

Business Engagement and Compliance

Lake Havasu to Hold Public Meeting for New Bridge

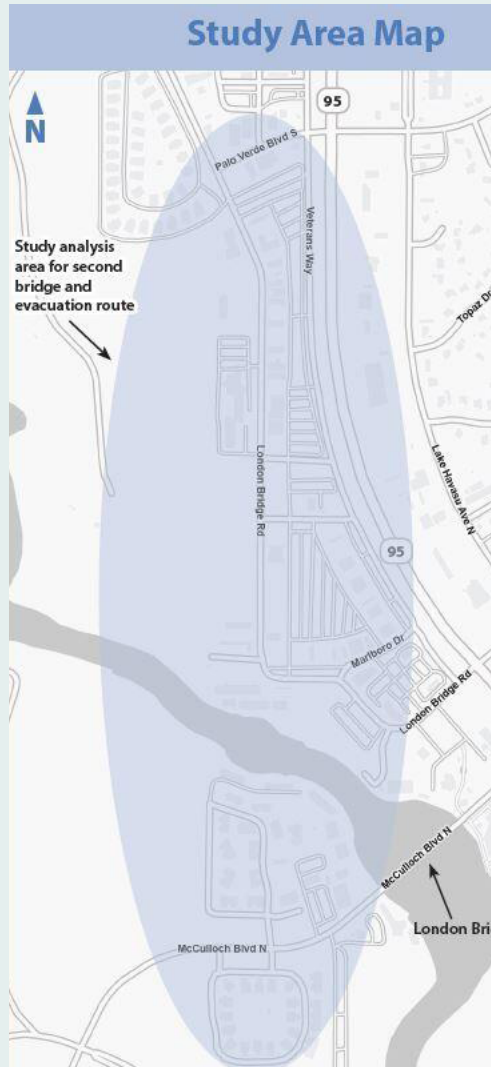
Officials in Lake Havasu City will hold an open house Jan. 29 to introduce the public to considerations for a new bridge to connect to the Island.

The city's feasibility study will look at the need, costs and impact of "Freedom Bridge," which is intended to deal with the needs of increased development and transportation demands. Residents will have an opportunity to provide feedback.

The bridge has a projected cost of \$35.5 million, though there are no official designs or final cost estimates. State Rep. Leo Biasucci championed the project in last year's Arizona budget, and an extra \$200,000 has been provided for a study to look at demographics and create detailed 3D modeling. Biasucci has said he thinks the \$35.5 million cost should be enough to deliver the project if it goes forward.

The money must be used within five years or it will revert back into the state's General Fund.

The meeting will run from 5:30 - 7:30 p.m. at the Aquatic Center located at 100 Park Ave., Lake Havasu City. ([Source](#))



Strategic Insights for Project Success



WIFA Awarded Over \$100 Million to 89 Projects

Construction Backlog Indicator	December 2023	November 2023	December 2022	1-Month Net Change	12-Month Net Change
Total	8.6	8.5	8.2	0.1	-0.6
Industry					
Commercial and institutional	9.1	8.6	9.4	0.5	-0.3
Heavy industry	8.4	8.8	8.2	-0.4	0.2
Infrastructure	7.9	7.9	10.0	0.0	-2.1
Region					
Middle States	8.5	8.0	8.1	0.5	0.4
Northwest	8.0	8.0	8.9	0.0	-0.9
South	10.7	9.8	11.5	0.9	-0.8
West	6.6	7.4	7.2	-0.8	-0.6
Company Size					
<\$30 Million	7.4	7.7	7.9	-0.3	-0.5
\$30-\$50 Million	11.1	9.4	13.1	1.7	-2.0
\$50-\$100 Million	12.3	12.0	11.1	0.3	1.2
>\$100 Million	10.7	9.0	14.2	1.7	-3.5

December Backlog Indicator Up; Confidence Improves



NEWLY CERTIFIED DBE FIRMS

- JC Welding LLC
- Camber and True Collective LLC
- ProSystems Group
- Universal Consulting Corporation
- Albany Information Technology Group LLC

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

Strategic Insights for Project Success

Deepen Your Client Service Approach

The design and construction industry is complicated, and serving client needs is not just a courtesy but a critical success factor. Projects have complex technical requirements, tight budgets and strict timelines. A deeper look into client service can significantly enhance project outcomes that build long-term client relationships.

1. Identify and Understand Client Challenges

Clients often approach projects with a vision yet need to be made aware of the challenges they might face. Staff shortages and underfunded budgets are common hurdles. Taking an “inside out” approach — speaking to individuals who have worked as clients or end-users and studying public meeting agendas and minutes — can improve your understanding of their internal struggles and timelines. This level of detail shows your dedication and helps you anticipate needs and tailor your services accordingly.

2. Understand the Day-to-Day of Clients

Daily interruptions can derail a client’s focus. Be aware that residents and regulatory bodies often pose frequent and unanticipated queries or objections that interrupt your client’s workflow; ensure you have your client’s full attention when you need specific direction. Understand the rhythm of their day-to-day life and organize information efficiently to make your interactions more concise and impactful. Identify who in your team should be copied in communications to streamline requests, avoid two people doing the same task and ensure nothing that could affect schedules or budgets falls through the cracks.

3. Enhance Communication

Communication is key. Determine the client’s preferred method — formal meetings, quick stand-up discussions or digital correspondence. While some may shy away from newer technologies like texting, others prefer it for swift interactions. Regular monthly or bi-weekly reporting keeps the client in the loop and builds trust through transparency.

4. Timing and Tactfulness

Respect the client’s time with concise, purpose-driven meetings. Can the objective be achieved in 15 minutes or less? Avoid defaulting to standard 60- or 30-minute calendar schedules (you can control the time!). Schedule brief meetings to keep the project on track. Also, understand the client’s critical milestones, like permitting and licensing deadlines, and offer proactive support. Send notification text alerts to let the client know you have just sent a vital email they have been anticipating. Pay attention to the little things that matter.

5. Add Anticipation and Value

Anticipation is your ally. Predict client needs before they arise and address them preemptively. What unique insights can you provide based on similar past projects? How can you add value that they have yet to consider? These actions solve immediate problems and position you as a forward-thinking partner.

Deepening client service in the design and construction industry means moving beyond mere transactions to building meaningful, insightful partnerships. By deeply understanding client needs, respecting their time and continually seeking ways to add value, you can elevate your service from satisfactory to exceptional. This, in turn, results in more successful projects, lasting client relationships and long-term business success.



WIFA Awarded Over \$100 Million to 89 Projects

The state’s Water Infrastructure Finance Authority (WIFA) has awarded more than \$100 million to 89 projects spread throughout all 15 Arizona counties under its \$200 million Water Conservation Grant Fund.

The rest of the grant money has to be assigned by June.

Any public entity and their partner nonprofits can apply for grants of up to \$250,000 per project or \$3 million per program if they have a 25% match for the full costs.

At least one-third of the funds have to go to conservation projects focused on the Colorado River shortage, and one-third must deal with groundwater replenishment, but there are no set criteria for awarding the grants.

The April 2023 to November 2023 application period saw 273 applications received. Approximately 100 of the received proposals were forwarded to WIFA from the grant fund committee with recommendations to approve, deny or postpone.

WIFA divided applications into seven categories:

- Advanced meters or system upgrades.
- Efficient fixtures.
- Water recharge or reuse projects.
- Agricultural system upgrades.
- Turf removal.
- Research and education initiatives.
- Vegetation management for watershed restoration.

While agricultural system upgrades had the most overall water savings, most of the proposals concerned installing advanced meters or performing system upgrades. WIFA representatives said they are focused on funding a range of strategies across the state, rather than focusing on return on investment.

Still, water savings can be significant. While agriculture projects yielded the highest returns, construction projects yielded anywhere from 500 to 79,000 gallons of saved water for every awarded dollar.

The \$200 million Water Conservation Grant Fund was created as a compromise measure attached to former Governor Doug Ducey’s \$1 billion water plan, which was initially focused only on augmenting supplies. The package that was eventually approved had \$1 billion for long-term water augmentation and \$200 million for conservation.

WIFA hired HDR Engineering last year to help it ensure it is looking for and reviewing a broad range of long-term water augmentation possibilities.

WIFA staff members met with 80 industry representatives and took in 30 formal responses on water augmentation between September 2023 and mid-November 2023.

Both the conservation and augmentation efforts are partially funded through the federal American Rescue Plan Act. As part of the funding guidelines, all the funds must be assigned by December 2026. ([Source](#))



December Backlog Indicator Up; Confidence Improves

Associated Builders and Contractors reported its national Construction Backlog Indicator increased to 8.6 months in December from 8.5 months in November, according to an ABC member survey conducted Dec. 20, 2023 to Jan. 4, 2024. The reading is down 0.6 months from December 2022.

The South, which remains the region with the lengthiest backlog, posted the largest monthly increase in December. Only the West, which historically reports the lowest backlog of any region, experienced a monthly decline.

Construction Backlog Indicator					
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ABC’s Construction Confidence Index readings for sales, profit margins and staffing levels increased in December. All three readings remain above the threshold of 50, indicating expectations for growth over the next six months.

“Collectively, contractors experienced an uptick in optimism during the holiday season,” said ABC Chief Economist Anirban Basu. “Credit conditions eased a bit during the last days of 2023 as the Federal Reserve indicated that its next set of moves will be to reduce borrowing costs. That may have rendered project financing a bit easier, translating into both an improved backlog and more optimism regarding sales, employment and profit margins for the first half of 2024.

“Still, there remains cause for concern,” said Basu. “Recent data indicate that wage pressures persist, which makes it more likely that interest rates, and therefore project financing costs, will remain higher for longer. Geopolitical instability appears to be on the rise, raising the probability of a major conflagration that could further impact supply chains and potentially cause steep increases in certain energy prices.” ([Source](#))



LIVE DBE CERTIFICATION

BREAKING NEWS

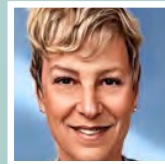
A look into DBE Certification

The primary goal of the Disadvantaged Business Enterprise (DBE) program is to level the playing field by providing small businesses owned and controlled by socially and economically disadvantaged individuals a fair opportunity to compete for federally funded transportation contracts. Arizona Department of Transportation (ADOT) is committed to this goal. ADOT values the participation of our community partners – prime contractors, subcontractors, consultants, suppliers; to paraphrase a proverb, “it takes (more than!) a village” to keep Arizona’s world-class transportation system powering our economy. DBE certification raises your visibility to Primes bidding on ADOT contracts who are seeking DBE participation.

If you are already DBE-certified, welcome – you are in the right place! If not, the first step is completing the online DBE application at [AZ UTRACS](#). This application connects you to ADOT’s DBE Certification program, as well as our partner certifying agencies, the cities of Phoenix and Tucson. Small businesses, at least 51% owned and controlled by women or minorities, are eligible. There are personal net worth limits as well. You can view eligibility criteria at [AZ UTRACS](#). Once you become certified, we work with you to complete annual updates to maintain your eligibility. We also work with you in keeping your certification record current with any changes to your business structure and/or business operations. Our online DBE system known as [DOORS \(AZ UTRACS \)](#), makes it easy to log in, check your record for accuracy and request any changes needed. This is also the location of the Directory of Certified Firms where Prime contractors, government agencies and the public can quickly find your firm, your NAICS business codes, and your contact information. The Certification team is available to address your questions or concerns at any time, and we’re available to speak with community and business groups about the process and benefits of DBE certification. Please contact us to schedule a presentation. Our goal is to identify eligible firms and expand the pool of DBEs available to work as subcontractors on federally assisted projects funded by the Federal Highway Administration (FHWA), Federal Aviation Administration (FAA), and the Federal Transit Administration (FTA).

If you’re a business owner but not interested in or eligible for DBE certification, check out our Small Business Concern (SBC) self-registration program at [AZ UTRACS](#). SBC registration gives your firm visibility through the online registry. SBCs are eligible to participate in valuable Supportive Services offerings such as receiving the DBE newsletter, the Business Development Program and two annual statewide conferences – in short, fabulous educational and networking opportunities available at no cost to you!

Prime contractors, consultants and community stakeholders, help us continue to grow the DBE program and SBC registration. Refer potential DBEs and SBCs who could benefit from DBE Certification to DBECertification@azdot.gov



Diane Nydick

DBE Certification Program Manager
dnlester@azdot.gov

Diane Nydick, Certification Program Manager, has over 15 years experience working with the DBE and small business community. Seeing the success of so many businesses, large and small, and the incredible public projects they partner with ADOT and local governments to create is truly satisfying for Diane. She has experience with both DBE certification and compliance, and joined ADOT in January 2021.



Reyna Valenzuela

DBE Certification Specialist
rvalenzuela8@azdot.gov

Reyna Valenzuela, Certification Specialist, has over 10 years experience working with small businesses and the DBE program. She is bilingual (Spanish) and joined ADOT in March 2023. Reyna enjoys meeting with business owners, assisting them through the DBE certification process and welcoming new firms to the DBE community.

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"](#)



JANUARY

26 PMI: Process Mapping: The Essential First Step to Process Improvement

7:30 - 9 a.m.
Location: Virtual

29 PMI: PMIT Changemakers

5 - 6 p.m.
Location: Virtual

30 ULI Arizona: Unique Career Paths in Commercial Real Estate

8 - 9:30 a.m.
Location: Greater Phoenix Chamber Board Room

31 NAIOP: Retail Social

4 - 5:30 p.m.
Location: Press Coffee Biltmore
2390 E. Camelback Road, Phoenix

FEBRUARY

1 ASA AZ: A Wild West Networking Mixer - Hosted by Constructors Bonding, Inc.

4:30 - 7:30 p.m.
Location: CBI

2 ASA AZ: ASA 101: Learn what ASA Has to Offer

10 - 11 a.m.
Location: TBD

26540 N. Scottsdale Road,
Scottsdale

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
1/26/24 11:00 a.m. MST	\$45.5 million	1.92%	040-E(226)T; F042201C; 040-E(227)T; F049801C	IFB	ADOT - Pavement and Bridge Rehabilitation, Holbrook to Lupton Hwy and Sanders Hwy (I-40) . The work consists of milling the existing pavement surface and replacing it with new asphalt concrete, guardrail installation, hydro-demolition bridge deck slab concrete, and overlay.	Iqbal Hossain, Group Manager of Contracts and Specifications, at ihossain@azdot.gov .
2/2/24 11:00 a.m. MST	\$23.06 million	10.16%	010-A(238)T; F050201C	IFB	ADOT - Pavement Rehabilitation, Ehrenberg to Phoenix Hwy from Scaddan Wash to Plomosa, La Paz County . The work consists of pavement and minor bridge rehabilitation including milling and repaving of mainline travel lanes, shoulders, ramps, crossroad, and bridge decks repairs.	Iqbal Hossain, Group Manager of Contracts and Specifications, at ihossain@azdot.gov .
2/9/24 11:00 a.m. MST	\$3.5 million	3.75%	191-C(226)T; F056701C	IFB	ADOT - Pavement Preservation, Safford to Springerville Highway (US 191) from US 70 to Black Hills Country Byway . The work consists of milling the existing friction course and replacing it with a hot applied chip seal coat and micro-surfacing.	Iqbal Hossain, Group Manager of Contracts and Specifications, at ihossain@azdot.gov .
2/23/24 11:00 a.m. MST	\$160.2 million	8.36%	040-A(212)S; H799301C	IFB	ADOT - New System Interchange, Topock to Kingman Highway (I-40) . The work consists of new System Interchange to provide free flow, grade separated ramps to widen and rehabilitate multiple roads.	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:

- Buy PVC & CIP Wall Embeds
- De-lead Existing Bridge Bearings
- Handrail
- Bridge Deck Grooving
- Nursery Stock Trees
- Rock Bolt Walls
- Install Rock Anchors/Shotcrete
- Remove Ground Mounted Signs
- Routine Maintenance - Damaged Sign F&I
- Weld Bearing Replacements
- Slipform & CIP Concrete Barrier
- Flatwork

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.