

Business Engagement and Compliance

ADOT Names Broadway Curve's Preferred Developer

The **Arizona Department of Transportation** has selected an apparent preferred proposer for the **Interstate 10 Broadway Curve Improvement Project**, the state's first major urban freeway reconstruction project.

ADOT sought proposals from qualified developer teams vying to reconstruct the 11-mile section of the freeway, which is one of the busiest in Arizona. Three finalists were selected earlier to advance in the selection process. All three teams participating as finalists in the process were encouraged to use innovation and develop alternative concepts to save time and money.

Following an extensive review that included representatives from ADOT, the cities of Phoenix and Tempe and the **Maricopa Association of Governments, Pulice-FNF-Flatiron Joint Venture** has been chosen as the preferred developer. Key members of the development team include **Pulice Construction, Inc., FNF Construction, Inc., Flatiron Constructors, Inc., and T.Y. Lin International.**

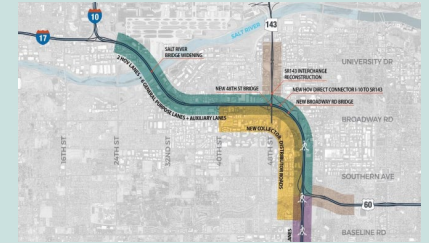
ADOT plans to begin negotiations with the joint venture in November. If negotiations are successful, ADOT expects to finalize the contract by early 2021. Construction is scheduled to begin in mid to late 2021 and take up to four years to complete. The final cost of the project will be determined during the negotiation process.

"Arizona continues to build the infrastructure of the future and strengthen our transportation network," said Governor Doug Ducey. "When completed, this project will help power Arizona's economic expansion and reduce travel times for hundreds of thousands of commuters."

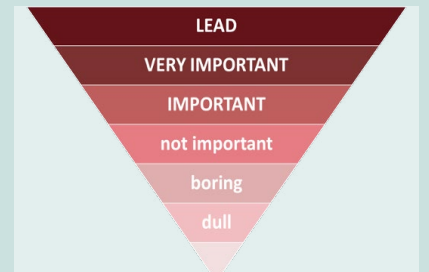
Phoenix Mayor Kate Gallego, chair of the **MAG Transportation Policy Committee**, called the Broadway Curve "a critical connection for our region."

"This project will improve safety and efficiency for hundreds of thousands of drivers who travel through the Broadway Curve each weekday and generate \$658M in new economic activity," she said. "It is delivering on a promise made to voters in Proposition 400 to improve our transportation system and reduce congestion."

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ADOT Names Broadway Curve's Preferred Developer



3 Tips for Effective Proposals



PHOENIX SKY HARBOR INTERNATIONAL AIRPORT

Will COVID-19 Hurt Sky Harbor Plans?



ASU Pavement Tech Could Cool Cities

- ▶ **EVENTS**
- ▶ **OPPORTUNITIES**
- ▶ **EXTERNAL LINKS**



NEWLY CERTIFIED DBE FIRMS:

- B&L Supply Inc of Colorado
- Image Concepts
- Big Apple Tire, Inc.
- Lucid Logistics LLC
- All Star Masonry
- S. Rowe Consulting LLC
- M.S. Clark Enterprises, Inc.

ADOT Names Broadway Curve's Preferred Developer (Cont'd)

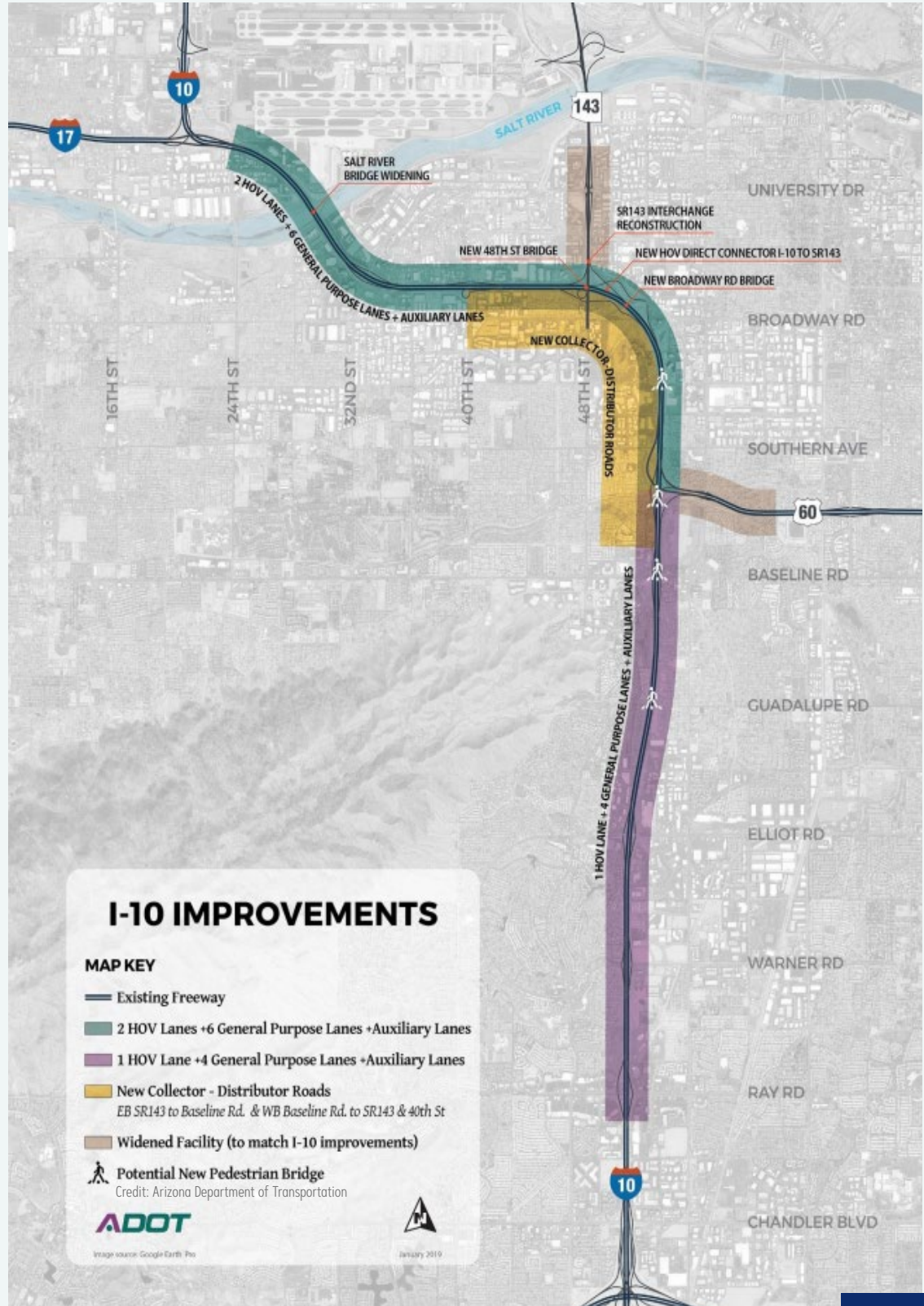
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Work will take place on an 11-mile section of I-10 between the I-17 "Split" interchange and the Loop 202 Santan and South Mountain freeways in the cities of Phoenix, Chandler and Tempe and the town of Guadalupe. Planned improvements include:

- Widening I-10 to six general purpose lanes and two HOV lanes between 24th Street and US 60.
- Building a collector-distributor road system between Baseline Road and 40th Street to separate local and through traffic on I-10.
- Adding a fourth general purpose lane on I-10 from US 60 to Ray Road; and keeping the HOV lane.
- Modifying I-10 connections at SR 143, Broadway Road and US 60 to improve traffic flow and safety.
- Replacing ramps at I-10 interchanges at SR 143 and US 60 with new ramps, including new bridges.
- Adding three pedestrian bridges to connect communities.

The I-10 Broadway Curve improvement project is funded in part by Maricopa Association of Government's Proposition 400, a dedicated sales tax for transportation approved by Maricopa County voters in 2004.

For more information on the project, visit azdot.gov/i10BroadwayCurve. (Source)



3 Tips for Effective Proposals

Here's help so you don't stress about writing

Do you love owning your own business, even with its headaches and challenges?

Working with clients and colleagues likely sparks your energy and reminds you that being an entrepreneur puts you in the middle of a lot of great relationships.

Even Monday mornings are special when you're at the helm of your company's success.

And then a proposal pops up in your Inbox or lands on your desk. While it's an opportunity, it's also a challenge. Procurement requirements! Page limits! Explain this, demonstrate that!

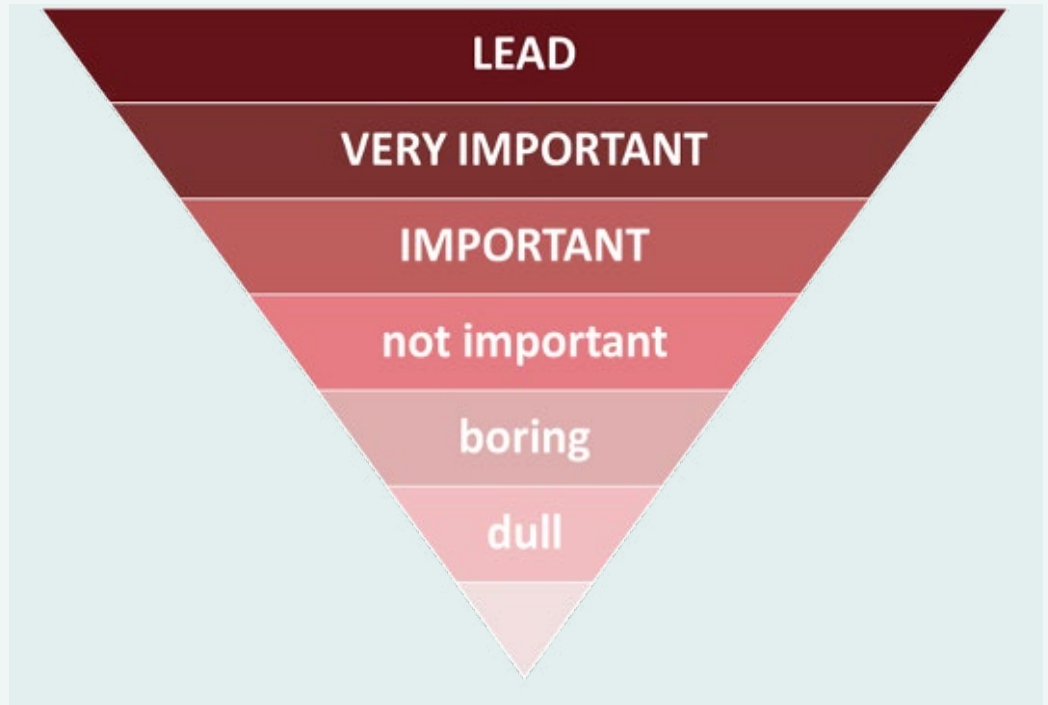
Somehow, the part about writing proposals and qualification documents wasn't part of your entrepreneurial dreams. Sometimes they seem like a nightmare, which leaves you feeling overwhelmed and uptight. You deserve to win work, but proposal writing is hard. Blank pages are intimidating and marketing fluff might not be your strongest suit.

Take a breath, and rest easy. Here are three tips to help you write better proposals.

1. Keep it simple.

When you try to impress readers with big words and technical jargon, you're actually building a barrier that reduces your credibility. You're a smart business owner, and you don't need to hide behind \$100 words and concepts. Use simple language that any reader can understand. When you trim complex information into easy-to-understand content, your reader appreciates the simplicity and enjoys reading your responses.

Here's a brief list of "don't" and "do" words that make proposals easier to read:



NOT THIS

Additional
Assist
Constitute
Desire
Endeavor
Facilitate
Indicate
Individuals
In the event that
Obtain
Presently
Retain
Reveal
State
Terminate
Utilize
Vehicle

USE THIS

other
help
be
want
try
make easy
say, show, tell
you
if
get
now
keep
show
say
end, stop
use
car, truck

2. Write like a journalist.

Notice how you read newspapers, online or the real thing. Do you scan the headlines, looking for an article of interest? Do you read the first paragraph and decide to keep reading or move on to the next?

Today's busy readers do not have time to wade through long paragraphs and detailed explanations. Make it easy for your readers and give them the "so what" up front. Instead of explaining a long process step-by-step and wait for the end to tell about the result, start with the result, and then briefly describe the steps. Use bullets with numbers to guide the reader through the details.

You may have heard of the journalist's inverted pyramid or "lead" statement. Help the reader skim and scan your proposals by using clear introductory sentences in each section so the reader can choose to continue.

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3 Tips for Effective Proposals (Cont'd)

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Use headlines and subheads so readers can scan the document and read what they're most interested in. And to make proposals super-simple to score, make sure you respond to the questions in exactly the order they're listed in the Request for Proposal.

3.) In other words, be persuasive.

Technical writing is inductive: $A + B + C = D$, where A, B, and C are facts and steps, and D is the conclusion. If the reader agrees with A but not B, they may quit reading and never get to the conclusion. You've lost them.

Persuasive writing is deductive: $D = A + B + C$, where D is the outcome, and A, B and C are the facts and steps. Knowing the expected outcome, readers can review the steps and agree or disagree. They know where you want them to go. And people usually go where you tell them. (Like signs, maps, and directions.)

In conclusion

When you write strong proposals, your experience and qualifications are clear and the reader has confidence that you can do the job. If you hide behind big words and complicated style, your reader is likely to give up and move on to another proposal.

A good proposal is also scannable and skimmable for busy readers. Write strong intro statements and use subheads to guide readers. Tell your reader the outcome you're proposing so they see how all the steps lead to your preferred conclusion.

These three steps will help you write clearer and more readable proposals. When you are clear and your readers love what you have presented, your score goes up, and you are likely to win the work you deserve. •

Will COVID-19 Hurt Sky Harbor Plans?

improvements may end up being hampered by **COVID-19**. Passenger volume determines airports' funding under the **FAA's Airport Improvement Program**, and Sky Harbor experienced a more than 61 percent decrease in year-over-year traffic between August 2019 and August 2020. Arizona U.S. Senator **Kyrsten Sinema** is part of a coalition that has proposed legislation safeguarding airport infrastructure projects. ([Source](#))



**PHOENIX SKY HARBOR
INTERNATIONAL AIRPORT**

ASU Pavement Tech Could Cool Cities

Arizona State University is working on a pilot program with the **City of Phoenix** that will study the use of "cool pavement" in order to reduce temperatures in urban areas covered by asphalt and concrete.

The \$3.3M program calls for the City of Phoenix to apply cool pavement coatings to nine different sites, which were expected to be completed by the end of October, and the

Phoenix research team to take readings to determine how the new pavement responds to city life. The nine areas were chosen because they were already due for resurfacing.

David Sailor, director of the **Arizona State Urban Climate Research Center**, estimates that cool pavement can save Maricopa County money despite the higher up-front pavement cost. ([Source](#))



Courtesy of Associated Builders and Contractors

Business Engagement and Compliance



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

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

["Preparing DBE Affidavits"](#)



NOVEMBER

- | | |
|---|--|
| <p>10 PMI: Leadership for Remote Work in Today's New Virtual World
5:30-7:00pm
Location: <i>Online Only</i></p> <p>10 AZ BIZ: LEADERSHIP: Retiring Workforce & Succession Planning
8:00-10:00am
Location: <i>Online Only</i></p> <p>11 ASA AZ: National-2020 Election Analysis
12:00-1:00pm
Location: <i>Online Only</i></p> <p>12 ULI AZ: Impact Arizona Past and Future Metropolitan Drivers
8:00-9:30am
Location: <i>Online Only</i></p> <p>16 Valley Partnership & Arizona Commerce Authority: Arizona Economic Resiliency Webinar Series #2
1:00-2:00pm
Location: <i>Online Only</i></p> <p>17 AZ Water Association: FREE November Pretreatment/FOG Webinar
8:00am-12:00pm
Location: <i>Online Only</i></p> <p>17 ACEC Arizona & City of Phoenix Virtual Liaison
8:00am-9:00am
Location: <i>Online Only</i></p> <p>17 NAOP: Legislative and Political Update Webinar (2020)
12:00pm
Location: <i>Online Only</i></p> | <p>18 ACEC Arizona & Maricopa County Virtual Liaison
8:00-9:30am
Location: <i>Online Only</i></p> <p>18 AAED: Light At The End Of The Tunnel: Preserving Through Change
10:00am
Location: <i>Online Only</i></p> <p>19 LAI: Project Tour
12:00-1:00pm
Location: <i>Online Only</i></p> <p>19 ASCE: Future of Transportation with MAG and Sky Harbor, and a review of the ASCE 2020 Infrastructure Report Card
12:00-1:00pm
Location: <i>Online Only</i></p> <p>20 Pinal Partnership: Pinal County BOS – reflect, celebrate & look ahead
8:00am
Location: <i>Online Only</i></p> <p>21 AZ Water Association: Pedal with Purpose at El Tour De Tucson
SAVE THE DATE
7:00am-5:00pm
Location: <i>Online Only</i></p> |
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Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
11/20/20 11am MST REVISED	\$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 .
11/20/20 11am MST	\$4.2M	3.02%	087-B(224)T; F024101C	IFB	ADOT - Slope Stabilization, Mesa-Payson Hwy (SR 87): MP 224 to Slate Creek (northbound). The work consists of excavating the northbound cut slope, installing riprap lined cross slope ditches, installing horizontal drain, & hauling the excavated material to a waste site on Sycamore Creek Road, including removing & replacing barbed wire fence & seeding.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov .
12/11/20 11am MST	\$9.8M	5.44%	040-C(217)T; H877701C	IFB	ADOT - Bridge Replacement Re-Bid, West Flagstaff TI Overpass EB/WB, Ashfork-Flagstaff Hwy (I-40). The work consists of replacing existing 3-span concrete T-girder bridges in eastbound & westbound direction with new single-span precast, prestressed AASHTO Box Beam bridges, including widening of approach roadway, replacing guardrail, & replacing pavement markings.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov .

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DBE SUPPORTIVE SERVICES PROGRAM

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