

Business Engagement and Compliance

Coolidge Wants Regional Park as Part of Master Plan

The city of Coolidge is starting discussions with Logan Simpson Design — its on-call design service — to begin developing a regional park master plan.

Coolidge officials have been discussing the idea of a regional park on an approximately 70-acre site at Coolidge Avenue and Skousen Road for several months. The city intends to develop a master plan and then build the park in phases as funding permits.

Initial components could include walking and jogging trails and a dog park, as they are fairly inexpensive to develop. Future amenities could include a splash pad, playground, shade ramadas, sports fields and courts for sand

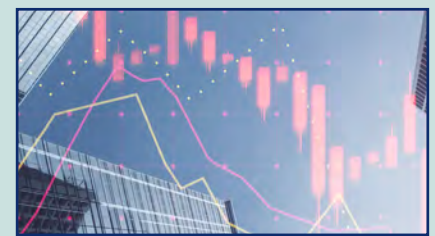
volleyball, basketball and pickleball. Funding mechanisms for the initial amenities would include development impact fees.

A six-to-10-acre corner lot could be sold for commercial development to help fund some of the needed park improvements. Economic development officials are currently scouting businesses that may be interested in purchasing part of the lot.

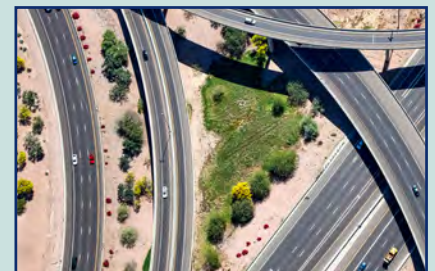
No name has been chosen for the park yet, and a solid development timeline has not been created. Officials have said development is hoped to start sometime next year. [\(Source\)](#)



Summer Book Club



Goodyear \$232 Million Bond Vote Set for November



ADOT Wants Long Range Transportation Plan Input

NEWLY CERTIFIED DBE FIRMS:

- Innovative Project Solutions Inc.
- Utilities Conservation Company
- HP Engineering Inc.
- Harris Energy Solutions
- Brock Consulting, LLC
- BCL Solutions, LLC
- Serrmi Products, LLC
- Safety Worxs, LLC

- ▶ EVENTS
- ▶ OPPORTUNITIES
- ▶ EXTERNAL LINKS

Summer Book Club

Sharpen your business skills with a tried-and-true classic

Dreading the summer heat and doldrums? Pick up a good business book and uncover insights that you can immediately put into practice, plan for or pilot as an experiment. No matter what, do something with your new knowledge.

Rain Making: The Professionals Guide to Attracting New Clients by Ford Harding was published in 1994 and has long been considered one of the best handbooks for professional services marketing and business development. It has withstood the test of time and a second edition was published in 2008. The world had changed, and so had business practices. Thank goodness that Harding was willing to remove out-of-date content, add new practices, and refresh this gem.

If you are on the hunt for a go-to resource, get this book (second edition, of course). Here is a preview of the table of contents so you will see compelling topics that may be just what you need to finish out 2023 well. And some ideas will take a while to plan and put into practice, so consider them for 2024. Finally, some ideas seem a little outside your

comfort zone, so perhaps applying a “pilot” or “sprint” short-term experimental focus will work best.

Here is a list of the *Rain Making* sections and overview of individual chapters:

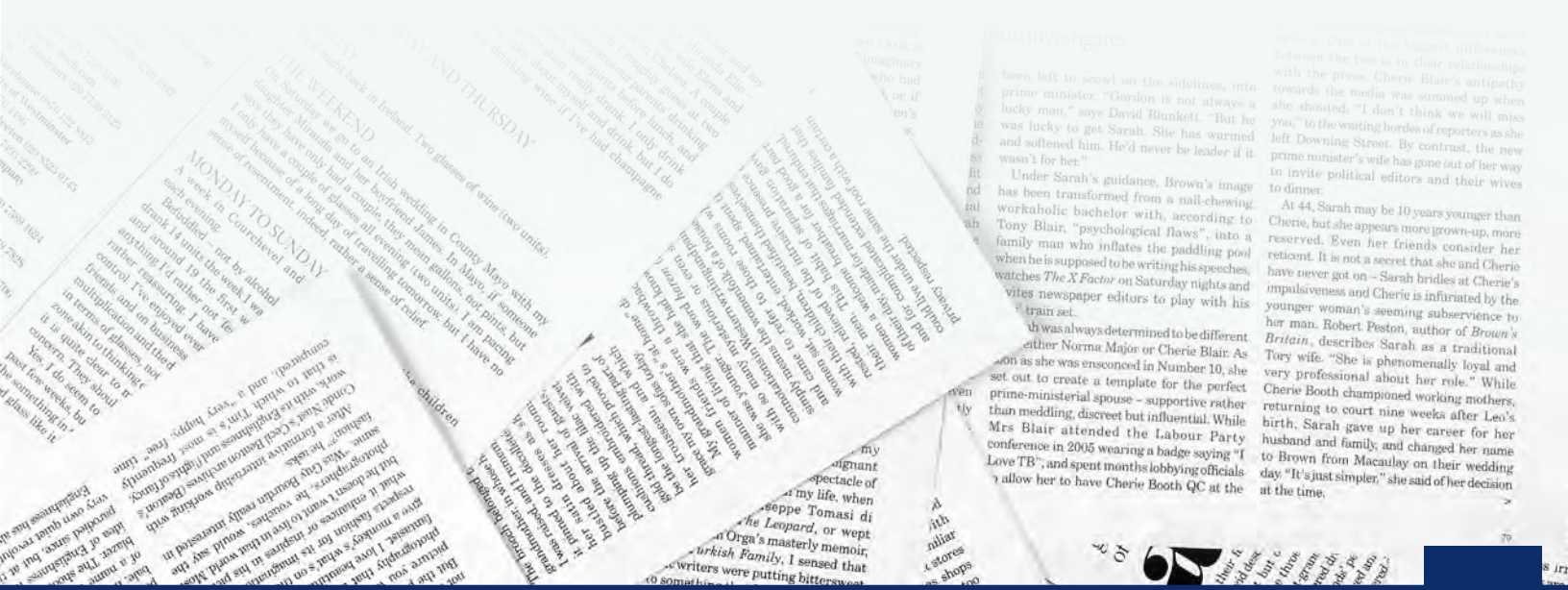
- 1. Marketing Tactics: How Professionals Build Reputations and Generate Leads.** This section includes suggestions for publishing articles, speaking, direct and email marketing, putting on conferences, getting publicity, internet strategies and “eliminating the dread of cold calling.”
- 2. Building a Network: How Professionals Develop a Sustainable Source of Leads.** This section includes ideas about networking, trade associations, internal networks, structuring networking, turning networks into leads and building client relationships that last.
- 3. Sales Tactics: How Professionals Advance and Close a Sale.** This important section provides valuable recommendations about the sales meeting (first five minutes, questioning and listening, offering your solution,

formal presentations, and handling questions and concerns), team selling, shortening the sales cycle, writing a proposal, quoting a fee, and turning down small work. The final chapter in this section is about how to recover when you lose a sale.

- 4. From Tactics to Strategy: What Works and What Doesn't.** This final section wraps up with insights about sales strategies, strategies that you can implement now, self-marketing (how experts make themselves), and market-based strategies.

You may think 314 pages of content and index is a lot to consume. Rest assured that you will appreciate the on-spot suggestions and relevant examples to make it easy to apply to your company.

So, get this helpful “how to” classic, grab that iced tea or sparkling water, and snuggle in for a good business read. *Rain Making* is a must for your professional library.



Goodyear \$232 Million Bond Vote Set for November

After months of input and planning by a citizen bond committee, the **City of Goodyear** is ready to go after its firm bond request in almost 20 years.

If approved, the city will have bonding authority to acquire money on a project-by-project basis as needed.

The vote is split into three separate issues, meaning voters could approve any combination of project types from all to none.

The largest request is \$135 million for **streets and transportation**, which is intended to design and improve streets, intersections and supporting infrastructure, such as stoplights and utility undergrounding, as well as bicycle lanes and paths.

The **public safety** bond is set at \$80 million and will include improvements to training facilities, new vehicles and equipment for fire and police personnel, as well as a fire resource management facility.

Lastly, a \$17 million **parks and recreation** bond is on the ballot to construct new and improve existing facilities, as well as acquiring land for new pedestrian and bike plans and improving existing ones and extend the Bullard Wash trail system.

Voters must be registered by Oct. 10. Ballots will be mailed Oct. 11, and the election is Nov. 7. ([Source - login required](#))



ADOT Wants Long Range Transportation Plan Input

The **Arizona Department of Transportation** is seeking public comments about the draft **Long Range Transportation Plan**, which includes a recommended strategy for using anticipated limited funding to preserve existing highways across rural Arizona over the next 25 years.

The draft plan is available for review and comment at adot2050plan.com through Sept. 7, and **ADOT** also will hold a virtual public meeting on Tuesday, Aug. 22.

The **LRTP** is not project specific. Rather, it provides a blueprint and vision for Arizona's future transportation system and includes modes of transportation beyond state highways. It sets transportation investment

priorities for ADOT and partnering agencies to consider based on anticipated future revenues and costs for improvements.

The draft long-range plan includes a projection of \$69B in transportation revenues, including state, federal and regional funds, between 2026 and 2050, including funding from the new federal **Infrastructure Investment and Jobs Act**. It also points to anticipated transportation needs totaling \$231 billion over that same 25-year period.

The plan's "preserve and upgrade" strategy focuses on using a greater percentage of available funding on preserving the state's existing transportation system, including the network of state highways. Required work

will include pavement and bridge rehabilitation and maintenance to provide improvements in overall pavement, bridge and safety performance throughout the state.

The plan also expects the Phoenix and Tucson metro areas will have a higher percentage of infrastructure expansion projects, compared to non-urban counties, in part because of regional funds generated in the state's higher populated counties.

In addition to reviewing and commenting on the draft Long Range Transportation Plan [online](#), comments also can be submitted via email at LRTP@azdot.gov; by phone at 855.712.8530 or by mail at Attn: ADOT LRTP, 1655 W. Jackson St., MD 126F, Phoenix, AZ 85007. The online comment form

also is available via surveymonkey.com/r/ADOT2050Plan.

ADOT's virtual public meeting about the draft plan will be from 6 p.m. to 7:30 p.m. Tuesday, Aug. 22. Registration for the Zoom meeting is available at bit.ly/ADOTDraftLRTP.

In accordance with state and federal requirements, ADOT is responsible for updating the LRTP every five years to reflect changing transportation challenges and conditions. Following this final round of public review and comment, the State Transportation Board is expected to consider approval of the long range plan this fall. ([Source](#))

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"](#)



AUGUST

- 18** **AMCA: Supervisor Development Series**
9 - 10 a.m.
Location: DPR Construction
222 N. 44th St., Phoenix
- 22** **ABA: Summer Mixer**
4 - 6 p.m.
Location: The Yard House
5870 E. Broadway Blvd., Tucson
- 24** **CMAA: Arizona Infrastructure Update 2023**
7:30 - 9 a.m.
Location: Kitchell CEM
1707 E. Highland, Ste. 157
Phoenix
- 24** **LAI/REIAC: Southwest Summer Mixer**
4 - 6 p.m.
Location: The Gladly Restaurant
and Whiskey Bar
2201 E. Camelback Road, Phoenix
- 25** **ASBA: BBB Pacific Southwest: Industrious Women's Summit**
8 a.m. - 4 p.m.
Location: Better Business Bureau
1010 E. Missouri Ave., Phoenix
- 29** **BOMA: Managing Burnout and Getting Re-Motivated**
9:30 - 11 a.m.
Location: MEET 24
2398 E. Camelback Road, Ste. 180
Phoenix

SEPTEMBER

- 5** **ASBA: Virtual Coffee Connect**
8:30 - 9:30 a.m.
Location: Virtual

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
9/15/23 11:00 a.m. MST	\$10.8 million	10.19%	069-A(217)T; H873901C	IFB	ADOT - Road Widening, Cordes Junction to Prescott Highway (SR 69) from Prescott Lakes Parkway to Heather Heights. The work consists of widening, milling and paving, curb and gutter, raised median, installing new pipe culverts and storm drains, removing and installing a traffic signal, box culvert extension, signing, striping and other related work.	Iqbal Hossain, Group Manager of Contracts and Specifications, at ihossain@azdot.gov .
9/15/23 11:00 a.m. MST	\$1.298 million	8.36%	087-A(213)T; F037301C	IFB	ADOT - System Enhancement, SR 87 at Kentworthy Road and SR 287 at Christensen Road, Multiple Locations. The work consists of turn lanes, milling and replacing existing pavement surface, replacing pavement markings, and other related work.	Iqbal Hossain, Group Manager of Contracts and Specifications, at ihossain@azdot.gov .
9/15/23 11:00 a.m. MST	\$48 million	13.63%	F036101C; X60-C(202)T	IFB	ADOT - Corridor Improvements, Sossaman Road to Meridian Drive on US 60, Mesa. The work consists of milling existing asphaltic concrete pavement and replacing it with new AC, constructing curb and gutter, sidewalk, reinforced concrete box culvert extensions, catch basins, installing pipe, signals, lighting and other related work.	Iqbal Hossain, Group Manager of Contracts and Specifications, at ihossain@azdot.gov .
9/22/23 11:00 a.m. MST	\$5.8 million	10.86%	FLO-0(201)T; SZ04101C	IFB	ADOT - Bike Lane Improvements, 67th Avenue from Missouri Avenue to Cholla Street, Glendale. The work consists of the installation of bicycle facilities including signing and striping improvements; curb, gutter, median, and sidewalk modifications, signal modifications and other related work.	Iqbal Hossain, Group Manager of Contracts and Specifications, at ihossain@azdot.gov .

External Links:

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

DBE SUPPORTIVE SERVICES PROGRAM

1801 W. Jefferson St., Ste. 101, Phoenix AZ
602.712.7761
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)
- Buy 3" PVC Underdrain
- Buy Epoxy Resin
- Buy Geogrid
- Buy Pipe Scuppers (deck drains)
- Buy PVC & CIP Wall Embeds
- Deck Drain Pipe & Appurtenances
- De-lead Existing Bridge Bearings
- Demo Embankment Curb
- Install MSE Pedestrian Railing
- Install Rock Anchors
- Install Temp Detour Base Course
- Install Temp Detour Pavement
- Remove Ground Mounted Signs
- Routine Maintenance - Damaged Sign F&I
- Security Services
- Shotcrete
- Structural Paint Touch-up
- 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.

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.

2023 DBE & SMALL BUSINESS CONFERENCE

ROAD WORK AHEAD

OCTOBER 3-4, 2023
CASINO DEL SOL
TUCSON, ARIZONA

IN
PERSON!

WANT MORE?

EVEN MORE REASONS TO ATTEND THE CONFERENCE!

- Face-to-Face Instead of Screen-to-Screen
- Celebrate Prime, Community, and DBE Award Winners
- Special Networking and Dinner Connections on Day One
- Educational Opportunities on New Technologies
- Special Guest Keynote Speaker
- Projects, Projects, Projects - Road WORK Ahead Panel Discussion
- ADOT BECO Open House and DBE Goals Update
- Fun with Friends and Colleagues Post-Conference

ENHANCE YOUR PARTICIPATION BY SPONSORING
CONTACT MICHELLE@ORGANIZEDAFFAIR.COM

REGISTER FREE TODAY

ADOT

adotdbeconference.eventbrite.com