

Business Engagement and Compliance

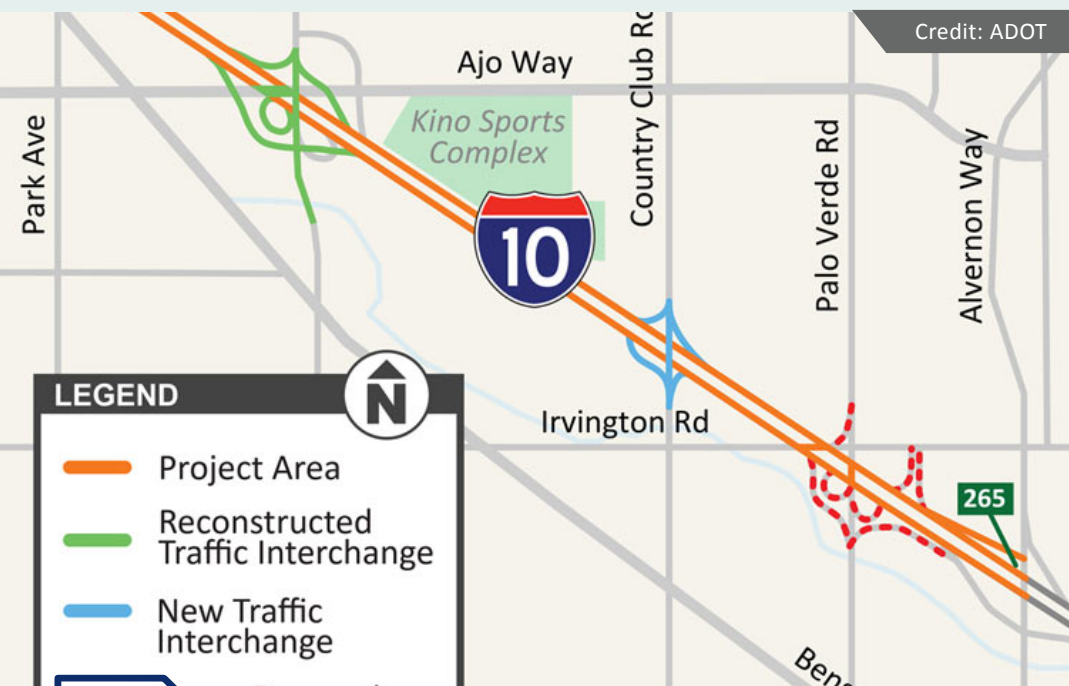
Contractor approved for upcoming I-10 reconstruction in Tucson

Widening, safety project to begin in 2025 between Kino and Country Club

The Arizona Department of Transportation is preparing to move forward with a project in 2025 that will reconstruct and widen Interstate 10 between Kino Parkway and Country Club Road southeast of downtown Tucson.

On Friday, Aug. 16, the State Transportation Board awarded the design-build project to Sundt-Jacobs. At \$600 million, it will be the largest highway construction project in southern Arizona history.

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New master plan, projects coming to Phoenix Goodyear airport



Communication skills that hit the mark – Part 1



Phoenix Public Transit to host community meetings on study



NEWLY CERTIFIED DBE FIRMS

- **California Acoustics Solutions LLC**
- **Resource Associates of Nevada Inc.**
- **S.C.S.C. Inc. | DBA Service Construction of Southern California**
- **Saskai Christian LLC | DBA Boostthru**
- **Desert Lily Solutions LLC**
- **JP Electric LLC**
- **Vamos a Trabajar LLC**
- **Witriol Consulting**

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

Contractor approved for upcoming I-10 reconstruction in Tucson (cont'd)

The project will include:

- Widen I-10 to three lanes in each direction between Kino Parkway and Alvernon Way, and to four lanes in each direction west of Kino Parkway.
- Reconstruct the interchange at Kino Parkway.
- Remove the existing interchange Palo Verde Road.
- Construct a new interchange Country Club Road that will provide access for traffic that currently uses the interchange at Palo Verde Road to allow for safer traffic movements to and from I-10.
- Construct a new westbound on-ramp at the Alvernon Way interchange.
- Construct an I-10 undercrossing to connect the North and South Kino Sports Complex.
- Construction is expected to begin in mid-2025 and continue through 2028.

The project will be the first to result from a study completed in 2020 that recommended how to best improve mobility along a roughly 10-mile stretch of I-10 from I-19 to Kolb Road. The study also identified an alignment for an extension of State Route 210 (Barraza Aviation Parkway) along Alvernon Way that will connect I-10 to downtown Tucson.

ADOT is planning to share more detailed design plans for the corridor and provide an opportunity for the public to speak with members of the design team at a community open house event in early 2025.

For more information, please visit [I-10KinotoCountryClub](#).

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New master plan, projects coming to Phoenix Goodyear Airport

A 173% increase in operations since its last update is propelling the Phoenix Goodyear Airport to update its master plan ahead of schedule.

The plan was last updated in 2018. In addition to the increase in operations volume, the airport has seen a 26% increase in aircraft based there.

Airport Manager Bradley Hagen recently informed the Phoenix Aviation Subcommittee that the updated plan he and his staff are working on is intended to guide development at the facility over the next 20 years.

A 2021 Arizona Department of Transportation study identified a \$74.6 million annual economic impact from the airport.

Current Projects

Several projects are currently in the works at Phoenix Goodyear Airport. The largest of these is a planned \$46 million series of improvements to increase aircraft parking and bolster safety. Most of the funding comes via grants from ADOT and the Federal Aviation Administration.

A new parking apron will be able to accommodate two Boeing 767 aircraft. A portion of an existing apron will be repaved, and the T-hangar, which features hangars and surface tie-downs for a total of 94 aircraft, will undergo rehabilitation efforts.

The airport infield will have dirt areas between runways and taxiways repaved next year to prevent erosion and eliminate the need for weed and grass maintenance.

Private Investments

In addition to the public projects planned at the airport, Hagen said there are several private investments in the works. An air cargo facility is planned on a 28-acre site, corporate hangars will occupy 10 acres, and a mix of corporate and maintenance hangars will be built on another 30-acre site.

Fueled by the ongoing activity growth at the airport, the city of Goodyear is looking at several developments in the surrounding area, including industrial parks focused on logistics and distribution operations. ([Source](#))

Communication skills that hit the mark – Part 1

Craft a winning message: a five-step guide for small business owners

Standing out from the competition can be a formidable challenge. You are constantly up against numerous firms, all vying for the same projects. To complicate matters, clients and potential prime firm professionals have short attention spans, making capturing and retaining their interest harder. Additionally, many firms fall into the trap of talking too much about themselves rather than focusing on what truly matters to the client. In such an environment, delivering a strong message during an interview or business meeting is crucial for distinguishing yourself and clearly communicating your value proposition.

You know that making a solid presentation can set the foundation for a successful project and a long-lasting client relationship. As a small business owner, you must explain your value, provide relevant examples, and make an outstanding impression. This can be achieved by following a strategic communication framework based on five key steps:

- Understand your client's issues.
- Know what they care about.
- Define your message.
- Plan how to deliver it.
- Prove your experience.

This article will explain the framework, and in future issues, we will investigate how to communicate your value in introductions, sharing project examples, answering questions and wrapping up a presentation or discussion.

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Communication skills that hit the mark – part 1 (cont'd)

Craft a winning message: a five-step guide for small business owners

1. Understand your client's issues

The first step in crafting a compelling discussion is to thoroughly understand the challenges your client is facing. What specific problems do they need to solve? Are they dealing with budget constraints, tight timelines or a need for innovative solutions? Have they struggled with nonresponsive firms in the past? By identifying these issues, you can tailor your presentation to address the client's unique concerns, showing that you are aware of their needs and prepared to offer targeted solutions.

2. Know what your client cares about

Once you have identified the issues, the next step is to understand what your client values most. Is it cost-efficiency, sustainability, design excellence or reliability? Knowing what matters to your client allows you to emphasize the aspects of your business that align with their priorities. For example, if your client places a high value on sustainability, you can focus on your firm's experience with green building practices and eco-friendly materials. Your client may want outside-of-the-box solutions and is not interested in a ho-hum project experience.

3. Define your message

With a clear understanding of your client's issues and priorities, you can now craft a message that resonates. Your message should be concise and focused on how your business can solve the client's problems. Highlight your tailored selling points—whether it is your innovative design approach, your track record of on-time project delivery or your ability to work within a specific budget. Your message should clearly communicate the value you bring to the table. Remember that ho-hum solution your client is avoiding? You have delivered a “first-of-its-kind” solution on a recent project, and this is an excellent opportunity to provide the details of your pioneering experience.

4. Plan how you will deliver your message

How you present your message is as important as the message itself. Consider the best way to communicate with your client. Will a formal presentation with digital screens work best, or would a more conversational approach be more effective? The delivery method should match the client's style and expectations. Be sure to rehearse your presentation to ensure clarity and confidence in your delivery.

5. Prove your experience

Finally, it is essential to back up your message with proof of your experience. This could be in the form of case studies, testimonials or examples of past projects that demonstrate your ability to solve similar issues. Use good photos, develop clear diagrams and flow charts, or drone videography to indicate your exceptional experience. Showcasing your expertise builds credibility and reassures the client that you can deliver on your promises.

By following this five-step framework, you can create a presentation that addresses your client's needs and positions your small business as the ideal partner for their next project. Remember, the key to a successful discussion is not just in what you say, but in how well you connect with your audience and prove that you are the right choice for the job.

We look forward to sharing more information about specific activities where you will apply this framework and make a memorable and positive impression.

Phoenix Public Transit to host community meetings on study

The Phoenix Public Transit Department invites small, disadvantaged, women-owned and minority local businesses to attend a business community meeting to learn about an [Availability and Disparity study](#). The study will focus on the use of Disadvantaged Business Enterprise in the transportation contracting market.

In this meeting, participants will have an opportunity to:

- Learn about the comprehensive Availability and Disparity study;
- Learn about future upcoming opportunities to do business with the City of Phoenix, and
- Be able to provide feedback and ask questions.

To complete the study, the Department has contracted Mason Tillman Associates.

Mason Tillman Associates will analyze the contracting practices of the Public Transit DBE program and determine if small, women-owned and minority local-owned businesses have equal access to public contracting opportunities, as well as recommend solutions for improvements. The Public Transit DBE program aims to provide disadvantaged businesses in the City of Phoenix with resources to be able to be more competitive. Participants do not need to be DBE certified to attend.

Feedback is highly encouraged from attending members of the public and small, women-owned and minority businesses.

The goal is to use the results of the study and the experience shared from Phoenix businesses to increase participation in the DBE program.

For questions or concerns regarding the meetings or the Availability and Disparity study, contact Mason-Tillman Associates at (602) 613-0644 or visit phoenix.gov/publictransit/dbe.

Two virtual business community meetings* will be held in September via Webex:

- September 24, 2024 at 9 a.m.
- September 24, 2024 at 1 p.m.

To request reasonable accommodations (only), please call Lars Jacoby, at 602-534-6192 or TTY/7-1-1 as early as possible to coordinate needed arrangements.

*The same material will be presented at both meetings.

Access the Sept. 24, 2024 at 9 a.m. meeting:

- [Register link](#)
- [Meeting link](#)
- Meeting number: 2632 823 3919
- Password: 5MAgYrd5fF2
- Join by phone: +1-602-666-0783 United States Toll (Phoenix) or +1-415-655-0001 US Toll
- Access code: 2632 823 3919

Access the Sept. 24, 2024 at 1 p.m. meeting:

- [Register link](#)
- [Meeting link](#)
- Meeting number: 2634 097 6752
- Password: sM8533JRqGx
- Join by phone: +1-602-666-0783 United States Toll (Phoenix) or +1-415-655-0001 US Toll
- Access code: 2634 097 6752

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"](#)



SEPTEMBER

15

ABA: Blueprint Reading Series

8 - 11 a.m.

Location: ABA Office

2552 W. Erie Dr., Ste. 106, Tempe

17

ASBA: Best Practices For Building A Culture For Continuous Improvement And Innovation

10 - 11 a.m.

Location: Virtual

18

AZCREW: 2024 AZCREW Woman Icon

4 - 7 p.m.

Location: TBD

Exclusive venue in Central Phoenix -
Event location will be provided with registration

19

Arizona Forward: Mining The Future: Southern Arizona Luncheon

11:30 a.m. - 1 p.m.

Location: Arizona Inn

2200 E. Elm St., Tucson

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USGBC: USGBC Arizona Building Transformation Forum: Higher Education + Women in Green

10 a.m. - 5 p.m.

Location: ASU Skysong - Synergy Rooms (Building 3)

1365 N. Scottsdale Road, Scottsdale

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AMCA: AMCA 14th Annual Southern Arizona Golf Classic

7 a.m. - 2 p.m.

Location: Canoa Ranch Golf Resort

5800 S. Camino Del Sol, Tucson

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MPA: Lunch and Learn

11:30 a.m. - 1 p.m.

Location: Culinary Dropout

2543 E. Grant Road, Tucson

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
9/13/24 11:00 a.m. MST	\$3 million	3.44%	093-A-(211)T; F058901C	IFB	ADOT - Truck Screening Sensors, Kingman Port of Entry to Hoover Dam Highway (US 93). The work consists of installing new truck screening sensors.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
9/13/24 11:00 a.m. MST	\$561,000	8.83%	GLN-O-(266)T; T034301C	IFB	ADOT - System Enhancement, 67th Ave and Montebello, Glendale. The work consists of constructing and installing a Pedestrian Hybrid Beacon, installing Rubber Gasket Reinforced Concrete Pipe, construction of driveways, sidewalk ramps, signing, striping, and other related work.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
9/13/24 11:00 a.m. MST	\$920,000	4.17%	ISC-O-(203)T; T031301C	IFB	ADOT - Roadway Lighting, from White Mountain Avenue (BIA 10) to BIA 170. The work consists of the installation of roadway lighting, thermoplastic pavement markings and other related work.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
9/20/24 11:00 a.m. MST	\$42 million	7.15%	040-A-(385)T; F058501C	IFB	ADOT - Pavement Rehabilitation, Topock to Kingman Highway (I-40) from Holy Moses Wash to Rattlesnake. The work consists of milling the existing asphaltic concrete pavement and replacing it with new asphaltic concrete, replacing guardrail and guardrail end terminals, repairing bridge deck, replacing pavement marking, signing, seeding and other miscellaneous work.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@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

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.

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.