

Business Engagement and Compliance

CMAR Requested for Roadway Project for TSMC Site in Phoenix

The City of Phoenix is looking for a Construction Manager at Risk to help construct three miles of arterial streets in the Northwest Valley, which will serve the planned **Taiwan Semiconductor Manufacturing Company** (TSMC) project and surrounding region.

A Request for Qualifications was recently issued for the \$60M **Northwest Valley Transportation** project, which will be located in the area bounded by 51st Avenue, Interstate 17, Loop 303 and State Route 74. This area is within the **North Gateway Village Planning Area**, in which the **North Phoenix**

3,500 PUD rezoned approximately 3,722 acres of vacant land back in October 2020. TSMC purchased a 1,128-acre parcel on that land for \$89M in December 2020.

According to the RFQ document, "As part of the Letter of Intent with the successful bidder, TSMC, the City is obligated to construct approximately three miles of full arterial streets, without limitation, including asphalt, curb, gutter, sidewalk, drainage facilities, streetlights, and landscaping that will serve the project and surrounding region."



CMAR Requested for Roadway Project for TSMC Site in Phoenix



Flagstaff Moves Ahead on Lone Tree Overpass



Business meetings have changed in 2021 (and maybe forever)



House Committee OKs SR 347 Overpass Funding

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



NEWLY CERTIFIED DBE FIRMS:

- Veneklasen Associates, Inc.
- D & W Trucking Inc.
- MMTAM LLC
- BrianAnsari and Associates Inc.
- Catalystlinks, Inc.
- FB-3e Consulting Services L.L.C
- GoPassGo Networks, LLC
- Pocket Change Investments, LLC
- XEENKA LLC
- ZOHAR PRODUCTIONS, INC.
- GP Trucking, Inc.
- Transportation Management & Design, Inc.
- Project & Quality Solutions LLC
- R&G Parking International, LLC.
- Grace Steel and Fabrication LLC
- LJ's Cleaning Solutions LLC
- USGroundZero Utility Locates LLC
- American Conglomerate Enterprise, Inc.
- Arizona Quality Concrete LLC

CMAR Requested for Roadway Project for TSMC Site in Phoenix (Cont'd)

1 ◀◀◀◀

The RFQ goes on to state that the improvements will be determined in conjunction with the Traffic Impact Study that was submitted; however, they are expected to contain the Dove Valley Road: 51st Avenue Alignment to I-17 and 43rd Avenue: Loop 303 to Dove Valley roadways. Traffic signals are anticipated to be located at the TSMC driveway entrance along 43rd Avenue and the intersection of Dove Valley Road and 43rd Avenue.

The selected Construction Manager at Risk will begin with pre-construction services and will assume the risk of delivering the project through a Guaranteed Maximum Price contract. The firm must solicit subcontractor bids and self-perform at least 45 percent of the construction work.

A virtual pre-submittal meeting will be held at 10:00 a.m. on February 23rd, and all interested firms must submit their Statements of Qualification to the City of Phoenix no later than 12:00 p.m. on March

5th. A selection is anticipated to be made by mid-March 2021, with a scope meeting scheduled for mid-to-late March 2021.

While no estimated construction start date has been noted on the RFQ, it does mention that the streets are expected to be operational prior to April 2022.

The City of Phoenix is the owner of the Northwest Valley Transportation Project and **Kimley-Horn & Associates, Inc.** is the design firm. •

Flagstaff Moves Ahead on Lone Tree Overpass

Flagstaff City Council has approved a contract with **Ames Construction** to lead the **Lone Tree Overpass** project. The company was selected, in part, because of its experience with bridge construction and its prior relationship with **BNSF Railway**.

The \$72.4M project will deliver an extension over the railroad tracks to Route 66. Completion is expected by 2026. There is a separate \$284M budget for future improvements to the surrounding area.

Initial design is expected to begin immediately and include preliminary bridge and intersection design, review of railway relocations, and analyses of the traffic and economic impacts. Property acquisition is also included in the first phase.

To make room for the bridge and a planned channel for Rio de Flag, the railways will be brought level with Route 66. ([Source](#))



Business meetings have changed in 2021 (and maybe forever)

Polish virtual conversation skills so you do not lose clients or opportunities

Business owners faced unimaginable communication challenges in 2020. We all know that in-person conversations are better than emails, texts, snail-mail letters, and even faxes (who remembers those?). Sharing a cup o' joe, meal or cocktail built relationships beyond just business. Dropping by a client when you were in the neighborhood was not odd, and networking events were a welcome excuse to get out of the office and have those face-to-face handshakes and shoulder slaps.

Even phone conversations were acceptable and routine; just call up a client to check in, let them know the status of a project, get a question answered, or even address a problem. Desk and mobile phones were useful business tools that got the job done.

And then 2020 hit with a vengeance. As essential construction businesses, you may have still gone into the office, but your clients and vendors might have been on limited office hours or working from home. Communication became complicated.

Many large companies had used virtual meeting platforms before 2020, but Cisco Webex, Microsoft Teams, GoTo Meeting or Skype weren't in most small business owners' toolboxes. Virtual meetings were just-- well, lazy? Unnecessary? Too techie? As a result of the COVID-19 Pandemic, virtual meeting platforms usage skyrocketed.

(Who even heard of Zoom before spring 2020? Usage jumped from 10 to 300 million users in April 2020.)

Now, virtual meetings are the norm. And if you have not noticed, some people have mastered video, and others, well, not so much.

Here are nine tips about to polish your virtual meeting skills so you do not lose clients or business opportunities:

- 1. Experience with a medium does not equal effectiveness.** Just because you are a whiz on the computer does not mean you are an excellent virtual speaker. Focusing on the screen through the camera is not natural. It takes practice.
- 2. Each platform is different.** Turning on the video, muting and unmuting, chatting, and seeing speakers are all different. Check out the different platforms ahead of an important meeting so you enhance your credibility, not decrease it.
- 3. Control your lighting.** Face a window or lamp, use a computer light or ring, or even set up a video "studio" in your workspace so your online presence is professional. Not all video calls require that added touch, but good lighting can make or break interviews and important meetings.

▶▶▶▶4



Business meetings have changed in 2021 (and maybe forever) (Cont'd)

3 ◀◀◀◀

4. **Mind your sound.** If you cannot be heard, your message will not get through. And if your sound is scratchy, muffled, or nonexistent, you will delay the meeting or be dismissed. Check out quality earbuds, headsets and microphones. If you are on an important call, eliminate background noise, like fans, pets or people.
5. **Find the camera and look at it.** It seems obvious in 2021, but looking at the camera builds connection and credibility. Adjust your chair height so your eyes are even with the camera. Use books or boxes to elevate your computer. This is especially important if your camera is right above your keyboard. It's really awkward to see your chin on a virtual call.
6. **Framing matters.** Where is your head in the video frame? Close or back a foot or two? Is there even space on the left and right, as well as at the top and bottom? If you are presenting with a team, try to frame everyone about the same. It's easier on the eye, and shows consistency and professionalism.
7. **Work with your bandwidth.** Sometimes you cannot make adjustments and your wifi may slow down (or even fail!) during an important call. Turn off wifi devices to get the maximum bandwidth especially if you're calling from home. Be prepared to call in with your phone if the wifi goes wonky. Write the number down ahead of time so you do not have to scramble. Keep your cool under pressure.
8. **Practice.** It is easy to wing it and remember those days when it was not such a production to go talk to a client. You did not practice for client meetings before, why start now? Because that in-person charm is missing and your ability to adjust to nonverbal cues is gone. By rehearsing your words, eye-contact and virtual mannerisms, you're creating new brain waves so your actions are smooth and comfortable. Practice always improves performance.
9. **Preparation matters.** Before an important meeting, plan ahead. Anticipate obstacles and have back-up plans. On game day, allow yourself time before the meeting to get settled. Computer screen and camera at eye level? Check. Lighting focused on face? Check. Background noise minimized and microphone tested? Check. Clothing ironed and adjusted and hair arranged? Check. Notes about key topics within reach? Check. Take a breath and you are ready to go.

Virtual meetings are in demand more than ever, and are likely to be around for a long time because they bring people together across distances and circumstances. Whether a check-in meeting with a client or a full-blown critical conversation, spend time polishing your virtual skills so you do not lose clients or opportunities. •

House Committee OKs SR 347 Overpass Funding

The **House Transportation Committee** recently approved a bill appropriating \$35M for an overpass at **SR 347 and Riggs Road**. The measure now moves on to the **Appropriations Committee**. Sponsors and supporters cited ongoing growth in Maricopa and heavy traffic in the area as justification for the project.

If ultimately approved and signed into law, the project would require additional funding and cooperation between the **Arizona Department of Transportation, City of Maricopa, Pinal County, the Maricopa Association of Governments** and the **Gila River Indian Community**. Approved funding under the bill would go from the state's General Fund to ADOT in fiscal year 2022.

The overpass would effectively link the route to the I-10 corridor and is seen as one component in a multi-part effort to improve transportation in the area. ([Source](#))



Business Engagement and Compliance



ATTENTION TO ALL FIRMS

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

["Preparing DBE Affidavits"](#)



BUSINESS DEVELOPMENT PROGRAM

SPRING 2021

APPLY NOW



FEBRUARY

18 LAI: Life Sciences Thriving in AZ
- Meet the Experts
1:30pm - 2:30pm
Location: *Online Only*

22 Valley Partnership: Arizona Economic Resiliency Webinar Series #4
1:00pm - 2:00pm
Location: *Online Only*

23 ACEC Arizona & City of Phoenix Virtual Liaison
8:00am - 9:00am
Location: *Online Only*

23 AZCREW: High Performance Negotiation Skills for Women
12:00pm - 1:30pm
Location: *Online Only*

23 AZ Water Association: Leveraging Intelligent Water to Optimize Operations in the Water Industry
10:00am
Location: *Online Only*

23 AZ Water Association: Virtual Luncheon - Controlling Fugitive Odor Emissions Gives Pima County a Breath of Fresh Air
11:30am
Location: *Online Only*

26 PMI: Say What? Improving Cross-Functional Team Communication
7:30am - 9:00am
Location: *Online Only*

MARCH

4 AZ Green Chamber: Public & Private Partnerships to Drive Sustainability & Circular Economy Projects
5:00pm - 6:15pm
Location: *Online Only*

18 I-17 Project Networking Event Registration Reminder
8:30am - 1:00pm
Location: *Online Only*



- **event:** COMTO Arizona - Meet & Greet with Henry Ikwut-Ukwa, PhD, PE Valley Metro's new Director of Capital Development
- **date/time:** February 18, 2021 / 4:00pm-5:00pm
- **location:** Virtual, via Microsoft Teams
- **rsvp:** Eventbrite ([click here](#)) to register
- **info:** contact darron.rolle@kiewit.com or call 303-917-3446



Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
2/22/21 2:15pm PT REVISED	\$42.4M- \$46.8M	6.5%	605758-20; DE 0003(231)	IFB	Clark County - Laughlin-Bullhead City Bridge, Needles Highway, Laughlin, NV to SR 95, Bullhead City, AZ. The work consists of constructing a bridge over the Colorado River between Laughlin & Bullhead City, including approach roadways, intersection, multi-use path, pond, noise berm, maintenance road, fence & drainage improvements.	Scott Jones, Purchasing Analyst II at 702-455-4441
2/26/21 11am MST	\$21M	7.19%	040-C(227)T; F018501C	IFB	ADOT - Pavement Rehabilitation, Flagstaff-Holbrook Hwy (I-40): I-17 to Walnut Canyon Road. The work consists of removing existing asphaltic concrete (AC) surface by milling & replacing it with new AC & asphaltic concrete friction course, including removing & replacing existing guardrail & guardrail end terminals, sealing bridge deck, replacing existing bridge deck expansion joints, AC spot repairs, & pavement markings.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
2/26/21 11am MST	\$5.4M	11.57%	087-C(205)T; H850801C	IFB	ADOT - Guardrail Improvements & Shoulder Widening, Payson-Winslow Hwy (SR 87): Pine Creek Canyon Dr to SR260. The work consists of shoulder widening, constructing guardrail, roadway excavation, placing aggregate base, asphaltic concrete pavement, & asphaltic concrete friction course, including pavement marking, signing, & seeding.	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

1801 W. Jefferson, Suite 101, Phoenix AZ

(602) 712-7761

DBESupportiveServices@azdot.gov



Business Engagement & Compliance



DBE Supportive Services Program

Business Development Program class launching Q1-2021!

Whether you are brand new or simply looking to grow business, the ADOT DBE Business Development Program has something for you! Apply or get nominated today.

What does it include?

Expert Workshops

Workshop sessions will be at the core of the program. See other side for more information:

- Workshops delivered by subject matter experts in an interactive, hands-on format.
- First phase of workshops designed around business skills building and second phase of workshops around industry topics.
- A selection of workshops targeting specific tiers of businesses based on industry and business experience/history.

Peer Advisory Groups

Your classmates become your peer advisory group during and after the program.

Business Planning

During the last phase of the program, you will build your business model canvas or one page business plan along with a financial forecast.

Coaching & Mentoring

Each participant will be assigned a business coach to help build and complete your business plan.

Prime Interactions

Several workshops include opportunities to hear from Primes about how to build and manage relationships. You also will have the opportunity to meet with other Primes to get questions answered.

Special Materials

As a participant, you will be given a variety of materials ranging from books to software templates to leadership assessments and an online lead source directory.

Subject Matter Expert Assistance

Masters level participants will be provided six hours of consulting time with subject matter experts including marketing, sales management, legal and more.

Public Relations

Throughout the year, ADOT will publicize the program and highlight its participants throughout the state.

Sales Video

As a graduate, you will receive a professionally filmed and edited marketing video..

Contact DBE Supportive Services at 602-712-7761 today for more information, to enroll or to get on the list for our 8th class starting in Q1-2021.

<https://www.azdot.gov/business/business-engagement-and-compliance/supportive-services-program/dbe-business-development-program>

74 Alumni have reported since graduating the program:

- 1,500 new contracts
- \$18 Million in value
- 75 jobs created

What graduates are saying about the program:

"The program gave me the tools to improve business practices and strengthen our business foundation"

"It will help you take your business to the next level"

"This is the way to improve your business all around"

Apply for an open, at-large spot today or get nominated by one of our community partners or a Prime

- ACEC Arizona
- AICEF PTAC
- AMCA
- Arizona SBDC
- AZ Commerce Authority
- AZ PTAC
- AZAGC
- MBDA
- And more...