

Business Engagement and Compliance

Arizona Construction Gained 200 Jobs in April

Arizona's seasonally adjusted unemployment rate remained at 6.7 percent in April 2021, from March 2021, according to the latest [report](#) published by the **Arizona Office of Economic Opportunity**.

The national rate increased to 6.1 percent from March. In April 2020, the state had a seasonally adjusted rate of 14.2 percent, and the national was at 14.8 percent.

The state had a net gain of 9,400 non-farm jobs over the month. "Historically (2011-2020), Nonfarm employment has recorded a loss of 22,300 jobs in April," the report states. Leisure & Hospitality had the largest net gain of 8,300 jobs, followed by Professional & Business Services with 2,600. Construction gained 200 jobs for the month.

Leisure & Hospitality took the top spot in job gains from April 2020 to April 2021 with a total of 98,700, while Natural Resources & Mining took the top spot in job losses over the year with 300. Construction reported a 2,100-job gain over the year.

The Construction sector features three major segments: Buildings, Heavy, and Specialty Trades. There are currently 34,700 jobs in Buildings, which increased by 600 from March 2021 and decreased by 100 from April 2020. Heavy Construction increased by 200 over the month for a total of 20,600 and lost 100 over the year. Specialty Trades lost 600 for the month at 117,200, and the segment gained 2,300 over the year.

Statewide construction employment totals 172.5K jobs. Construction jobs in the Phoenix Metro Area (Phoenix-Mesa-Scottsdale) gained 400 over the month for a total of 133,500. The April 2020 number was 133,600. The Metro Tucson construction jobs remained at 18,300 from March 2021. The April 2020 number was also 17,300.

Yuma, Flagstaff, Prescott, Lake Havasu City-Kingman and Sierra Vista-Douglas combine Construction and Natural Resources jobs in reporting their job sector totals. Yuma remained the same at 3,600 jobs for the month. Flagstaff, Prescott and Sierra Vista-Douglas all gained 100 jobs for a total of 2,700, 6,900, and 3,600 respectively for the month. Lake Havasu City-Kingman gained 200 over the month for a total of 4,200 jobs.

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NEWLY CERTIFIED DBE FIRMS:

- Hawk Health and Safety
- AllSource Construction Supply
DBA AllSource Construction & Safety Supply
- Dig Studio Inc.
- Empty Cattle Company Inc dba Barney Transport
- Dynamic Installation Group LLC
- End Solution Communications, LLC.
- VHL Technologies Inc
- Diversity Food Brands LLC



Arizona Construction Gained 200 Jobs in April



How to Have Meetings Your Clients Will Love



Yuma Council Discusses Budget, CIP Projects



Queen Creek OKs \$487M Budget

- ▶ EVENTS
- ▶ OPPORTUNITIES
- ▶ EXTERNAL LINKS

Arizona Construction Gained 200 Jobs in April (Cont'd)

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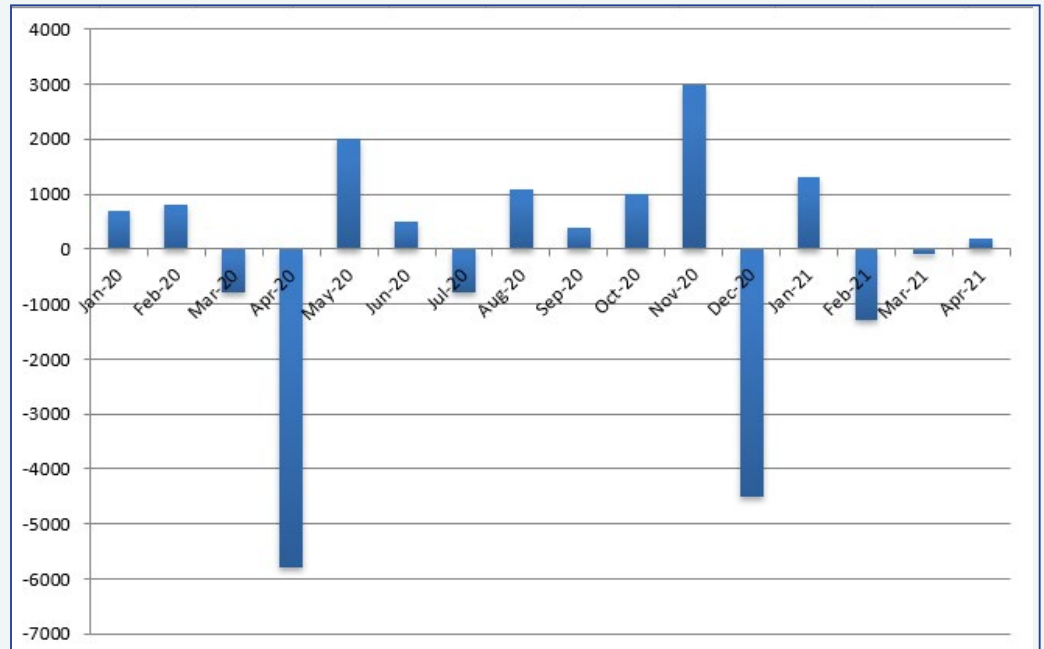
First Report showing YOY Impact of Pandemic

April 2020 was the first and most severe month where job losses due to the pandemic appeared. Statewide construction companies swiftly and drastically reduced headcount; shaving nearly 6,000 jobs in that first month. Employment bounced back quickly however, with gains in the following month recovering more than one third of those initial losses. Throughout the remainder of 2020, up until December 2020, statewide construction employment remained steady.

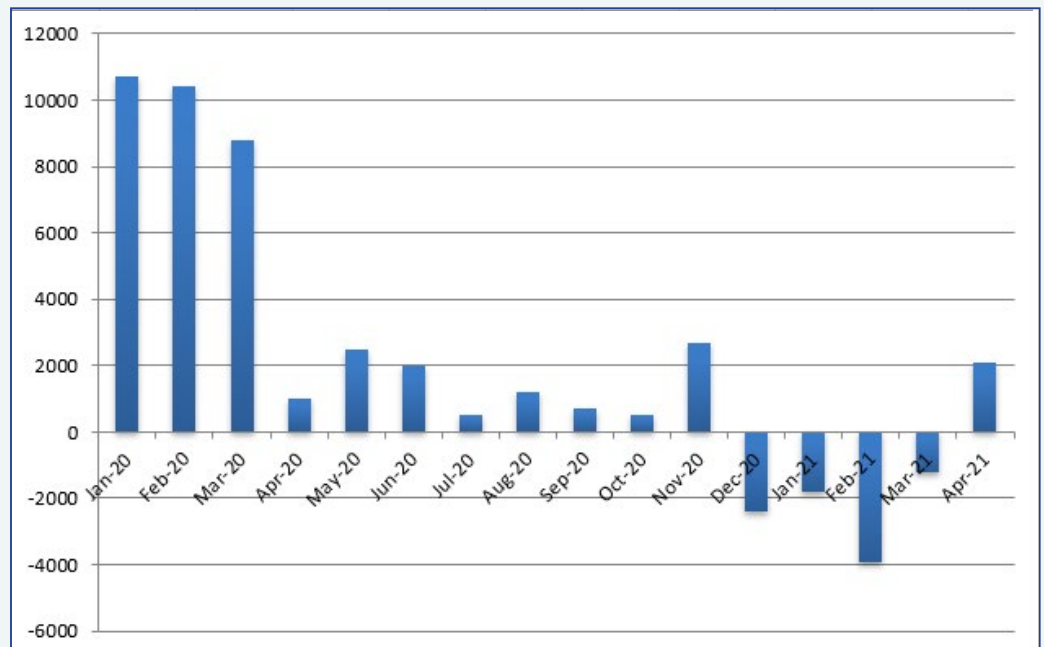
Only in December 2020 did another significant reduction in force hit the market, but this time no swift recovery took place. Looking at the YOY change in statewide construction employment, December 2020 through March 2021 shows a consistent period of negative employment growth since the pandemic began. April 2021 shows a bounce back of sorts with more than 2,000 jobs gained compared to the same period in 2020.

The first three months of 2020 showed enormous growth in statewide employment YOY. While that came to an abrupt halt in April 2020, the local construction market has fared well throughout the pandemic. Construction volume is up due to rising prices, projects are moving forward, and construction companies are busy. •

CHANGE IN MONTH OVER MONTH STATEWIDE CONSTRUCTION EMPLOYMENT



CHANGE IN YEAR OVER YEAR STATEWIDE CONSTRUCTION EMPLOYMENT



How to Have Meetings Your Clients Will Love

Successful meetings have a three-part recipe for success.

Meeting with prospects and clients can take many forms, such as phone, virtual video, or in-person. There may be multiple attendees. Before you determine your game plan, be sure you know why you are having the meeting, and be sure your client knows the purpose, too.

- **Introductory** meetings are when you have scheduled a meeting to introduce your company to a prospect.
- **Information gathering** situations are when you have a recent or established relationship with a client, and your purpose is to gather data and insights to move forward on a project or proposal.
- **Project-specific** meetings are focused on a current contract or task and the focus is on topics and issues that are related to your work.
- **Check-in** meetings could be a simple “how are we doing” conversation or could be handled by a company executive to get insights about how the team is performing. These are normally less frequent and having good questions improves the conversation.
- **Solving a problem** are often the most difficult—and your chance to repair a relationship for future success.
- **Unplanned drop-ins** are spontaneous. You are driving by your client, and drop by on a whim. Or you have a thought about a past client and pick up the phone to call. Still, when you follow the three-step recipe below, the outcome of this type of meeting is bound to be positive.

It's easy to conduct meetings that leave clients happy with you and your team.

1. Before: Prepare!

Show your client that you value their time. Driving to a client meeting is not the time to prepare. Keep your eyes on the road! Determine the purpose for the meeting and what you would like the outcome to be. Decide on up to three outcomes that you want to accomplish, such as getting a referral, understanding their perception of your company, or determining the best path forward for a current obstacle.

If this is an introductory meeting, browse through their website and become familiar with their business, team members, and get a feel for their organization's personality and values. Determine if you need a leave-behind or brochure. For most introductory meetings, keep handouts minimal. After all, you don't know them well, and bringing a brochure that is all about you without considering what they need seems pushy.

Bring business cards and a pen/pencil and notepad for jotting down important information. Open the meeting with small talk or ice breaker conversation, and then move into the business at hand. For that transition, say, “Your time is valuable, and I have some questions or concerns to discuss today,” or “What are your thoughts about moving this topic forward?” It is fine to have some questions or topics that you want to remember on a note page so your conversation stays on track.

2. During: It's not all about you!

Listening is your meeting superpower. Break the ice with conversation that encourages rapport and sets the stage for open, friendly discussion. Ask open-ended questions to let the other person respond. Start with these words: describe, why, how, tell me about, etc.

Let the client complete their thoughts and avoid interrupting. No one likes to be cut off mid-sentence. Resist the urge to sell yourself and your ideas. Listen 80 percent of the time and talk 20 percent. Your job is not to dominate the conversation, but to make sure your client understands what you are saying and why it is important to them. Ask if they have questions or concerns. Be comfortable with natural pauses and breaks in the conversation; this “white space” gives you both time to process the conversation and feel comfortable about what comes next.

Summarize the meeting briefly and ask them if you have left out anything. Your goal when you leave the meeting is to be confident that you are on the same page and can move ahead with next steps.

3. After: Deliver on your promises!

Thank your client for their time, make sure they have your business card or other contact information. Make a promise that will cause you to connect with the client again: send a proposal, introduce a team member, provide additional information, solve a problem, etc. Send a follow-up email, note, or text to thank them again. Do what you said you would do and follow up quickly and thoroughly.

When you use the three-part recipe for meeting success, your clients will be thrilled that their time has been well spent. And when your clients are thrilled with you, it pays off for your business. •



Yuma Council Discusses Budget, CIP Projects

The **Yuma City Council** held a work session last week for its ongoing discussions on the Fiscal Year 2021/22 budget, the FY2022 **Capital Improvement** and Five-year Capital Improvement programs.

The FY2021 CIP was relatively conservative due to the **COVID-19** pandemic. FY2022 totals 77 projects valued at approximately \$158.3M, which nearly triples the 2021 plan. FY2022 includes funds from the **American Rescue Plan Act** and is led by the **Desert Dunes Water Reclamation Plant** expansion. Other projects include buildout of a citywide fiber optic network and construction of a new fire station, designated **Fire Station 7**.

Projects included in the Five-year Plan are generally smaller and include a crosswalk at Avenue A and 28th Street, a possible marquee for the **Pacific Avenue Athletic Complex**, and a variety of road improvement projects. Council also asked planners to consider adding back in a previously proposed multi-use path for 45th Avenue between 24th and 28th streets.

Only the FY2022 projects are funded. All other items are included for planning purposes. A copy of the proposed CIP is available on the [city website](#). ([Source](#))



Queen Creek OKs \$487M Budget

The **Queen Creek Town Council** approved a Fiscal Year 2021/22 budget of \$487.2M at its meeting last week.

Two-thirds of planned funds will go to transportation, water, wastewater and other infrastructure projects.

Other planned expenditures include funding the **Queen Creek Police Department** and fully funding the town's **Arizona State Retirement System** pension reserve, making Queen Creek the first Arizona municipality to do so.

Also included in the budget is a recommendation to maintain the property tax rate at \$1.83/\$100K of assessed property value. ([Source](#))



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

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

["Preparing DBE Affidavits"](#)



JUNE

- 2** Snell & Wilmer: How (and Why) to Create a Corporate Succession Plan
8:00am
Location: *Online Only*
- 9** ASPE: How to Estimate Demolition with Jerry Chandler
4:00pm - 6:00pm
Location: Aunt Chiladas Squaw Peak
7330 N. Dreamy Draw Dr.
Phoenix, AZ
- 10** AZCREW: 2021 CREW Network Spring Leadership Summit
9:00am - 3:30pm
Location: *Online or St. Louis, MO*
- 16** BOMA: Industry Luncheon - Presenter from AZ Department of Health
11:30am - 1:00pm
Location: Arizona Biltmore Grand Ballroom
2400 E. Missouri Ave.
Phoenix, AZ
- 16** AZ Water Association: Thermoplastic Materials & Equipment for Water & Wastewater Treatment (Webinar)
12:00pm
Location: *Online Only*
- 17** ABA: Webinar Business Planning Basics To Avoid Disasters In Tough Times
9:00am - 10:00am
Location: *Online Only*
- 22** NAIOP: Legislative and Political Update Webinar (2021)
11:00am - 11:45am
Location: *Online Only*
- 23** AGC: Are you tired of seeing #REF in your Spreadsheets?
2:00pm - 3:00pm
Location: *Online Only*
- 28** AZ Water Association: Setting Effective Rates - Free USDA Workshop
9300am - 12:30pm
Location: *Online Only*

JULY

- 23** ASA: 6th Annual Beers and Balls Bowling Tournament
6:00pm - 9:00pm
Location: *Let it Roll Bowl*
8925 N. 12th St.
Phoenix, AZ
- 29** BOMA: BOMApalooza
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
6/4/21 11am MST	\$1.2M	12.67%	PEO-0(225)T; T015701C	IFB	ADOT - Multi-Use Path, New River: Happy Valley Rd to Pinnacle Peak Rd, Peoria. The work consists of constructing new & upgrading existing multi-use paths, grading, placing riprap, & signing.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov .
6/18/21 11am MST	\$21.7M	4.42%	191-E(215)T; H894501C	IFB	ADOT - Bridge Rehabilitation & Replacement, Chambers-Mexican Waters Hwy: Chinle Wash to Lukachukai Wash. The work consists of rehabilitation of bridges over Chinle Wash & over Agua Sal South Wash, replacement of bridges over Agua Sal North Wash & over Lukachukai Wash, pavement removal, furnishing & placing aggregate base, asphaltic concrete, embankment curb, spillways, guardrail, signing, & pavement markings.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov .
8/6/21 11am MST	\$1.1M	3.74%	B19-A(203)T; F024401C	IFB	ADOT - Scour Retrofit, Nogales Business Route (SR-19B): Portrero Canyon Bridge; & Nogales-Tucson Hwy (I-19): Country Blub Bridge. The work consists of scour retrofits, including constructing concrete floors underneath the existing bridges, installing shotcrete, & 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

ADOT TASK FORCE 2021

MEETING SCHEDULE

JOINT DBE TASK FORCE MEETING:

TUESDAY, JULY 20th | 9:00am

PROJECT UNDERSTANDING & APPROACH

CLICK HERE TO REGISTER

JOINT DBE TASK FORCE WORKSHOP

TUESDAY, AUGUST 3rd | 9:00am

**How To Work On
Committees & Boards To
Build Social Capital for
Business Development**

**CLICK HERE
TO REGISTER**

SAVE THE DATE

MEETINGS

• OCTOBER 19, 2021

Packaging Your Abilities to Respond
and Bid

WORKSHOPS

• 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.



NAVIGATING THE PATH AHEAD

ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

August 18-19, 2021 | 7:00am - 10:00am | *Virtual Event*

BROUGHT TO YOU BY:



Arizona Department of Transportation (ADOT) and partner agencies will be holding the virtual Disadvantaged Business Enterprise (DBE) and Small Business Transportation Expo on August 18th & 19th, 2021. This event will allow attendees to learn about project opportunities, network with industry professionals and business owners and hear from transportation leaders including featured speaker ADOT Director John Halikowski. Also participating are the **City of Phoenix Public Transit** and **Street Transportation** Departments, **Valley Metro** and **Phoenix Sky Harbor International Airport**.

EVENT SCHEDULE

Note: Event programming varies each day.

7:00am - 8:00am

Expo Opens,
Virtual Networking Available

8:00am - 9:30am

Stage Programming:
Topics & Speakers TBA

9:30am - 10:00am

Expo Reopens,
Virtual Networking

To register, visit adotdbeexpo.com

SPONSORSHIP OPPORTUNITIES ARE AVAILABLE. VISIT THE WEBSITE ABOVE TO VIEW PACKAGES.



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