

Business Engagement and Compliance

Pinal, Florence to Partner on Hunt Highway Widening

The Florence Town Council has approved an agreement that will let Pinal County assist with plans to widen Hunt Highway from two lanes to five lanes near Florence Hospital.

The county will aid in the design and right-of-way acquisition for the portion between Magma Road and Franklin Road. The design includes both the originally planned Pinal County portion between Magma Road and Oasis Boulevard and the newly added Florence extension to Franklin Road, for a new total of five miles. Pinal will also assist

coordinating and widening the Union Pacific Railroad crossing at Franklin.

According to the project schedule in the design proposal, the design for the new addition is expected to begin this month and be complete in April 2024.

Engineering costs for Florence's 1.2-mile section were set at \$206,000 in the agreement, according to an article on PinalCentral. Florence will begin the right-of-way acquisition process once the design is 60% complete. •



Tips to Help You Get Through That Proposal Roadblock

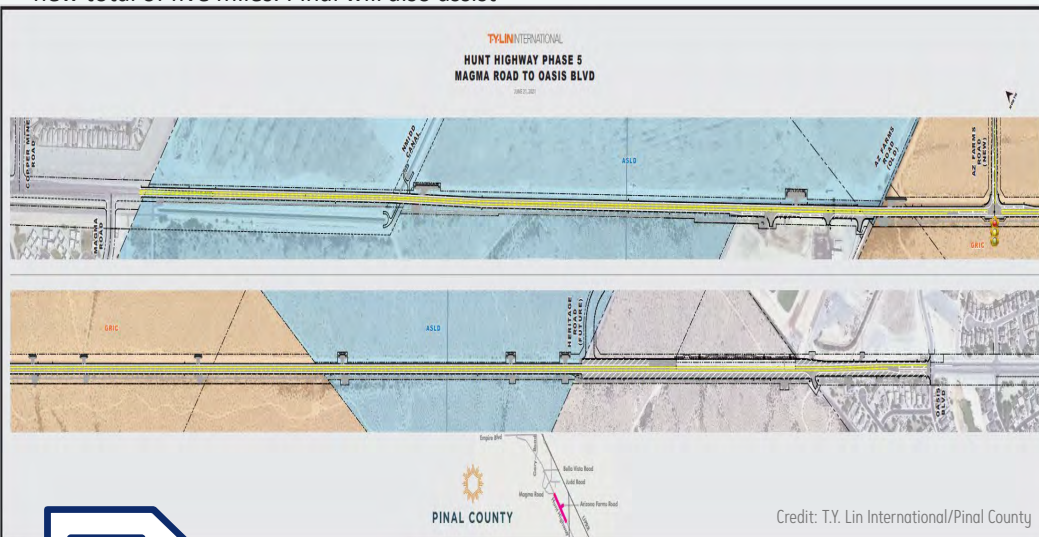


Arizona to Receive \$5.1 Million for Water Upgrade Projects



February Nonresidential Construction Spending Up 0.4%

- ▶ EVENTS
- ▶ OPPORTUNITIES
- ▶ EXTERNAL LINKS



NEWLY CERTIFIED DBE FIRMS:

- JA AFFILIATES LLC
- WATER SPRINGS ELECTRIC LLC



Some requirements make you feel stuck

Tips to Help You Get Through That Proposal Roadblock

If you have been in the design and construction industry for any amount of time, you have encountered Requests for Proposals (RFPs) or Requests for Statements of Qualification (RFQs that seem like they never quite come together. Sometimes it is a new client format, and other times, it is just a word or two that leaves you scratching your head, wondering why the client asks “that” question in “that” way.

Even the most seasoned expert professional runs into proposal requirements that seem like the easiest thing in the world (answering a question) but end up taking more time than they had anticipated. Time is so precious that busy professionals do not like it when a task takes a turn for the worse.

Here are three steps to handle a problematic proposal:

1. Read the RFP carefully.... again. We respond to RFPs and RFQs regularly and have a good feel for standard questions and requirements. When we struggle to answer a question efficiently, we need to pause and review what is being asked. For example, it is easy to pull responses from a prior RFP/RFQ with the same client or another that is very similar and think that we can quickly copy and paste an adequate response. When we review our first draft, it may not make sense and your pasted answer does not actually respond to the questions

being asked. Slow down and review the specific question again. Every word matters and cutting and pasting (aka “save as”) may not make sense for the proposal question you are responding to. That confusion or struggle is a good sign that your response is not a good fit.

2. Copy and paste or type the actual question into your document, and include all the subquestions. It helps to see the actual question on the page so you can evaluate every word or phrase. This is when you may see that your previously used response is a little off track. The busier we are, we try to rush to respond to questions that we are accustomed to, and the risk of not answering the question correctly or fully is a threat to a compliant response. And remember to answer every subquestion, whether it is combined as one question with many parts or broken into distinct (numerical or alphabetical elements. It is easy to read the first part and overlook the rest, which could result in missed points and a potential loss.

3. Hit the brakes and ask yourself if you do not understand the question.

Clients do not always use the same words in the same way. For example, when the client asks you to describe your experience with a particular type of work, are they looking for a summary paragraph, list, matrix or



project description? In that case, review the other RFP/RFQ questions, and determine if you could be distracted by a word or term. When you slow down and look at other RFP/RFQ questions, you may see that they have asked another completely separate question where you can provide your answer in another format. For example, perhaps you make a list of relevant experiences for a general question, and then provide specific project examples for another question.

Responding to RFP/RFQs is usually time-consuming, and not always a top priority for busy professionals. It is easy

to cut and paste a previous proposal response into the one you are working on to save time. It is also risky to move too fast and not pay attention to specific question details, which could mean your answer is excellent, but not responsive to the question asked. That leaves an evaluator scratching their head as they mark a “0” on your evaluation form.

When you struggle with a proposal, slow down and carefully review the questions so you know how to develop and repurpose existing content that is responsive, hits the mark, and helps you on your project win journey. •

Arizona to Receive \$5.1 Million for Water Upgrade Projects

By The U.S. Environmental Protection Agency

The U.S. Environmental Protection Agency has announced almost \$78 million from the 2023 Consolidated Appropriations Act for states, tribes and territories in the Pacific Southwest through this year's Clean Water State Revolving Funds. The funding will help communities upgrade essential wastewater and stormwater systems to protect public health and water bodies across the nation.

Arizona will receive \$5.118 million. The state's 2022 allotment was \$7.894 million.

EPA Administrator Michael S. Regan announced the funding as part of a \$775 million investment highlighting historic funding for water infrastructure upgrades.

The announcement builds on the second wave of \$2.4 billion EPA announced for clean-water infrastructure upgrades through the Infrastructure Investment and Jobs Act in February. More than \$3.2 billion will be provided to the CWSRF when combined with fiscal year 2023 funding available through the IJA. •



February Nonresidential Construction Spending Up 0.4%

By Associated Builders and Contractors

National nonresidential construction spending increased 0.4% in February, according to an Associated Builders and Contractors analysis of data published by the U.S. Census Bureau. On a seasonally adjusted annualized basis, nonresidential spending totaled \$982.2 billion for the month.

Spending declined on a monthly basis in nine of the 16 nonresidential subcategories. Private nonresidential spending was up 0.7%, while public nonresidential construction spending was down 0.2% in February.

"Nonresidential construction spending increased for the eighth time in the past nine months in February," said ABC Chief Economist Anirban Basu. "Importantly, almost all of the nonresidential sector's momentum is attributable to manufacturing-related construction, which accounted for nearly 35% of the year-over-year growth in spending. Excluding the manufacturing segment, spending in the other 15 nonresidential segments collectively declined in February.



"While the manufacturing segment should continue to see elevated levels of investment, tightening credit conditions will likely hinder nonresidential construction momentum in the near term," said Basu. "Contractors maintain a healthy level of

backlog, according to ABC's Construction Backlog Indicator, but a gloomy economic outlook and difficulty securing financing are potential headwinds for the industry for the rest of 2023." ([Source](#))

Congratulations to ADOT's Business Engagement and Compliance Office (BECO) team and Senior Deputy State Engineer Rob Samour for being recognized at the WTS Metropolitan Phoenix Chapter 2023 Annual Scholarship and Awards Ceremony on April 1.



Representing BECO were (left to right) **Francesca Martin, Tina Samartinean, Aimee Barrett and Melanie Peterson.** (Not pictured: **Steve Haley**)

The BECO team received the Rosa Parks Diversity Leadership Award for the program's efforts in supporting women and minority-owned businesses in the transportation industry. Employee and Business Development Office Administrator **Tina Samartinean** accepted the award saying, "BECO has been recognized as a trendsetter among other state Departments of Transportation in implementing initiatives that support Disadvantaged Business Enterprise (DBE) participation in ADOT's Federal Highway Administration-funded contracts." Minority- and women-owned businesses under the DBE program were awarded more than \$586 million in the last 10 years. Samartinean thanked the BECO team for their dedication and support in taking care of customers. •



It's a family affair with daughter Sienna (left) and wife Monica (right) supporting **Rob Samour.**

Business Engagement and Compliance



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

Need help preparing DBE affidavits?

Please see our tutorial video below:

["Preparing DBE Affidavits"](#)



2023 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

May 3, 2023 (7 a.m. - 12 p.m.) • In-person

Event brought to you by:



FREE TO ATTEND

[REGISTER](#)

APRIL

20 2023 AIA Arizona Associates Gathering (2-day Event)
21 12:30-5:30 p.m.
Location: Mesa & Tucson
(Exact locations vary by time/day)

21 AIA: Path to Licensure: Navigation and Support
3-5:30 p.m.
Location: Reilly Craft Pizza & Drink Beer Garden, 101 E. Pennington St., Tucson

26 Brown Bag Lunch: State of Current Affairs with the City of Phoenix
Noon-1 p.m.
Location: AIA Office
30 N. 3rd Ave., Phoenix

26 AAED: 2023 Spring Conference: Sun, Sand & Success! (3-day Event)
Time varies by day
Location: Loews Ventana Canyon, Tucson

28 PMI: Playing Project Management All the Way to Success
7:30-9 a.m.
Location: Online Only

MAY

4 AZBIZCON Phoenix 2023
1-5 p.m.
Location: 6001 N. 24th St., Phoenix

10 AZ Water Association's 9th Annual Career Connect
10 a.m. - 3 p.m.
Location: Phoenix Convention Center South Building Exhibition Hall

10 ULI Arizona "Understanding UrbanPlan: How to Get Involved"
8 a.m. - 9 p.m.
Location: Northern Trust
2398 E. Camelback Road, Ste. 1100
Phoenix

10 MPA's 2023 Common Ground Awards
5:30-8:30 p.m.
Location: 17 W. Congress, Tucson



Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
5/12/23 11 a.m. MST	\$880,000	2.63%	999-A(555)T; F043201C	IFB	ADOT - Northwest Region State Interstate 40 And Interstate 17. The work consists of installation of wrong way signing, pavement marking, and other related work.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
5/12/23 11 a.m. MST	\$5 million	7.45%	017-B(238)T; F042501C	IFB	ADOT - Cordes JCT to Flagstaff Highway (I-17). The work consists of rehabilitating existing restroom buildings, rehabilitating water and wastewater systems, addressing components to meet ADA compliance, and other related work.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov .
5/19/23 11 a.m. MST	\$47.5 million	9.97%	010-A(236)T; F038501C	IFB	ADOT - Ehrenberg Phoenix Highway (I-10) from Dome Rock Road to NE of Scaddan Wash. The work consists of milling the existing asphaltic concrete pavement and replacing it with new AC and AR-ACFC.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov

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



2023 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

May 3, 2023 (7 a.m.-Noon) | In-person | Free to Attend

EVENT BROUGHT TO YOU BY:



Arizona Department of Transportation (ADOT) and partner agencies will be holding the Disadvantaged Business Enterprise (DBE) and Small Business Transportation Expo in-person on Wednesday, May 3, 2023. This event will allow attendees to learn about project opportunities, network with industry professionals and business owners and hear from transportation leaders including: **ADOT, MCDOT, the City of Phoenix Public Transit and Street Transportation Departments, Valley Metro, and Phoenix Sky Harbor International Airport.**

Participants can chat with leaders from government agencies and other hiring companies in the transportation industry and hear about upcoming projects at the partner agencies listed above.

Primes can also establish new DBE, SBE and SBC connections.

VISIT [ADOTDBEXPO.COM](https://adotdbexpo.com) FOR MORE INFORMATION:

• **FREE REGISTRATION**

- Program Details
- Sponsorship Opportunities
- Venue Logistics
- List of Registered Attendees
- Confirmed Exhibitors
- Current Sponsors

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



PROJECT OWNER

Arizona Department of Transportation

PROJECT NAME

I-17, Anthem Way TI to Jct. SR 69
(Cordes Junction)

Phoenix – Cordes Junction Highway

Public-Private Partnership
Design-Build-Operate-Maintain
Agreement

PROJECT NUMBER

17 MA 229 H6800 01C / NHPP-017-
A(228)S

DBE participation goal
established for this project:

10.16%
for Professional Services

10.88%
for Construction Work

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 seeking diverse and local firms interested in pursuing multiple scopes of work on the I-17 Anthem Way project. The following scopes are open for solicitation:

- Aggregate Supplies (structural backfill, 3/4" drain rock)
- Bridge Deck Grooving
- Buy 3" PVC Underdrain
- Buy Epoxy Resin
- Buy Geocomposite Wall Drain & Pipe
- Buy Geogrid
- Buy Geotextile Fabric
- Buy Pipe Scuppers (deck drains)
- Buy PVC & CIP Wall Embeds
- Buy vehicle Arresting Barrier
- Core Holes for Bearing Pad Anchors
- Deck Drain Pipe & Appurtenances
- De-lead Existing Bridge Bearings
- Demo Embankment Curb
- Demo Guardrail & Barrier
- Demo ROW Fence (barbed wire and t-post)
- Flaggers
- Fully Operated & Maintained Equipment
- Install MSE Pedestrian Railing
- Install Rock Anchors
- Install Temp Detour Base Course
- Install Temp Detour Pavement
- Noise Wall
- Remove Ground Mounted Signs
- Routine Maintenance - Damaged Sign F&I
- Routine Maintenance - ITS Device Repairs
- Routine Maintenance - ROW Fence Repair (t-post & barbed wire)
- Security Services
- Shotcrete
- Small Tools & Supplies
- Sound Wall CMU
- Structural Paint Touch-up
- Temp Striping
- Traffic Control Labor
- Trucking
- Weld Bearing Replacements

Attachments: Wage Decision No. AZ20210008 Mod No. 0 - Dated 01/01/2021

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, or for additional information and future event dates.

QUESTIONS? CONTACT US!

Contact us to learn about anticipated subcontract opportunities on the I-17 Anthem Way project at Flex.Outreach@kiewit.com and NAME at NAME@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.