

Business Engagement and Compliance

Phoenix Subcommittee Approves New Light Rail Line

On a unanimous vote, the Phoenix Transportation, Infrastructure and Planning Subcommittee has approved a new light rail line along Indian School Road.

With that approval comes a reallocation of \$153 million in transit funds that had been planned for a different line along Camelback Road that was dropped years ago.

Expenditures for preliminary engineering and community feedback will not start until 2036 if the Indian School Road line earns the approvals it needs from the Phoenix City Council, Valley Metro and the Maricopa Association of Governments.

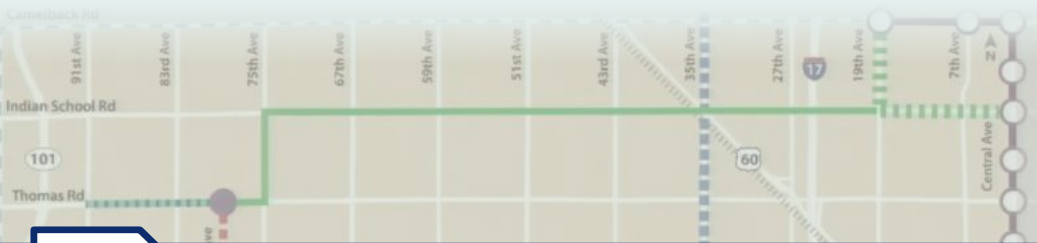
Expected benefits from the new line include improving access into the Maryvale portion of Phoenix, enhanced access to high-activity areas, and improved mobility for residents near the line who are currently dependent on bus-only transit services.

If approved and built, the Indian School Road line will connect to the planned I-10 West Extension at 75th Avenue and Thomas Road and to the existing light rail lines at either Central Avenue and Indian School Road or 19th Avenue and Camelback. An extension to the medical district around Banner Estrella hospital at Thomas Road and 91st Avenue is also under consideration.

The end-of-line options, station locations and other details will be part of the 2036 planned public input process.

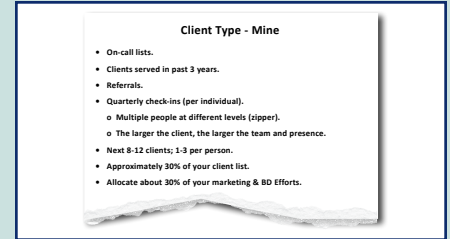
By approving the line now, officials say they are trying to give residents and businesses as much notice as possible.

The Phoenix City Council scrapped plans for a light rail line following Camelback Road and reaching to 43rd Avenue in 2019. At the time, future money for the line was reallocated for street repair on Camelback and was scheduled to become available this year. That was paused when officials began looking into the new line, and officials said there would be no problem with the Phoenix Streets Transportation Department shifting the \$153 million in funding back to public transit uses since the funding had not yet been included in the department forecast. ([Source](#))

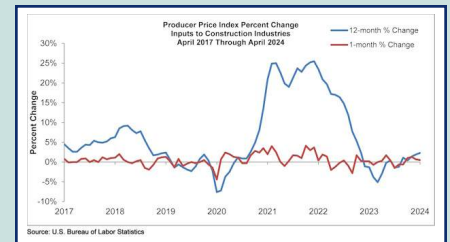


NEWLY CERTIFIED DBE FIRMS

- [AAA Treasure International Company Inc.](#)
- [La Vie Home Inc.](#)
- [Mans Clean-Up Service Inc.](#)
- [Stenzel Sealing Solutions LLC](#)
- [Tinnell Engineers LLC](#)
- [ADN Flaggling LLC](#)
- [Artisan Right of Way Agency](#)
- [Catalyst Bridge Consulting Firm](#)
- [Courier, Moving & Transportation](#)



Unlocking Potential: Strategies for Mining Client Relationships



Materials Prices Up in April 2024



FAA Reauthorization Act Includes Progressive Design-Build Pilot Program



A Look Into DBE and OJT Compliance

- ▶ **EVENTS**
- ▶ **OPPORTUNITIES**
- ▶ **USDOT FINAL RULE UPDATE**
- ▶ **I-17 FLEX LANES OUTREACH**

More on Business Development Essentials

Unlocking Potential: Strategies for Mining Client Relationships

Harnessing the potential of existing client relationships is crucial for sustained growth. “Mine” clients form the backbone of future opportunities and require strategic engagement to maximize value.

In this second in a three-part series about client types in the design and construction industry, we explore the type representing about 30% of your client list and approximately 30% of your marketing and business development effort. This may range from on-call or Job Order Contracting (JOC) contract types to clients you have worked with in the past three years but have not had a current project with them recently.

Here, we delve into how to effectively identify opportunities, develop relationships and secure profitable work with this client segment.

Identify Opportunities

- 1. Research CIP and Other Project Lists.** For public sector projects, regularly review Capital Improvement Programs (CIP) and other project lists to identify potential projects that align with your core areas of expertise. CIPs can often be found online or acquired through the procurement office. Use your network to learn about development and expansion plans for private-sector clients. Tap into all kinds of online resources available that are accurate and reliable design and construction information sources. This proactive approach helps spot opportunities early, ensuring you are well-prepared when they become available.
- 2. Analyze Current Staffing.** Examine the current staffing within the client’s organization to identify existing relationships. Understanding who holds critical positions can provide insights into potential advocates within the client’s team, facilitating smoother project acquisition. Look at your staff to “zipper” the relationship so you have staff communicating at the same level in your client organizations.
- 3. Investigate Funding Availability.** Stay informed about the client’s funding practices and availability. This knowledge enables you to time your proposals strategically, aligning them with periods when the client will most likely have the financial resources to embark on new projects. Hone your understanding of how projects get funded.

Client Type - Mine

- On-call lists.
- Clients served in past 3 years.
- Referrals.
- Quarterly check-ins (per individual).
 - Multiple people at different levels (zipper).
 - The larger the client, the larger the team and presence.
- Next 8-12 clients; 1-3 per person.
- Approximately 30% of your client list.
- Allocate about 30% of your marketing & BD Efforts.

Identify Opportunities

- Research CIP and other project lists for projects in core areas of expertise.
- Research current staffing to identify known relationships.
- Research current funding availability, practices.
- SWOT (Strengths, Weaknesses, Opportunities, Threats) - Identify weak areas and develop a strategy (colleague firms, sub consultants, etc.).

More on Business Development Essentials

Unlocking Potential: Strategies for Mining Client Relationships (Cont'd)

Develop Relationships

1. **Drop-in Meetings.** Informal drop-in meetings are a powerful tool for maintaining visibility and presence with your clients. These casual interactions allow for spontaneous discussions about upcoming projects and uncover needs the client may have yet to state explicitly.
2. **Meal Meetings.** Organize meal meetings to foster more robust, more personal relationships. You form deeper connections when you share a meal in a relaxed atmosphere and have more candid conversations about future projects and needs.
3. **Social Meetings.** Engage in social activities such as golf outings, small event tournaments or client-hosted events. These settings are ideal for building rapport and trust, laying a solid foundation for long-term business relationships.

Secure Profitable Work

1. **Rigorous Capability Review.** Before submitting proposals, thoroughly review your capabilities and the client's needs. This ensures that your proposal is highly tailored and relevant, increasing the likelihood of success. Do not submit a proposal "just to get in front of the client." Develop relationships in person.
2. **Customize Project Approach.** Develop a customized approach for each project, considering the client's preferences, issues and concerns. A tailored proposal demonstrates your commitment to meeting their specific needs, making your proposal more attractive or your bid more on target.
3. **Debrief on Wins and Losses.** After each proposal or bid, whether successful or not, debrief with multiple sources to gather comprehensive feedback. This process provides valuable insights into the client's decision-making process and highlights areas for improvement, ensuring better performance in future proposals or bids.

Businesses can leverage existing relationships by strategically focusing on Mine clients to uncover new opportunities, strengthen connections and secure profitable projects. Adopting these best practices ensures that your efforts are targeted and effective, driving sustained business growth and client satisfaction.

Next month's topic: Monitor clients.

Develop Relationships

- Drop-in meetings.
- Meal meetings.
- Social meetings.
- Client events.
- Client workshops.
- Organizational involvement with effort to build relationship.
- Incorporate with promotional plan.

Secure Profitable Work

- High likelihood of submitting for on-call task orders.
- Rigorous review of capabilities.
- 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.

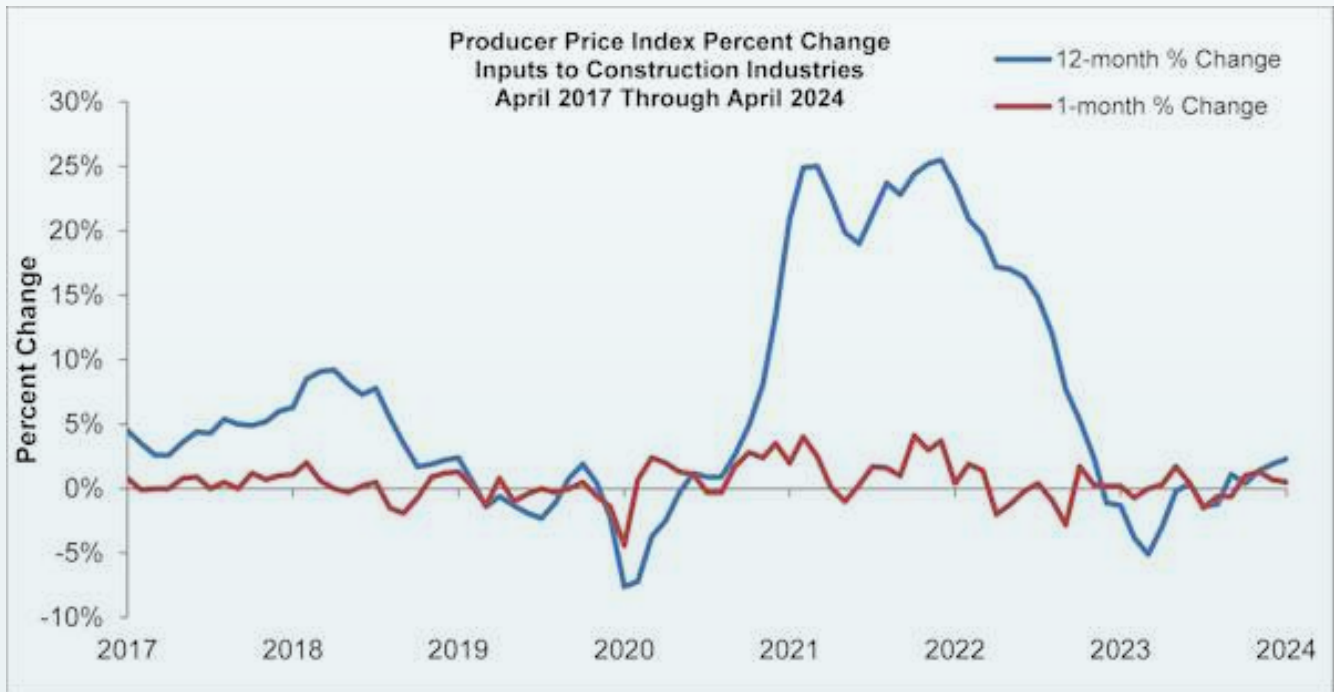
Materials Prices Up in April 2024

Construction input prices increased 0.5% in April 2024 compared to the previous month, according to an Associated Builders and Contractors (ABC) analysis of U.S. Bureau of Labor Statistics Producer Price Index data. Nonresidential construction input prices increased 0.6% in April 2024.

Overall construction input prices are 2.3% higher than a year ago, while nonresidential construction input prices are 2.2% higher. Prices increased in two of the three energy subcategories last month. Crude petroleum prices were up 10.6%, while unprocessed energy materials prices increased 8.2%. Natural gas prices were down slightly by 0.9%.

“Construction input prices jumped half a percentage point higher in April 2024 and have increased 3.5% over the first four months of the year,” said ABC Chief Economist Anirban Basu. “While iron, steel, asphalt and gypsum product prices fell in April 2024, oil and copper prices surged, driving the monthly increase. Rising input prices will put pressure on profits at a time when nearly one in four contractors expect their margins to contract over the next two quarters, according to ABC’s [Construction Confidence Index](#).

“Perhaps more importantly for contractors, the overall Producer Price Index reading for final demand goods and services increased 0.5% in April 2024,” said Basu. “This is yet another sign that inflation is accelerating and suggests that interest rates are set to stay higher for longer.” ([Source](#))



Source: U.S. Bureau of Labor Statistics

FAA Reauthorization Act Includes Progressive Design-Build Pilot Program

The Design-Build Institute of America (DBIA) commends the U.S. Congress for passing the bipartisan Federal Aviation Administration (FAA) Reauthorization Act, which includes a pilot program for Progressive Design-Build (PDB). This provision, expected to be signed into law, marks a significant step forward for the design-build industry.

In addition to supporting the inclusion of the PDB pilot program, DBIA provided valuable resources to Congress during the process, including the [DBIA Progressive Design-Build Deeper Dive](#) and [Universal Best Practices](#).

“DBIA is committed to promoting the value of design-build project delivery and advocating for its effective integration at all government levels,” said Louis Jenny, DBIA’s VP of Advocacy and Industry Engagement. “We’re thrilled by the inclusion of the Progressive Design-Build pilot program in the FAA reauthorization package. This marks a significant win for design-build, highlighting the value of collaborative project delivery methods.”

The FAA Reauthorization Act, which reauthorizes the FAA and the National Transportation Safety Board for the next five years, prioritizes investments in critical areas such as aviation safety, consumer protections, workforce growth, technology and innovation and the modernization of the national airspace system. The inclusion of the PDB pilot program in this legislation reflects a commitment to advancing innovative project delivery methods in the aviation sector.

Progressive Design-Build is a procurement method that promotes collaboration between designers and builders early in the project, leading to improved project outcomes and greater efficiency. PDB uses a multi-phase or progressive process that begins with a qualifications-based selection of a design-build team. The owner then collaborates with the team in a series of phases to develop the project design and establish the contract price. This iterative approach allows the owner to “progress” toward a final design and price with the team, providing greater flexibility and owner input compared to traditional design-build. The inclusion of the PDB pilot program in the FAA reauthorization is expected to lead to more aviation projects adopting PDB, ultimately improving project efficiency and quality.





LIVE DBE/OJT CONTRACT COMPLIANCE

A Look Behind The Curtain

ADOT



A Look Into DBE and OJT Compliance

As a condition of receiving USDOT (FHWA, FTA, FAA) funding, ADOT must administer a compliant [Disadvantaged Business Enterprise \(DBE\) Program](#). ADOT created the Business Engagement and Compliance Office ([BECO](#)) to manage ADOT's DBE Program with several objectives aimed at ensuring certified DBE firms have an equal opportunity to receive, participate and compete fairly in USDOT-assisted contracts.

BECO's Compliance team conducts a Disparity Study to develop ADOT's overall Triennial DBE goals for each USDOT agency. In between Disparity Studies, BECO conducts an [Availability Study](#) to reevaluate the DBE goals based on, but not limited to, the current available market pool. ADOT's 2022 Availability Study supported new triennial FHWA DBE goals for Federal Fiscal Year (FY) 2024-2026 of 12.55% which was recently approved by FHWA in January 2024.

To achieve the annual FHWA DBE Goal, the BECO Compliance team conducts DBE goal assessments on all FHWA funded contracts awarded by ADOT and its subrecipients. BECO narrowly tailors each DBE goal assessment for Race Conscious (RC) DBE opportunities. To help ensure [compliance](#) with DBE program requirements, BECO provides proactive guidance, [training](#) and support to ADOT departments and ADOT Subrecipients advertising, awarding or administering USDOT-assisted contracts. This includes providing proactive [training](#), support and guidance to the highway infrastructure and transportation services industry who bid and are awarded USDOT-assisted contracts.

The BECO Compliance team participates in several networking events, such as ADOT's Annual DBE and Small Business Transportation Expo, ADOT's Annual DBE Small Business Conference, ADOT's Quarterly DBE Task Force Meetings and AZAGC/ADOT Joint Cooperative Meetings.

For questions related to ADOT's DBE Program or On-the-Job (OJT) Program, please fill out the [BECO Connects Form](#).



Gabriel Demarbiex

Contract Compliance and Training Officer
gdemarbiex@azdot.gov

Gabe Demarbiex, BECO's Contract Compliance and Training Officer, has over 18 years of contract administration experience working at ADOT. Gabe started off in the IDO/Construction Group before transitioning to the BECO Compliance team in 2018. Gabe recently led ADOT's 2022 Availability Study as the project manager, and represented ADOT as a two-time guest panelist speaker at the 2022 and 2023 AASHTO Civil Rights Conference, to discuss current ADOT DBE Program best practices.

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"](#)



JUNE

- 12** **CSI PHX: June Meeting: Architects Project Spotlight**
5:30 - 7:30 p.m.
Location: Social Hall
715 S. McClintock Dr., Tempe
- 12** **ASA AZ: Health and Safety: Return to Work Claims**
10 - 11:30 a.m.
Location: Canyon State Electric
4640 E. McDowell Road, Phoenix
- 12** **ABA: The ABA's Hammer and Trail: Building Adventures**
5 - 6:30 p.m.
Location: Tempe Town Lake - North Shore Beach
- 12** **AGC: Webinar: Frictionless File Transfer – Lessons from the Streaming Industry and the Future of Reality Capture**
2 - 3 p.m.
Location: Virtual
- 12** **AZ Water Association: Conservation Committee Webinar: Low Income Programs**
12 p.m.
Location: Virtual
- 13** **SMPS: Forget Hope: Taking Strategic Action for Proposal Success**
8 - 9 a.m.
Location: Virtual
- 13** **AAED: Member Celebration: Rock 'Em, Sock 'Em Bowling**
4 - 6 p.m.
Location: Bowlero Old Town Scottsdale
7300 E. Thomas Road, Scottsdale
- 18** **ABA: 2024 Emerging Leaders Forum**
8:30 a.m. - 3:30 p.m.
Location: ABA Phoenix Office
2552 W. Erie Dr. Ste. 106, Tempe



Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
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 .
6/14/24 11:00 a.m. MST	\$18 million	5.95%	089-C-(208)T; F056801C	IFB	ADOT - Drainage and Erosion Improvements, Flagstaff-Cameron Highway at Townsend Winona Road Sunset Crater Wupatki LP. The work consists of culvert construction, concrete lined channel construction, removing shotcrete lined channels, pavement replacement and temporary paved crossover roads 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 WB 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** went 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 biweekly 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
- Handrail
- Flatwork
- Slipform & CIP Concrete Barrier
- Remove Ground Mounted Signs
- Routine Maintenance - Damaged Sign F&I
- 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.