

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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Master the moment: craft introductions that stick and spark connections



DBE Spotlight: Lighting Partners Integrated Corporation (LPI)



Kingman to receive road infrastructure grant



Nonresidential construction spending down 0.2% in July 2024

NEWLY CERTIFIED DBE FIRMS

- Abdullah Laboratories LLC DBA Angel Mobile Labs
- Absolute Angels Consulting LLC DBA 2R Group
- Chrysalis Consulting LLC DBA Global and Chrysalis Global Aviation
- Olive and Finch CC. LLC DBA Olive and Finch
- Blackswan Documentation
- International Supply Partners LLC
- IOC Design and Consulting
- Lykins Epoxy DBA Epoxy Strong

- ▶ **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](#).

Communication skills that hit the mark – Part 2

Master the moment: craft introductions that stick and spark connections

Impactful introductions create memory-making moments. More importantly, a clear and memorable first impression sets you apart from competitors. Whether it is a networking greeting, a presentation for project selection, or a meeting with a prospective client, your introduction should capture attention and establish credibility.

In a recent newsletter, we introduced a simple framework that helps professionals communicate clearly. We are now applying that framework to introductions. We will continue to use this framework in future issues, so be ready for more examples of this essential communication framework.

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Communication skills that hit the mark – Part 2

Master the moment: craft introductions that stick and spark connections (cont'd)

Let us get back to introductions. Follow the structured approach to help ensure your message resonates with your audience:

1. Understand Your Client's Issues

The first step in creating a powerful introduction is to show empathy. A study published by Psychology & Marketing found that empathetic communication increases customer trust by 45%. Customers who feel that salespeople or business professionals genuinely understand their pain points and provide thoughtful solutions are more likely to trust and buy from them. Your action item is to research your audience to understand their challenges, concerns and pain points. When your introduction reflects this understanding, it immediately positions you as someone who can solve their problems. Avoid generic statements and tailor your message to their specific needs.

2. Know What They Care About

People are more receptive when they hear about things that matter to them. Ask yourself, "What does my client value?" It could be cost savings, project efficiency, operational efficiency, sustainability or quality. By aligning your introduction with what they care about, you demonstrate that you have their best interests in mind.

3. Define Your Message

Once you understand what matters to your client, crafting a clear and concise message is essential. Think of it as a brief, impactful statement that summarizes who you are, what you do and how you can help solve their specific problem. The goal is to capture your audience's attention quickly while highlighting the value you bring. Focus on simplicity and relevance. Avoid using industry jargon or overly technical language that might confuse your audience. Instead, speak in terms that resonate with them, focusing on how your skills or solutions can address their needs. Your message should be tailored to the listener and relevant to the situation at hand.

4. Plan How to Deliver It

Delivery is as important as the message itself. Consider your tone, body language and confidence. Practice delivering your introduction in person or online so it feels natural. Remember that your goal is to make a connection, not just convey information. Eye contact and a genuine smile can go a long way.

5. Prove Your Experience

Complete your introduction by briefly referencing your experience or past success. This builds trust and reassures the audience that you can deliver results. You do not need to provide a full resume—just a quick mention of a similar project or success story related to their needs.

Simple Structure for an Introduction

To make your introduction memorable, follow this structure:

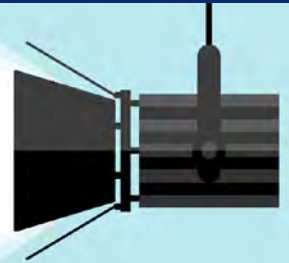
- Start with empathy: "I understand you are facing [client's issue]."
- Show alignment with their values: "We have found that [value they care about] can make a significant difference."
- Define your solution: "We help by [what you do, succinctly]."
- Provide proof: "In fact, we worked on [project] where we achieved [result]."

Put It Into Action

"I understand your firm is looking for ways to streamline project timelines. We have found that using advanced scheduling tools can save time and cost. We specialize in implementing these tools effectively, and recently, we helped [client] complete a similar project two weeks ahead of schedule."

This communication framework is the secret sauce for connecting with an audience. By following this approach, you can ensure your introduction is clear, relevant and memorable, making a lasting impression that will lead to project wins and improved relationships.

DBE SPOTLIGHT



Lighting Partners Integrated Corporation (LPI)

lightingpartnersintegrated.com | (860) 777-5731

Certifications:
DBE/SBE

COMPANY HISTORY:

LPI EAST, LLC (LPI) was founded in 2009. The company began by offering electrical wholesale distribution services. In 2015 LPI launched its conceptual design and drafting firm with a focus on transportation infrastructure. In 2015 LPI became a certified DBE firm seeking to assist government agencies with their supplier diversity initiatives. They assembled a team of transportation experts and expanded into highway and bridge design, establishing a transportation division. By 2019, the company participated in major transportation education programs designed to lead companies in contract opportunities with state DOTs, to implement advanced technology, and technical expertise. Today, LPI plans to broaden its collective experience by participating in small, medium and large-scale infrastructure projects, emphasizing sustainability. Today, the company is recognized for its innovative designs and successful delivery of complex projects across markets.



LEONARD PICKETT INC.

WHOLESALE ELECTRICAL DISTRIBUTION

MEET THE PRESIDENT:

KEVIN BELL

President & CEO

Kevin is a legacy architect and project planner. Kevin has a great understanding of construction planning and has first-hand experience dealing with contractors on a wide range of construction projects. Kevin brings with him a great understanding of the construction phase decision process.



COMPANY PROJECTS:

Project #1 - USMC West Point Science Bldg., West Point, N.Y. (2012)

As a second-tier subcontractor to Semac Electrical Contractors, LPI provided the USMC West Point Science Building/Caterpillar Emergency Power System. The scope of work included one new EPA Tier 2 certified, UL2200 listed outdoor Caterpillar Model C32 diesel fueled generator set rated at 1000kW standby, 480/277 volts, 3 phase, 4 wire at 60 hertz with exceptions.

Project #2 - ESCU Fine Arts Center, Hartford, Conn (2015)

As a second tier subcontractor to Ducci Electrical Contractors, LPI provided fire alarm systems and generator systems.

Project #3 – Alexion World Headquarters, New Haven, Conn. (2016)

As a second tier subcontractor to Dinto Electrical Contractors, LPI provided light fixtures, switchgear and generator system for the new office building.

Kingman to receive road infrastructure grant

The city of Kingman will receive a \$450,000 2024 Economic Strength Grant Award to fund paving and reconstruction of two roadways in the city.

The grant will go toward road improvements on Government Way and Transport Way and is intended to promote economic growth by enabling new employment in the industrial park area.

Kingman will contribute \$50,000 in matching funds and slightly more than \$70,000 in project costs in addition to the grant. The city has also secured \$10,500 in private matching commitments toward the costs.

Kingman is expected to issue a Request for Proposal in the near future. The city hopes to execute an agreement with the Arizona Department of Transportation within 90 days and to have the project completed within 18 months after receiving the grant award. [\(Source\)](#)



Nonresidential construction spending down 0.2% in July 2024

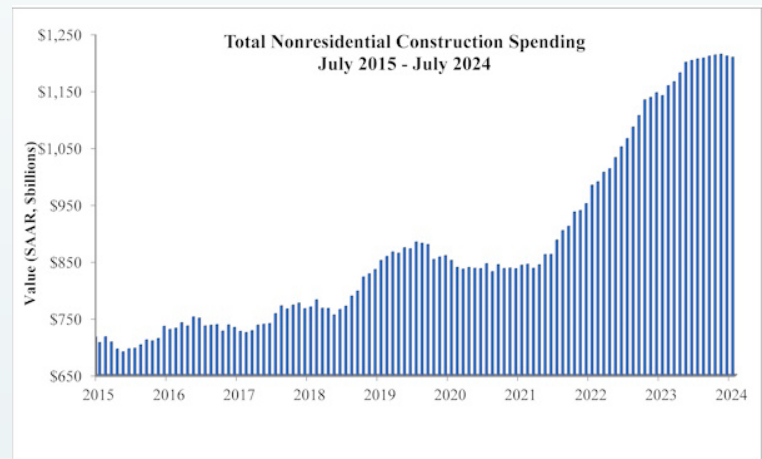
National nonresidential construction spending decreased 0.2% in July 2024, according to an Associated Builders and Contractors (ABC) analysis of data published by the U.S. Census Bureau. On a seasonally adjusted annualized basis, nonresidential spending totaled \$1.21 trillion.

Spending was down on a monthly basis in 11 of the 16 nonresidential subcategories. Private nonresidential spending decreased 0.4%, while public nonresidential construction spending was up 0.2% in July 2024.

"Nonresidential construction spending declined for the second consecutive month in July but remained just 0.4% below the all-time high established in May," said ABC Chief Economist Anirban Basu.

“While Hurricane Beryl, which interrupted construction activity along the Gulf Coast in early July 2024, contributed to the month’s weak construction spending data, the cumulative effect of high interest rates likely bears more blame,” said Basu. “This is particularly true for nonresidential spending in the private sector, which fell 0.4% for the month and is up just 4.5% over the past year.”

“Less than half of contractors expect their sales to increase over the next six months, according to ABC’s [Construction Confidence Index](#), a clear indication that the industry is eagerly awaiting lower interest rates,” said Basu. “Fortunately, it’s all but certain that the Federal Reserve will begin lowering rates at its September meeting. The remaining question is whether it will be a 25- or 50-basis point cut.” ([Source](#))



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

27

AZ Masonry: 2024 Excellence in Masonry Awards and Banquet

5 - 9 p.m.

Location: The Scottsdale Resort at McCormick Ranch

7700 E. McCormick Pkwy., Scottsdale

27

ASA AZ: 2024 Fall Golf Tournament

8 a.m. - 3 p.m.

Location: Talking Stick Golf Club

9998 E. Talking Stick Way, Scottsdale

27

Valley Partnership: September Friday Morning Breakfast

7:30 - 9 a.m.

Location: Phoenix Country Club

2901 N. Seventh St., Phoenix

28

ASBA: Position Yourself for Purpose Conference 2024

8 a.m. - 4 p.m.

Location: The Holiday Inn Express

3401 E. University Road, Phoenix

OCTOBER

2

Local First AZ: Tucson Business Mixer

4:30 - 7 p.m.

Location: The Fabric Jeanie

2701 North Oracle Road, Tucson

3

PHX Community Alliance: CEI: Venture Cafe

5 - 7 p.m.

Location: Venture Cafe Phoenix

850 N. Fifth St., Phoenix

16

AMCA: 2024 Construction Inclusion Conference

7 a.m. - 1 p.m.

Location: National Bank of Arizona

6001 N. 24th St., Phoenix



Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
10/4/24 11:00 a.m. MST	\$110.3 million	4.24%	093-B-(223)T; F060101C	IFB	ADOT - Capacity Additions Major Widening, Wickenburg to Kingman Highway (US 93) (Cane Springs) . The work consists of reconstructing the existing two-lane roadway to a four-lane divided roadway on a new alignment, grading, paving the roadway, installing new pipe culverts, constructing two new concrete girder bridges, removing existing bridge, constructing eight new reinforced concrete box culverts, installing guardrail and guardrail terminals, re-vegetation of existing cacti, seeding, signing, striping and other related work.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
10/4/24 11:00 a.m. MST	\$5.91 million	4.16%	019-A-(244)T; F051401C	IFB	ADOT - System Enhancement, Port of Entry to I-10 from Nogales to Tucson Highway (I-19) . The work consists of the installation of closed-circuit television cameras, thermal cameras for wrong-way detection, fiber optic cable, dynamic message signs, butterfly sign structures, fiber optic connectivity to existing traffic signals and other related work.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
10/18/24 11:00 a.m. MST	\$5 million	6.1%	060-D-(224)T; F045401C	IFB	ADOT - System Enhancement, Phoenix to Globe Highway (US 60) from Schulze Ranch to the Town of Miami . The work consists of drainage improvements, guardrail and guardrail end terminals replacement and other related 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

NORTH

INTERSTATE

ARIZONA

17

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.