

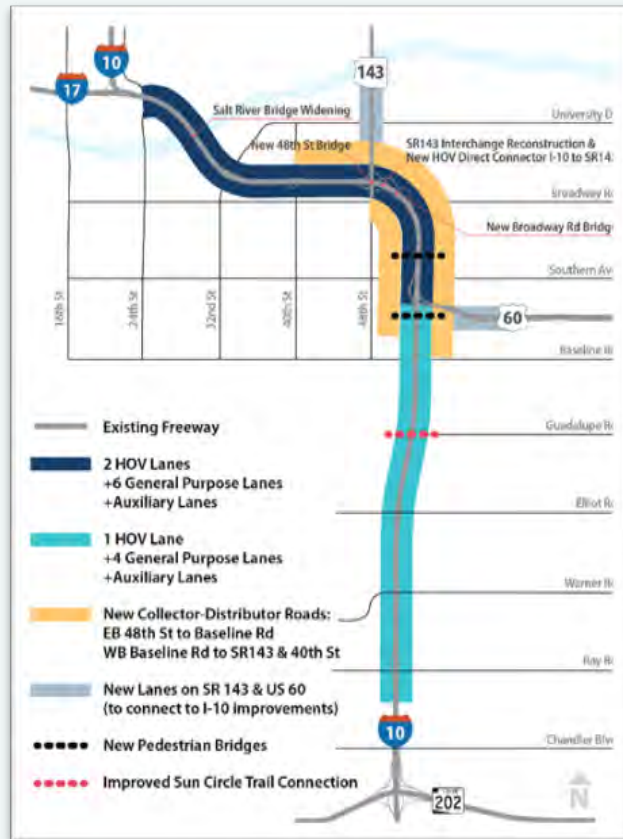
## Business Engagement and Compliance

### Keeping Your business #AheadOfTheCurve During the I-10 Broadway Curve Improvement Project

Disadvantaged Business Enterprise (DBE) companies looking to get involved in the I-10 Broadway Curve Improvement Project have had several opportunities to meet with the general contractor and find out what work will be available as the project is constructed over the next three years.

But making sure your employees and customers can get to your business is also vitally important. As the work begins, businesses of all types and sizes will need to know what to expect and how to get around the detours and other traffic restrictions needed in order to complete the \$776 million project.

Pre-construction activity began in late July with the removal of rubberized asphalt on I-10. This work is scheduled to continue along 11 miles of the freeway mainline between Loop 202 (Santan/South Mountain Freeway) and I-17 through September. This initial phase requires as many as six weekend closures of I-10 and two closures of US 60 between I-10 and Hardy Drive. Many other ramp and highway lane closures will be needed as the project continues, with completion scheduled in late 2024.



### Queen Creek Unveils Automated Procurement Bid System



### Be Bold and Grow Your Company



### SAME to Host Business Outreach Event

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



## NEWLY CERTIFIED DBE FIRMS:

- HOUSTON CHEM SAFE, INC. DBA HCS SUPPLIES
- 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

## Keeping Your business #AheadOfTheCurve During the I-10 Broadway Curve Improvement Project (Cont'd)

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To keep the community informed about the project and learn about available tools to help businesses navigate the challenges of major highway construction, the project developer, Broadway Curve Constructors (BCC) has created a website at [i10BroadwayCurve.com](https://www.i10broadwaycurve.com). There you can find out what work is scheduled. Be sure to visit the Business Outreach page, where you'll find the "[What to Expect During Construction](#)" guide that provides information and links to more than a dozen local agencies and organizations dedicated to providing advice and assistance to local businesses.

To get project traffic information sent right to your smart phone download the free mobile phone app, "The Curve," available for both iPhone and Android. You can also get project information

and traffic alerts sent to your email inbox by signing up on the website homepage. Scroll down to the lower right corner of the page and click on "[Subscribe for email updates](#)" and you'll have regular access to project construction and traffic updates, including detour routes, as soon as they become available. You can also connect to all of the Arizona Department of Transportation's social media sites which also provide information about I-10 Broadway Curve Project construction.

With all these tools available local companies should be able to keep their employees and customers well informed about construction and stay [#AheadOfTheCurve](#). •

## Queen Creek Unveils Automated Procurement Bid System

The **Town of Queen Creek Procurement Division** has partnered with **ProcureNow** and is excited to announce our transition from a modified paper-based bid solicitation process to a fully automated web-based **electronic bidding and vendor management system**.

To continue to receive bid notifications, users will want to check the Purchasing home page on the [website](#) and the [new e-Procurement Portal](#) located there.

The new e-Procurement Portal will allow prospective Vendors and Suppliers the ability to:

- Register to receive notifications of future opportunities by signing up for the new e-Procurement Portal and selecting the "Subscribe"

button to create an account.

- Follow along with updates to existing opportunities by finding the opportunity and clicking the "Follow" button. This will allow all interested bidders to receive amendments and addenda automatically.
- Submit questions and receive answers online regarding open bid opportunities.
- Use a guided process of responding electronically to bids to ensure your bids have been accurately completed.
- Receive timely support for bid questions.
- Have one location for all bid opportunities issued by the Town of Queen Creek.



There is no cost for vendors to register in ProcureNow.

ProcureNow will send users an email to activate their accounts. Users may subscribe to bids by navigating [here \(Procurement Portal\)](#) and clicking the "Subscribe" button. For more

information about how to register, please see the [help file](#).

Should you have any additional questions, please contact Regina Murella, 480-358-3176 or [regina.murella@queen-creekaz.gov](mailto:regina.murella@queen-creekaz.gov). ([Source](#))

## Be Bold and Grow Your Company

### 6 Strategies for Long-term Business Success

Growing your business is necessary for long-term business stability. Even with excellent service, you can lose clients to the die-hard competition, new companies entering your space, or technology advancements. Long-term employees who have helped you build your reputation will retire, or they may decide to open their own company.

The business landscape continuously evolves, and successful entrepreneurs know they must keep their eyes on the horizon.

Accepting that growth is a necessary business strategy, what is your plan for the next 12 to 24 months?

According to Tom McMakin and Jacob Parks in *Never Say Sell*, there are six models for business growth. Study these models, and start planning your growth strategy.

1. **More: Same work, same buyer.** This type of growth is the most common, and it is slow and steady. Just do more of the same. Keep providing excellent customer service, and look for opportunities to take on more tasks.
2. **Extend: Same work, different buyer.** This is a good strategy when you have mastered your services or have an excellent product. Ask your satisfied client for referrals in their departments or companies, as well as introductions to their peers in similar organizations.
3. **Expand: Different work, same buyer.** This growth initiative opens the door to provide opportunities for staff in other departments or offices. This expansion scenario works well when your employees are aware of other services or product lines, and open the door for a colleague to introduce themselves.
4. **Evolve. New work, same buyer.** You may have been testing a new service or product, and this is an opportunity to pilot a program with a client who already trusts you. Be sure to stay on top of schedule, quality, and budget so you do not jeopardize a good client relationship.
5. **Reach. Different work, different buyer.** This type of growth strategy works well when you have a strategic teaming arrangement or when you have undergone a merger or acquisition. The type of work is not entirely new, and you have identified likely users. Your broad reputation and relationships contribute to your opportunity to develop this strategy.
6. **Innovate. New work, different buyer.** This is the most aggressive growth strategy. You have a service or product that you have never delivered with a buyer who does not know you. This strategy requires significant analysis and understanding of the known risks, and preparation to respond to risks that you have not anticipated.

### Start thinking ahead

Dynamic companies always have a plan for long-term success. As you consider these six growth strategies, review your performance statistics, evaluate markets, review ever-changing regulations, talk with employees, consider teaming opportunities, and be mindful about your capacity for investment. Asking these questions will kick-start planning for 2022 and beyond:

- Do you have the financial resources to invest in new technology or equipment?
- Are you prepared to hire a recognized expert for new services?
- What is your capacity to invest resources without an instant return? Are you prepared for a long-term strategy?
- Do you have strategic teaming partners who might be interesting in sharing costs and risks?
- What is your long-term business transition plan? Are you approaching an ownership transition and does one of the strategies work exceptionally well?
- Do you have employees who are interested in new career opportunities and are willing to take on new responsibilities?

Successful entrepreneurs always keep their eyes on the horizon because they know that the business landscape is ever-evolving. They know they must change or die. A good growth strategy is like money in the bank. •



## SAME to Host Business Outreach Event

BY SOCIETY OF AMERICAN MILITARY ENGINEERS PHOENIX POST

The **Society of American Military Engineers Phoenix Post** will host an exciting (in person or virtual) **Small Business Outreach Event** featuring the **Luke AFB Horizons Annual Presentation** on Thursday, August 26th from 10am – 1pm at the **Hilton Garden Inn, Avondale**.

In addition to the highly anticipated annual LAFB Horizons Presentation, the **USACE LA District, Veterans Administration and Davis-Monthan Air Force Base** will join the association to give briefings on upcoming opportunities and the visions.

The Post looks forward to our economy getting back on track and our members and guests learning about government opportunities in the pipeline.

Speakers include:

- **Luke Air Force Base**, 56th Fighter Wing CONS/CC, 56th Fighter Wing CONS/CE
  - Lt Col **Elizabeth Romero**, Commander, 56th Contracting Squadron
  - Lt Col **Jeremy Kinne**, Commander, 56th Civil Engineer Squadron
- **Davis-Monthan Air Force Base** 355th Fighter Wing
  - Major **Brandon Reeves**, Commander, 355th Contracting Squadron
  - Lt Col **Rachel Hamlyn**, Commander, 355th Civil Engineer Squadron (invited)
  - **Nicholas Germanos**, Deputy Base Civil Engineer

Society of



American Military Engineers

- **US Department of Veterans Administration** – Network Contracting Office 22 Gilbert
  - **Sabrina Smith**, Regional Director NCO 22
  - **Lizette Fernandez**, Construction Branch Chief
- **US Army Corps of Engineers**, LA District

- **Rich Fontanilla**, Area Engineer, Arizona-Nevada Area Office
- **Eric Ravelli**, MSM Deputy, Office of Small Business Programs. ([Source](#))

### Business Engagement and Compliance



#### **\*\*ATTENTION TO ALL FIRMS\*\***

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

["Preparing DBE Affidavits"](#)



## AUGUST

- |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
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| <p><b>17</b> APWA: Saving a Structure<br/>- Innovations in Strengthening and Protection<br/>10:30am - 12:30pm<br/>Location: <i>Online Only</i></p> <p><b>18</b> ABA: Surety Financial Benchmarking<br/><b>How does your financial strength compare to your competitors</b><br/>8:00am - 10:00am<br/>Location: <i>2552 E. Erie Drive Tempe, AZ 85282</i></p> <p><b>22</b> 2021 Western States Planning Conference - 3 Day Event<br/>Location: <i>JW Marriott Camelback Resort &amp; Spa</i></p> <p><b>24</b> ACEC Arizona/City of Phoenix Liaison<br/>8:00am - 9:00am<br/>Location: <i>532 W. McDowell Rd Phoenix, AZ 85003</i></p> <p><b>26</b> Transportation YOU Arizona presents Elizabeth Fretheim, Nikola Motor Co.<br/>3:00pm - 4:00pm<br/>Location: <i>Online Only</i></p> | <p><b>26</b> SAME Phx Post - Small Business Outreach Featuring the LUKE AFB Horizons Annual Presentation<br/>9:30am - 1:00pm<br/>Location: <i>11460 W. Hilton Way Avondale, AZ 85323</i></p> <p><b>26</b> ASCE: Sustainability Presentation: Engineering for a Sustainable Future<br/>7:15am - 11:45am<br/>Location: <i>Online Only</i></p> <p><b>26</b> APWA: Cavasson Powerline Channel Design Evolution: Concept to Completion &amp; Underground Utility Coordination and Traffic Planning with Civil Information Modeling (CIM)<br/>10:30am - Noon<br/>Location: <i>Online Only</i></p> <p><b>31</b> LAI &amp; REAIC Fall Event<br/>3:30pm - 6:00pm<br/>Location: <i>5668 E. Orange Blossom Ln Phoenix, AZ 85018</i></p> |
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## 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	<a href="#">IFB</a>	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 <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
8/13/21 11am MST	\$4.9M	16.27%	GUA-0(205)T; T021201C	<a href="#">IFB</a>	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 <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
8/27/21 11am MST	\$25.6M	7.36%	260-B(213)A; H824501C	<a href="#">IFB</a>	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 <a href="mailto:ihossain@azdot.gov">ihossain@azdot.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)



# REGISTER TODAY FOR THE ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

The EXPO will bring together nearly  
20 speakers and more than 300  
attendees across two short days!

**2021** **NAVIGATING  
THE PATH AHEAD**  
August 18<sup>th</sup>-19<sup>th</sup> | 7am-10am



**JAN BOHN**  
Joint Venture Project  
Manager  
Pulice | FNF | Flatiron



**STEVE  
BOSCHEN**  
IDO Division Director  
ADOT



**GREGORY  
BYRES**  
Director of Multimodal  
Planning, ADOT



**MARKUS  
COLEMAN**  
Light Rail Administrator  
City of Phoenix

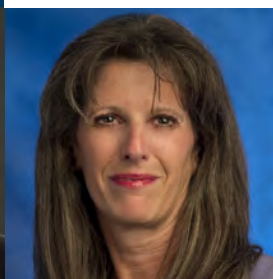
## FEATURED SPEAKERS



**JASON FANN**  
President, Chief  
Operating Officer  
Fann Contracting Inc.



**JESSE  
GUTIERREZ**  
Deputy Director  
Maricopa County Dept.  
of Transportation



**CANDACE  
HUFF**  
Acting Deputy Aviation  
Director  
City of Phoenix



**KINI  
KNUDSON PE**  
Director, Street  
Transportation Dept.  
City of Phoenix



**DR. VIVIEN  
LATTIBEAUDIERE**  
Employee & Business  
Development Administrator  
ADOT



**YVETTE  
LEDESMA**  
Director of Business Dev.  
Kiewit  
Infrastructure West



**DONALD  
MAYES**  
Deputy Director, EOD  
City of Phoenix



**BRANDON  
MOON**  
Project Director  
McCarthy Building  
Companies, Inc.



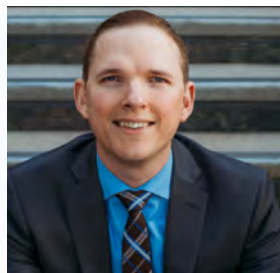
**ANDREW  
MOORE**  
Senior Estimator  
Hensel Phelps



**KARLA  
PETTY**  
AZ Division Administrator  
Federal Highway  
Administration



**NIKKI WEISS**  
President  
Falcon Contracting



**JEDIDIAH  
YOUNG**  
Procurement Manager,  
P3 & Design  
ADOT

**CLICK HERE** TO REGISTER or visit [adotdbeexpo.com](https://adotdbeexpo.com)

TO VIEW THE FULL PROGRAM, [CLICK HERE](#)

EVENT BROUGHT TO YOU BY:

**ADOT**



**City of Phoenix**

**FHWA**



**PHX**  
PHOENIX SKY HARBOR  
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**HENSEL PHELPS**

**KIEWIT INFRASTRUCTURE WEST**

**SUNDT CONSTRUCTION**

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TO VIEW THE FULL PROGRAM, [CLICK HERE](#)



# ADOT TASK FORCE 2021

## MEETING SCHEDULE

### JOINT DBE TASK FORCE MEETING:

**TUESDAY, OCTOBER 19<sup>th</sup> | 9:00am**

**Experience and Qualifications  
- Packaging your abilities to  
respond and bid**

**CLICK HERE TO REGISTER**

### JOINT DBE TASK FORCE WORKSHOP:

**TUESDAY, NOVEMBER 2<sup>nd</sup> | 9:00am**

**APDM Contracts – Understanding  
the process, tips and tricks to be  
successful on Design-Build, CMAR,  
JOC and on-call type contracts.**

**CLICK HERE**

**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.



SAVE THE DATE

# SHIFTING GEARS

**OCTOBER 26-27  
2021**

VIRTUAL CONFERENCE

The 2021 ADOT DBE and Small Business Conference revving up with transportation industry and small business opportunities!

JOIN US FOR:

Informative keynote speaker

Educational sessions

Agency, community partner, exhibitor, Prime, and small business networking

New and potential DBE Orientation

Prime panel discussion

Speed Appointments with buying agencies and Primes

**CLICK HERE TO BE NOTIFIED  
WHEN REGISTRATION OPENS**

<https://bit.ly/21ADOTConfRmndr>

**ADOT**