

Business Engagement and Compliance

Governor Ducey, ADOT Advance \$230M in New Transportation Investments

Governor **Doug Ducey** today announced \$230M in new transportation infrastructure investments that will enhance highway safety and meet the demand of new residents moving to Arizona.

The funding comes from transportation dollars, including higher than anticipated revenue amid Arizona's strong economic recovery, and federal **COVID**-relief funds.

The projects include:

- \$33M to rebuild and widen the **Gila River Bridge** on **Interstate 10** between Phoenix and Tucson, paving the way for a full expansion of I-10 between the two cities;
- \$41M to widen **U.S. Route 93** north of Wickenburg;
- \$40M to add capacity to **Interstate 17** north of metro Phoenix; and
- \$117M to improve more than 600 highway lane-miles across the state.



The funding plan is in partnership with the **Arizona Department of Transportation** and follows formal action by ADOT's **Priority Planning Advisory Committee**. The proposal now will go before the State Transportation Board for consideration.



Governor Ducey, ADOT Advance \$230M in New Transportation Investments



House Approves \$35M for SR 347 Overpass



Digging Deep into 2021 Small Business Trends



Scottsdale Bond Project Timelines Released

- ▶ **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
- Transport Care Services
- Lauren Spillers DBA DBE Plans & Goals Preparation Services
- EPEC Solutions INC
- Jonnys Trucking LLC
- 911 SANITIZING
- FIBER SYSTEMS, INC.

Governor Ducey, ADOT Advance \$230M in New Transportation Investments (Cont'd)

1 ◀◀◀◀

The **I-10 Gila River Bridge** is the first step in completing the widening of a key commerce corridor between Phoenix and Tucson. The project will rebuild and widen the I-10 bridge to three lanes in each direction over the Gila River and open opportunities to further widen I-10 in both directions. That project will start construction in 2022.

Road improvements will address rough conditions on more than 600 lane-miles of highways around the state, with nearly 400 of those lane-miles located in rural counties. These 19 projects are expected to be complete in 2022 and will reduce long-term maintenance costs and enhance safety.

The projects will be funded with \$150.3M of COVID-19 relief monies allocated to the state and \$80M in state transportation funds, including revenue that exceeded earlier revenue projections. As part of the plan, Maricopa County and Pima County regions will receive \$31.3M for transportation investments through the **COVID-19 Emergency Relief Act**.

Arizona's population grew by nearly 120,700 people from July 2018 to July 2019, according to **U.S. Census Bureau** estimates released in December 2019.

Funding from the COVID-19 Emergency Relief Act is part of a \$900B stimulus plan approved by **Congress** in 2020. ([Source](#))

House Approves \$35M for SR 347 Overpass

The **Arizona House of Representatives** has approved legislation that would appropriate \$35M for construction of a **State Route 347** overpass at Riggs Road.

House Bill 2068 will now be considered by the state Senate. If it passes and is eventually signed into law, **Arizona Department of Transportation** will receive the funding in Fiscal Year 2022.

The project is first of several planned efforts to improve traffic and safety conditions on SR 347. Discussions on additional funding and cooperation between **ADOT**, the **Maricopa Association of Governments**, the **City of Maricopa** and **Gila River Indian Community** are ongoing. ([Source](#))



Credit: Victor Moreno/Maricopa

Digging Deep into 2021 Small Business Trends

Small businesses can do big things for long-term success

Smart business owners keep an eye on trends, so they stay competitive in the rough-and-tumble marketplace. Every business has its own challenges and opportunities, and not all trends will apply to your operation. Yet, when you look closely, you can find nuggets of opportunities when you have a growth mindset.

For this issue, we reviewed a Forbes article from December 2020, and pulled out three topics for a closer look. For each topic, we have posed some questions to help you reflect on your current practices. Imagine the possibilities for hitting the motherlode when you mine for gold!

Win the Talent War

Excerpt: Small businesses will continue to battle talent problems in the foreseeable future. The war for talent was only paused during Covid-19, and it has already resumed in most industries. Organizations have a choice: They can build learning and people-development cultures to keep teams engaged long-term, or they can

build recruiting empires to address the constant turnover of employees. - [Brad Cousins, Ingage Human Capital Strategies](#)

Digging for gold: If you are posting job notices with little response, take a look at the description. Step into the shoes of your audience, and consider that your job description might need updating or even a more engaging tone. Pose questions to your audience, such as:

“Tired of your job?,”

“Looking to grow professionally?,” or

“Do you love what you do, and are ready to find another place to do it?”

Hook candidates with a catchy intro, and they are less likely to skip over your job listing.

Customer Reviews & Testimonials

Excerpt: Customer reviews will be key. As people feel the financial pinch caused by this year’s pandemic, they will be looking for ways to save. They might forgo buying

the big brand names and look around for alternatives. This opens the door for small businesses to step in. While they might lack the credibility of a big brand, a list of glowing reviews from customers can definitely sway the sale. - [Gabriella Goddard, Brainsparker Leadership Academy](#)

Digging for gold: Unless your service or product completely fails, customers and clients rarely provide comments or testimonials **until you ask**. Create an automatic system to get feedback after transactions from the most mundane to the extremely complex. Great questions include:

“What was the best part of doing business with ABC Company?” or

“What one word describes your experience working with ABC Company?” or ask

“Would you recommend us to a friend or business associate?” and finally,

“If we could work together again, what is one thing we could do to improve our service?”



Digging Deep into 2021 Small Business Trends (Cont'd)

3 ◀◀◀◀

Use digital surveys or phone calls to **listen to your customers**. They will appreciate knowing you care.

Focus on Clarity

Excerpt: Our time seems to be eaten up with virtual meetings and webinar training. Be absolutely clear about whether a meeting or training is going to be paramount. We are tired of being on virtual meetings that waste our time, leaving us frustrated and overwhelmed. Before the meeting, collaborate on a clear agenda, clear objectives

and desired outcomes. Also, start and finish on time. - [Frances McIntosh, Intentional Coaching LLC](#)

Digging for gold: Successful business professionals manage resources wisely. **Saying “yes” to one thing means saying no to something else**, which is especially true when managing time. Think of your workday as a bank with 8, 10 or 12 pieces of gold. For every meeting, phone call, conversation, or task, ask yourself this: “Is my time spent here worth its weight in gold?” If you say “no” to a demand now, are you saying

“yes” to something that will bring you more value in the future? Be mindful about how you spend your resources.

Keep an eye on trends, and mine them for valuable ideas that will help your business thrive and grow.

For the full Forbes article, click here: <https://www.forbes.com/sites/forbescoachescouncil/2020/12/11/15-trends-that-are-expected-to-drive-small-business-in-2021/?sh=7c4ecd44599d>

Scottsdale Bond Project Timelines Released

In 2019, Scottsdale voters approved a \$319M bond measure to address a total of 58 projects. Following a recent **Scottsdale City Council** retreat, the city has released a timeline for 41 of those items. Public Works Director **Dan Worth** will present and discuss the timelines in an upcoming Council meeting.

Timelines are based on fiscal – not calendar – years. Scottsdale’s fiscal years begin July 1 and end June 30.

Following is a snapshot of major projects and dates.

Ongoing or Starting 2021-22:

- Bell Road Multiuse Sports Fields; construction to finish 2022-23
- Whisper Rock (Ashler Hills/74th Way) Park; design; construction 2022-23
- Civic Center Plaza; construction to finish 2022-23
- City Court/Stadium parking lot; design; construction 2022-23
- Vista del Camino/Indian Bend Wash; design; construction 2022-25

Solar at North Corporation Yard construction

- Old Town parking structures; design; construction 2022-26
- Police and fire vehicle training track; design; construction 2022-24
- Police and fire training facility; design; construction 2022-24
- Fire station near Hayden and Loop 101; design; construction 2022-23
- Fire training facility; design; construction 2022-24
- Civic Center Jail and downtown police station; design; construction 2022-24

2022-23

- Appaloosa library solar power; construction
- Solar shade structure at City Hall parking; design; construction 2023-24

2023-24

- Granite Reef Senior Center; design; construction 2024-25
- Cactus Pool design 2023-25; construction 2025-26
- Solar at Civic Center campus; design; construction 2024-25

2024-25

- Pinnacle Peak Park Parking, Office, Trails; design 2024; construction 2025-26
- Thompson Peak Parkway Bridge; construction

2025-26

- Via Linda Police Station; design 2025-27; construction

2027-2029

- Fire Station at 90th Street and Via Linda; design 2025-27; construction 2027-29
- Renovate Foothills Police Station; design; construction 2026-27

2026-27

- Via Linda Senior Center; construction 2027-28
- Widen 94th Street at WestWorld; design; construction 2027-28

- WestWorld parking lot lights; design; construction 2027-28

2027-28

- Paiute Community Center; design; construction 2028-29

2028-29

- Improve Fifth Avenue; design; construction 2029-30 ([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



MARCH

- 4** **AZ Green Chamber: Public & Private Partnerships to Drive Sustainability & Circular Economy Projects**
5:00pm - 6:15pm
Location: *Online Only*
- 9** **BD Guild: Member Meeting**
3:30pm - 5:30pm
Location: *Online Only*
- 9** **PMI: How to Train Difficult Stakeholders Like You Would Train a Bird of Prey**
5:30pm - 7:30pm
Location: *Online Only*
- 10** **PMI: How to Train Difficult Stakeholders Like You Would Train a Bird of Prey**
8:00am - 9:00am
Location: *Online Only*
- 10** **PMI: How to Train Difficult Stakeholders Like You Would Train a Bird of Prey**
8:00am - 9:00am
Location: *Online Only*
- 16** **AZCREW: One-on-One with Mark Rose, CEO of Avison Young**
10:00am - 11:00am
Location: *Online Only*
- 16** **AZCREW: One-on-One with Mark Rose, CEO of Avison Young**
10:00am - 11:00am
Location: *Online Only*
- 18** **ASA AZ: Commercial Construction Forum (CCF)**
7:30am - 8:30am
Location: *Online Only*
- 18** **I-17 Project Networking Event Registration Reminder**
8:30am - 1:00pm
Location: *Online Only*
- 18** **AAED: Member Infocus Featuring Jamie Kerr**
10:00am
Location: *Online Only*
- 18** **AAEC Meeting and Networking**
3:00pm-5:00pm
Location: *Online Only*
- 19** **BOMA: Golf Tournament**
10:00am - 5:00pm
Location: *Online Only*
- 23** **NAIOP: Talent Management Outlook 2021: Pivot and Reset Webinar**
11:00am
Location: *Online Only*
- 26** **IREM-CCIM 2021 Economic Forecast**
11:00am
Location: *Online Only*
- 30** **ACEC Arizona & City of Phoenix Virtual Liaison**
8:00am - 9:00am
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
3/9/21 2pm MST REVISED	N/A	6.13%.	210016-DBB	IFB	Maricopa County - Northern Parkway: Dysart Road & El Mirage Road Overpasses. The work consists of 1.70 miles of new mainline roadway construction on the new Northern Parkway alignment, & construction of the new Dysart & El Mirage Road Overpass Structures, drainage catch basins; signing & pavement.	Corry Slama, Procurement Supervisor, at 602-506-2248 or Corry.Slama@Maricopa.gov
3/12/21 11am MST REVISED	\$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
3/19/21 11am MST	\$5.2M	8.26%	179-A(203)T; F016701C	IFB	ADOT - Pavement Rehabilitation, Rimrock-Sedona Hwy (SR179): I-17 to Red Rock Vista. The work consists of ½" mill & 3" asphaltic concrete overlay for the full width of the roadway & ½"-inch asphaltic concrete friction course, including replacing guardrail & guardrail end terminals.	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...