

Business Engagement and Compliance

Phoenix Pursues Federal Grant for Bridge Project

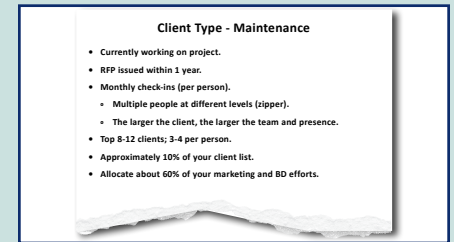
The city of Phoenix will seek \$20 million in federal grant funding as it plans to replace a nearly century-old bridge spanning Grand Canal at 40th and Van Buren streets.

The City Council voted to authorize the city manager to apply for the grant. The Phoenix Street Transportation Department determined this bridge as its highest priority for replacement in a 2020 study.

The grant is available under the U.S. Department of Transportation's Bridge Investment Program, which is funded by the Infrastructure Investment and Jobs Act.

The \$25 million estimated project cost is nearly five times the original estimate from 2020. Cost inflation has been attributed to a combination of factors, including supply chain issues, increased labor costs and inflation across the general economy.

If the grant application is approved, Phoenix will be required to contribute slightly more than \$5 million toward the project. If funded, the bridge replacement is expected to be finished sometime in 2028. ([Source](#))



Secure Long-term Success with Maintenance Clients



Construction Adds 9,000 Jobs in April 2024



AC4 Launches Workforce Scholarship Program



NEWLY CERTIFIED DBE FIRMS

- Automated Enterprises LLC
- Creative Home Designs LLC
- Desert Play Systems LLC
- Hale Collective LLC
- State 48 Trucking
- Valley 48 Construction

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

Business Development Essentials

Secure Long-term Success with Maintenance Clients

Three is a magic number: triangles, branches of government, “The Three R’s,” photographic “Rule of Thirds,” Three Musketeers and even Three Little Pigs. Three symbolizes balance, completeness and harmony.

This is the first in a three-part series about client types in the design and construction industry. Most firms separate their clients to allocate resources wisely. Some firms call them “Tier 1, Tier 2, Tier 3” and others use “Core Clients, Key Clients, All Other Clients.”

We recommend using clear category names: Maintenance, Mine and Monitor. This article addresses the Maintenance category, which is approximately 10% of your client list. You should allocate about 60% of your marketing and Business Development efforts to this category. Maintaining a robust client base is key to enduring success because this represents your most steady stream of projects and revenue.

But what do you do to allocate resources?

Identify Opportunities

For maintenance clients, those with whom you are currently working or have worked within the last year, it is essential to:

1. **Stay proactive.** Regularly check in and inquire about upcoming projects or departmental needs that might require your services.
2. **Understand their project pipelines**, such as through requests for Capital Improvement Plans (CIPs) or department look-aheads.
3. **Conduct internal SWOT** (Strengths, Weaknesses, Opportunities, Threats) analyses to identify areas where your business can offer added value to this important client type.

Client Type - Maintenance

- Currently working on project.
- RFP issued within 1 year.
- Monthly check-ins (per person).
 - Multiple people at different levels (zipper).
 - The larger the client, the larger the team and presence.
- Top 8-12 clients; 3-4 per person.
- Approximately 10% of your client list.
- Allocate about 60% of your marketing and BD efforts.

Identify Opportunities

- Project meetings – find time for non-project specific conversation about other projects, both short- and long-term.
- Request CIP or other project/department look-ahead.
- Ask about other departments that may benefit from our services.
- Conduct internal research on profitability and success with client.
- SWOT (Strengths, Weaknesses, Opportunities, Threats) - Identify weak areas and develop strategy (colleague firms, subconsultants, etc.).

Business Development Essentials

Secure Long-term Success with Maintenance Clients (Cont'd)

Build Relationships

Developing deep, multi-level relationships with your clients is crucial:

1. Engage in **frequent project and non-project-specific conversations**, offering insights and solutions tailored to their needs.
2. **Facilitate introductions** between your team members and corresponding client management levels to enhance communication and mutual understanding. This is the “zipper effect” and makes it difficult for a competitor to break your strong relationship.
3. **Leverage social interactions**, such as meals or golf outings, which provide relaxed settings for more personalized discussions. Participating in client-centric events like groundbreakings or conferences solidifies your presence and shows your commitment to their projects.

Secure Profitable Work

With a well-established relationship and a deep understanding of your client’s needs and preferences, your business is set to compete for another project.

1. **Customize your proposals** to address specific client concerns. Your institutional knowledge is a competitive advantage. Use that insight wisely.
2. **Incorporate feedback from previous engagements.** Ask for and welcome feedback from your client’s team members. What went well? What didn’t go well? Act on the feedback so your next proposal addresses issues about your past performance.
3. Develop responses that **prove you understand their personnel, policies, procedures and preferences.** It will take your team less time to on-ramp a project. Prove it.

Your business can achieve long-term success and growth when you continuously engage with your maintenance clients through strategic check-ins, personalized relationship-building and tailored project proposals. Remember, the goal is to secure a partnership that extends beyond a single project.

Next month’s topic: Mine clients.

Develop Relationships

- Introduce team members to similar levels of management (zipper).
- Request meetings with influencers and other decision-makers.
- Introduce colleagues to their colleagues (new business).
- Drop-in meetings.
- Meal meetings.
- Social meetings.
 - one-on-one golf for focused discussion and relationship building).
 - small event, tournaments and/or challenges.
- Public meetings (commission or project).
- Client events (groundbreakings, networking).
- Client workshops.
- Conference presentation or co-presentation with client.
- Feedback meetings/perception surveys.
- Organizational involvement – officer level, committees with client interaction to solidify relationships.
- Events with competitors to gain intelligence and research teaming.
- Incorporate with promotional plan.

Secure Profitable Work

- High likelihood of submitting proposals for projects in core areas of expertise.
- Top Pursuit status (win strategy).
- Research: project understanding, RFP date, client PM, dollar value, potential stakeholders, political environment; develop multi-level knowledge and approach.
- Understand decision-makers and identify their concerns.
- Understand stakeholder issues.
- Customize project approach.
- Incorporate known preferences, issues, and concerns in proposal.
- Debrief on both wins and losses; talk with multiple sources for broader feedback; balance opinions with reliable insight.

Construction Adds 9,000 Jobs in April 2024

The construction industry added 9,000 jobs on net in April 2024, according to an Associated Builders and Contractors (ABC) analysis of data released by the U.S. Bureau of Labor Statistics. On a year-over-year basis, industry employment has increased by 258,000 jobs, an increase of 3.2%.

Nonresidential construction employment increased by 7,800 positions on net, with growth registered in all three major subcategories. Nonresidential specialty trade added the most jobs, growing by 6,600 positions. Nonresidential building and heavy and civil engineering added 900 and 300 jobs, respectively.

The construction unemployment rate fell to 5.2% in April 2024. Unemployment across all industries rose from 3.8% in March 2024 to 3.9% last month.

“It is really quite remarkable that the nation’s nonresidential construction sector continues to add jobs so consistently in an environment characterized by elevated project financing costs,” said ABC Chief Economist Anirban Basu. “At the heart of growing demand for construction workers in America is the prevalence of megaprojects in many parts of the country, including major manufacturing plants, data centers and public works.

“Based on ABC’s [Construction Confidence Index](#), there is more hiring to come,” said Basu. “While there is observable weakness in certain industry segments, particularly in the challenging office market, ongoing spending growth in other construction segments has thus far more than fully countervailed that softness. Many megaprojects are just now beginning construction, strongly suggesting a stable U.S. nonresidential construction labor market for months to come. Such considerations are also consistent with relatively rapid increases in construction worker compensation during the balance of 2024.” ([Source](#))



AC4 Launches Workforce Scholarship Program

Arizona Governor Katie Hobbs recently joined the Arizona Community College Coordinating Council — also known as AC4 — for a press conference at GateWay Community College’s (GWCC) Washington Campus to announce the launch of the Arizona Community College Workforce Scholarship Program.

During the event, Dr. Stacy Klippenstein, AC4 chair and president of Mohave Community College; Carlos Contreras, executive deputy Director and cabinet executive officer for the Office of Economic Opportunity; Karla Morales, VP, Southern Arizona Regional Office for the Arizona Tech Council; and Evan Graber, GWCC Machining and Welding student; spoke on the impact the scholarships will have on students and Arizona’s growing economy.

The Arizona Community College Workforce Scholarship Program, which is funded through the American Rescue Plan Act, offers students the opportunity to earn a certificate, a two-year associate degree, a four-year bachelor’s degree, or non-credit training for high-demand, high-wage industries, including Advanced Manufacturing/Semiconductors, Construction Trades, Dental Hygienists/Assistants, Education, Health Care, Information Technology, Paralegal/Legal Assistants, Tractor Trailer Driving and Veterinary Technology.

The \$4.5 million statewide scholarship will be distributed among Arizona’s 10 independent community college districts. It will assist students in paying educational expenses, including tuition, fees and technology needs. The Maricopa County Community College District (MCCCD) offers degrees, certificates and non-credit training in 10 of the 11 high-growth fields the scholarship program targets.

The Arizona Community College Workforce Scholarship program will be awarded to financially help each student enroll in and/or complete their academic programs to gain employment in high-wage and high-growth jobs.

As Arizona’s largest workforce development training provider, MCCCD partners with government and business leaders to provide students with the education, training and skills needed to thrive in today’s workforce. MCCCD, with 10 colleges and 31 satellite locations, offers 600 certificate and degree programs, including bachelor’s degrees. Learn more at [Maricopa.edu](https://www.maricopa.edu). ([Source](#))



Credit: Maricopa Community Colleges



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

- 17** **Valley Partnership May Friday Morning Breakfast**
7:30 - 9 a.m.
Location: Phoenix Country Club
2901 N. Seventh St., Phoenix
- 21** **NAIOP: Lunch and Learn: Artificial Intelligence Applications for CRE**
11:30 a.m. - 1 p.m.
Location: Biltmore Center - MEET24 Conference Room
2398 E. Camelback Road, Ste. 180, Phoenix
- 22** **AZCREW: Tour and Panel Discussion**
4 - 5:30 p.m.
Location: Goodman's
1400 E. Indian School Road, Phoenix
- 23** **ACE: Crafting Employee-Centric Education and Training Programs**
11 a.m. - 1:30 p.m.
Location: Small Giants
5555 E. Van Buren St., Ste. 115, Phoenix
- 24** **PMI: NW Side - Happy Hour and Game Night - Champps**
5 - 7 p.m.
Location: Champps
7625 N. La Cholla Blvd. Tucson
- 31** **PHX Community Alliance: PCA Member (Re)Orientation**
12 - 1 p.m.
Location: Huss Brewing Downtown PHX
225 E. Monroe St., Phoenix

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

| Due Date | Project Valuation | DBE Goal | Solicitation / Project Number | Type | Project Owner and Description | Contact |
|------------------------------|-------------------|----------|-------------------------------|---------------------|--|---|
| 6/7/24 11:00 a.m. MST | \$1.4 million | 1.36% | 202-A(209)T; F062101C | IFB | ADOT - Convert HP to LED Lighting, Red Mountain Freeway (SR202) from 24th St. to Scottsdale Road. The work consists of replacing existing high-pressure sodium luminaires with new Light Emitting Diode fixtures and other related work. | Iqbal Hossain, Deputy Director of the Multimodal Planning Division, at ihossain@azdot.gov . |
| 6/14/24 11:00 a.m. MST | \$1.3 million | 2.77% | 191-D(203)T; F053301C | IFB | ADOT - Pavement Rehabilitation, St. Johns to Sanders Hwy from Little Colorado Bridge to Cemetery Road. The work consists of 3.5 inches of milling the existing pavement and replacing with new pavement to restore and improve the functional condition of the pavement without significantly increasing structural capacity, new pavement markings and other related work. | Iqbal Hossain, Deputy Director of the Multimodal Planning Division, at ihossain@azdot.gov . |
| 6/28/24 11:00 a.m. MST | \$198 million | 9.38% | F031601C; 101-A(214)T | IFB | ADOT - Widen Roadway, Agua Fria Highway (SR 101L) 75th Avenue to I-17. The work consists of widening the existing SR 101L freeway to add general purpose lanes and restriping I-17/SR 101L Ramp WN and widening NB I-17 to add an additional travel lane. | Iqbal Hossain, Deputy Director of the Multimodal Planning Division, 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



Disadvantaged Business Enterprise Program
Airport Concessions Disadvantaged Business Enterprise Program

FINAL RULE

OST • FAA • FHWA • FTA

The **DBE and ACDBE Final Rule** is going into effect on May 9, 2024. The rule updates personal net worth and program size thresholds for inflation; modernizes rules for counting of material suppliers; formalizes COVID-19 flexibilities; adds new program elements to foster greater usage of DBEs and ACDBEs with concurrent, proactive monitoring and oversight; updates certification provisions with less prescriptive rules that give certifiers flexibility when determining eligibility; and makes technical corrections that have led to substantive misinterpretations of the rules by recipients, program applicants, and participants.

ADOT's Business Engagement and Compliance Office (BECO) is dedicated to communicating these changes and ensuring you are informed as they are implemented. BECO and the DBE Supportive Services team will update ADOT's DBE program plan and offer ongoing education and guidance to subrecipients, DBE firms, primes, and subcontractors through upcoming events, regular meetings and bi-weekly communications. We encourage you to **stay connected**.

RESOURCES

- [Final Rule Overview](#)
- [Final Rule Summary](#)
- [Federal Register Notice](#)
- [View and Register For Training Sessions](#)
- [Implementation Guidance](#)
 - [DBE Program](#)
 - [ACDBE Program](#)
- [List of New Rule Timelines](#)
- [New Personal Net Worth Cap](#)
- [Read PDF of the Final Rule](#)
- [Read the Regulatory Impact Analysis](#)
- [Learn about the Rulemaking Process at USDOT](#)

Missed the April 9th live event?
[Click here](#) to watch the recording.



If you have any additional questions, please reach out to docr.info@dot.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.