

## Business Engagement and Compliance

### Building Materials Price Growth Slowed 60% in 2022 Over 2021

By National Association of Home Builders

The **Producer Price Index** for inputs to residential construction less energy (i.e., building materials) rose 8.3% in 2022 (not seasonally adjusted) according to the latest PPI report — less than one-half the increase seen in 2021.

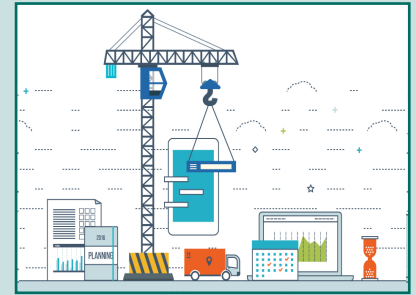
On a monthly basis, building materials prices declined 0.3% in December — the fourth consecutive monthly decrease. After increasing an average of 1.8% per month the first five months of 2022, the index averaged a monthly 0.1% decline from June through December.

Price growth of goods inputs to residential construction, including energy, declined even more sharply over the year because of a historic increase in fuel prices in 2021. Prices increased 8.2% in 2022 after surging 20.8% the prior year.

- **Softwood Lumber:** The PPI for softwood lumber (seasonally adjusted) fell 6.9% in December and 26.1% over the course of 2022. Since increasing the first three months of the year, the softwood lumber index has fallen 45.8%.

- **Steel Mill Products:** Prices for steel mill products decreased 2.7% in December, the sixth consecutive decline. After soaring 128% in 2021, prices dropped 28.7% in 2022 — 25% since May.

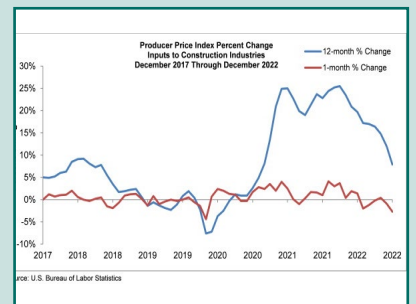
- **Gypsum Building Materials:** The PPI for gypsum building materials declined 0.2% in December but increased 17.6% over the course of 2022. Although the 2022 price increase was more than three times the 25-year average, it was substantially lower than the 23% increase seen in 2021.



### New Report Could Hobble West Valley Development



### Top Social Media Trends in 2023



### Arizona Construction Lost 2,600 Jobs in December

- ▶ **EVENTS**
- ▶ **OPPORTUNITIES**
- ▶ **EXTERNAL LINKS**



## NEWLY CERTIFIED DBE FIRMS:

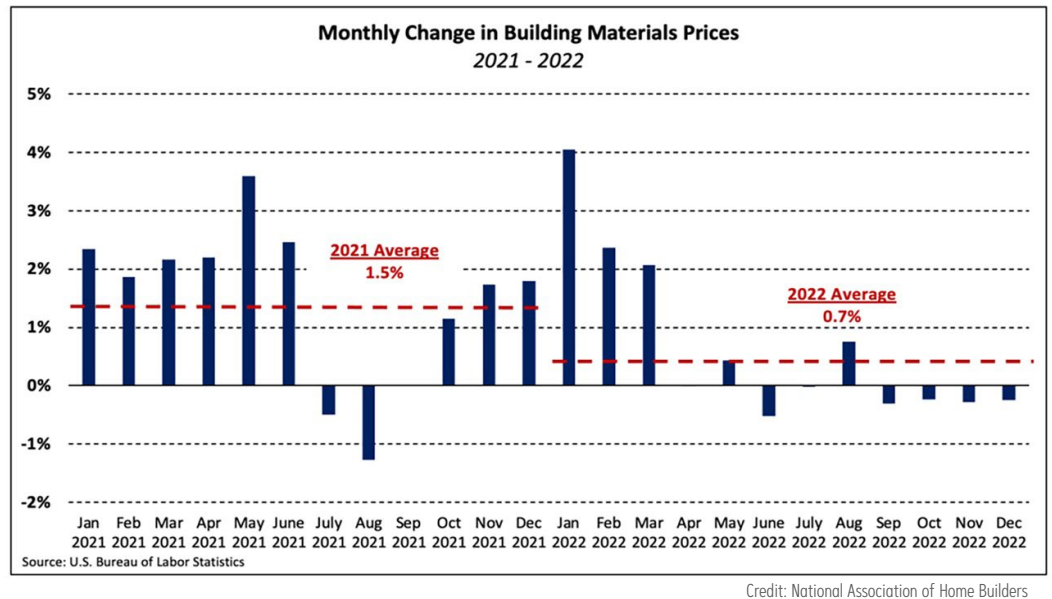
- Safety Health and Environmental Consulting LLC
- Grit Trucking LLC
- Comtech Global Inc
- PH Consulting LLC
- A3R Trucking LLC
- Clutch Solutions LLC DBA Clutch Solutions
- Gistic Research, Inc.
- Goode Tax LLC
- Lynn Daniel Consulting

## Building Materials Price Growth Slowed 60% (Cont'd)

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• **Ready-Mix Concrete:** The trend of ready-mix concrete prices continued its historic pace as the index increased 1.6% in December. The PPI for RMC increased 13.6% in 2022, twice the 2021 increase and nearly seven times the historical average.

David Logan, NAHB's director of tax and trade policy analysis, shares more details and graphics in [this Eye on Housing post](#). ([Source](#))



## New Report Could Hobble West Valley Development

An Arizona Department of Water Resources report released this week by Governor Katie Hobbs shows much of the long-planned development in the far West Valley can expect to face significant difficulties with water supplies.

ADWR had developed the model showing those supplies were inadequate during former Governor Doug Ducey's term but had not released it.

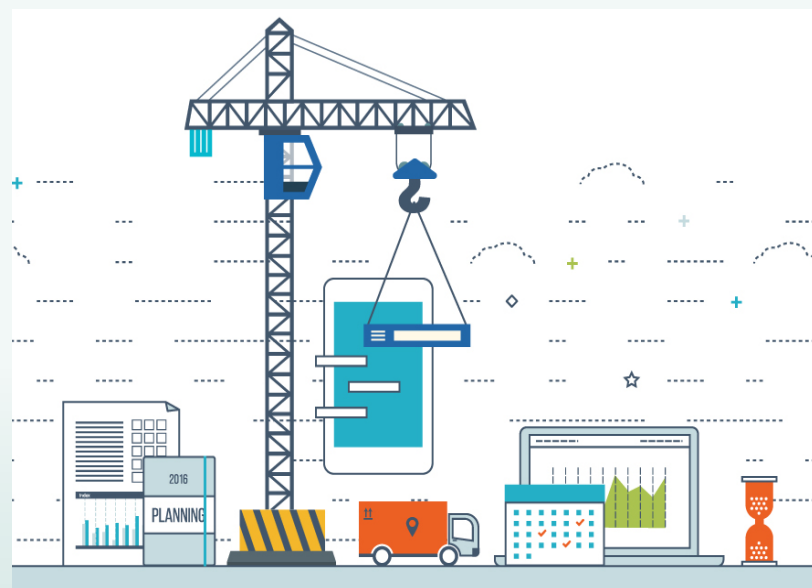
There are long-term plans in place for more than 800,000 future residents west of the White Tank Mountains, but water sources beyond those currently in place will have to be found before that development can happen.

The Lower Hassayampa Sub-basin Groundwater Model shows the projected growth would more than double groundwater use and disrupt groundwater balance by 15%.

ADWR Director Tom Buschatzke said there will be no new Certificates of Assured Water Supply certificates issued for development in the area unless and until developers can find water resources beyond local groundwater.

"Some of the big plans that are out there for master-planned communities will need to find other water supplies or other solutions," Buschatzke said.

In addition to releasing the modeling report, Hobbs also announced the Governor's Office of Resiliency, which will look to coordinate finding implementing land, water and energy solutions around the state between agencies, tribes and outside experts. ([Source](#))



Insights for the new year

## Top Social Media Trends in 2023

If you are still on track with your 2023 New Year’s resolution, keep reading. And if you have already broken your resolution, have no fear. You are in good company. In fact, while 38.5% of U.S. adults set New Year’s resolutions every year, 23% quit in the first week, and only 36% make it past the first month, according to [insideoutmastery.com](https://www.insideoutmastery.com).

You may be wondering why this article’s headline led you to think you were reading about social media trends, and the lead paragraph talks about New Year’s resolutions. Perhaps you have an annual resolution to review your social media effort. It is worth reviewing because your clients, prospects and hiring candidates may have resolved to reduce their social media time in 2023, according to [gwi.com](https://www.gwi.com) in its article, Latest Trends in Social Media (2022).

Now is a good time to review your social media program to make the most of the audiences you want to reach.

Here are some Social Media Best Practices for 2023 from [socialinsider.io](https://www.socialinsider.io)

with comments tailored for ADOT’s newsletter readers:

**1. Find out who is your buyer persona.** Think about your current clients, especially those who are extremely loyal and you rely on their business. What characteristics do they have, what market sectors are they in, what types of services do they need regularly, how well do they pay your invoices, and how easy are they to work with? Develop several personas based on your revenue goals, markets and hiring needs. Then consider the social media channels where your personas are likely to be. For example, many senior professionals use LinkedIn to connect and college graduates use Instagram to research companies. Make sure your company’s social messages match your audiences.

**2. Post diversified content.** Remember to post on a variety of topics, which could include trends and statistics about the services you offer, photos of happy clients and employees, testimonials, motivational quotations, community events, staff interviews and profiles, beautiful images related to your type of work and celebrations with clients. Share your clients’ posts and comment on their success.

**3. Develop a social media calendar.** It does not have to be complex, and not every day will have a post. Look at the next three months, note holidays (and even those that are a little out of the ordinary for a dose of fun), look at employee anniversary dates and feature them on their special day with an interview or congratulatory note, and check out project milestones. You will need to think ahead at least a week to write the content, locate the image and get approvals before posting.

It is easy to put off social media posting when you are busy. And it is even easier to think that your audiences are not paying attention or have kept their New Year’s resolutions to reduce their social media scrolling (which we all know is rather unlikely). Still, social media is a tool in your marketing toolbox for you to connect with clients, prospects, and potential new hires.

Consistency is crucial, and knowing your audience, posting a variety of content and having a plan are the necessary steps for a strong social media presence. Take these steps today to keep your New Year’s resolution to improve your social media program in 2023!•



### Arizona Construction Lost 2,600 Jobs in December

Arizona’s seasonally adjusted unemployment rate decreased to 4% in December, down from 4.1% in November, according to the latest [report](#) published by the **Arizona Office of Economic Opportunity**.

The national rate decreased to 3.5% from 3.6%. In December 2021, the state had a seasonally adjusted rate of 3.9%, and the national was also 3.9%.

The state had a net gain of 400 non-farm jobs over the month. “Prior to the pandemic (2010-2019), NSA nonfarm employment gained 5,600 jobs on average in December,” the report states. Government lost 10,800 jobs in December.

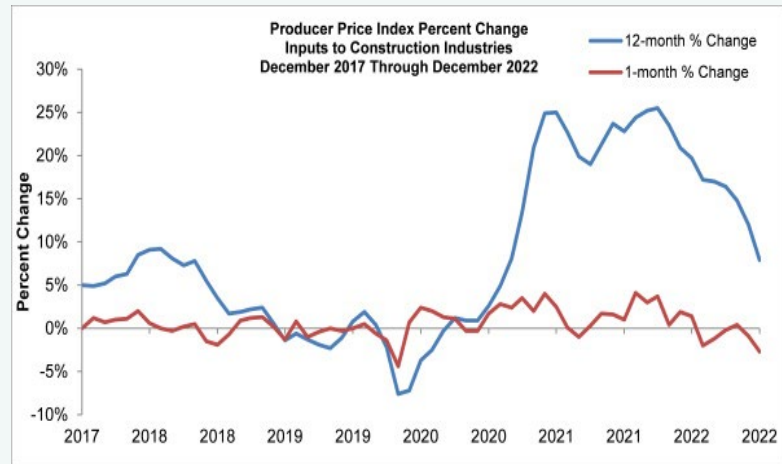
The private sector gained 11,200 jobs over the month, led by Trade, Transportation & Utilities with 4,500 and Professional and Business Services with 4,300.

Five of the 11 sectors tracked lost jobs in December.

#### Construction Employment

Statewide construction employment totals 186,000 jobs, which decreased by 2,600 from November. In December 2021 the sector reported 180,000.

The Arizona Construction sector features three major segments: Buildings, Heavy, and Specialty Trades. There are currently 37,300 jobs in Buildings, which is down 1,000 from November and up 800 from December 2021. Heavy Construction fell by 300 over the month for a total of 21,000 and gained 800 over the year. Specialty Trades dropped by 1,300 over the month for a total of 127,700, and the segment gained 4,400 over the year.

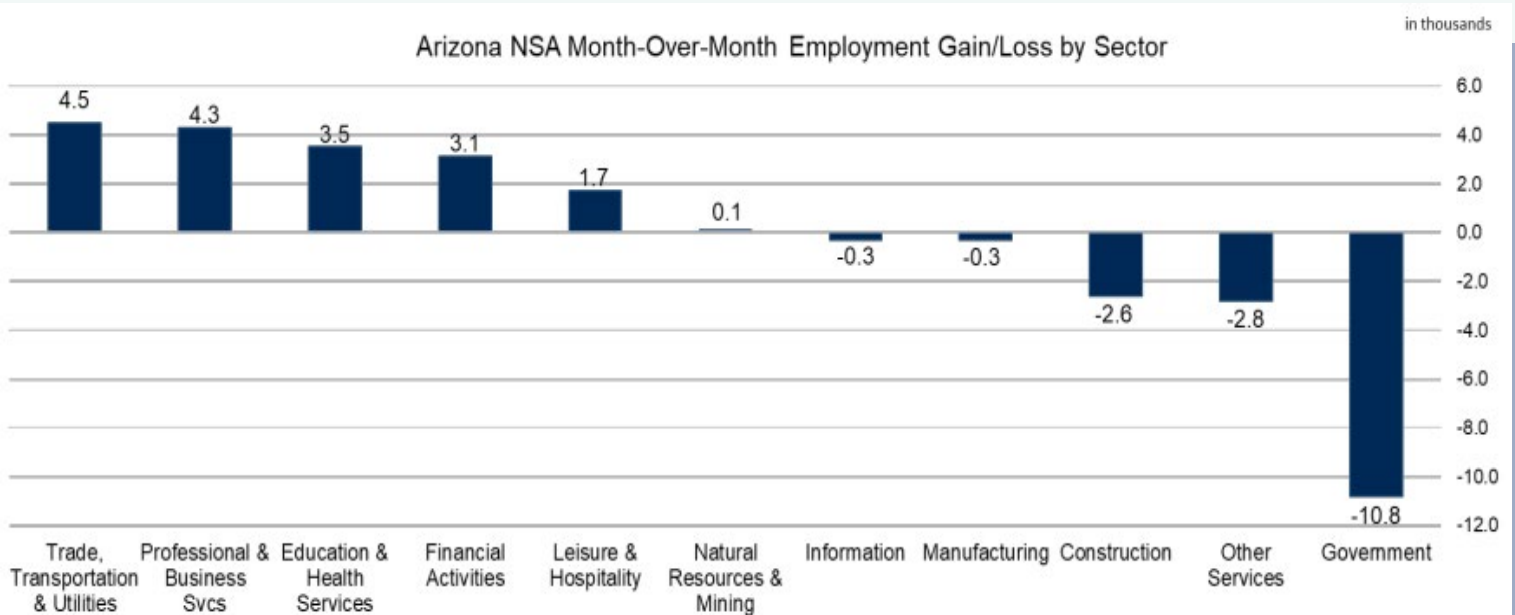


Source: U.S. Bureau of Labor Statistics

Construction jobs in the Phoenix Metro Area (Phoenix-Mesa-Scottsdale) decreased by 1,600 over the month for a total of 147,500. The December 2021 number was 139,900. Metro Tucson construction jobs came in at 18,200 jobs for the month, down 200 from November, and unchanged year over year.

Yuma, Flagstaff, Prescott, Lake Havasu City-Kingman and Sierra Vista-Douglas combine Construction and Natural Resources jobs in reporting their job sector totals. Yuma lost 100, for a total of 3,700, and Flagstaff dropped 200 to 2,900. Prescott fell 300 to 6,800. Lake Havasu City-Kingman lost 100, falling to 4,500. Sierra Vista-Douglas was unchanged, ending the month at 2,100.

Arizona NSA Month-Over-Month Employment Gain/Loss by Sector



Credit: Arizona Office of Economic Opportunity

### Business Engagement and Compliance



**\*\*ATTENTION TO ALL FIRMS\*\***

Need help preparing DBE affidavits?

Please see our tutorial video below:

["Preparing DBE Affidavits"](#)



## FEBRUARY

- 9** **SMPS: The Keys To Dynamite Differentiators That Blow The Competition Away**  
7:30 -8:30 a.m.  
Location: 6915 W. Frye Road, Chandler
- 9** **CSI: The Process Of Specifying High Traffic (Slip Resistance) Floor Systems**  
5 -7 p.m.  
Location: 8222 S. 48th St., Suite 175 Phoenix
- 14** **NAIOP: The Role of Data Analytics in CRE Siting, Design and Valuation Decisions Webinar**  
2 p.m.  
Location: Online Only
- 16** **APWA Young Professionals: Vision Zero Road Safety Action Plan**  
3:30-6:30 p.m.  
Location: Paradise Valley Country Club 7101 N. Tatum Blvd., Paradise Valley
- 16** **ASHRAE: 2023 Tabletop Product Show**  
3 p.m. - 7 p.m.  
Location: 552 N. 40th St., Phoenix
- 21** **NSPE E-Week Celebration: Awards Luncheon**  
11 a.m. - 1 p.m.  
Location: 532 W. McDowell Road, Phoenix
- 21** **APWA Celebrating the Future: Engineers Week**  
11 a.m.-1 p.m.  
Location: 532 W. McDowell Road, Phoenix
- 22** **NAIOP Developing Leaders Event: Building Your Book of Business in CRE**  
8-9:30 a.m.  
Location: 2398 E. Camelback Road, Suite 180, Phoenix
- 23** **BISNOW: Phoenix Multifamily**  
1 p.m.  
Location: 200 W. Monroe St., Phoenix
- 23** **AIA Phoenix Metro Associates + AIA10 Mixer**  
4:30- 6:30 p.m.  
Location: The Churchill 901 N. First St., Phoenix
- 23** **CCIM: Ward Center Course Commercial Real Estate Receivership**  
9 a.m. - 12:30 p.m.  
Location: 2325 E. Camelback Road, Phoenix

## Featured Federal-Aid Projects

### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
<b>2/10/23</b> 11 a.m. MT	\$16.7 million	4.55%	093-B(219)T; F038701C	<a href="#">IFB</a>	ADOT - Why-Tucson Highway (SR 86): BIA 135 to BIA 030; IR34 & IR42, Tohono O'odham Nation. The work consists of pavement rehabilitation for asphalt concrete roadway.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
<b>4/7/23</b> 11 a.m. MT	\$15 million	5.22%	008-B-(214)T; F038801C	<a href="#">IFB</a>	ADOT - (I-8 MP 135-Pinal County Line, Maricopa County. The work consists of pavement and minor bridge rehabilitation, including milling and repaving of mainline, shoulders, crossroads, ramps, bridge decks, and slabs; removing and replacing cattle guards, guard rails, spillways and removing bridge railing, and replacing with concrete barrier.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
<b>5/12/23</b> 11 a.m. MST	\$880,000	2.63%	999-A(555)T; F043201C	<a href="#">IFB</a>	ADOT - Northwest Region State I-40 and I-17. The work consists of installation of wrong-way signing, pavement marking and other related work.	Contact: Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>

### External Links:

[ADOT Current Advertisements](#)
[ADOT Advertised Alternative Delivery Projects](#)
[ADOT Engineering Advertisements](#)
[Bidding Opportunities Around the State](#)
[ADOT Public-Private Partnership Initiatives](#)

### DBE SUPPORTIVE SERVICES PROGRAM

1801 W. Jefferson St., Suite 101, Phoenix AZ

602.712.7761

[DBESupportiveServices@azdot.gov](mailto:DBESupportiveServices@azdot.gov)

# I-17, ANTHEM WAY TO JCT. SR 69 (CORDES JUNCTION)



## OUR TEAM

The Kiewit-Fann Joint Venture (KFJV) is a strategic partnership between two trusted Arizona firms that have extensive experience working in rural environments, delivering highway projects. KFJV team members have an extensive history together on successful design-build and CMAR projects and have long-standing relationships with ADOT, local jurisdictions, and the community.

## POTENTIAL SUBCONTRACT OPPORTUNITIES

KFJV is assembling a team to pursue the I-17 Anthem Way project. We are seeking diverse and local firms interested in professional services and construction subcontract opportunities. Scopes of work include, but not limited to:

- Construction Water
- GGL Pile Testing
- Utilities
- Permanent Barrier
- PVC / HDPE Pipe Materials
- STS Drill Bits
- Light Plants
- Deep Foundations Drill Shafts
- Tieback / Rock Anchors Shoring
- Fence and Handrail
- Powerline Install and ROW
- Sign Drilled Shafts
- Potholing
- Sound wall footing
- Furnish & Install Precast Girders
- Bearing Pad Testing
- Traffic Control

## TAKE THE FIRST STEPS

Head to <https://www.kiewit.com/business-with-us/opportunities/i-17-anthem-way-project/> to complete the Subcontractor Questionnaire and create an account with Building Connected.

## STAY CONNECTED

For additional information and future event dates, visit our website at: <https://www.kiewit.com/business-with-us/dbe-opportunities/i-17-anthem-way-project>

DBE participation goal established for this project:

**10.16%**

for Professional Services

**10.88%**

for Construction Work

## QUESTIONS? CONTACT US!

Contact us to learn about anticipated subcontract opportunities on the I-17 Anthem Way project at [Flex.Outreach@kiewit.com](mailto:Flex.Outreach@kiewit.com).

KFJV is committed to meeting or exceeding stated project participation requirements upon award of ongoing and upcoming Arizona Department of Transportation projects; assisting interested DBEs in obtaining bonding, lines of credit or insurance; providing interested DBEs information related to the plans, specifications and requirements for work to be subcontracted or supplied by these DBEs; assisting interested DBEs in obtaining necessary equipment, supplies, materials or related assistance or services; sub-dividing bid items into economically feasible work units to DBEs every advantage to quoting the project.

*KFJV is an Equal Opportunity Employer.*

# It's Your Turn

## Grow Your Business

96 ADOT Business Development Program graduates to date were awarded over 1,500 contracts and grew their sales by over \$20 Million, jobs by 90+ and added millions in capital.



New Contracts

Higher Profits

More Opportunities

**THERE ARE LIMITED SPOTS FOR THIS PROGRAM.  
INITIAL PARTICIPANT SELECTIONS WILL BEGIN FEBRUARY 20, 2023.**

**ARE YOU READY TO ACHIEVE MORE?  
SIGN UP TODAY!**

[HTTPS://BIT.LY/ADOT-DBESS-BDP](https://bit.ly/adot-dbess-bdp)