

Business Engagement and Compliance

Three Arizona airport projects get major improvement grants

Arizona airport projects have received a combined total of more than \$94.5 million in recent grant awards from the Federal Aviation Administrations' Airport Improvement Program (AIP).

Tucson International Airport was awarded one of the largest single grants under the \$2 billion-plus program, receiving slightly more than \$55 million for a project to reconfigure an existing runway.

Phoenix-Mesa Gateway Airport received \$12.9 million for a runway reconstruction project and Laughlin/Bullhead International Airport was given \$2.98 million for taxiway rehabilitation.

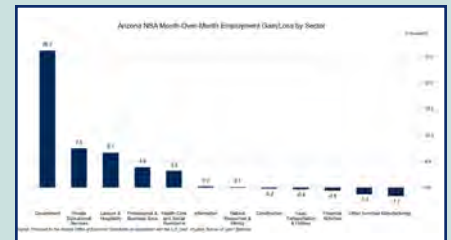
The AIP grants will support airport infrastructure projects to improve resilience, air quality and energy and emissions sustainability. ([Source](#))



On time, every time: how to share project success stories that impress



MAG to hold meeting on I-10 improvements



Arizona construction employment continues year-over-year growth despite 200 lost jobs in September



NEWLY CERTIFIED DBE FIRMS

- [Safeway Sign Company](#)
- [Total Tech Solutions LLC](#)

- ▶ **EVENTS**
- ▶ **OPPORTUNITIES**

Communication skills that hit the mark – Part 3

On time, every time: how to share project success stories that impress

Small business owners in the design and construction industry must communicate effectively. In the past two issues of this newsletter, we have shared practical insights to improve your skills in conversations with clients, teaming partners and prospects. This article provides elements to help you share your project expertise in a conversation. Ready, set, go!

A common mistake is overloading conversations with too many project details. Burying key points results in a lost audience. To avoid this, business owners should tailor their message to the listener's needs. The following communication framework helps you stay on track when sharing project examples.

1. Understand your audience

Start by asking yourself: Who is my audience and what do they care about? A prospective client may be interested in your ability to stay on budget and meet deadlines, while a peer might focus more on innovative design or materials. Consider the audience's priorities and tailor your message to address them. Understanding these interests sets the foundation for a meaningful and effective conversation.

2. Focus your message

Once you know your audience, the next step is determining the message. Ask yourself: What is the most relevant aspect of my project for this audience? For example, a client may not need to hear about every challenge you overcame during construction but may want to know how you ensured the project was delivered on time. Highlight the specific outcomes that resonate with the listener. This keeps the conversation engaging and concise, preventing information overload.

3. Provide clear examples

Choose one project example that addresses your audience's concerns. If the audience cares about keeping to the project schedule, select a project where you excelled in that area. Rather than providing a full rundown of every project detail, focus on how your actions benefited the timeline. Be specific and use straightforward language to explain how your experience can meet their needs.

Here's an example of a clear, concise conversation about a project schedule:

Client's concern: "We cannot afford delays on this highway project. Every day over the deadline impacts traffic and increases costs."

You: "I understand entirely. Recently, we worked on a highway expansion project for the Department of Transportation, where staying on schedule was critical to avoid disrupting traffic flow. We implemented a detailed project timeline with daily progress tracking to ensure we hit every milestone. We also coordinated with subcontractors ahead of time, so materials and crews were always ready when needed. Additionally, we worked closely with local traffic authorities to schedule work during off-peak hours, minimizing delays."

By staying proactive, we completed the project two weeks ahead of schedule, allowing the new lanes to open earlier and reducing traffic congestion and extra costs. We would use the same approach for your highway project to ensure we meet or even beat the deadline without sacrificing quality."

▶▶▶ 3



Communication skills that hit the mark – Part 3 (cont'd)

On time, every time: how to share project success stories that impress

Breaking it down:

- **Focus on the listener's concern:** Immediately address their concern about project delays and extra costs.
- **Highlight key actions:** Focus on providing examples of tangible actions like tracking daily progress, coordinating with subcontractors, and adjusting work hours to avoid traffic issues that relate directly to their concerns.
- **Show results:** The outcome — completing two weeks ahead of schedule — is a clear, positive result that demonstrates your reliability.
- **Relate to their needs:** Link the success of the past project to the current one, reinforcing that you have a proven method to meet their scheduling needs.

By centering your message on what truly matters to the client and sharing project examples that directly address their concerns, you capture their attention and demonstrate your expertise and reliability. This focused approach positions you as the trusted partner who understands their needs and knows how to deliver results.



MAG to Hold Meeting on I-10 Improvements

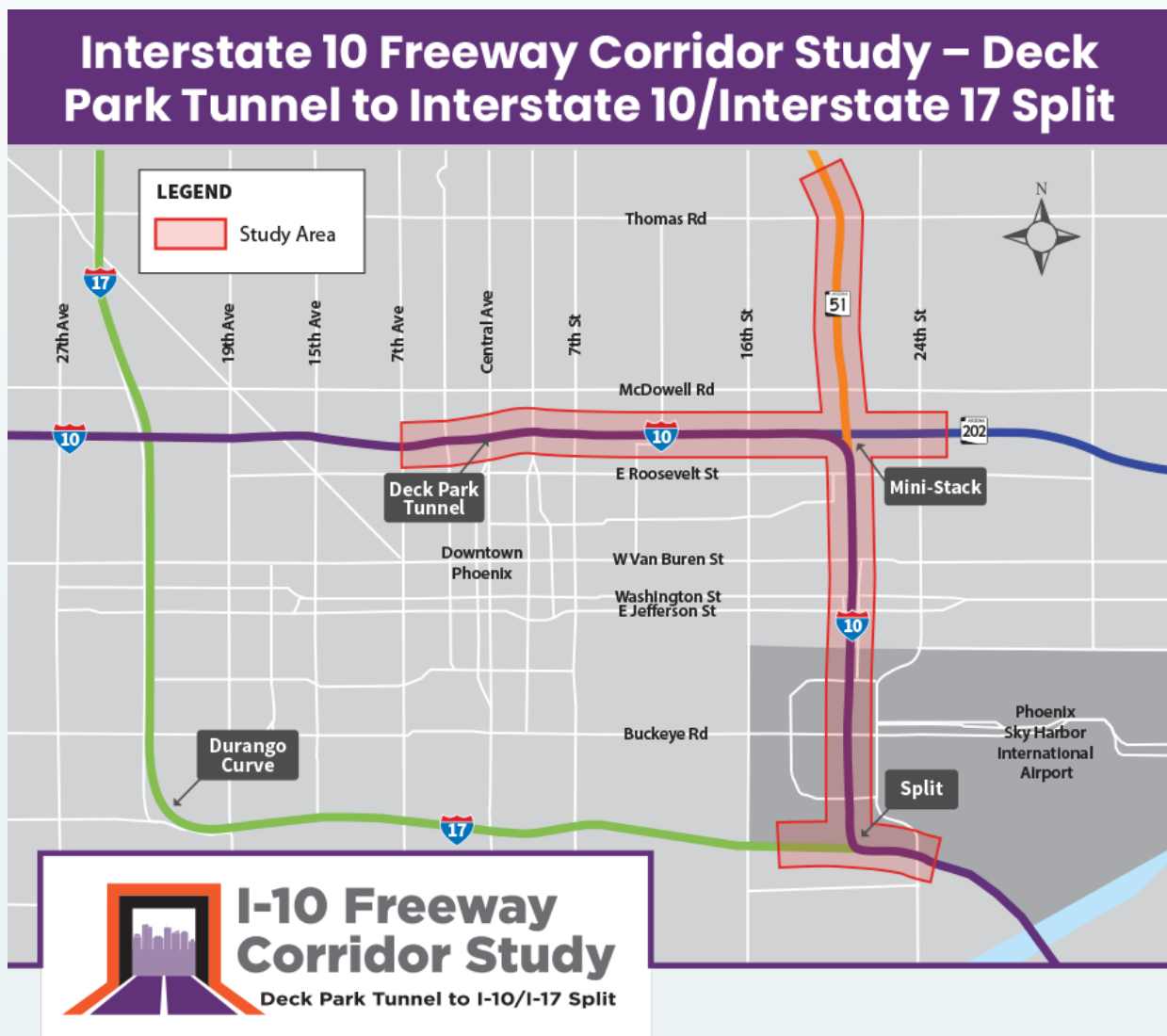
The Maricopa Association of Governments (MAG) will be [holding a public meeting](#) to review and get feedback on proposed improvements to the Interstate 10 Freeway Corridor from the Deck Park Tunnel to the I-10/Interstate 17 Split interchange, including portions of State Route 51 and the I-10/Loop 202/SR 51 system interchange, known as the “Mini Stack.”

In-Person Meeting:

- Thursday, October 10, 2024
- 5 - 6:30 p.m., presentation begins at 5:15 p.m.
- Burton Barr Library – Pulliam Auditorium (1st floor)
- 1221 N. Central Ave., Phoenix 85004

Study team members will be available to answer questions during the meeting.

The focus of the study is to develop improvements to improve safety while optimizing freeway capacity, travel time and protecting existing communities and neighborhood access. This study is the first phase in a multi-step process to improve travel on the I-10.



Arizona construction employment continues year-over-year growth despite 200 lost jobs in September

Arizona's seasonally adjusted unemployment rate held steady at 3.4% in August 2024, according to the latest [report](#) published by the Arizona Office of Economic Opportunity.

The national unemployment rate dropped to 4.2%, down from 4.3% in July 2024. Last August, Arizona had a seasonally adjusted rate of 4.1%. The national rate was 3.8%.

The Arizona construction sector dropped 200 jobs over the month.

Arizona had a not-seasonally adjusted (NSA) gain of 43,600 in nonfarm employment jobs month-over-month. "Prior to the pandemic (2010-2019), NSA nonfarm employment gained 54,000 jobs on average in August," the report states.

The private sector gained 17,400 jobs over the month, led by private educational services adding 7,500 positions and leisure and hospitality adding 6,700 jobs. Government gained 26,200 jobs, with the largest growth of 24,800 new jobs seen in the local government education subsector.

Of the 12 sectors tracked, seven reported gains over the month. The top two sectors showing increases were government and private educational services. Manufacturing led the declining sectors with a decrease of 1,700 jobs and Other Services reported a net loss of 1,300 jobs. With 200 fewer jobs reported, construction lost the fewest jobs among the sectors with losses.

Year-over-year, 10 of the 12 sectors reported gains, including construction's addition of 5,700 jobs and natural resources and mining's increase of 1,000. The greatest increases were reported in health care and social assistance at 24,000 jobs. The two sectors showing losses were manufacturing, down 2,500, and information, down 1,800.

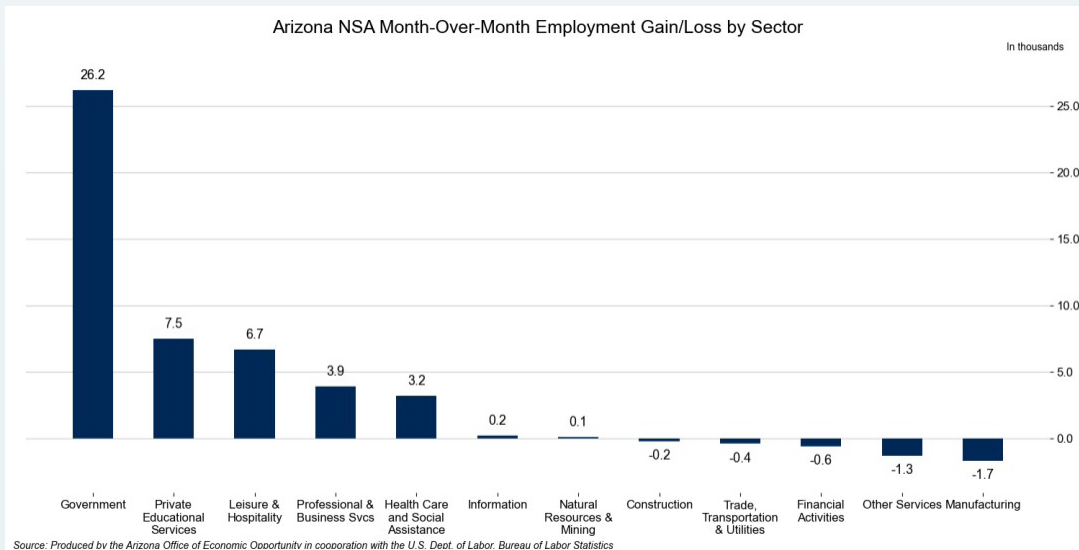
Construction employment

Statewide construction employment totals 217,800 jobs, a 2.7% increase from August 2023's 212,100 jobs.

The Arizona construction sector features three major segments: buildings, heavy, and specialty trades. There are currently 48,600 jobs in Buildings, which is down 200 from July 2024 and up 4,100, or 9.2%, from August 2023. Heavy construction was unchanged over the month at 25,100 but added 600 over the year for a 2.4% increase year-over-year. Specialty trades dropped by 1,000 over the month for a total of 144,100, and the segment added 1,000, or 0.7%, year-over-year.

Construction jobs in the Phoenix Metro Area (Phoenix-Mesa-Scottsdale) dropped 100 over the month for a total of 171,500. The August 2023 number was 169,000. This is a 1.5% increase year-over-year. Metro Tucson was down by 200 construction jobs over the month at 20,900, which is an increase of 500 year-over-year. This is an increase of 2.5%.

Yuma, Flagstaff, Prescott, Lake Havasu City-Kingman and Sierra Vista-Douglas combine mining and construction jobs in reporting their job sector totals. All the metro areas were unchanged for the month. Yuma reported 3,800. Flagstaff had 3,100. There were 7,200 in Prescott and Lake Havasu City-Kingman had 4,700 construction jobs. Mining and construction employment in Sierra Vista-Douglas totaled 2,100.



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"](#)



OCTOBER

10

CJE: Southwest Chapter Meeting and Luncheon: Panel Discussion - Vertical and Horizontal Projects

11 a.m. - noon

Location: City of Peoria, Development and Community Services Building

9875 N. 85th Ave., Peoria

11

SMPS: Interactive Elements for Standout Proposals

7:30 - 9 a.m.

Location: Hensel Phelps

3125 E. Wood St., Ste. 100, Phoenix

11

ABA: Introduction to Construction Drawings and Documents

7 a.m. - noon

Location: ABA Tucson Office

1661 N. Swan Road, Ste. 114, Tucson

11

AZ Water Association: 2024-25 Coffee Talk - West Valley

8 a.m.

Location: New Penny Cafe

735 N. 114th Ave., Avondale

16

CASHE: Membership DRIVE at Phoenix International Raceway

3 - 7 p.m.

Location: Phoenix International Raceway

7602 S. Avondale Blvd., Avondale

17

ASA AZ: Halloween Party

4:30 - 6:30 p.m.

Location: BATL Scottsdale

7919 E. Thomas Road, Ste. 102, Scottsdale

18

AIA: Arizona State Conference

7 a.m. - 6:30 p.m.

Location: Clayton House

3719 N. 75th St., Scottsdale

22

ADOT: DBE & Small Business Conference

7 a.m. - 4:30 p.m.

Location: Delta Hotels Phoenix Mesa
200 N. Centennial Way, Mesa

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
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 .
10/18/24 11:00 a.m. MST	\$5.88 million	15.55%	APJ-0-(219)T; T032401C	IFB	ADOT - System Enhancements, Winchester Road to 29th Ave, Apache Junction. The work consists of removal, paving and grading of roadway improvements including curb and gutter, sidewalk, driveway reconstruction, curb ramps, catch basins and connector pipes, headwalls, storm drain trunk lines, concrete box culverts, street lighting, signing and pavement marking and other related work.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
10/25/24 11:00 a.m. MST	\$2 million	8.27%	040-D-(245)T; F042301C	IFB	ADOT - Bridge Rehabilitation, at 8th Ave Overpass EB & WB from Winslow to Sanders Highway (I-40). The work consists of removing existing deck surfaces by mechanical milling and replacing it with polyester polymer concrete overlay.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
10/25/24 11:00 a.m. MST	\$36 million	6.53%	010-A-(239)T; F058301C	IFB	ADOT - Pavement Rehabilitation, Ehrenberg-Phoenix Highway (I-10) W of Salome Road to W of Tonopah. The work consists of removing the existing asphaltic concrete surface course by milling and replacing it with new asphaltic concrete followed by stone matrix asphaltic concrete overlay.	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

THINK BIG

BRIDGING INCLUSIVE GROWTH

2024 DBE & Small Business Conference

Click here to
**REGISTER
TODAY!** 

 **October 22, 2024**

 **7 a.m. - 4:30 p.m.**

 **Delta Hotels**
Phoenix Mesa
Mesa, AZ

Attention DBEs and small business owners!

Mark your calendars for October 22, 2024, and get ready to Think BIG at the highly anticipated ADOT DBE & Small Business Conference in Mesa. This year's conference promises to be an empowering experience that bridges the gap to inclusive growth, connecting you with valuable resources, insights, and industry leaders.

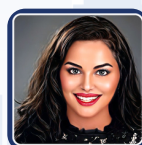
The conference begins with welcome remarks from ADOT leadership, followed by educational breakout sessions aimed at enhancing business success in a competitive market. A standout feature is a prime panel discussion led by a DBE, focusing on building effective relationships with prime contractors and consultants, offering valuable insights into government contracting. Additionally, as electric vehicles gain momentum in Arizona, a panel of industry leaders will discuss potential infrastructure impacts, providing crucial information for businesses to seize emerging opportunities. Attendees can also check out a new LUCID MOTORS vehicle at the event.

With over 35 exhibitors, including project owners, primes, and various government agencies, you'll have the chance to explore partnerships and discover new avenues for growth. Plus take advantage of Speed Appointments with primes, project owners, and procurement support organizations designed to help you establish valuable connections and discuss potential collaborations directly.

Networking opportunities abound, making this an event not to be missed. Whether you're looking to expand your business, gain insights into industry trends, or connect with like-minded entrepreneurs, the 2024 ADOT DBE & Small Business Conference is your gateway to success.

I look forward to seeing you there, ready to Think BIG and embrace the future together!

ARIZONA
— DEPARTMENT OF —
TRANSPORTATION



Lorena Nava

DBE Supportive Services Program Manager
DBESupportiveServices@azdot.gov