



## Q2 2023 ADOT DBE Joint Task Force Workshop

Date & Time: June 13, 2023, 9:00 a.m. to 10:30 a.m.

Location: Zoom Meeting

Attendees: See number of participants at bottom

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### NOTES

#### **Outline of the conversation:**

1. Nikki Weiss called the meeting to order and introduced DeWayne Lewis.
2. Presentation – **“Working with Primes on Upcoming Aviation Projects”** – DeWayne Lewis moderated the panel
  - a. Introduced the panel:
    - i. Rosemary Middleton, Coordinator of Supplier Diversity for the SW Region, Hensel Phelps Construction
    - ii. Lynsey Jones, Senior Project Manager, McCarthy Building Companies
    - iii. Matt Lacey, Project Manager, Kiewit Infrastructure West Co.
    - iv. Mike Schmitt, Principal, DFDG Architecture
    - v. MODERATOR – DeWayne Lewis, President & CEO, Top Onyx
  - b. Overview of Discussion:
    - i. Tell us a little about your firm: What types of projects do you pursue and what do you self-perform vs. sub out?
    - ii. Do you ever sub out a scope you may have the capability to self-perform? If so, how does the subcontracting community find out about those opportunities?
      1. Lynsey Jones (McCarthy) started with answering the two questions above then Rosemary Middleton (Hensel) and finally Matt Lacey (KIWC)
    - iii. Can you talk to us how you as a prime Architect selects subconsultants? What scopes of work do you keep in-house vs. use subconsultants for? – Mike Schmitt (DFDG) answered this question.
    - iv. Do you have any major aviation projects currently? If so, can you tell us about them – include scope, status, any specific opportunities for certified DBE firms?
      1. Mike Schmitt (DFDG) (Professional Service) and Lynsey Jones (McCarthy) (Contractor) spoke in tandem since both their firms are working on the same project.
      2. Then Matt Lacey spoke for KIWC and finally Rosemary Middleton (Hensel) answered.

- v. Thank you for that. Now that we know there is a lot of work coming up, we want to make sure we're doing the right things to have the best chance at being successful when we do pursue these opportunities. To that end, what do you as a Prime Contractor look for in DBE firms?
  - 1. Rosemary Middleton (Hensel) started with answering the question above then Matt Lacey (KIWC) and finally Lynsey Jones (McCarthy)
- vi. Identical question, but for certified DBE professional services firms attending today: what do you look for in sub-consultants? Are you locked in to your tried-and-true subconsultants, or are you open to doing business with different subconsultants? – Mike Schmitt (DFDG) answered this question.
- vii. How does a certified DBE firm go about establishing a new business relationship with your firm? If you have a prequalification process, how do they find out about it?
  - 1. Lynsey Jones (McCarthy) started with answering the question above then Rosemary Middleton (Hensel), followed by Mike Schmitt (DFDG), and finally Matt Lacey (KIWC)
    - a. McCarthy PreQual contact information: Angie Chavez, [achavez@mccarthy.com](mailto:achavez@mccarthy.com), Contracts Coordinator, 480-449-4757
    - b. DFDG Contact Information: [mschmitt@dfdg.com](mailto:mschmitt@dfdg.com) or 602-761-5120
- viii. Do you have any internal programs such as mentor-protégé or similar to help certified DBE and small businesses do work on your projects?
  - 1. Matt Lacey (KIWC) started with answering the question above then Lynsey Jones (McCarthy), followed by Rosemary Middleton (Hensel), and finally Mike Schmitt (DFDG)
    - a. KIWC – Patti Olds, Kuniklo Corp., assists with connecting DBEs with the project teams.
    - b. McCarthy – Kent Lane works with DBEs to connect with the project teams.
    - c. Hensel – Rosemary Middleton works with DBEs to connect with project teams.
    - d. DFDG – Mike Schmitt works with DBEs to connect with project team. Company doesn't have formal program since they are a small firm.
- ix. Let's say the firm is now prequalified and ready to bid or propose on a project: when do you want to hear from them?
  - 1. Follow-up - how and when should a firm pursue a debrief on an unsuccessful bid or proposal? How often do you provide those debriefs?
    - a. Rosemary Middleton (Hensel) started with answering the questions above then Matt Lacey

(KIWC), followed by Lynsey Jones (McCarthy), and finally Mike Schmitt (DFDG)

x. If a DBE firm does not perform well on a project for whatever reason – how can they recover from that?

1. Lynsey Jones (McCarthy) started with answering the two questions above then Rosemary Middleton (Hensel) and finally Matt Lacey (KIWC)

c. Conclusion & Thanks by Emcee – Nikki Weiss

Meeting adjourned at 10:03am

### **Participants**

Attendees: 27

Panelists: 11

Link to video recording:

<https://www.dropbox.com/s/v30j1hnz8i45bvy/video1956687093.mp4?dl=0>