NOG-0(208) T; T014201C	IFB	ADOT - Roadway Paving, Valle Verde / Paseo Verde Dr, Nogales. The work consists of reconstructing roadway, including constructing concrete valley gutter & signing.	Vian Rashid, Engineering Specialist, at Vrashid@azdot.gov or Jorge Montoya Navarro, Construction Supervisor, at JMontoyaNavarro.Consultant@azdot.gov.
3/8/19 11am MST	\$1.25M	5.67%	NHPP-040-C(222) T; F004301C	IFB	ADOT - Pavement Rehabilitation (Spot Repair), A-1 Mountain Rd to I-17, Ash Fork-Flagstaff Hwy (I-40). The work consists of providing spot repair for mainline pavement & attaining proposed elevation on Flagstaff Ranch Bridge Deck, including milling & replacing with Asphalt Concrete & Asphalt Concrete Friction Course, re-establishing pavement markings, & installing new loop detectors.	Fauzia Karim Koly, Engineering Specialist, at FKoly@azdot.gov or T.C. Fish, Construction Supervisor, at TFish.Consultant@azdot.gov.
3/22/19 11am MST	\$6M	5.17%	NHPP 040-E(224) T; H821401C	IFB	ADOT - Rest Area Rehabilitation, Meteor Crater & Painted Cliffs Rest Areas. The work consists of rehabilitation of existing site features, including renovations to the ramada, restroom & vending buildings, parking lot improvements, pavement marking, signage, site concrete, ADA compliance upgrades & rehabilitation of existing water & wastewater systems.	Brandon Campbell, Engineering Specialist, at BCampbell2@azdot.gov or Carl Ericksen, Construction Supervisor, at CEricksen@azdot.gov.



ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

3.14.19 • GLENDALE CIVIC CENTER



**ADOTDBEEXPO.COM
REGISTER HERE**





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!



SUBCONTRACTOR TRAINING

TOPIC: THE ESSENTIALS OF
UNDERSTANDING SUBCONTRACTS



DATE AND TIME:

TUESDAY, MARCH 19, 2019
3:00 PM – 5:00 PM MST

LOCATION:

SOUTH MOUNTAIN COMMUNITY CENTER
SAGUARO ROOM
212 EAST ALTA VISTA ROAD
PHOENIX, AZ 85042

As the CMAR on the South Central Extension and Northwest Extension Phase 2 Light Rail projects, Kiewit invites the local small, minority, and women subcontracting community to participate in our subcontractor training. This hands-on workshop will define contract types and the risks associated as well as break down areas that can be negotiated.

Visit <https://www.eventbrite.com/e/subcontractor-training-march-2019-tickets-56067682949> to register!





Constructing Quality Asphalt Pavements A 1 day course

Locations:

- **February 26 – Phoenix, AZ**
- **February 28 – San Diego, CA**

Constructing high quality asphalt pavements is the goal of our industry. You can learn to produce high quality pavements by learning the basic principles of hot-mix asphalt pavement construction and the inspector's responsibilities at the various stages in the construction process. You will develop a general understanding of hot-mix materials, production, placement and compaction operations. Extra attention will be given to mix placement and compaction.

Recent comments from student reviews.

"My boss told me I would benefit greatly from this course. He was right."

"I recommend this course to all involved with asphalt design, construction and inspection."

"Very effective and informative training."

Asphalt Institute
(859)288-4964

For more information or registration go to www.asphaltinstitute.org and click on "Training" on "Seminars" and on "Constructing Quality Asphalt Pavements".

(includes a copy of AI's MS-22 Construction manual, and a 7.5 Hrs. PDH Credits Certificate.



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 1st Quarter 2019 DBE Spotlight is awarded to Endo Steel, Inc. Endo Steel has multiple contracts on the project and for each contract Endo has been successful meeting the schedule demands and providing quality work. Endo's crews have responded quickly to urgent changes, upheld and many times exceeding our planned dates. For example, Endo's efficiency was most evident in the Salt River Segment where we have two half-mile bridges with 16 pier lines each. Endo has been reliable and on schedule tying all rebar cages needed to progress through the column and cap pours. In the I-10 Segment, work has been at night over the freeway and Endo proceeds to build straddle bents over the freeway in less than 10 days which has cut over a week off from the schedule and helps with the moving of traffic (MOT) cost and traffic disruptions. Endo Steel is an integral part of the team and a pleasure to work with. Congratulations!



Pictured Left to Right: Angela Komick (Contracts Manager, C202P), Melissa Abraham (DBE/OJT Compliance Manager, C202P), Gary Werlinger (President, Endo Steel), Ron Dukeshier (Construction Manager, C202P), Walter Fedrowitz (Deputy Project Director, C202P)

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



@SouthMountainFreeway



@Loop202SouthMountainFreeway

On-The-Job Training (OJT) Statistics:

- 192,026 OJT hours on the project
- 237 trainees enrolled into an approved training program
- 36 trainees completing 2,000 hours on the project
- 6 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!



Don't Miss our February Friday Forums

Building and Managing Your Website

(in-person and online attendance options)

February 15 – Getting Started

Where to start? What is your goal for the web? Understand the various decisions and strategies that go in to launching your website. What are the technical considerations? Where will you host your site? What do you need to do to protect it? What tools are available to build your site? What about mobile? When to do it yourself and when to hire a pro.

February 22 – Design and User Experience

What should be on your website? What are current trends and best practices in design? How will your site integrate with your social media efforts? How do you select your content? What's the role of photos and videos on your site? Do you need to know how to code to create an attractive and functional website

March 1 – Optimizing, Measuring and Protecting Your Website

How do you get the most out of your website? How do you know if your website is working? Learn what you need to do to keep your site up to date and protected. What are best practices to maintain your website over time?

Speaker

Jasmine Holmes



President/Founder of 910 West and part of The Idea Gardener team. With over 15 years of graphic design and marketing experience, Jasmine Holmes is an award-winning marketing professional who loves small business. She brings a unique combination of web design, digital marketing strategy and branding knowledge to help small business owners.

Business Coaches and ADOT staff ready to help you!

The ADOT DBE and Small Business Conference featured a wide variety of expertise and resources (including Jasmine). You can set free, one-on-one meetings with those experts and coaches at the ADOT Small Business Resource Center.

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