

ADOT honored for support of minority and women-owned firms

Agency inducted into Arizona Million Dollar Circle of Excellence

The Arizona Hispanic Chamber of Commerce and its Arizona Minority Business Development Agency Business Center have honored the Arizona Department of Transportation's work with minority and women-owned businesses.

For the ninth straight year, ADOT has been inducted into the Arizona Million Dollar Circle of Excellence, established in 2012 to recognize entities spending more than \$1 million annually with minority and women-owned businesses. ADOT awarded nearly \$65 million to these businesses in 2023.

The honor, presented as part of the Arizona Hispanic Chamber of Commerce's Business Diversity Summit, notes ADOT's efforts in the area of supplier diversity.

Through its Disadvantaged Business Enterprise Supportive Services program, which is part of the Business Engagement and Compliance Office, ADOT helps small businesses get certified as disadvantaged business enterprises, enhance their ability to get work on federal-aid transportation contracts and become self-sufficient in their respective industries. ADOT provides a variety of training programs and technical assistance, along with events such as the Oct. 22 ADOT DBE & Small Business Conference in Mesa.

To learn more about ADOT DBE Supportive Services, please visit azdot.gov/DBE.



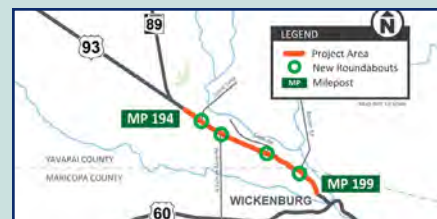
Nail the close: How to wrap up your presentation and inspire action



Two Arizona road projects receive federal funding



ADOT updates state's strategic plan to enhance roadway safety



ADOT's efforts to improve US 93 get \$26 million boost



Survey for El Mirage Road extension goes live



NEWLY CERTIFIED DBE FIRMS

- **A.I. GLOBAL RENEWABLE ENERGY POWER SOLUTIONS LLC**
- **Amber Williams Capital LLC | DBA: Circa81 Design**
- **ADVANTEC Consulting Engineers Inc.**
- **Charles N Charge of Your Freight LLC**
- **SAMPATH, THAMARAI S | DBA: Logg**
- **Adiuvat Software Consulting Inc.**
- **Allstate Concrete Cutting Inc.**
- **Bulpin Consulting Services**
- **Centennial Trucking Inc.**
- **Coloscares Concrete**
- **KS Mission Automotive**
- **VOBECKY Enterprises Inc.**
- **Intellibee Inc.**
- **Abstract Group Inc.**
- **Hochay Contracting**
- **Swan Stream Studios LLC**
- **RMG Communications**

Communication skills that hit the mark – Part 5

Nail the close: How to wrap up your presentation and inspire action

When you give a presentation, you need to leave a lasting impression. The final moments are where you reinforce your message, motivate action and connect with your audience emotionally. A well-crafted closing is not just a wrap-up—it is your chance to inspire and guide your audience toward the future.

To achieve this, follow the **R-A-E-I-F-T** framework: Recap, Action, Emotion, Impact, Future and Thanks. Let's break this down with examples for each part, ensuring your next presentation has power and clarity.

1. Recap the key message

Restate the main takeaway. This reinforces your message and ensures it remains cemented in your audience's mind.

Example: "Today, we explored how innovative design solutions can dramatically cut project costs while improving overall efficiency."

2. Call to action

Next, prompt your audience to act. This part is crucial because it transforms your presentation from information-sharing into actionable content.

Example: "To take the next step, I encourage you to implement these strategies in your next project. Start by evaluating where you can cut costs without sacrificing quality."

3. Connect with emotion

Add a personal touch or relatable story to deepen your connection with the audience and make your message resonate personally.

Example: "When we first implemented these design changes, one of our clients saved 15% on material costs. The excitement in their eyes when they realized the impact still motivates me today."

4. Leave a lasting impact

Share a striking fact or visual here to enhance your message's memorability. Make sure to leave the audience with a thought-provoking idea.

Example: "Imagine what a 15% cost reduction could mean for your business—not just financially, but how it positions you in the market against your competitors."

5. Inspire future possibilities

Give the audience a reason to look forward to future collaboration or opportunities, sparking optimism.

Example: "By adopting these innovative strategies, your project will be more cost-efficient, sustainable and forward-thinking."

6. Express gratitude and invite engagement

Finally, end by thanking your audience and inviting further discussion. This creates an open line for future communication and fosters engagement.

Example: "Thank you all for your time and attention today. I look forward to hearing how you integrate these ideas into your projects and am always available to discuss any questions or opportunities for collaboration."

Apply it! The final closing statement.

"In summary, we have explored how innovative design can reduce costs and boost efficiency. I urge you to apply these strategies in your next project. Like one of our clients who saved 15%, you can make a real difference. Imagine the competitive edge that awaits. Thank you for your time today—I look forward to helping you achieve your goals."

When crafting a closing statement, you are not just ending a presentation; you are reinforcing your value to the audience, guiding them toward actionable next steps and building a foundation for future engagement. A strong close ensures your message stays with the audience long after you leave the room.

Make every word count!



Two Arizona road projects receive federal funding

The U.S. Department of Transportation has awarded approximately \$172 million in federal funds for two Arizona road projects.

Of the awarded funds, \$146.6 million will be delegated to the Maricopa Association of Governments to improve the six-legged highway intersection at Grand Avenue, 35th Avenue and Indian School Road in central Phoenix. Twenty six million of the funds will go towards the second project expanding U.S. Highway 93.

Funds were awarded through the [National Infrastructure Project Assistance](#) and [Infrastructure for Rebuilding America](#) programs through the Infrastructure Investment and Jobs Act.

The Arizona Department of Transportation (ADOT) reported traffic volumes have increased by approximately 20% over the past decade. Volumes are expected to continue to grow.

Improvements include raising 35th Avenue for an elevated intersection with Indian School Road above Grand Avenue, altering the intersection into a standard four-legged one.

Funds would also be used to create bridges over the rail line, widening sidewalks, a right-of-way acquisition, and bus shelters, among other improvements.

BNSF Railway Co. has provided \$5 million for the project.

Total costs are projected to be \$356.6 million. Remaining costs will be covered through Maricopa County's half-cent sales tax (Proposition 400).

The second project will receive the remaining \$26 million to convert a 4.5-mile stretch of U.S. Highway 93 from a two-lane to a four-lane highway in the town of Wickenburg.

Improvements will include eight-foot shoulders and broadband conduit, a two-lane frontage road, a southbound two-lane bridge over Burlington Northern Santa Fe Railroad tracks, a pedestrian walkway and a roundabout for the U.S. 93 and State Route 89 intersection. ([Source](#))



ADOT updates state's strategic plan to enhance roadway safety

Strategic Highway Safety Plan focuses on saving lives

Working with partner agencies and benefiting from public input, the Arizona Department of Transportation has completed a five-year update of the strategic plan for enhancing safety on all public roadways.

The Strategic Highway Safety Plan for 2025-2029 is a data-driven plan that establishes statewide goals, objectives and key emphasis areas that allow highway safety programs and partners to align goals and leverage resources for engineering, education, enforcement and emergency medical services. The plan emphasizes the responsibility all Arizonans have to help reduce life-altering crashes on local roads and state highways.

The effort included public meetings and benefited from thousands of comments and suggestions. As part of the in-depth process, ADOT also created the state's first Active Transportation Safety Action Plan, which aims to reduce pedestrian and bicyclist fatalities where those activities are along or intersect with the state highway system.

Both plans are posted at azdot.gov/SafetyPlan.

"I'm grateful to the many partners who collaborated on these critical blueprints for reducing life-altering crashes on roadways across Arizona," ADOT Director Jennifer Toth said. "Wherever drivers are traveling, everyone has a role to play by making safety their top priority every day. We will take these findings and engage the public further, working with partners on a campaign to inform the community about ways that simple actions can save lives."

Arizona's first Active Transportation Safety Action Plan stems from a rise in pedestrian and bicyclist fatalities in Arizona, the vast majority of which occur on local roadways. The plan recommends location-specific projects along the state highway system aimed at improving safety for pedestrians and bicyclists.

"The Strategic Highway Safety Plan and Active Transportation Safety Action Plan are comprehensive, coordinated road maps for reducing crashes, deaths, injuries and property damage," said J.M. "Jesse" Torrez, Director of the Arizona Governor's Office of Highway Safety. "The partners in this effort are committed to generating the public awareness and community engagement needed to achieve these goals."

Federal regulations require each state to have a Strategic

Highway Safety Plan for reducing fatalities and serious injuries on public roadways and to update that plan every five years. ADOT leads development of this plan in partnership with local, state, federal and other stakeholders so that all highway safety programs can leverage resources and work together effectively to enhance safety.

The updated Strategic Highway Safety Plan focuses on areas that account for a large percentage of life-altering crashes in Arizona including: human behavior, intersections, lane departure, vulnerable road users such as pedestrians and cyclists and incidents on tribal lands. It details dozens of strategies, including:

- Improving visibility of vulnerable road users, all other users and roadway features.
- Incorporating vulnerable road users more prominently in the planning, design and programming process.
- Reducing high-risk movements by drivers.
- Conducting high-visibility enforcement at intersections.
- Promoting safety at crash scenes.

The update is based on the U.S. Department of Transportation's [Safe System Approach](#), which looks at all factors affecting safety and emphasizes a shared responsibility for improving safety on roadways.

For more information, please visit azdot.gov/SafetyPlan.

Safe System Approach
(U.S. Department of Transportation)



ADOT's efforts to improve US 93 get \$26 million boost

INFRA grant will expand divided highway near Wickenburg by 1.27 miles

A \$26 million federal grant will advance the Arizona Department of Transportation's plans to upgrade US 93 to a four-lane divided highway northwest of Wickenburg.

The U.S. Department of Transportation Infrastructure for Rebuilding America (INFRA) grant will allow ADOT to extend the length of an already planned widening project by 1.27 miles between Wickenburg Ranch Way and just northwest of State Route 89, creating around 4.5 miles of four-lane divided highway. This stretch will connect with several miles currently being widened within Wickenburg.

ADOT coordinated on the competitive grant application with the Town of Wickenburg, which is listed as the recipient.

"Having US 93 divided all the way between Wickenburg and State Route 89 will enhance both safety and mobility in the area," ADOT Director Jennifer Toth said. "We are grateful to the U.S. Department of Transportation and our partners in Wickenburg for helping advance this high-priority work on a key link between the Valley and Las Vegas."

ADOT has dedicated nearly half a billion dollars to widening and improving US 93 in this region over the last several years. The long-term vision is to transform all of this highly traveled route into a four-lane divided highway.

The agency has \$46.5 million currently programmed for construction in fiscal year 2028 to divide US 93 between mileposts 190 and 193.5 for the Vista Royale project. The \$26 million grant will go toward an additional 1.27 miles extending to the southeast. Project development is currently underway and will continue. The grant-funded project will connect with a [stretch currently being widened](#) between mileposts 194 and 199, further southeast.

In addition to widening the highway from two to four lanes, this larger project will feature:

- A roundabout at the intersection of US 93 and State Route 89.
- Broadband conduit.
- Eight-foot shoulders.
- A new bridge at the BNSF Railway tracks with a pedestrian walkway.
- Dedicated right-turn and left-turn lanes.

For more information on current and planned ADOT projects in northwestern Arizona, please visit azdot.gov/NWImprovements.



Survey for El Mirage Road extension goes live

The City of Peoria, Arizona Department of Transportation, Maricopa County and other agencies are currently working on a Design Concept Report (DCR) and Environmental Assessment (EA) to keep up with traffic demands. The agencies aim to improve access to Loop 303 in the northwest Valley.

Alongside the report and assessment comes a potential two-mile extension of El Mirage Road from Loop 303 to Jomax Road.

The DCR and EA will evaluate different roadway improvements, such as drainage improvements, pedestrian/bicycle use and lane configuration.

Environmental impacts will also be evaluated through the assessment, such as resources used, hazardous materials and air quality.

The study area is a half-mile wide and extends from Loop 303 to just north of Jomax Road for about a third of a mile. The new alignment would be within the bounds of the study area.

The agencies are asking for public input regarding the potential extension as a part of its 30-day scoping phase. Input must be submitted by Nov. 1.

The study is expected to last through the summer of 2025, with various public meetings and a public hearing.

No funding currently exists for the final design/construction of the project. ([Source](#))



****ATTENTION TO ALL FIRMS****

Need help preparing DBE affidavits?
Please see our tutorial video below:

["Preparing DBE Affidavits"](#)



NOVEMBER

- | | |
|--|--|
| <p>7 AZ Water Association: Pints for People
4 p.m.
Location: Pedal Haus Phoenix
214 E. Roosevelt St., Phoenix</p> | <p>7 ABA: Member Mixer Hosted by The Weitz Company
4 - 6 p.m.
Location: The Weitz Company
2111 E. Highland Ave., Ste. 400, Phoenix</p> |
| <p>8 ABA: Fifth Annual Southern Arizona Chairman's Golf Tournament
7:30 a.m.
Location: El Conquistador Golf and Tennis Club
10555 N. La Canada Dr., Oro Valley</p> | <p>14 DBIA: Golf Tournament at Stonecreek Golf Club
7 a.m.
Location: Stonecreek Golf Club
4435 E. Paradise Village Pkwy., Phoenix</p> |
| <p>14 AMFP AZ: Sustainability Educational Event
4:30 - 6 p.m.
Location: Burns and McDonnell - Phoenix
1850 N. Central Ave., Phoenix</p> | <p>15 Valley Partnership: November Friday Morning Breakfast
7 - 9 a.m.
Location: Phoenix Country Club
2901 N. Seventh St., Phoenix</p> |
| <p>15 AZ Water Association: 2024-25 Coffee Talk - East Valley
8 a.m.
Location: Coffee Rush
1555 N. Gilbert Road, Ste. 107, Gilbert</p> | |

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
11/15/24 11:00 a.m. MST	\$2 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 .
11/15/24 11:00 a.m. MST	\$13 million	3.46%	040-E-(225)T; F031901C	IFB	ADOT - Bridge Rehabilitation, Allentown TI from Holbrook to Lupton Highway (I-40). The work consists of replacing the deteriorated Allentown TI bridge, miscellaneous earthwork, traffic control and other related items.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
11/22/24 11:00 a.m. MST	\$6.21 million	10.59%	APJ-0-(218)T; T030901C	IFB	ADOT - System Enhancement, Delaware Drive 16th Ave to Broadway Avenue REBID. The work consists of paving asphaltic concrete pavement, constructing drainage improvements, curb, gutter, sidewalk, lighting improvements, pavement markings and other related work.	Kirstin Huston, Group Manager of Contracts & Specifications, at Khuston@azdot.gov .
1/10/25 11:00 a.m. MST	\$12 million	3.86%	377-A-(204)T; F069401C	IFB	ADOT - System Preservation, Phoenix Park Wash to Jct SR 77 from Heber to Holbrook Hwy (SR 377). The work consists of placing a hot applied chip seal coat, followed by applying micro-surfacing, spot repair work by milling and replacing with asphaltic concrete. Additional work includes replacing pavement markings 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

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