

## Business Engagement and Compliance

### Grand/35th Ave and Indian School Rd project receives final clearance

The Arizona Department of Transportation (ADOT) has released the final Environmental Assessment (EA) and Design Concept Report for the planned project to reconstruct the Grand Avenue (US 60) intersection with 35th Avenue and Indian School Road in Phoenix. Completion of the EA, which resulted in a finding of No Significant Impact, allows the project to advance into final design and right-of-way acquisition.

Project plans include raising 35th Avenue to create a new elevated intersection with Indian School Road above Grand Avenue and the BNSF Railway tracks to improve traffic flow and safety. This will allow Grand Avenue traffic to flow freely at this location without any cross traffic and eliminate 35th Avenue and Indian School Road traffic crossings with the railroad.

ADOT will design and build the project in coordination with the City of Phoenix and the Maricopa Association of Governments (MAG). The project is identified in MAG's Regional Transportation Plan and is funded in part by Proposition 400, a half-cent sales tax approved by Maricopa County voters in 2004.

For more information about the project and to review study documents, visit the project website at [azdot.gov/Grand-35](https://azdot.gov/Grand-35). ([Source](#))



**Construct your success: Essential marketing tactics every small business needs**



**ADOT conducting public survey for Pima County Sonoran Corridor**



**Buckeye updating civil engineering processes**



**San Carlos Apache Tribe to begin wastewater treatment project**



## NEWLY CERTIFIED DBE FIRMS

- **Advanced Professional Security LLC**
- **Ecological Enviornments LLC**
- **Hollis Brothers LLC**
- **MetrixIQ LLC**
- **QN Management Solutions Inc.**
- **Sama Asphalt Supply and Transport LLC**
- **SRL Enterprises LLC**

- ▶ **EVENTS**
- ▶ **OPPORTUNITIES**
- ▶ **I-17 FLEX LANES OUTREACH**

## Five Foundations for long-term stability

### *Construct your success: Essential marketing tactics every small business needs*

Small business owners in the design and construction industry face unique marketing and business development challenges. While your expertise in technical solutions is unquestionable, navigating sustainable operations, market expansion and client management may seem daunting. While the hustle and bustle can be exciting, it can also be exhausting.

Here are some practical strategies and solutions across five key areas to empower your business for sustainable growth.

#### 1. Implement Client Diversification

**Challenge:** Client dependence poses a significant risk, especially if a major client pulls away. Putting all your eggs in one basket can be extremely risky for a small business owner.

**Strategy:** To spread risk, diversify your client base to include small projects, different industries or geographical areas.

**Example:** If your primary clients are in highway construction, consider exploring opportunities for industrial development projects or collaborations with local governments on public works which tend to have different funding cycles and stability. Research teaming partners where your services will be valuable to build an expanded client base.

#### 2. Focus on Client Relationship Management

**Challenge:** Retaining existing clients and managing their expectations effectively can be as crucial as acquiring new ones. *Read that again: Retaining existing clients and managing their expectations effectively can be as crucial as acquiring new ones.*

**Strategy:** Implement a client relationship management (CRM) system to track client interactions, preferences and feedback. As a small firm, you can use a simple spreadsheet to track activities; you do not have to purchase an expensive CRM program. Start small and build the habit of tracking important activities. Then, as your business grows, you can invest in a more sophisticated program.

**Example:** Use a CRM to send regular updates about ongoing projects, seasonal greetings and newsletters containing industry insights and company news. This keeps your firm top-of-mind and demonstrates your commitment to maintaining strong client relationships. Remember that your clients and prospects are not interested in superfluous marketing content. Send content that helps them solve their problems.

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## Five Foundations for long-term stability

### *Construct your success: Essential marketing tactics every small business needs (cont'd)*

#### 3. Develop a Comprehensive Networking Strategy

**Challenge:** Expanding your client base beyond a few reliable customers can be challenging without a solid networking strategy. Remember that laser focus is more effective than a shotgun approach.

**Strategy:** Leverage both online and in-person networking opportunities. Attend industry conferences, seminars and local business gatherings. Identify which organizations your clients and prospects are most likely to be involved in. Schedule at least two events per month to build your network.

**Example:** Join and actively participate in local chapters of national associations such as the Associated General Contractors (AGC), American Institute of Architects (AIA), American Council of Engineering Companies (ACEC), Urban Land Institute (ULI), Women in Transportation (WTS), Design-Build Institute of America (DBIA), etc. Participate in person and online to engage with peers and potential clients. Join LinkedIn groups related to design and construction and your technical expertise.

#### 4. Cultivate a Strong Brand Identity

**Challenge:** Standing out in a crowded market requires more than just technical excellence. You must be seen as a competent player in the competitive landscape.

**Strategy:** Develop a strong brand identity that communicates your unique value propositions. Develop a messaging playbook that succinctly communicates how you help clients solve their problems. This will catch their attention, interest and curiosity to learn more about you.

**Example:** Create a brand story highlighting your commitment to sustainability or innovative design solutions. Use consistent branding elements (logo, colors, messaging) across all marketing materials to reinforce your brand in the minds of your audience. Be extremely vigilant about your image in the marketplace. Consistency creates trust.

#### 5. Enhance Visibility Through Digital Marketing

**Challenge:** Many small businesses in our industry struggle to get noticed in a market dominated by larger, more well-known firms. They may have larger budgets, but you can quickly anticipate and respond to industry challenges and events.

**Strategy:** Invest in a robust digital marketing strategy with an optimized website, Search Engine Optimization (SEO) and social media engagement.

**Example:** Consider using targeted Google Ad campaigns focused on specific services you offer, such as “sustainable building practices in Arizona.” Regularly update your website with project success stories and client testimonials to enhance credibility and attract organic traffic. Share valuable and educational content in a blog—and stay consistent with providing content. Remember to share your blog on social media.

Embracing these marketing and business development strategies can significantly solidify your key clients, expand your client base, enhance your visibility, and build a resilient business capable of thriving in the competitive design and construction industry.

The goal is to attract new clients and create meaningful relationships that foster repeat business and referrals. Implement these strategies consistently, and watch your business grow.... solidly, sustainably and successfully.



### ADOT conducting public survey for Pima County Sonoran Corridor

The Arizona Department of Transportation (ADOT) has launched a public survey to help determine interchange locations and other design features for the Sonoran Corridor, a proposed freeway in Pima County that would link Interstates 10 and 19 south of Tucson International Airport.

The survey also will help the ADOT study team determine whether changing conditions in this growing area should be factored into the future alignment for the roughly 20-mile proposed route that is also known as State Route 410.

You can take part in the online survey and mapping exercise through Sunday, Sept. 1, at [sonorancorridor.com](https://sonorancorridor.com). Comments can also be submitted by email to [sonorancorridor@azdot.gov](mailto:sonorancorridor@azdot.gov) and by phone at 1.855.712.8530 or mailed to: ADOT Sonoran Corridor Study Team, 2540 N. Tucson Blvd., Tucson, AZ 85716.

The survey is part of a Design Concept Report and Tier 2 Environmental Impact Statement study for the Sonoran Corridor that will:

- Envision a narrow 400-foot-wide corridor within the identified 2,000-foot corridor that provides a continuous high-capacity highway extending from I-19 to I-10 within Pima County.
- Identify environmental considerations and mitigation efforts.
- Identify interchange locations and design concepts.
- Develop other design features.

Public and stakeholder outreach will occur throughout the process, with public meetings scheduled for fall 2024 and spring 2025, and a public hearing in summer 2026. ADOT will provide advance notice to email subscribers and on the study webpage at [SR410SonoranCorridorTier2Study](https://SR410SonoranCorridorTier2Study). The project team encourages residents, business owners and other community stakeholders to provide feedback.

The Sonoran Corridor study begins in the west near I-19 and El Toro Road within the town of Sahuarita and travels east to an extension of the city of Tucson's Alvernon Way north-south alignment. It travels north along the Alvernon Way alignment to Old Vail Road and then travels east along the Old Vail Road alignment, where it connects at Rita Road to I-10.

The study will develop a range of approximately 400-foot-wide right-of-way alignment alternatives along with a "no-build" alternative. Results of the study will be included in the Design Concept Report and Tier 2 Environmental Impact Statement to be submitted to the Federal Highway Administration for review and approval. The study process will include comprehensive analysis, measurement, assessment and reporting on multiple factors related to environmental and community needs in the study area.

For more information and to sign up to receive study updates by email, please visit [SR410SonoranCorridorTier2Study](https://SR410SonoranCorridorTier2Study). ([Source](#))



### Buckeye updating civil engineering processes

The City of Buckeye has implemented a number of process improvements for development projects. The Civil Engineering Department will now complete all civil engineering construction document reviews, except for traffic signals.

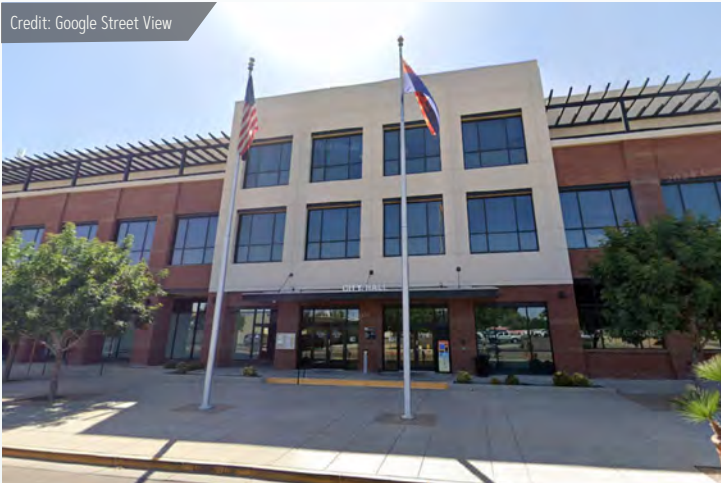
The rollout of new submittal processes includes:

- Civil Construction Document Submittal Process to allow subsequent submittals to be submitted separately, after the first submittal.
- An Engineer's Cost Estimate will now be requested with initial review versus later in the process.
- The construction document closeout process will be streamlined.

The following schedule for adoption has been released:

- August 2024: Publishing of Land Use Assumptions and Infrastructure Improvement Plan.
- October 2024: Public Hearing on Land Use Assumptions and Infrastructure Improvement Plan.
- November 2024: Adoption of Land Use Assumptions and Infrastructure Improvement Plan and Publishing of Proposed New Fees.
- December 2024: Public Hearing on Proposed New Fees;
- January 2025: Adoption of New Fees.
- April 2025: New Fee Effective Date.

Credit: Google Street View



### San Carlos Apache Tribe to begin wastewater treatment project

Having recently been allocated \$4 million in funding from the U.S. Environmental Protection Agency (EPA), the San Carlos Apache Tribe plans to start construction on a new \$34.7 million wastewater treatment facility.

The new facility will replace an existing operation known as the Six Mile Lagoons. The Bureau of Indian Affairs built Six Mile Lagoons in the early 1980s to serve communities around Peridot and 7-Mile Wash, but it is now undersized.

The existing plant has a capacity of 610,000 gallons per day. Because of a population increase of nearly 25% and the addition of new developments like the San Carlos Apache Healthcare Corporation, up to 1.1 million gallons of wastewater are sent to the plant daily, often leaving it overwhelmed.

The Tribe had already secured \$25 million from Indian Health Service and \$5.7 million from EPA prior to the new allocation last month.

Construction of the new plant is expected to be complete in 2027. ([Source](#))



**SAN CARLOS  
APACHE  
TRIBE**

### 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

**15** **ASA AZ: Build Her Up - Pickleball Networking Event**  
1 - 3 p.m.  
Location: Chicken N Pickle  
9330 W. Hanna Lane, Glendale

**15** **ABA: Blueprint Reading Series**  
8 - 11 a.m.  
Location: ABA Office  
2552 W. Erie Dr., Ste. 106, Tempe

**15** **ABA: YBC Q3 Meeting and Mixer**  
3 - 5 p.m.  
Location: ABA Office  
2552 W. Erie Dr., Ste. 106, Tempe

**15** **AAED: Member Orientation and Info Session**  
12 - 1 p.m.  
Location: Virtual

**20** **ACE: Finance in Construction**  
11:30 a.m. - 2 p.m.  
Location: Small Giants  
5555 E. Van Buren St., Ste. 115, Phoenix

**21** **BILD: 2024 Relaxation Day**  
5 - 7 p.m.  
Location: Tucson Bowl  
7020 E. 21st St., Tucson

**21** **MPA: Happy Hour Event**  
3:30 - 5:30 p.m.  
Location: TBD

### Featured Federal-Aid Projects

#### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
8/16/24 11:00 a.m. MST	\$21.2 million	1.95%	086-A-(227)T; F054901C	<a href="#">IFB</a>	ADOT - <b>Pavement Rehabilitation, Why-Tucson Hwy. (SR 86) from MP 80 to BIA 132, Pima County.</b> The work consists of removing existing asphaltic concrete pavement and replacing it with new asphaltic concrete pavement. Additional work includes replacing pavement markings, and other miscellaneous work.	Iqbal Hossain, Deputy Director of the Multimodal Planning Division, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .
8/16/24 11:00 a.m. MST	\$3.43 million	7.65%	010-E-(233)T; F056401C	<a href="#">IFB</a>	ADOT - <b>Climbing Lane, Tucson to Benson Hwy. (I-10) from SR 90 to SR 80.</b> The work consists of widening westbound of I-10 to extend the existing climbing lane between SR 80 on-ramp to SR 90 off ramp, mill and replace asphalt on existing pavement of the outside shoulder, construct pavement for new travel lane and shoulder, remove and replace asphalt concrete on SR-80 WB On-Ramp, place asphalt friction course, place fog coat on new shoulder, lighting, signing, pavement marking and other related work.	Iqbal Hossain, Deputy Director of the Multimodal Planning Division, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .
8/16/24 11:00 a.m. MST	\$790,000	4.96%	MRN-0-(207)T; T034201C	<a href="#">IFB</a>	ADOT - <b>System Enhancements, Dove Mountain Blvd. and Moore Road, Marana.</b> The work consists of installing a new traffic signal at the intersection, constructing sidewalk ramps and other related work.	Iqbal Hossain, Deputy Director of the Multimodal Planning Division, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .

#### 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](mailto: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

Also Known As **The I-17 Improvement Project:  
Anthem Way to Sunset Point**

## 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 this project. The following scopes are open for solicitation:

- Handrail
- Flatwork
- Routine Maintenance - Damaged Sign F&I

**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 this project at [Flex.Outreach@kiewit.com](mailto: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.***