



Q1 2023 ADOT DBE Joint Task Force Meeting

Date & Time: Tuesday 14, 2023, 9:00 a.m. to 10:30 a.m.

Location: Zoom Meeting

Attendees: See number of participants at bottom

NOTES

Outline of the conversation:

1. Call to order – Rebekah Morris called meeting to order
2. ADOT DBESS Updates – Dr. Janis Hodge reported the update
 - a. Business Development Program – ADOT is taking applicants for the Q1 2023 session. <https://azdot.gov/business/business-engagement-and-compliance/dbe-supportive-services/business-development-program>
 - b. ADOT DBESS Bi-weekly Newsletter – <https://azdot.gov/business/business-engagement-and-compliance/dbe-supportive-services/newsletters-and-communications>
 - c. 2023 DBE & Small Business Transportation Expo – May 3, 2023, 7:00am – 12:00pm, Mesa Convention Center
3. Update from **SEO** – Greg Byres reported the update
 - a. Infrastructure Investment and Jobs Act (IIJA) funds
 - b. Current projects – <https://azdot.gov/business/contracts-and-specifications/current-advertisements>
 - c. Future projects – <https://azdot.gov/business/contracts-and-specifications/future-projects>
 - i. Queen Creek Bridge, Construct Bridge Replacement, 3rd Qtr.
 - ii. I-10, Gila River Bridge, Bridge Replacement, 4th Qtr.
4. Update from **ECS** – Korina Lopez reported the update
 - a. ECS website – <https://azdot.gov/business/engineering-consultants>
 - b. Current projects – <https://azdot.gov/business/engineering-consultants/advertisements/current-advertisements-engineering-consultants>
 - c. Upcoming projects – <https://azdot.gov/business/engineering-consultants/upcoming-advertisements>
 - d. Bulletin No. 23-01 - State of Arizona Travel Rate Updates was released on January 10, 2023 – <https://azdot.gov/business/engineering-consultants/information-bulletins-engineering-consultants>
5. Update from **C&S** – Sarker Rahman reported the update
 - a. C&S website – <https://azdot.gov/business/contracts-and-specifications>

- b. C&S Contact: Sarker Rahman srahman@azdot.gov
 - c. Prime Contractor Prequalification process – <https://azdot.gov/business/contracts-and-specifications>
 - d. Working with Primes: Prequalified Contractors – <https://azdot.gov/business/contracts-and-specifications/prequalified-contractors>
 - e. Projects awarded:
 - i. 25 award projects so far this FY
 - ii. \$44mil in contracts awarding in February 2023
6. Special Address – **“How Small Businesses Can Adjust to Inflation”** – Adam Echter, Partner, Simon-Kucher, presented
- a. Book: Beating Inflation: An Agile, Concrete and Effective Corporate Guide https://www.amazon.com/dp/3031200926?psc=1&ref=ppx_yo2ov_dt_b_product_details
 - b. Inflation for businesses is completely different in the 2020s than the 2010s.
7. Presentation – **“Preparing for Uncertainty: Recession and Succession Planning for Small Businesses”** – Kari McCormick moderated the panel
- a. Introduced the panel:
 - i. Ian Sachs, President, Risk Resource
 - ii. Lisa Card, Senior Business Analyst, Maricopa SBDC
 - iii. MODERATOR – Kari McCormick, Director of Business Development, Wenaha Group karim@wenahagroup.com; www.wenahagroup.com
 - b. Overview of Discussion:
 - i. **Questions:** What does Recession/Succession planning look like? Note to panelists – stay broad in this answer so we can get into the more detailed answers next.
 - ii. What are some of the critical components of a strong recession/succession plan? Note to panelists – bring forward any stories or anecdotes you have on this when you answer.
 - iii. Conversely, what are some of the biggest pitfalls to avoid in our business planning efforts?
 - iv. Walk us through how we might do this – we are mostly smaller, DBE certified businesses on the webinar today. Broadly speaking, what can we do to implement these in our work lives? Maybe include how often these should be reviewed and refined, where do you keep these documents, etc.
 - v. One of the things many of us struggle with as small business-owners is how much to share vs. keep to ourselves. How do you advise businesses you work with to handle this delicate balance? We don’t want to be doom-and-gloom and freak our employees out, but we want our businesses to continue smoothly even if the waters get rough.
 - vi. Maricopa SBDC links:
 - 1. www.azsbd.net
 - 2. <https://www.azcommerce.com/bootcamp>
 - 3. <https://www.shrm.org/pages/default.aspx>

8. Conclusion & Thanks by Emcee – Rebekah Morris adjourned the meeting

Meeting adjourned at 10:28am

Participants

Attendees: 23

Panelists: 13

Link to video recording:

<https://www.dropbox.com/s/j02yl08ihcohawz/video1487041359.mp4?dl=0>