

Business Engagement and Compliance

Top 7 Public Projects in Planning

As municipalities and state agencies begin to roll out their Fiscal Year 2022 Capital Improvement Programs and bring new projects to light, it is interesting to note some of the current top projects in the public sector that are in the planning stage.

What follows are some of the Largest Public Projects, in order based on total project valuation, in the planning stages. Not surprisingly, the largest projects by valuation are all in the Transportation market, showing some incredible road and rail project opportunities coming down the pipeline in the next few years.

7. Loop 101 General Purpose Lanes: Princess Drive to Shea Boulevard

The first project on the list includes the design and construction of a general-purpose lane at Loop 101 (Pima Freeway) from Princess Drive to Shea Boulevard in Scottsdale. The total valuation for this **Arizona Department of Transportation (ADOT)** project is approximately \$130.9M, which increased from \$88.9M from last year, according to the **FY2022-2026 Five-Year Transportation Facilities Construction Program** recently released by ADOT.

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Credit: Valley Metro



NEWLY CERTIFIED DBE FIRMS:

- STEEL MAGNOLIAS, LLC
- THE LOFT GROUP, LLC
- GLOBAL STAR, LLC
- KRISHNA S ANANTUNI & ASSOCIATES LLC
- M&G BROTHERS, LLC
- POWER FACTOR CORRECTION GROUP, LLC
- RETANA REINFORCING LLC



Top 7 Public Projects in Planning



Quit Telling YOUR Story



Pre-solicitation Issued for San Luis Port of Entry

- ▶ EVENTS
- ▶ OPPORTUNITIES
- ▶ EXTERNAL LINKS

Top 7 Public Projects in Planning (Cont'd)

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Back in May, ADOT issued an RFQ for design and environmental services. The estimated award date was July 6th and a Notice to Proceed Contract for design is expected to be issued on October 4th. Construction is anticipated to start in 2023.

6. I-10: SR 202L (Santan) to Riggs Road

The next project includes the design and construction of general purpose and HOV

lanes along Interstate 10, from SR 202L (Santan) to Riggs Road in Chandler. The total valuation for this ADOT project is approximately \$154.1M, according to the ADOT Five-Year Transportation Facilities Construction Program. The valuation decreased from \$156.8M from last year.

A design firm and general contractor have not yet been selected for this project. Studies are currently underway by **HDR, Inc.** and expected

to be complete in the Spring of 2022. ADOT's Transportation Program notes that construction is anticipated to begin in 2025.

5. 35th Ave / Indian School Rd TI, US 60 (Grand Ave)

This \$186.9M ADOT project includes grade separation improvements at the 35th Avenue/Indian School Road intersection at US 60 and the BNSF Railroad. According to the FY2022-2026

Transportation Program, the total project cost decreased from \$189.9M from last year.

In 2019, ADOT issued an Engineering Consultant RFQ for a Design Concept Report and Environmental Studies for the project. **AECOM Technical Services, Inc.** was awarded that contract. A design firm and general contractor have not yet been selected. ADOT's Transportation Program notes that construction is anticipated to begin in 2025.

North Cargo, Rail Trench, and General Aviation Layout (looking east)

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Credit: City of Phoenix

Top 7 Public Projects in Planning (Cont'd)

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4. Capitol/I-10 West Light Rail Extension

Valley Metro is planning an approximately \$1B Light Rail Extension in Downtown Phoenix, in two separate phases. The first phase will extend the light rail from Downtown Phoenix to the State Capitol. The second phase will continue the extension and connect to the park-and-ride at Interstate 10 and 79th Avenue. The total extension will be approximately 11 miles.

According to Valley Metro's FY2022 Rail Operating and Capital Budget, the project's cost totals approximately \$360M (excluding financing costs). A design firm and general contractor have not yet been selected. Phase one is expected to be complete by 2026 and phase two is expected to be complete in 2030.

3. Phoenix Sky Harbor Northside Rail Expansion

The City of Phoenix is looking to place the existing Union Pacific Railroad into a 30-foot trench to allow for an expansion of the

Phoenix Sky Harbor Airport. The expansion will provide an airfield connection to the north cargo and support facilities, as well as an overpass. The trench would extend from Interstate 10 to South 44th Street.

A design firm and general contractor have not yet been selected for this \$441M project and, according to the City of Phoenix, an agreement with the railroad has not been finalized.

2. I-10 / SR 210 Improvements, Tucson

Next on the list is a large ADOT Master project that will make improvements to Interstate 10 from the I-10/I-19 interchange at Kolb Road and SR 210 from Golf Links Road, to a future connection along Alvernon Way in Tucson.

Because the project costs about \$1.2B total, it will be completed in 18 different phases starting with the Country Club Road TI. A design firm and general contractor have not yet been selected for the first project, but it is anticipated that the first project will be designed in 2022.

1. SR30 West Valley Freeway, Goodyear

This approximately \$1.7B project consists of a new 15-mile State Route to provide relief in the West Valley. It would run parallel to Interstate 10 and would connect the Loop 202 South Mountain Freeway to a planned Loop 303 extension south of I-10.

ADOT currently has the first phase on its Five-Year Transportation program, with a total of \$594.5M. HDR, Inc. is providing scoping study and planning and environmental study services for the project. A design firm and general contractor have not yet been selected, and ADOT notes the first phase to start construction in 2025.

These top projects provide just a glimpse into the world of infrastructure projects in the early planning stages. The state of Arizona, regional and local municipalities continue to invest in projects that will enhance the quality of life for residents and encourage businesses to expand and locate here as well. The business opportunities continue, especially for those in the transportation industry! •



Quit Telling YOUR Story

Most clients do not care that much about you

Have you ever experienced an awful sales call? The salesperson droned on and on about their company. They talked about how wonderful their product was. They pulled out their brochures and samples, and spread them across your desk. They shared at least 10 features about how their product was manufactured, and all the awards it has won for innovation and durability.

You did not even get a chance to say a word.

And they never asked about what you were looking for, or how the product would help you with your challenges.

When professionals are uncomfortable with making a sales call, they usually overcome their fear with too many words, discussion topics that the prospect does not care about, and details that do not matter.

The best type of sales calls are not about you and your product or service. They are about your prospect and their problems or challenges. When you ask instead of tell, and listen instead of speak, your sales calls will be more productive.

Here are three storytelling tips to hook your prospect's attention:

- 1. First, ask your prospect about their biggest challenge.** "What keeps you from meeting your goals or deadlines?" "What are YOUR client's biggest concerns?" "What keeps your employees from being productive?" "What is the ONE thing that would help your business run more smoothly?"
- 2. Next, refocus your pitch to show how you can solve those challenges.** "Our company has helped clients just like you by {mention a solution that you have provided to another client}." "We understand, and we've been helping clients like you for

XX years with the same kind of challenges." "At {name of your company}, we have run into exactly these situations for XX years, and have developed streamlined processes to help clients just like you."

- 3. Finally, help the client imagine what success looks like because their problem is solved.** "After working with us, your production will run smoother and without mishaps." "We can help you audit your {name of process or facility} so you can identify where to focus your improvements." "Our experienced team knows where problems are hiding, so you won't be surprised by delays or cost overruns."

A good story is not all about you because people are thinking about their own challenges and needs. When you start talking about what is troubling them, then you spark their interest, so they listen. And when you stay focused on helping them solve their problems, their trust in you and your team grows.

If you and your team members are doing more talking than listening, it is time to refocus your storytelling skills. People are only interested in your story when they see how they fit into it.

P.S. Some professionals and entrepreneurs think they need a fancy brochure to take to client meetings. Avoid taking information about you. If you do, then the story is about you. Ask good questions, gather information, and let your client know that you will find some case studies or other information that will help them address their problems. You can email them the information or return for another discussion. Either way, you are setting up a second time to touch base, which is an excellent start to building a relationship. •





Pre-solicitation Issued for San Luis Port of Entry

The **General Services Administration** has recently issued a pre-solicitation for the first phase of the **San Luis I Land Port of Entry** project, in preparation of releasing a two-step Design-Build Request for Qualifications.

The San Luis I Port of Entry is the second busiest non-commercial land port of entry in Arizona and according to the pre-solicitation, the structures are nearing or are past their operational life. To accommodate future growth and to address the issues, the GSA is finalizing a A/E Pre-Design Submittal for a two-phased construction plan.

Phase one of the project is expected to cost between \$100M and \$120M and will include the demolition of existing structures as well as new construction. The project scope consists of:

- Northbound Privately Owned Vehicle (POV) Primary Inspection
- Northbound POV Secondary Inspection
- Secondary Inspection Garage
- Northbound Headhouse
- Required Surface Parking
- Impound Lot

Earlier this year, the GSA issued two Sources Sought solicitations looking for construction management and architectural, engineering, and construction services for the full project. No RFQs came out in response to those Sources Sought notices. A third Sources Sought notice for design and construction services was recently closed on July 8th, which considered both a single-phased and two-phased

construction approach. This pre-solicitation information is more specific, looking for design-build services for just phase one.

The Request for Qualifications for phase one is anticipated to be released on Thursday, July 22nd. After the RFQ process, the GSA will shortlist no more than three firms to move onto the RFP process. Only those shortlisted will be able to take part in the RFP process.

Funding Request

According to a *Yuma Sun* article published on [June 26th](#), San Luis officials are, “asking for \$10M above the \$90M increase it’s already seeking to the \$152.4M allocated for expansion and modernization.”

The GSA and the Department of Customs and Border Protection recently told Mayor Gerardo Sanchez that the project’s cost has been inflated due to the rise in construction materials cost.

The article states that the “Trump administration originally requested \$248M from Congress to pay for additional vehicle lanes and other improvements to speed the flow of traffic, but that request was reduced in the Senate in 2019 to \$152.4M.” San Luis is looking to restore the \$90M and is asking for \$10M to cover inflation costs.

The design-build contract for phase one is anticipated to be awarded in the spring of 2022. While there is no timeline for phase two, funding is expected to be included in a future funding request. •



Business Engagement and Compliance



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

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

["Preparing DBE Affidavits"](#)



AUGUST 18-19, 2021

**ADOT DBE & SMALL BUSINESS
TRANSPORTATION EXPO**

JULY

- 16** MPA: Virtual Monthly Membership Breakfast
7:30am - 9:00am
Location: *Online Only*
- 20** DBE Task Force Meeting: DBE Program Update – Race & Gender Neutral Initiative
9:00am
Location: *Online Only*
- 21** APWA: How Secure Are Your Facilities? What Your Risk and Resilience Assessment Failed to Tell You
10:30am - 12:00pm
Location: *Online Only*
- 21** ABA: Webinar Navigating the ROC Complaint Process
9:00am - 10:00am
Location: *Online Only*
- 22** WIPP: Tips for GSA Schedule Compliance and Success
2:00pm - 3:00pm
Location: *Online Only*
- 23** PMI: Cheap Agile - What the Agile Industrial Complex Won't Tell You
7:30am - 9:00am
Location: *Online Only*
- 23** ASA: 6th Annual Beers and Balls Bowling Tournament
6:00pm - 9:00pm
Location: *Let it Roll Bowl*
8925 N. 12th St.
Phoenix, AZ

- 27** APWA: Solving the Underlying Problems That Cause Roads To Fail
10:30am - 12:00pm
Location: *Online Only*
- 29** BOMA: BOMApalooza
1:00pm
Location: *Online Only*

AUGUST

- 3** DBE Task Force Workshop: Planning Ahead for Business Success
9:00am
Location: *Online Only*
- 5** APWA: Is Losing Your Skilled Team Members Getting You Down?
10:00am - 12:00pm
Location: *Online Only*
- 5** APWA: Is Losing Your Skilled Team Members Getting You Down?
10:00am - 12:00pm
Location: *Online Only*
- 10** NAIOP: Opportunity Zones: A Report Card and Future Outlook Webinar
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
8/13/21 11am MST	\$380K	6.23%	MAR-0(212)T; T022101C	IFB	ADOT - Construct Sidewalks, John Wayne Pkwy (SR 347): Smith Enke Rd to Edison Rd, Maricopa. The work consists of construction of concrete sidewalks, gabion baskets gravity wall, placing decomposed granite, & relocation of existing signs.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
8/13/21 11am MST	\$4.9M	16.27%	GUA-0(205)T; T021201C	IFB	ADOT - Construct Pedestrian Improvements, Avenida Del Yaqui, Guadalupe. The work consists of milling & overlaying of the existing asphaltic concrete pavement, reconstructing curb, gutter, sidewalk & driveways, & pavement markings.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
8/27/21 11am MST	\$25.6M	7.36%	260-B(213)A; H824501C	IFB	ADOT - Shoulder Widening, Payson-Show Low Hwy (SR 260): Rim Road to Gibson Road. The work consists of widening of shoulders, drainage work, pavement marking, & traffic control.	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

DBE Program Update – Race & Gender Neutral Initiative

CLICK HERE TO REGISTER

JOINT DBE TASK FORCE WORKSHOP

TUESDAY, AUGUST 3rd | 9:00am

Planning Ahead for Business Success

CLICK HERE TO REGISTER

MEETINGS

• OCTOBER 19, 2021

Packaging Your Abilities to Respond and Bid

SAVE THE DATE

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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