

### Business Engagement and Compliance

## Pima Funds Repairs for Worst Roads

The **Pima County Board of Supervisors** approved a plan last week to accelerate funding for road repairs. The county will add \$50M in fiscal year 2022 via certificates of participation, bringing the total to \$85M.

As a result, funding for repairs in the later part of the county's 10-year plan can now be reduced.

The accelerated \$50M funding is expected to help repair roughly 130 miles of roads. The goal under the long-term plan is to bring all roadways in the unincorporated areas of the county up to a rating of "very good condition."

A comprehensive list of FY 2022 road repairs has not been released yet. Major projects already included under the previously allocated \$35M include widening **South Houghton Road**, reconstructing and widening **Kolb Road**, and improving **Silverbell Road**. ([Source](#))



**Pima Funds Repairs  
for Worst Roads**



**Master Networking  
Icebreakers: Review your IQ**



**4/19 Deadline for ADOT  
Rail Plan Comments**



## NEWLY CERTIFIED DBE FIRMS:

- Adelina International LLC
- Axis Employment Services LLC
- Duck Head LLC
- Electric Energy Systems Engineering LLC
- Software Solution LA



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

## Master Networking Icebreakers: Review your IQ

### *Interesting Questions Lead to Fascinating Conversations... and Business Opportunities*

Do you dread networking events? Have you ever avoided an event because you just were not excited about small talk and working the room? Do you watch those silver-tongued masters of conversation and wonder how they do it?

Remember the days when people met face-to-face at networking events, and coming up with conversation starters seemed to be for seasoned sales veterans? Whether virtual or in-person, developing conversation skills is critical for your company's success.

When business owners and professionals master the fine art of small talk and introductions at social events, they leave strong impressions that are bound to develop into work opportunities.

Avoid small talk jitters by developing a plan, embracing curiosity, and listening well. Here are three easy steps and interesting questions to get you started.

1. Prepare conversation starters based on the situation.
  - What is your connection to this event?
  - How do you know the host (or host organization)?
  - What do you know about the speaker?
  - Listen well.

2. Pay attention to their response, and listen for facts and tidbits that you relate to. For example, if the person is interested in the program, lean in and ask for more details. "What about the topic interests you?" or "Do you know the speaker?" or "Are you looking for this topic to help you solve a problem?"

Use confirmation phrases, such as, "uh-huh," "right," "true," "I see," or something else that confirms you are listening and are interested.

3. Ask more questions. (And avoid interrogating).

Develop a list of "go-to" questions that keep the other person conversationally engaged. Avoid closed or skinny questions where the other person responds with a specific fact or a few words. Use fat or open-ended questions that require discussion. Your goal is to get them talking, find points of common interest, and develop a conversation where you both enjoy the topic. Open the door for future conversations because you have started to develop rapport, which leads to a relationship.

### Great ice-breaker questions

Here is a list of questions to keep conversations interesting. Add your own as you master the fine art of small talk. When you attend networking events and have interesting questions ready, you will feel confident and even excited to attend another event.

After all, great conversations lead to excellent relationships where you will ultimately develop business opportunities.

### Virtual

Do you love working from home or would you rather be in the office? Is there a balance of both that you like best?

What is your number one tip for combating distractions when working from home?

Are you an early bird or night owl?

What is the last great TV show or movie you watched?

What is your favorite way to get in some exercise?

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## Master Networking Icebreakers: Review your IQ (Cont'd)

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### Classics

- What is the best piece of advice you have ever been given?
- What is your favorite item you have bought this year?
- If you had to delete all but 3 apps from your smartphone, which ones would you keep?
- You are going sail around the world, what is the name of your boat?
- Say you are independently wealthy and do not have to work, what would you do with your time?

### Meetings

- What sport would you compete in if you were in the Olympics?
- What would your superpower be and why?
- As a child, what did you want to be when you grew up?
- What is your favorite breakfast food?
- If you had a time machine, would go back in time or into the future?

### Weird Questions

- What is the weirdest food you have ever eaten?
- Are you a good dancer?
- What is your best scar story?

### If You Could....

- If you could live anywhere in the world for a year, where would it be?
- If you could do anything in the world as your career, what would you do?
- If you could rename yourself, what name would you pick?
- If you had to teach a class on one thing, what would you teach?
- If you could choose any person from history to be your imaginary friend, who would it be and why?

Check out more ice breakers at <https://museumhack.com/list-icebreakers-questions/#virtual>.

## 4/19 Deadline for ADOT Rail Plan Comments

As part of its focus on multi-modal long-range planning, the **Arizona Department of Transportation** has updated its **State Rail Plan** to better determine rail improvements across the state, based on future needs and opportunities.

The draft of the updated Arizona State Rail Plan is available for public and stakeholder review and comment. Comments on the plan are requested through April 19th.

The rail plan update provides guidance for the existing rail systems and services used by Arizona's freight shippers and the public. It

also provides an assessment of the statewide rail system, offering recommendations for policies, programs, processes, and projects that will improve rail-related safety and service.

The State Rail Plan is updated at least every five years, as required by the **Federal Railroad Administration**.

To view and comment on the draft State Rail Plan visit the [State Rail Plan web page](#).

Comments will also be accepted by phone at 855.712.8530 or mail at: Attn: Heidi Yaqub; ADOT Multimodal Planning Division; 206 S. 17th Avenue - MD 310B; Phoenix, AZ 85007.



### 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



## APRIL

**16** **ASHRAE: Annual ASHRAE Golf Tournament 2021**  
6:30am - 5:00pm  
Location: 8000 S. Arizona Grand Parkway - Phoenix, AZ 85044

**21** **BOMA: Industry Luncheon (Hybrid) - APS/SRP Panel Discussion on Rebates**  
11:30am - 1:00pm  
Location: 2400 E Missouri Ave. Phoenix, AZ 85016

**21** **BD Guild: Coffee Chat "How To Write A World-Class Cover Letter"**  
9:00am - 9:30am  
Location: Online Only

**23** **SAME: Phoenix Post Golf Classic**  
6:30am (Registration)  
Location: 15100 W. Northern Ave. Waddell, AZ 85355

**27** **NAIOP: Embracing Adaptability as a Key Tenet for the Future Workplace Webinar**  
11:00am  
Location: Online Only

**21** **ABA: An Insider's Guide To Evaluating Construction Software**  
11:30am - 1:00pm  
Location: Online Only

**21** **APWA Arizona Chapter Monthly Meeting: Leadership**  
12:00pm - 1:00pm  
Location: Online Only

**22** **AZ Masonry Council: Economic Forecast Webinar**  
12:00pm - 1:00pm  
Location: Online Only

**23** **PMI: Project Management or Glorified Babysitting?**  
7:30am - 9:00am  
Location: Online Only

## MAY

**6** **Society for Construction Solutions PHX Chapter Eve**  
5:00pm - 8:00pm  
Location: Online Only

**26** **McCarthy's SBE Workshop: Successful Closeout - The Good Last Impression**  
9:00am - 11:00am  
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
4/23/21 11am MST	\$117M	9.76%	010-A(232)S; F011901C	<a href="#">IFB</a>	ADOT - Roadway Construction, Ehrenberg-Phoenix Hwy (I-10): State Route 85 to Verrado Way. The work consists of adding a 3rd general purpose lane in each direction in the median; construction of new diverging diamond traffic interchanges at Miller Rd & Watson Rd including overpass bridges, ramps & crossroads; & full reconstruction of approx. 0.6 miles of existing Miller Rd & 0.5 miles of existing Watson Rd.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
4/23/21 11am MST	\$14.6M	6.20%	010-B(220)T; F023301C	<a href="#">IFB</a>	ADOT - Pavement Rehabilitation, Ehrenberg-Phoenix Hwy (I-10): Avondale Blvd to I-17. The work consists of milling 1 inch & placing AR-ACFC, signs, & pavement marking.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
5/6/21 3pm	\$100K-\$150K	8.75%	AI2003.401; 3-04-0008-029-2021	<a href="#">IFB</a>	City of Chandler - Runway 4L-22R Headwalls Reconstruction. The work consists of removal & replacement of four headwalls located on the south side of Runway 4L-22R at Taxiway H & Taxiway L.	Paula Brown, 480-782-3308 or <a href="mailto:paula.brown@chandleraz.gov">paula.brown@chandleraz.gov</a>

## 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](mailto:DBESupportiveServices@azdot.gov)



Business Engagement & Compliance

# It's Your Turn Grow Your Business

Whether you are brand new or looking to grow your business, the ADOT DBE Business Development Program has something for you!



**Discover How**

**Watch Program  
Video**

**Learn About  
Recent Graduates**

**LIMITED SPOTS REMAIN.  
SIGN UP TODAY!**

# ADOT TASK FORCE 2021

## MEETING SCHEDULE

### JOINT DBE TASK FORCE MEETING:

**TUESDAY, APRIL 20<sup>th</sup> | 8:30am–10:30am**

**FIRM CAPABILITY – UNDERSTANDING  
THE PREQUALIFICATION PROCESS  
FOR ECS & CNS**

**CLICK HERE TO REGISTER**

### JOINT DBE TASK FORCE WORKSHOP

**TUESDAY, MAY 4<sup>th</sup>  
(8:30am – 10:30am)**

**UNDERSTANDING ADOT  
RULES FOR QUALITY AND  
ACCEPTANCE**

**CLICK HERE**

**TO REGISTER**

### MEETINGS

- JULY 20, 2021  
Project Understanding & Approach
- OCTOBER 19, 2021  
Packaging Your Abilities to Respond  
and Bid

### SAVE THE DATE

### WORKSHOPS

- AUGUST 3, 2021  
How to Work on Committees and Boards to Build  
Social Capital for Business Development
- NOVEMBER 2, 2021  
APDM Contracts – Understanding the Process Tips  
and Tricks to be Successful on Design-build,  
CMAR, JOC and On-call Type Contracts

**FREE to attend • VIRTUAL ONLY until further notice**

Pursuant to Title VI of the Civil Rights Act of 1964, the Americans with Disabilities Act (ADA) and other nondiscrimination laws and authorities, ADOT does not discriminate on the basis of race, color, national origin, sex, age, or disability. Persons that require a reasonable accommodation based on language or disability should contact ADOT's Business Engagement and Compliance Office at DBESupportiveServices@azdot.gov. Requests should be made as early as possible to ensure the State has an opportunity to address the accommodation.

De acuerdo con el Título VI de la Ley de Derechos Civiles de 1964, la Ley de Estadounidenses con Discapacidades (ADA por sus siglas en inglés) y otras normas y leyes antidiscriminatorias, el Departamento de Transporte de Arizona (ADOT) no discrimina por motivos de raza, color, origen nacional, sexo, edad o discapacidad. Las personas que requieran asistencia (dentro de lo razonable) ya sea por el idioma o discapacidad deben ponerse en contacto con la Oficina de Business Engagement and Compliance Office ADOT en DBESupportiveServices@azdot.gov. Las solicitudes deben hacerse lo más antes posible para asegurar que el Estado tenga la oportunidad de hacer los arreglos necesarios.



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...

SMALL BUSINESS TRANSPORTATION RESOURCE CENTER SOUTHWEST REGION

# DOING BUSINESS WITH ADOT

ARIZONA  
DEPARTMENT OF  
TRANSPORTATION

APRIL 27, 2021  
2PM - 3PM PST  
ONLINE



Doing Business with Arizona Department of Transportation (ADOT) Webinar aims to educate small and diverse businesses on the processes and opportunities with ADOT.

This webinar is intended to offer disadvantaged businesses an open space to ask for advice, resources, and tips to be successful in bidding for government contracts.

**REGISTER HERE**

## Presenters

### KENT LANE

Small Business and Workforce  
Development Officer  
ADOT

### FRANCESCA MARTIN

DBE Supportive Services  
Program Manager  
ADOT


## Contact Info

### CASSIE FORTES

CalAsian Chamber  
cfortes@calasiancc.org



Small Business Transportation Resource Center (SBTRC)  
Southwest Region  
www.sbtrc-sw.com  
(916) 389-7467

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 @USDOT\_SOUTHWEST  
 @SOUTHWESTSBTRC