

## Business Engagement and Compliance

### Gilbert, Surprise Approve Preliminary Budgets

Both the **Gilbert Town Council** and the **Surprise City Council** voted to approve their respective preliminary budgets earlier this week.

Both are expected to approve their final budgets, which cannot exceed the approved preliminaries.

#### Gilbert Sets a Record

Independent Newsmedia [reports](#) Gilbert's preliminary budget is greater than \$2 billion for the first time in the town's history. Each year's budget is significantly larger than the actual annual expenditures because it includes current and future funding for projects under the Capital Improvement Plan. The 2023-2024 CIP portion of the budget totals \$1.36 billion.

The budget approved this week includes an additional \$56 million beyond the total discussed in an April 18 study session. Construction costs for a new crime lab were added as a placeholder, even though the Town Council has not yet formally decided whether to move forward with the project.

#### Surprise Budget is Also its Largest Ever

The \$884.2 million preliminary budget approved by the Surprise City Council is the largest in the city's history. A separate Independent Newsmedia [article](#) reports the planned expenditures were fueled by local growth, a focus on infrastructure and the need for expanded programs and amenities for residents.

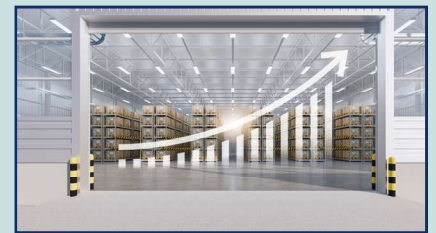
On the CIP side, projects focus on police and fire facilities, road improvements for better traffic flow, and improvements to the City's wastewater and water treatment facilities. ([Source](#))



### How to Ask Good Questions – Part 2



### Scottsdale FY 2023-24 Budget Has \$1.376 Billion for CIP



### Peoria Advances Preliminary \$1.1 Billion CIP Plan



### Arizona Construction Gained 1,500 Jobs in March

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

## NEWLY CERTIFIED DBE FIRMS:

- Fad Marketing and Concessions, LLC
- Guild Health Group
- Connico, LLC
- Cal Vet Integrated Consulting Services
- Othon, Inc.
- Water Springs Electrics, LLC

*More tips to help business owners uncover better information*

## How to Ask Good Questions – Part 2

### ***More-tips-to-gather-data-and-perspective***

Asking good questions does not have to be difficult. In the last newsletter we suggested clarifying the purpose, watching the conversation flow, and choosing the right time. When wise entrepreneurs inquire with intention, they gain insights that inform their leadership, which results in satisfied clients, happy employees, and long-term success.

This is Part 2 of a series about proven leadership strategies to gather information.

There are two types of questions that elicit different types of responses: fat vs. skinny or open vs. closed. Open-ended or fat questions give the other person the space to expand, provide details, invite longer, more detailed answers. Closed or skinny questions provide a single, objective answer. Typical responses are yes, no or a brief statement of fact.

Open-ended questions often start with one of the following words or phrases:

- How... such as, "How did you like your last job?" or "how is the team performing on this project?"
- Why... such as, "Why do you think the community has concerns about this project?" or "why do you want this promotion?"
- What is... such as, "What are the most important characteristics of good leaders?" or "what is the goal of this highway project?"
- What are... such as "What are some ways we could do to improve our communication process?" or "what are some concerns you have about the traffic closures?"
- In what way... such as, "In what way do you think the community meeting was unsuccessful?" or "in what way would you like to learn more design skills?"
- If... such as, "If you had to come up with a traffic bypass, what would be the community's response?" or "if you had a suggestion for improving our in-house training program, what would it look like?"

### **Benefits of open-ended questions**

- They encourage the other person to give you an in-depth answer, giving you more insight into a situation or idea.
- They can make a discussion more engaging and take it in a deeper direction because they encourage people to open up.



- They can make the other person feel as though you are genuinely interested in what they think or feel, giving them an opportunity to share whatever is on their mind.
- They can make it easier to judge how well someone else understands a concept. For example, if you ask someone to explain a complicated process or tough theory, you will notice whether they truly understand it or not.

One disadvantage of an open-ended question is that it does not guarantee you will get a useful answer. In fact, it can lead the conversation in an entirely different direction. Still, when you ask fat questions, you are likely to get information that will help you understand more about what the other person is thinking.

### **Benefits of close-ended questions**

- They can encourage the other person to get to the point quickly, which is useful if you are talking to someone who tends to ramble or you are short on time.
- They make it easy for someone to pick from a list of options. For example, if you can only offer someone limited alternatives, it makes sense to say, "Would you prefer a project status update via email or as a meeting topic?" rather than "what type of project update do you prefer?"



## How to Ask Good Questions – Part 2 (Cont'd)

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- They are good for making or confirming plans. For example, “Are you available on Tuesdays for a project meeting?” or “are you still free for lunch at noon today?”
- They do not take much time or effort to answer, especially if your respondents do not have much time to share their thoughts.
- They can be the best questions to ask if you want to collect lots of data from different people. For example, if you ask clients, “Would you use our services again?” with a choice of “Yes,” “No,” and “I don’t know,” it is easy to gauge how satisfied they are.

You can also combine a closed-ended question with an open-ended question to identify possible topics of conversation, and then explore them in more depth. For example, you could ask, “How many years of experience do you have, and if you have one career goal, what is it?”

### Examples of Both Open and Closed Questions

Successful business professionals enjoy seeing specific examples to add to their toolbox. Keep the following list handy when you are on the hunt for helpful answers. In the next issue, we will finish this series with a final wrap-up about how to ask good questions.

## Scottsdale FY 2023-24 Budget Has \$1.376 Billion for CIP

Scottsdale’s proposed \$2.54 billion Fiscal Year 2023-2024 budget includes \$1.376 billion for capital improvements covering a total of 385 projects.

The remainder breaks down to \$739.1 million for the operating budget and grants, and \$425.3 million for contingencies and reserves.

City revenues are planned at slightly more than \$2 billion, while expenses are set at \$2.54 billion. Scottsdale has \$964 million in budget carryovers that more than make up for the difference.

The capital improvement budget is divided into seven project categories:

- Drainage and Flood Control: \$708 million.
- Water and Sewer: \$449.8 million.
- Transportation: \$437.9 million.

- Community Facilities: \$140 million.
- Service Facilities: \$139.2 million.
- Public Safety: \$100.6 million.
- McDowell Sonoran Preserve: \$38.1 million.

During the April 25 **Scottsdale City Council** review, there was some confusion as to why previously discussed projects that were considered for delays due to cost increases were still included in the prospective budget. Staff reported there had been no consensus reached in previous council discussions about delaying the projects, which include a shade structure at **Ashler Hills Park**, major upgrades to the **Paiute Community Center** and improvements to **Second Street**. As a result, they have remained on the project list.

The City Council was expected to vote on the tentative budget May 16 and could give final approval on June 13. ([Source](#))

## Peoria Advances Preliminary \$1.1 Billion CIP Plan

In a budget hearing earlier this month, the **Peoria City Council** split 5-4 on a vote to approve the proposed budget for the city’s 10-year Capital Improvement Plan.

The split vote centered largely around parks and funding for an airport. Opponents objected to the plan’s lack of constituent support and the fact that nearly 40% of the \$1.1 billion CIP is budgeted in year one, with 70% planned in years one through four.

One particular point of contention was **Phase II of Paloma Park**. Economic conditions have necessitated the reallocation of funds for the project, and no additional long-term funding is planned. The currently proposed Parks and Recreation allocation is \$33 million, down from \$192 million in last year’s CIP.

Inflation and other factors have driven the Phase II project costs up to \$36 million from an initially estimated \$22 million. ([Source](#))

### Arizona Construction Gained 1,500 Jobs in March

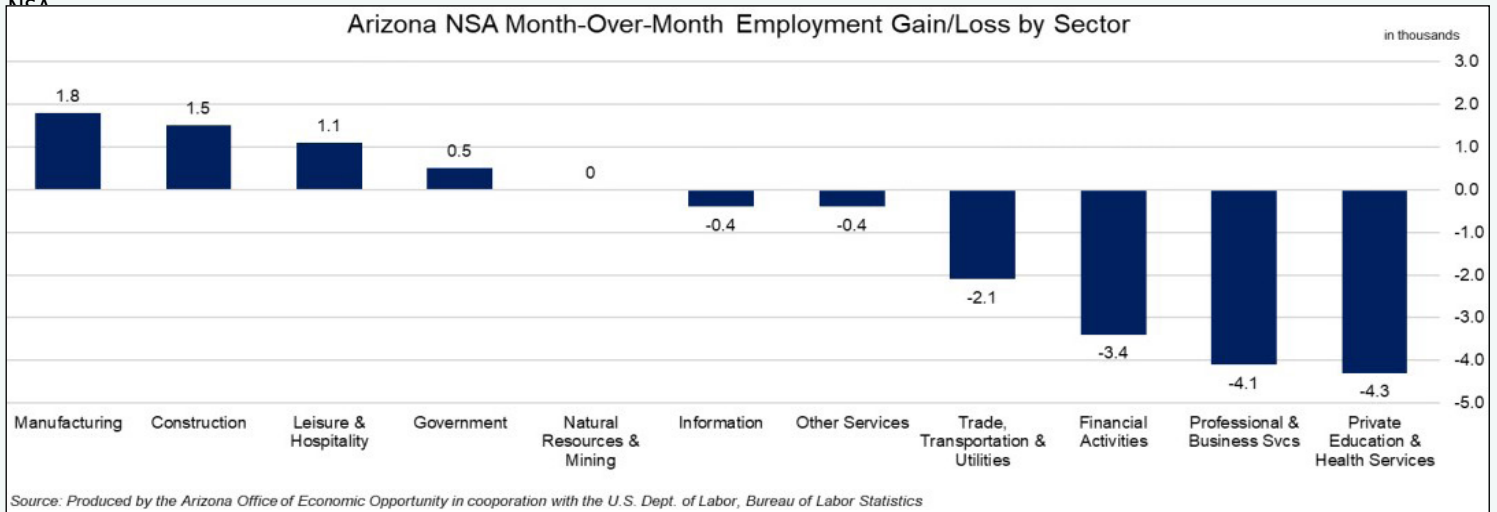
Arizona’s seasonally adjusted unemployment rate decreased to 3.5% in March, down from 3.7% in February, according to the latest [report](#) published by the **Arizona Office of Economic Opportunity**.

The national rate decreased to 3.5% from 3.6%. In March 2022, the state had a seasonally adjusted rate of 3.6%, as did the national rate.

While **Construction** gained 1,500 employees in March, the state had a loss of 9,800 non-farm jobs. “Prior to the pandemic (2010-2019),

construction jobs in the **Phoenix Metro Area (Phoenix-Mesa-Scottsdale)** increased by 2,400 over the month for a total of 157,900. The March 2022 number was 149,000. **Metro Tucson** construction jobs came in at 19,700 jobs, up 100 for the month, and up 200 year over year.

**Yuma, Flagstaff, Prescott, Lake Havasu City-Kingman and Sierra Vista-Douglas** combine mining and construction jobs in reporting



nonfarm employment gained an average of 10,800 jobs in March,” the report states. **Manufacturing** gained 1,800 jobs for the month and was the only sector with greater gains than Construction.

The private sector lost 10,300 jobs over the month, led by **Private Education & Health Services’** loss of 4,300 and **Professional & Business Services’** decline of 4,100 jobs. **Government** gained 500.

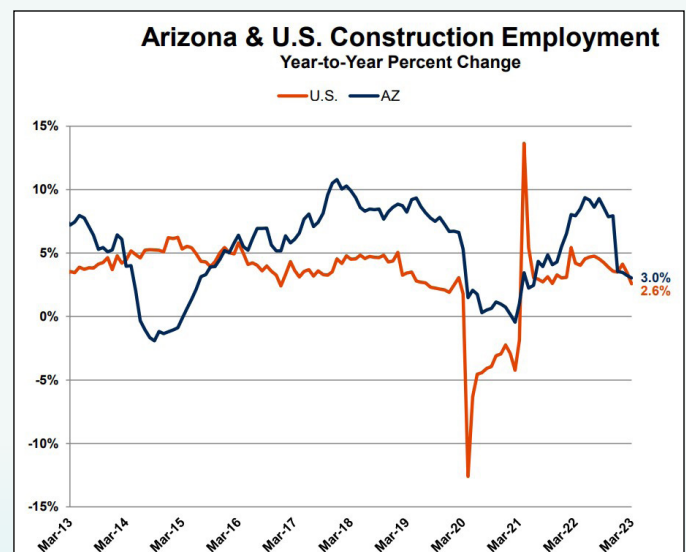
Four of the 11 sectors traced added jobs in March; six experienced losses, and one—**Natural Resources and Mining**—was unchanged. Eight of the 11 saw increases Year-over-Year.

#### Construction Employment

Statewide **Construction** employment totals 196,000 jobs, which increased 1,500 from February. In March 2022 the sector reported 190,200.

The Arizona Construction sector features three major segments: **Buildings, Heavy, and Specialty Trades**. There are currently 42,600 jobs in Buildings, which is up 1,100 from February and up 2,300 from March 2022. **Heavy Construction** gained 100 over the month for a total of 22,300 and 600 over the year. Specialty Trades rose by 300 over the month for a total of 131,100, and the segment gained 2,900 over the year.

their job sector totals. All five areas were unchanged for the month, with Yuma reporting a total of 4,000, Flagstaff at 2,800, Prescott with 6,900, Lake Havasu City-Kingman at 4,200, and Sierra Vista-Douglas ending the month at 2,000.



### Business Engagement and Compliance

- ADOT/BECO
- Other Associations

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

Need help preparing DBE affidavits?  
Please see our tutorial video below:

["Preparing DBE Affidavits"](#)



## MAY

- 18** **ASBA: 4 Things you Need to Take Your Business to the Next Level**  
10-11 a.m.  
Location: Virtual
- 23** **ASPE: Construction Conditions Panel Discussion - Spring 2023**  
11 a.m.-2 p.m.  
Location: Papago Golf Club at Evie's Pavilion  
5595 E Karsten Wy  
Phoenix, AZ 85008
- 25** **ACEC Arizona: City of Scottsdale May Liason**  
8-9 a.m.  
Location: City of Scottsdale, Community Development Rooms 1 & 2  
7447 E. Indian School Road  
Scottsdale, AZ 85251
- 25** **ASA AZ: 2023 ASA Awards Gala - Renewing the Future**  
5-10 p.m.  
Location: Château Luxe  
1175 E Lone Cactus DrPhoenix AZ 85024, US

## JUNE

- 6** **Q2 2023 ADOT DBE Joint Task Force Meeting**  
9-10:30 a.m.  
Location: Virtual
- 8** **SMPS: Building A Better Website In 2023!**  
7:30- 8:30 a.m.  
Location: Virtual
- 9** **ASA AZ: Build Her Up: Negotiation Skills**  
2-4 p.m.  
Location: Mustang Library  
10101 N 90th St  
Scottsdale AZ 85258
- 8** **ABA: ABA Member Mixer Hosted By Chasse Building Team**  
4-6 p.m.  
Location: Chasse Building Team  
230 S Siesta Ln, Tempe, AZ 85281

**Featured Federal-Aid Projects**

**CURRENT OPEN SOLICITATIONS**

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
5/19/23 11 a.m. MST	\$1.588 million	6.38%	051-A(206)T; F043701C	<a href="#">IFB</a>	ADOT - Piestewa Fwy (SR 51) JCT I-10 to Pima Freeway (SR 101L). The work consists of pavement rehabilitation, removal and replacement of asphalt concrete, concrete barrier, manhole and catch basin replacements, pavement marking, and other related work.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
6/2/23 11 a.m. MST	\$3.284 million	16.92%	T028301C; PEO-0(227)T	<a href="#">IFB</a>	ADOT - Stadium Trail Phase 1 from 73rd Ave. to 83rd Ave., Peoria. The work consists of a concrete trail, decomposed granite, single curb, installing metal handrail, chain link fence, and other related work.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .
7/14/23 11 a.m. MST	\$2 million	5.06%	093-B(218)T; F034901C	<a href="#">IFB</a>	ADOT - Sycamore Creek Bridge NB and Gray Wash Bridge on the Wickenburg to Kingman Highway (US-93). The work consists of scour protections, deck mill and overlay with polyester polymer concrete, construct pavement markings, and other related work.	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 TI 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](mailto:Flex.Outreach@kiewit.com) and NAME at [NAME@Kiewit.com](mailto: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.***