OPPORTUNITIESAZOEO FLYER

EVENTS

# DBE NEWSLETTER

Tuesday | Mar. 18, 2025

## Public comment begins for Tentative Five-Year Construction Program

#### ADOT's proposed 2026-2030 focus: upgrading pavement, improving major corridors

The Arizona Department of Transportation is targeting pavement improvements and expanding several key highways in the \$12.7 billion Tentative Five-Year Transportation Facilities Construction Program for 2026-2030. This list of projects ADOT intends to design and construct over the next five years is available for public comment through May 23.

The tentative five-year program provides \$4.47 billion for projects throughout greater Arizona, which encompasses areas outside of Maricopa and Pima counties. Of this amount, \$2.8 billion is planned to preserve, rehabilitate and replace pavement and bridges, including:

• \$455 million in pavement projects on interstates 8, 10, 17 and 40.

ARIZANA

- DEPARTMENT OF -

TRANSPORTATION

- \$573 million in pavement projects on other routes, including US routes 60, 70, 93, 160 and 180, and state routes 64, 72, 79, 80, 82, 85, 179, 260 and 347.
- \$237 million in bridge projects on interstates and \$112 million on other routes.

Another \$592 million will be used for projects in greater Arizona that improve highway safety, efficiency and functionality, such as intersection improvements, updates to ports of entry and rest areas, smart technologies and adding signals, signs and shoulders.

**>>>** 2



# **NEWLY CERTIFIED DBE FIRMS**

- ACT Security LLC
- Allied Transit Supply LLC
- Austell A Engineering LLC
- Complete Maintenance Pros LLC
- Crossroads Highway Products LLC
- Gasteiger Engineering LLC
- Hot Sauce and Pepper LLC
- <u>JWV Industries LLC</u>
- Nancy Harkey Enterprises LLC

- National Essentials LLC
- Polyset Company Inc.
- Quantum Touch Points Consulting LLC
- RAM Industries LLC
- Royal Roofing & Exteriors LLC
- Santan Intellect LLC
- SIVAD PPE LLC
- SOAL TECHNOLOGIES LLC
- TrachMar LLC



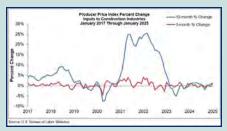
Big company secrets for small business success



#### DBE Spotlight: TrendTech Logistics



Pinal, Florence working to finalize Hunt Highway expansion



#### Input prices up 1.4% in January



ADOT seeks public input on potential new Loop 303 interchange

www.azdot.gov/beco



Public comment begins for Tentative Five-Year Construction Program (Cont'd)

The tentative program is available at <u>azdot.gov/tentative5year</u> for review and comment. ADOT welcomes feedback via an online form that will be available at <u>azdot.gov/5yearcomments</u>, by email at <u>fiveyearconstructionprogram@azdot.gov</u> and by phone at <u>855.712.8530</u>.

Public comments also may be made at a public hearing of the State Transportation Board scheduled for 9 a.m. Friday, May 16. Meeting information can be found at <u>aztransportationboard.gov</u>.

To more easily locate projects, ADOT has developed a searchable project dashboard that allows the public to look for projects by highway number, project name or other identifying features. The database is available at <u>azdot.gov/5yeardashboard</u>.

The tentative five-year program allocates \$1.05 billion for projects that widen highways or improve interchanges across Greater Arizona, including:

- \$137 million to widen I-10 south of Phoenix from the Gila River Bridge to Gas Line Road.
- \$110 million to widen SR 260 east of Payson (Lion Springs segment).
- \$68 million to widen US 93 north of Wickenburg (Vista Royale segment).
- \$50 million to widen US 93 at Big Jim Wash between Wickenburg and Wikieup.
- \$66 million to replace the Colorado Bridge on I-10 at the California border, a joint project with CalTrans.
- \$240 million to widen I-17 from Sunset Point to SR 69.
- \$62 million for the new land port of entry road and facility in Douglas.

In Pima County, the tentative five-year program proposes \$831 million in coordination with the Pima Association of Governments for projects including the following:

- \$600 million for widening I-10 from Kino to Country Club, which includes building a new interchange at I-10 and Country Club Road and reconstructing the Kino Road interchange.
- \$290 million to widen I-10 from Alvernon Way to Valencia Road.
- \$47 million to reconstruct the I-19 interchange at Irvington Road.
- \$97 million to improve the interchanges on I-10 at Park and Sixth avenues.

In Maricopa County, the tentative five-year program features \$2.38 billion for projects planned in conjunction with the Maricopa Association of Governments (MAG). This funding will be supplemented with funds from Proposition 479, which voters approved in November. With the passage of Prop 479 in November 2024, MAG is now working on updating project schedules and costs for its Freeway Life Cycle Program. Those updates will be reflected in amendments to MAG's Transportation Improvement Program update and will be subsequently incorporated into the ADOT five-year program.

Finally, the tentative five-year program includes \$135 million for the Airport Capital Improvement Program, which provides funding in conjunction with the Federal Aviation Administration for projects to design and construct safety, security and capacity enhancements, prepare various plans and studies, and fund improvements at the Grand Canyon National Park Airport, which ADOT operates.

Funding for the overall statewide Five-Year Construction Program comes from federal and state dollars, in addition to money generated by users of transportation services in Arizona, primarily through gasoline and diesel fuel taxes, the Arizona vehicle license tax and various aviation taxes. Both the Maricopa and Pima county regions have dedicated, voter-approved sales taxes for transportation that fund expansion projects.

ADOT's five-year program is developed by working closely with local governments, regional transportation planning organizations and tribal partners to prioritize projects that are ready to build or design.

The public comment period for the 2026-2030 Tentative Five-Year Transportation Facilities Construction Program ends at 5 p.m. Friday, May 23. The State Transportation Board is expected to consider formal action on the final program at its June 20 meeting.



2



## Client focus builds trust, strengthens relationships and wins contracts

#### Big company secrets for small business success

Customer experience is more than just a buzzword—it is a driving force behind business success. We scoured the internet for Fortune 500 statistics on the importance of client service.

Our digging shows that 73% of **companies with above-average customer experience perform better financially than their competitors**. Additionally, 50% of marketers worldwide say **customer retention is the top benefit of a strong personalization strategy** and businesses that **focus on client experiences see higher loyalty and increased referrals**. Even Fortune 500 firms, with their vast resources, understand that a client-centered approach is essential for long-term success.

So how can small design and construction businesses learn from these corporate giants? While large firms may invest in advanced technology, small companies working on public infrastructure or commercial projects can still apply key client service principles to improve satisfaction, build long-term partnerships and increase future contract opportunities.

#### 1. Prioritize communication and transparency

Fortune 500 companies invest in customer relationship management systems to keep clients informed and engaged. While small contractors and design firms may not have the same resources, they can establish clear communication processes to **ensure stakeholders are always up to date**.

**Example:** A small design firm schedules biweekly project coordination meetings with agency representatives to review progress, discuss regulatory concerns and adjust schedules as needed. After each meeting, they provide a **concise, easy-to-read progress summary**, ensuring transparency and clarity for all stakeholders.

#### 2. Focus on personalization

Major corporations like Amazon and Apple thrive by tailoring experiences to individual customer preferences. Similarly, small firms can personalize client interactions by ensuring updates and reports cater to different stakeholders, from engineers to agency leadership.

**Example:** A construction firm working on a highway project customizes project updates based on the audience—technical reports for engineers, executive summaries for decision-makers and visual progress updates for community outreach teams. This tailored approach ensures every stakeholder gets the information they need in the most effective format.

#### 3. Invest in client education

Leading companies provide clients with valuable resources to help them make informed decisions. Small contractors and design firms can do the same by equipping public agencies and commercial clients with clear guidance on project maintenance, compliance requirements and warranty services.

**Example:** An engineering firm working on public projects creates a "Project Handoff Guide" for agency staff, detailing key features of the new infrastructure, required maintenance and warranty-covered repairs. They also offer a post-completion workshop to train public works employees on the facility's long-term upkeep.

#### 4. Emphasize long-term relationships

Retaining a client costs far less than acquiring a new one. Fortune 500 firms recognize this by prioritizing customer retention. Small businesses can build long-term relationships by proactively checking in after project completion and ensuring agencies are fully supported in the transition to operations and maintenance.

**Example:** A small business that completed a highway or transit facility design follows up with the agency six months later to offer a no-cost review of how the infrastructure is performing. They also remind the agency of warranty coverage and provide a checklist for routine inspections, reinforcing trust and positioning themselves for future work.

**>>>** 4





## **Client focus builds trust, strengthens relationships and wins contracts**

#### Big company secrets for small business success (Cont'd)

#### 5. Create a seamless experience

Companies that excel in customer service make interactions effortless. This could mean simplifying contracts, offering clear postproject documentation and ensuring every touchpoint—whether a project proposal, invoice, or final report—is professional and easy to understand.

**Example:** A contractor working on a roadway rehabilitation project streamlines their contract deliverables by offering a structured report summarizing compliance, warranty provisions and long-term maintenance recommendations. They also provide a single point of contact for any post-project concerns, ensuring the agency does not have to navigate a complex communication chain.

#### 6. The power of a personal touch

Beyond structured processes, a small but impactful gesture can make all the difference in client relationships. Even with large-scale public and commercial projects, a personalized follow-up can leave a lasting impression.

#### Example handwritten note:

#### Dear [Client's Name],

We appreciate collaborating with you on the [Project Name]. Completing this project alongside [Agency/Company Name] was a rewarding experience, and we value your trust in us. We are confident that [bridge, roadway, facility, etc.] will serve the community and your organization well for years to come.

If there is anything we can do to support your team—whether through warranty services, maintenance insights or future projects—please do not hesitate to let us know. We look forward to working together again.

Best regards,

[Your Name]

[Your Business Name]

[Your Contact Information]

#### Wrap it up

A client-centered approach is not just for Fortune 500 firms. Small businesses can build trust, improve retention and increase future contract opportunities by focusing on communication, personalization, education, long-term relationships and a seamless experience. While large corporations may rely on advanced systems, **small firms have the advantage of agility and a personal touch**—two things that can make a significant difference in client satisfaction and business success.

By implementing these strategies, small firms can stand out in the competitive public sector and position themselves as trusted, reliable partners for future projects.

#### Dear [Client's Name],

We appreciate collaborating with you on the [Project Name]. Completing this project alongside [Agency/ Company Name] was a rewarding experience, and we value your trust in us. We are confident that [bridge, roadway, facility, etc.] will serve the community and your organization well for years to come.

If there is anything we can do to support your team whether through warranty services, maintenance insights or future projects—please do not hesitate to let us know. We look forward to working together again.

Best regards, [Your Name] [Your Business Name] [Your Contact Information]



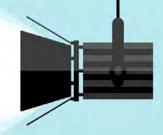
## DBE NEWSLETTER Tuesday | Mar. 18, 2025



# **DBE SPOTLIGHT**

TrendTech Logistics trendtechlogistics.com | (404) 988-1522

**Certifications:** AABE/DBE/EBE/MBE/MWBE/ NMSDC/ SBE/SLBE/SPSF



## About the company

TrendTech Logistics delivers tailored project management and logistics solutions designed to enhance operational efficiency and achieve measurable results. With extensive experience managing complex IT projects, transportation logistics and program support, we specialize in streamlining operations, optimizing budgets and meeting critical deadlines. Our proven track record across diverse industries highlights our commitment to excellence and innovative problem-solving.

## **Project highlights**

#### State of Georgia Department of Public Health

Managed shuttle transportation services for approximately 100 staff members daily, ensuring operational efficiency and staff satisfaction.

#### Center for Black Women's Wellness

Provided project management for a four-month wellness program for individuals with high blood pressure, coordinating trainers, health plans and daily blood pressure check-ins to support improved outcomes.

#### **Kaiser Permanente**

Delivered IT Project Management services for facility builds, expansions and renovations. Oversaw projects valued between \$5 million - \$30 million while managing budgets, labor costs and stakeholder communication.

## Meet the CEO

**Reginald Smith Experienced Project** Management professional with over five years of experience leading and coordinating high-impact projects across logistics, transportation, health care, construction and international markets.



Reginald is adept at managing large-scale projects with multimillion-dollar budgets, fostering crossfunctional collaboration and ensuring alignment with organizational goals. Expertise in utilizing industry-standard methodologies, including Agile, Lean, Six Sigma and ITIL, to drive efficiency, mitigate risk and optimize performance. Proven success in delivering projects on time and within budget while maintaining excellent relationships with stakeholders and clients.

## **Company history**

Established in Atlanta, GA, TrendTech Logistics has swiftly emerged as a leader in the field of project management and logistics. Our core focus lies in providing meticulous project oversight and seamless logistical support, underpinned by a diverse range of services tailored to meet our clients' unique needs. At TrendTech Logistics, we pride ourselves on our ability to navigate complex projects with precision and efficiency. Our team brings a wealth of experience to the table, having successfully overseen over 10 multimillion dollar projects enterprise-wide. This proven track record speaks volumes about our ability to deliver results that exceed expectations. TrendTech Logistics currently is staffed with contracted professionals located in the Greater Atlanta Area. We provide a full array of services to suit specific client needs. Throughout the years, we have served a wide range of clients including federal, state and local government agencies and commercial clients.



## Pinal, Florence work to finialize Hunt Highway expansion

The Town of Florence and Pinal County are working to ensure the final segment of multi-phase project to widen Hunt Highway gets underway by next summer.

A Feb. 10 work session between the Florence Town Council and Planning and Zoning Commission discussed statuses, challenges and solutions for widening the road into Florence.

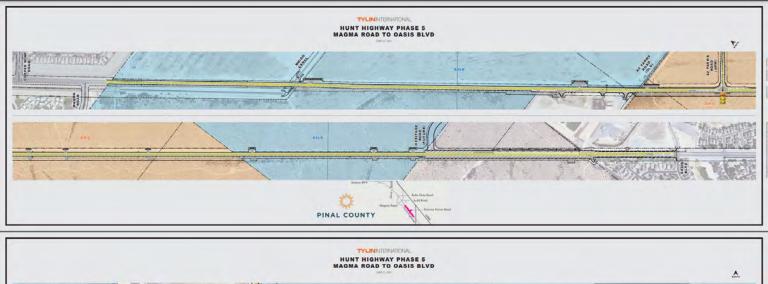
Pinal has spent more than \$100 million improving other portions of Hunt Highway and County officials say the remaining \$40 million section is a priority.

Florence and the County entered into an agreement in May 2023 to share design costs to widen the road to five lanes from Magma Road to Anthem. Design for Florence's portion is 90% complete, while Pinal's is 60% complete.

The Pinal County Board of Supervisors and County staff are working with the Arizona State Land Department to adjust the expansion alignment onto state land, adding approximately half a mile to the project's length.

The estimated costs, reported as \$35 million for the County and \$5.5 million for Florence, do not include the cost of acquiring State land.

Construction on the 5.5-mile project is expected to begin in summer 2026 and take two years to complete. It has not yet been decided if the County or Florence portion will begin first or if the two will be built simultaneously. Pinal officials have said they would like all bid requests submitted at the same time. (Source)





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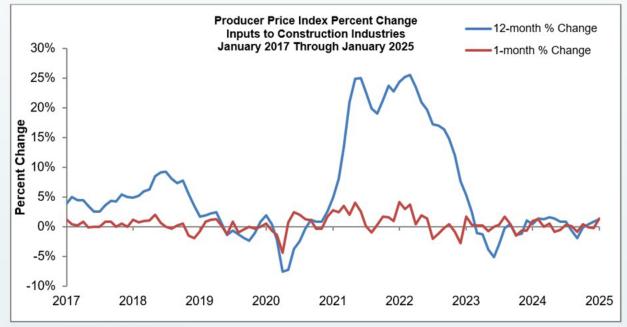
Tuesday | Mar. 18, 2025

## **Input Prices Up 1.4% in January**

Construction input prices increased 1.4% in January compared to the previous month, according to an Associated Builders and Contractors (ABC) analysis of U.S. Bureau of Labor Statistics' Producer Price Index data. Nonresidential construction input prices increased 0.9% for the month.

Overall construction input prices are 1.3% higher than a year ago, while nonresidential construction input prices are 0.7% higher. Prices increased in all three energy subcategories last month. Crude petroleum prices increased 14.8%, while natural gas and unprocessed energy material prices increased 13.7% and 13.0%, respectively.

"Materials prices increased at the fastest monthly pace in two years in January," said ABC Chief Economist Anirban Basu. "This rapid escalation is largely due to three factors. First, energy prices rose sharply. Second, producers often raise their prices at the start of the year. And third, many purchasers rushed to buy inputs before potential tariffs could go into effect and that surge in demand pushed prices higher. "Of these three factors, tariffs are the only one that could continue to push input prices higher in the coming months," said Basu. "Import taxes allow domestic producers to raise their prices and the new 25% levies on steel and aluminum will result in just that if they remain in place. A strong majority of contractors expect their sales to increase over the next six months, according to ABC's <u>Construction Confidence Index</u>, and the combination of increased demand for construction inputs and ongoing supply chain confusion suggests input price escalation could accelerate through the first half of 2025." (<u>Source</u>)



Source: U.S. Bureau of Labor Statistics



## ADOT seeks public input on potential new Loop 303 interchange

#### Comments welcome on alternatives between US 60, El Mirage Road

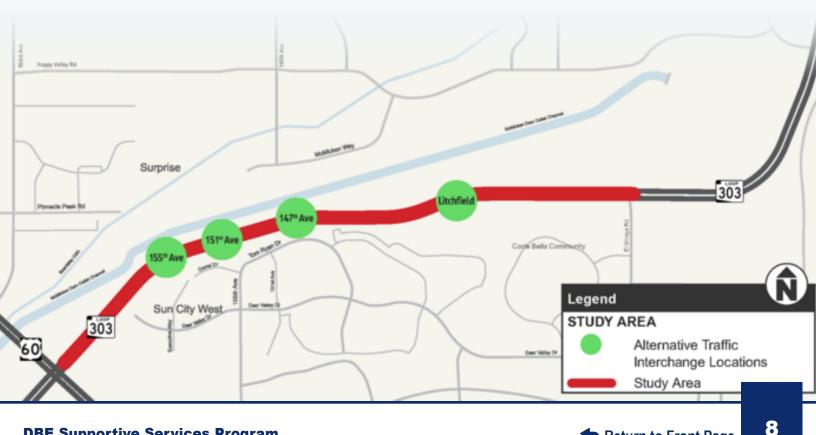
The Arizona Department of Transportation, in partnership with the Maricopa Association of Governments (MAG), Peoria and Surprise, is seeking public input on a potential new Loop 303 interchange between US 60 and El Mirage Road.

This interchange would address growing traffic demand and high traffic volumes north of Loop 303 and east of US 60 (Grand Avenue), including congestion at the Loop 303/US 60 interchange and US 60/163rd Avenue intersection. The study is evaluating four alternatives for the location and design of a new traffic interchange. View more details on ADOT's website: at azdot.gov/ Loop303TIAlternatives.

ADOT is seeking public feedback through Monday, March 24, on the alternatives through a survey available at azdot.gov/ Loop303TIAlternativesSurvey.

MAG has scheduled a virtual public meeting for the US 60 (Loop 303 to SR 74) corridor study at 6:30 p.m. Monday, March 3. The link for the MAG meeting is azmag.gov/US60CorridorStudy. The agenda includes a presentation about the Loop 303 interchange alternatives study.

ADOT's Loop 303 study will lead to a recommended interchange alternative that will be identified for further design when funding becomes available.



#### **DBE Supportive Services Program**



ADOT/BECO

Other **Associations** 

## INDUSTRY EVENTS

Tuesday | Mar. 18, 2025

#### **\*\*ATTENTION TO ALL FIRMS\*\***

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

**Preparing DBE Affidavits** 







## MARCH



## **APRIL**



**ULI AZ: Explore ULI Arizona: Focus** on Local Product Councils



4300 E. Camelback Road, Ste. 300, Phoenix



Valley Partnership: Annual Spring **Training Event** 

1:05 p.m. Location: Sloan Park 2330 W. Rio Salado Pkwy., Mesa



- 3

ABA: ABA Member Mixer Hosted by **K2** Electric

4 - 6 p.m. Location: K2 Electric 5610 S. 40th St., Unit 1, Phoenix

The Business Engagement and Compliance Office (BECO)'s redesigned BECO and Business Coach on Demand pages are now live on the azdot.gov site. In an effort to better serve our customers, BECO formed a working group to identify improvements for its websites. The goal of the project was to streamline the web pages to make the information easier to find and readily accessible for our customers. The working group redesigned the layout of the BECO and Business Coach on Demand pages to provide a better user experience, including:

- Streamlined contact options making it easier to connect with BECO for faster service
- New layout making it easier to find and access the resources you need •



## **Featured Federal-Aid Projects**

## **CURRENT OPEN SOLICITATIONS**

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Туре	Project Owner and Description	Contact
3/21/25 11:00 a.m. MST	\$6.2 million	9.22%	060-F-(205)T; F061801C	<u>IFB</u>	ADOT - Passing Lanes, Show Low to Springerville - East Hwy. (US 60) from Little Mormon Lake Road to Bell S. The work consists of adding new passing lanes in both directions. The work includes widening of roadway mainline and shoulders, pipe culvert extensions, signing and pavement markings, milling and overlaying asphaltic concrete pavement, seeding, installing ground-in rumble strips and other related work.	Contact: Farhana Jesmin, Engineering Specialist, at fjesmin@azdot.gov.
4/11/25 11:00 a.m. MST	\$5.8 million	2.55%	089-D-(211)T; F072901C	IFB	ADOT - Pavement Preservation, Bitter Springs from the Utah State Line Highway (US89) from Bitter Springs (JCT US 89A) to Rossman Hill. The work consists of milling and placing a hot applied chip seal coat, followed by applying micro-surfacing, project also includes spot repair work, replacing pavement markings and other related work.	Contact: Rene Teran, Engineering Specialist, at rteran@azdot.gov.
4/11/25 11:00 a.m. MST	\$160,000	4.05%	ELY-0-(208)T; T047201C	<u>IFB</u>	ADOT - System Enhancement Safety Improvements, Battaglia Dr. and Tweedy Road Int, Eloy. The work consists of the installation of new intersection light poles, Iuminaires and other related work.	Contact: Thomas Mowery-Racz at tmowery-racz@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



Arizona Microbusiness Loan Program

Helping Arizona's smallest businesses succeed



## Overview

Small businesses, particularly those with less than five employees known as "microbusinesses," are the heartbeat of Arizona's economy. Microbusinesses drive economic development and investment as well as create jobs for thousands across the state. Making funding available to help these microbusinesses grow their businesses will impact individuals, families, and communities across the state.

## **Coverage Across Arizona**



Find your

local lending

partner

Lenders are available to help you today. Microbusiness owners who are interested in applying for a microbusiness loan can directly visit their regional lending partner application page by scanning or clicking the QR code.

## **Applicant requirements**



Five or fewer employees



Owned and operated in Arizona

#### Loan funds may be used for:



Operation of the microbusiness, including job creation and retention



Working capital



Acquisition or improvement of real property



Acquisition of machinery and equipment



Refinancing of debt obligations.

## How it works

The State of Arizona has designated \$5 million to be available to Arizona's microbusinesses in the form of loans administered by the Office of Economic Opportunity in partnership with Community Development Financial Institutions (CDFIs) and non-profit community lending partners across the state.

- Microbusiness loans can range from \$2,000 - \$50,000 per qualified business.
  Our current regional lending partners include Growth Partners Arizona, Native Community Capital, Community Investment Corporation, Groundswell, Border Financial Resources, and Verde Valley Regional Economic Organization
- CDFI lenders and community non-profit partners will provide loan recipients the financial education and support needed to improve the outcome of each loan.
- Partners like Startup Tucson, Local First Arizona, Bureau of Indian Affairs Division of Capital Investment, Navajo Nation State Small Business Credit Initiative, Northern Technology and Business Incubator and others will supplement awarded microbusiness loans by offering financial education and training, business planning and forecasting, accounting, credit counseling and other areas to accompany funding to ensure successful growth and development of microbusinesses loan recipients and deliver positive outcomes for borrowers.
- Visionary state leadership from Arizona's Executive and Legislative branches support and champion public investment designed to facilitate economic growth and development and foster job creation in every corner of the state.

## By the Numbers

# The impact of microbusinesses in Arizona local communities



Arizona has 85,491 microbusinesses employing 155,449 people (average 2.1 employees per business).



**Microbusinesses make up 40%** of all businesses in Arizona and employ approximately 5% of the total Arizona workforce.



## The top three counties

with the largest percentage of total employment working at microbusiness establishments are Yavapai (9%), Santa Cruz (8%) and Gila (7%).

#### The top three industries with the largest percentage of total employment working at microbusiness establishments



Professional, scientific and technical services 17.3%



Real estate and rental leasing 17.0%



Other services 13.8%

\*Source: Bureau of Labor Statistics, Q2 2023

