

Business Engagement and Compliance

ADOT Opening Additional 2021-2025 Plan Comment Period

The **Arizona Department of Transportation** will open an additional comment period for the revised **2021-2025 Tentative Five-Year Transportation Facilities Construction Program** on Friday, September 18th. The additional comment period will extend through Tuesday, October 27th.

The **State Transportation Board** will receive the newly revised Tentative Program during its monthly meeting on September 18th. Earlier this year, ADOT conducted its traditional process for the annual update to the Five-Year Program and held a public comment period and two public hearings.

The 2021-2025 Five-Year Program was scheduled to be approved by the board during its June meeting. Due to the **coronavirus** pandemic and associated impacts on transportation, the board requested more time to obtain the most recent data from the **COVID-19** stay-at-home period to evaluate the impact on the **Arizona Highway User Revenue Fund** and how that could affect the Five-Year Program.

On September 18th, ADOT management will present the latest financial numbers and outlook, along with a revised Tentative Five-Year Program, adjusted to reflect current revenue forecasts.

The October 16th board meeting is scheduled to include a public hearing, then the board is expected to vote on the 2021-2025 Five-Year Program at its October 27th meeting. All board meetings are open to the public and are available online at aztransportationboard.gov.

The revised Tentative Program will be available on Friday, September 18th at azdot.gov/tentative5year for review and comment. ADOT welcomes feedback via an online form that will be available September 18th at azdot.gov/tentative5year, by email at fiveyearconstructionprogram@azdot.gov and by phone at 855.712.8530.

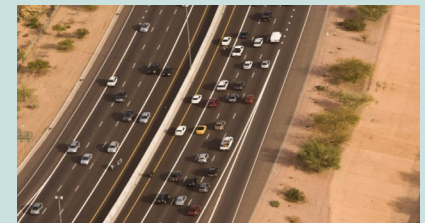
The Five-Year Transportation Facilities Construction Program allocates funding for statewide preservation, modernization, and expansion projects. It provides an annual update to ADOT's lineup of all statewide projects, including both highway and airport components, and must be fiscally constrained. •



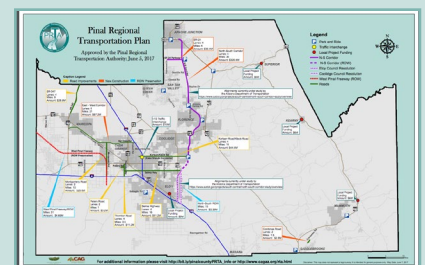
How to Adapt to COVID-19 Realities



Peoria Eyes Significant Transportation Funding Source



Arizona Gets Overall "C" Grade on Infrastructure



Arizona Supreme Court to Hear Pinal Tax Case

► EVENTS

► OPPORTUNITIES

► EXTERNAL LINKS



NEWLY CERTIFIED DBE FIRMS:

- Guytec Steel Inc
- Customer Research International, Inc
- Camelback Moving, Inc.
- Clean Sweep Pressure Washing, Inc.
- Lean Developers Corp
- TJM Trucking, LLC
- Ambient Energy, Inc.
- D & B Mitchell Group LLC, DBA Concessions D & B DFW and Fast Casual Experts
- Hardwalk, LLC DBA The Next Step Agency
- Aeiee, Inc.
- Jacobsen/Daniels Associates, LLC
- Mama Celie's Sweet Potatoe Pies

How to Adapt to COVID-19 Realities

Concrete steps for virtual marketing and business development activities

Small businesses are searching for proven marketing and business development practices amid today's uncertain COVID-19 circumstances. You know you need to find ways to stay connected to decision-makers and key contacts; however, your teaming partners are hesitant to have in-person meetings, which makes you feel stressed about maintaining your business. It's not fair that marketing and networking has been hit so hard in this Pandemic.

Even so, building relationships virtually IS possible when you know what to do. It's time to polish your virtual communication skills so you feel confident that you're building strong relationships that help you win work and grow your firm.

As a refresher for what business development and marketing mean for small businesses, here are definitions from the **Society for Marketing Professional Services (SMPS)**:

Business Development (BD): A component of marketing, the process of identifying clients and opportunities, developing relationships, and securing profitable work for the firm.

Marketing (M): The process of creating firm awareness; building and differentiating the brand; driving business development activities; and identifying, anticipating, and satisfying client objectives to achieve profitable business goals.

3 Steps for Virtual Business Development Success

1. **Be prepared for online client meetings.** Be on time or even a few minutes early. Check your background to make sure it's not distracting. Set your computer screen so your eyes are level with the camera. Look into the camera and resist checking emails. Be present and focused on the other person and the conversation.

2. **Build empathy.** Let your clients know that you understand their feelings during this difficult time, especially worry and frustration. Don't dwell on the negative and let them know that you care. For example, during an introductory virtual meeting, say, "We understand that it's hard to get to know someone for the first time on a video call. Let's talk about how you're adapting to the Pandemic. What's one thing your company is doing to make your employees feel safe? Maybe we could learn something from you."

3. **Host a virtual social event.** Find fun virtual games online and invite clients to join you for a break. Check out: <https://www.goodhousekeeping.com/life/entertainment/g32098665/best-games-to-play-on-zoom/>.

3 Steps to Build Virtual Awareness

1. **What's in a Name?** If you're in a virtual networking event or program, make sure what the other attendees see reminds them of you and your company. Click "rename" and add your company to your name so it's clear who you work for.

2. **Dress professionally.** Wear company attire for virtual events. Make sure your shirts are clean and not wrinkled. Sit far enough back so the company logo can be seen. Remember that you are representing your company, and the virtual window is your new billboard.
3. **Update your online presence.** People have more time than ever to check you out online before a virtual meeting. Make sure your **LinkedIn** profile is strong, and your website shows your capabilities.

Everyone is adjusting to the challenges of virtual business events, and you have a chance to stand out from the competition. Polish your presence with preparation, empathy, and fun. When you use the small screen to connect your face with your company, you're bound to make a memorable impression.

Now you can consider the virtual meeting as your marketing and business development best friend. •



Peoria Eyes Significant Transportation Funding Source

By Philip Haldiman for Independent Newsmedia

A significant funding source that has generated about \$4.3B in tax revenues since 2006 for transportation in Peoria and throughout Maricopa County expires in 2025, so city officials are planning to ensure they get a piece of the pie if funding is renewed.

Proposition 400, approved by 58 percent of Maricopa County voters in 2004, provided the Valley with a half-cent sales tax for transportation that resulted in some of the region's biggest projects during the past 10 years.

Peoria officials are submitting projects they hope will be included in the extension of this massive tax plan come November 2022, when it is expected to be on the ballot.

Intergovernmental Affairs Director Thomas Adkins said what makes the plan unique is not just the sheer amount of money it brings in but also the breadth of projects it can help fund.

Proposition 400 funds large projects — from freeways to arterial streets to public transit options — and the extension is expected to bring about \$15B in funds to the region, he said.

Funding decisions regarding roughly 1,300 submitted projects are made by **Maricopa Association of Governments** and **Valley Metro** committees.

Specific cost estimates for the proposition extension regarding Peoria-related projects were not readily available.

There are three major regional transportation needs that can be funded through this tax: Freeways and arterial roads can only receive one-time capital expenditures, while transit receives both one-time capital expenditures and ongoing operations funding.

Transit

Transit makes up 33.3 percent of the half-cent sales tax. Of that, about 57 percent goes to bus-related costs and 43 percent goes to light rail, amounting to about \$27M for transit-related projects in Peoria since 2005. All of those projects have been supplemented by local funds.

Public Works Director Kevin Burke said the plan is to preserve all current transit services in the new proposition.

There are 19 transit projects proposed for the extension, or Prop. 400-E. They include fixed routes, subregional transit circulators, express bus, rail and autonomous vehicles — all with a regional connection to Peoria.

Freeways and Arterials

Development and Engineering Director Adina Lund said the city submitted 39 freeway and arterial projects for the Prop 400 extension.

She said the focus is to make existing systems better and add or expand interchanges.

Loop 101 proposals include general purpose lane expansions and improvements to Grand Avenue, Cactus Road and Peoria Avenue interchanges.

Loop 303 proposals include possible future interchanges and Interstate 17 interchanges in Phoenix, which are not in the city but are used by residents, Lund said.

Read more at [Independent Newsmedia](#).

Loop 303 in Peoria.
Credit: Peoria Independent



Arizona Gets Overall “C” Grade on Infrastructure

By Corina Vanek for Phoenix Business Journal

Arizona’s infrastructure is in satisfactory condition overall, but there is room for improvement, according to a new ranking by the Arizona section of the **American Society of Civil Engineers**.

The state received a C for its infrastructure, above the nation’s overall grade of D+, according to the 2020 report card.

Arizona’s roads have not kept up with the increase in population, according to the report card, which also looked at the state’s aviation, bridges, dams, drinking water, levees, rail, transit and wastewater. While

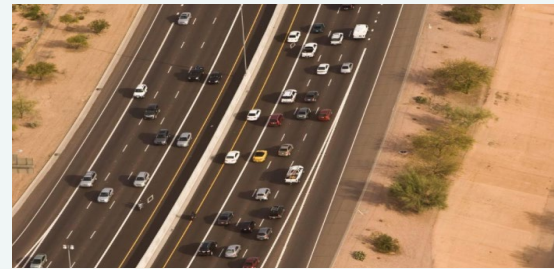
the state’s vehicle traffic has increased 32 percent from 2000 to 2017, the state’s gas tax is the fifth-lowest in the nation. Arizona’s worst grade on the report card was on its roads, which earned a D+ grade.

According to the report, the **Arizona Department of Transportation** has identified 1,789 bridges requiring repairs at an estimated cost of \$1.5B, about half the number of bridges that needed repair in 2014.

Arizona also scored well with airports, which received a B grade. Improvements at **Sky Harbor**, like the \$700M **Sky**

Train extension and a \$38B asset management plan contribute to ongoing investments in major airport infrastructure, according to the report.

Read more at [Phoenix Business Journal](#).



Credit: Phoenix Business Journal

Arizona Supreme Court to Hear Pinal Tax Case

By Suzanne Adams-Ockrassa for Maricopa Monitor

The **Arizona Supreme Court** announced Wednesday that it will review an **Arizona Court of Appeals** decision involving the **Pinal Regional Transportation Authority** tax.

The lawsuit was filed by Harold Vangilder of Casa Grande and the **Goldwater Institute** against the RTA’s 2017 voter-approved sales tax.

The court has not set a date to hear oral arguments in the case yet. The parties in the case have 20 days to file supplemental briefs and any amicus curiae, or friend of the court, briefs must be filed by October 20th.

The revenue from the half-cent sales tax is supposed to go toward improving Pinal County roadways.

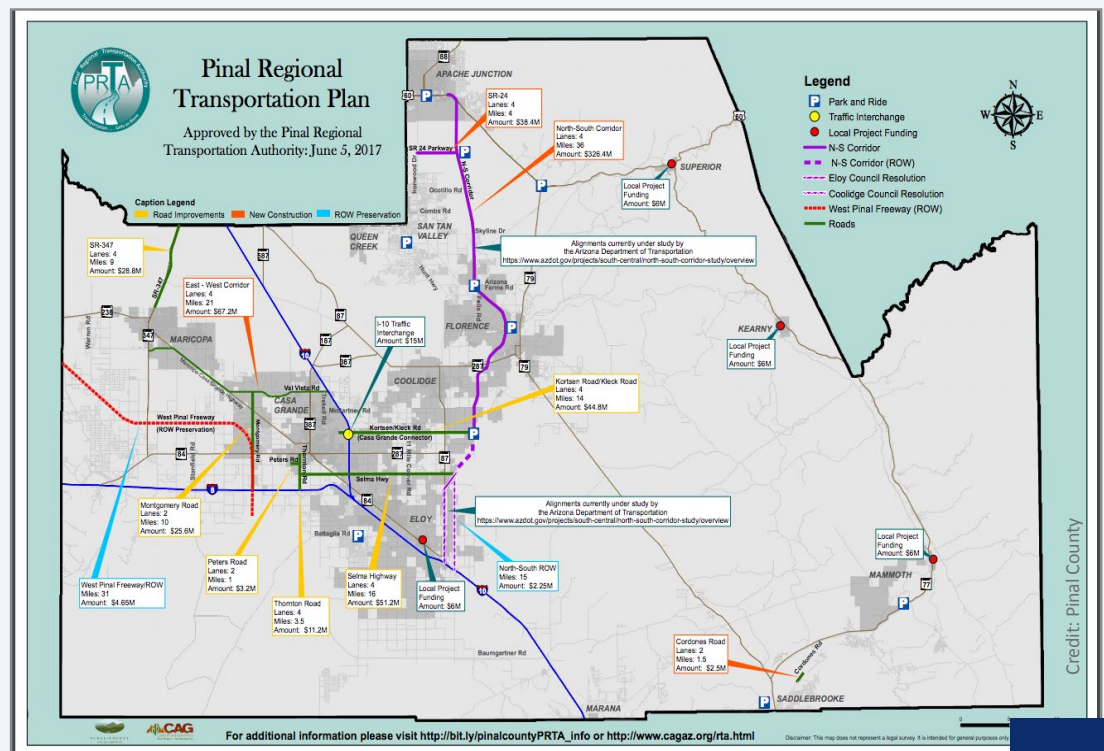
The sales tax was approved by a narrow voter margin. The Goldwater Institute and other plaintiffs in the case claim the tax is unconstitutional because

it creates a variable tax rate on items that cost more than \$10K. The plaintiffs claim this creates a new type of sales tax that has not been authorized by the Arizona Legislature.

The Maricopa Superior Court’s Tax Court ruled against the county and the RTA two years ago. The case was appealed to the Arizona Court of Appeals Division 1 in Phoenix in 2019.

That court overturned the tax court’s decision and the Goldwater Institute appealed that ruling to the Arizona Supreme Court in February.

Read more at [Maricopa Monitor](#).



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

Need help preparing DBE Affidavits?

Please see our tutorial video below:

["Preparing DBE Affidavits"](#)

SMALL BUSINESS RESOURCE CENTER



OCTOBER

- 6** **AACE: Virtual Happy Hour**
4:30-5:30pm
Location: *Online Only*
- 7** **Snell & Wilmer: The Emerging Business Seminar Series (Virtual Edition): How to Invest in Private Companies**
8:00-9:30am
Location: *Online Only*
- 7** **AGC: Keep Your Team Connected: Sharing Virtual RFIs and Construction Documents with Everyone**
2:00-3:00am
Location: *Online Only*
- 7** **ACEC Arizona & ADOT Virtual Liaison**
8:00-9:30am
Location: *Online Only*
- 10** **AMCA: 23rd Annual Awards Banquet**
6:00pm
Location: *Sheraton Phoenix | Downtown*
- 13** **PMI: Value Management**
5:30-7:00pm
Location: *Online Only*
- 13** **AZ Biz: Leadership - Interview Skills**
8:30-10:00am
Location: *Online Only*
- 13** **ASA AZ: Resources to Recruit the Future Construction Workforce**
1:00-2:00pm
Location: *Online Only*
- 14** **ACEC: ACEC Arizona & Maricopa County Virtual Liaison**
8:00-9:30am
Location: *Online Only*

- 15** **SMPS: Generating Aec Work In Uncertain Times**
11:00am-12:00pm
Location: *Online Only*
- 22** **ABA Member Mixer Hosted By Haydon**
4:00-6:00pm
Location: *Haydon Building Corp. 4640 E Cotton Gin Loop, Phoenix, AZ 85040*
- 22** **Valley Partnership: October Friday Morning Breakfast**
7:30-9:00am
Location: *Online Only*
- 28-30** **DBIA: Design-Build Conference & Expo**
Visit site to view schedule for each day
Location: *Online Only*

NOVEMBER

- 3** **AZ Biz: Email Campaigns & Best Practices**
8:30-10:00am
Location: *Online Only*
- 4** **ACEC Arizona & ADOT Virtual Liaison**
8:00-9:30am
Location: *Online Only*
- 4** **SMPS: The Unspoken Truth of Proposal Strategy**
12:00-1:00pm
Location: *Online Only*

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
10/23/20 11am MST	\$40M	10.68%	077-A(218)T; F024801C; 077-A(215)T; H891901C	IFB	ADOT - Pavement Rehabilitation, Tucson-Oracle Jct-Globe Hwy (SR77): River Rd to Calle Concordia & Jct I-10 to River Rd. The work consists of milling & replacing asphaltic concrete; constructing curb & gutter, sidewalk, & sidewalk ramps; replacing guardrail; repairing bridge deck using mechanical milling & placing polyester polymer concrete overlay; extending storm drain pipe; replacing signals & lighting.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
10/23/20 11am MST	\$32.4M	12.47%	202-C(210)T; H887301C	IFB	ADOT - Construct Traffic Interchange (TI), Lindsay Road TI, Santan Freeway (SR 202L), Gilbert. The work consists of adding a new TI at Lindsay Rd, a WB frontage road between Gilbert Rd & Lindsay Rd, widening of the Gilbert WB off ramp & the Val Vista Dr EB off Ramp, reconstructing 0.47 miles of Lindsay Rd & additional work.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
10/30/20 11am MST	\$9.8M	6.54%	010-E(229)T; F020501C	IFB	ADOT - Pavement Rehabilitation, Benson Bypass, Benson-Steins Pass Highway (I-10). The work consists of milling the existing pavement surface & replacing it with new asphalt concrete, including guardrail installation, bridge overlay work, pavement marking, & traffic control.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov

External Links:

[ADOT Current Advertisements](#)

[ADOT Advertised Alternative Delivery Projects](#)

[ADOT Engineering Advertisements](#)

[Bidding Opportunities Around the State](#)

[ADOT Public-Private Partnership Initiatives](#)

DBE SUPPORTIVE SERVICES PROGRAM

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