

Business Engagement and Compliance

ADOT Selects Final Pinal North-South Corridor Route

The Arizona Department of Transportation has selected a final 55-mile **North-South Corridor** through Pinal County as part of the **Final Tier 1 Environmental Impact Statement and Record of Decision**, which was released August 20th. The **Tier 1 EIS** identifies the selected corridor, which stretches from US 60 in Apache Junction to Interstate 10 in Eloy.

The study also incorporates a proposed extension of **State Route 24** from Ironwood Drive to the North-South Corridor. The Final Tier 1 EIS, conducted in accordance with the **National Environmental Policy Act**, incorporates changes based on comments received on the Draft Tier 1 EIS, which was released for public review and comment in October 2019, as well as updated analysis based on new information.

The purpose of the North-South Corridor study is to enhance the area's transportation network to accommodate the current and future population and employment growth, improving access to future development and other centers of activity, improving regional mobility, providing an alternative to and reducing congestion on Interstate 10, improving north-to-south connectivity and integrating the region's transportation network.



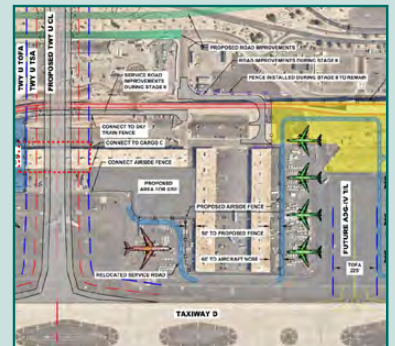
NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

NAIOP Arizona Panel Event Examines Labor Shortage



The Art and Science of Business Development



RFQs Issued for New \$220M Sky Harbor Taxiway

- COGSTONE RESOURCE MANAGEMENT, INC.
- QUEST PROJECT CONTROLS, INC.
- PRADOMAES INC.

- ▶ EVENTS
- ▶ OPPORTUNITIES
- ▶ EXTERNAL LINKS



NEWLY CERTIFIED DBE FIRMS:

ADOT Selects Final Pinal North-South Corridor Route (Cont'd)

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The public is invited to view the Final Tier 1 EIS/ROD by visiting the study website at azdot.gov/northsouthstudy. Hard copies are also available during normal business hours at the following repository locations:

- Eloy Santa Cruz Library, 1000 N. Main Street in Eloy. Phone: 520.466.3814
- Coolidge Public Library, 160 W. Central Avenue in Coolidge. Phone: 520.723.6030
- Florence Community Library, 778 N. Main Street in Florence. Phone: 520.868.7500

- Apache Junction Public Library, 1177 N. Idaho Road in Apache Junction. Phone: 480.474.8558

- Queen Creek Library, 21802 S. Ellsworth Road in Queen Creek. Phone 602.652.3000

Because the Record of Decision represents the final decision on the Tier 1 EIS, there is no formal review or comment period for the Final Tier 1 EIS.

Future Tier 2 environmental and engineering studies would need to be conducted to further refine the selected 1,500-foot North-South Corridor to identify a

recommended 400-foot wide freeway alignment, as well as the location of interchanges and other project features.

The Final Tier 1 EIS includes a proposed phased implementation plan for how the North-South Corridor will move forward into the Tier 2 studies as smaller segments of the corridor advance as separate, independent projects. These studies, which are not yet funded, would include additional analysis and more opportunities for public review and comment.

General comments or questions about the study can be submitted to ADOT through the following methods:

Online: azdot.gov/northsouthstudy

Email: northsouth@azdot.gov

Phone: 1.855.712.8530

Mail: c/o ADOT Communications – North-South Study, 1655 W. Jackson Street, Mail Drop 126F, Phoenix, AZ 85007

For information about the North-South Corridor Study, please visit azdot.gov/north-southstudy. (Source: ADOT)

NAIOP Arizona Panel Event Examines Labor Shortage

Panelists at a recent **NAIOP Arizona** event tackled the skilled labor shortage and discussed ways to find and keep needed talent.

Members included:

- **Brandon Milligan:** StrataTech Education Group,
- **Kevin Major:** CBRE,
- **Danielle Feroletto:** Small Giants, and

- **Mike Bontrager:** Alston Construction and Build Your Future Arizona.

- **James Murphy** of Willmeng Construction served as moderator.

Low pre-pandemic unemployment rates made securing labor difficult, and the uncertainty and wild social and economic vacillations during and afterward added to the problem, according to Major.

He predicted, however, the Phoenix area's in-migration rates should contribute to a stronger base of labor.

Panelists noted all market sectors are seeing increased demand and costs for labor, which is adding to the dearth of available workers in construction.

Bontrager noted the state could see a skilled labor shortage as deep as 240,000

positions by 2030. Build Your Future Arizona is working to raise awareness of the high pay and training opportunities for construction workers.

Training and other incentives, such as career mentoring, hiring bonuses and other programs that invest in employees long-term were touted as necessities for retention.

(Source: [Commercial Executive Magazine](#))

The Art and Science of Business Development

What It Really Takes to Win Work

Smart business owners work hard to build their businesses with great employees who serve clients well, project after project, year after year. Whether you call it sales or business development¹, generating income requires many soft and hard skills. In fact, some veterans call winning work both an art and a science.

Google's dictionary defines art as "the expression or application of human creative skill and imagination, typically in a visual form such as painting or sculpture, producing works to be appreciated primarily for their beauty or emotional power."

The same source defines science as "the intellectual and practical activity encompassing the systematic study of the structure and behavior of the physical and natural world through observation and experiment."

While we are not creating a beautiful piece of artwork, business development certainly takes skill and imagination to understand client needs and build trusting relationships. Winning a project is not necessarily formulaic, logical nor predictable.

Still, when firms follow best practices for information gathering and relationship building, they are likely to succeed.

Here are some art and science tactics that are likely to lead to project wins.

1. **Gather data.** Glean as much "scientific" information as you can about project opportunities, including funding mechanisms and availability, design and construction schedules, stakeholders, permitting processes and code compliance, regulatory constraints, and the project owner's financial stability and history of similar projects. This ADOT newsletter is a great source for project-specific data, and other resources include client websites, agency meeting minutes, media reports, and industry lead services.

When a project is just starting (some call it a "sniff in the air"), the information is less specific; the more a project develops, the more detailed the information becomes. Stay on top of sources to confirm data as it develops.

2. **Scan the environment.** What trends are you observing that could impact project success? Are there economic considerations that could impact the schedule or budget? What about material availability? Is the cost of fuel a factor? Is there adequate skilled labor that may be needed to finish the project on schedule? Are there seasonal considerations that may impact your ability to deliver the project?

This type of analysis can sometimes feel like looking into the crystal ball. The most successful business owners rely on their experience and gut, both science and art.

3. **Talk to industry partners.** Contact teaming partners, suppliers, vendors, and industry resources to learn more about client needs and preferences, in addition to project specifics. Be open to how client prefer to communicate, manage conflict, and handle concerns from the community. Remember you are constantly building

trust that you and your team and do the job well. While schedule, budget, and quality are always expected, are there other concerns that your company can address based on your experience or customer service approach?

Remember that people make decisions emotionally and justify rationally. How can you tap into the emotions of your clients?

The most successful business owners know that it takes a lot of fact-finding and intuition-confirming to win work. You may also be aware that no matter how hard you track information, you will never have every "i" dotted nor "t" crossed. You do the best with the information you have, and lean into your experience and gut to make good decisions to pursue projects, provide proposals, and submit bids.

You will not win every project, but you are likely to win more when you tap into the art and science of business development. •



RFQs Issued for New \$220M Sky Harbor Taxiway

The City of Phoenix recently issued two Requests for Qualifications for the design and construction of a new taxiway at the **Phoenix Sky Harbor International Airport**.

The first RFQ is for a consultant team to provide engineering services including assessment, design and possible construction administration service. The second RFQ is for a Construction Manager at Risk to provide preconstruction and full construction services.

The approximately \$220M project, called **New Crossfield Taxiway U**, “will extend from existing Taxiway D on the south airfield to Taxiway C on the north airfield and will accommodate Group VI aircraft,” according to the RFQ. “In addition to the taxiway, modifications to airfield pavement may be required where Taxiway U meets Taxiway D to provide for an indirect aircraft turning movement at Taxiway D.”

The project also includes the relocation of the Facilities and Services Complex yard and parking area, modifications to the West Air Cargo area, several roadway modifications and utility relocations.

The West Air Cargo modifications include the demolition of Cargo Building C, site paving and grading, parking lot modifications, construction of a new Ground Service Equipment storage area northeast of Cargo Building A, and more.

Roadway modifications include:

- Lowering east and westbound lanes at Sky Harbor Boulevard below the new taxiway and shifting lanes south.
- Lowering all three lanes at Buckeye Road below the new taxiway along the existing alignment as well as reconstructing and straighten the intersection at Buckeye Road and Sky Harbor Boulevard to improve traffic flow.
- Relocating about 1,500 linear feet of roadway at North Airside Service Road just north of sky Harbor Boulevard below to the new taxiway.

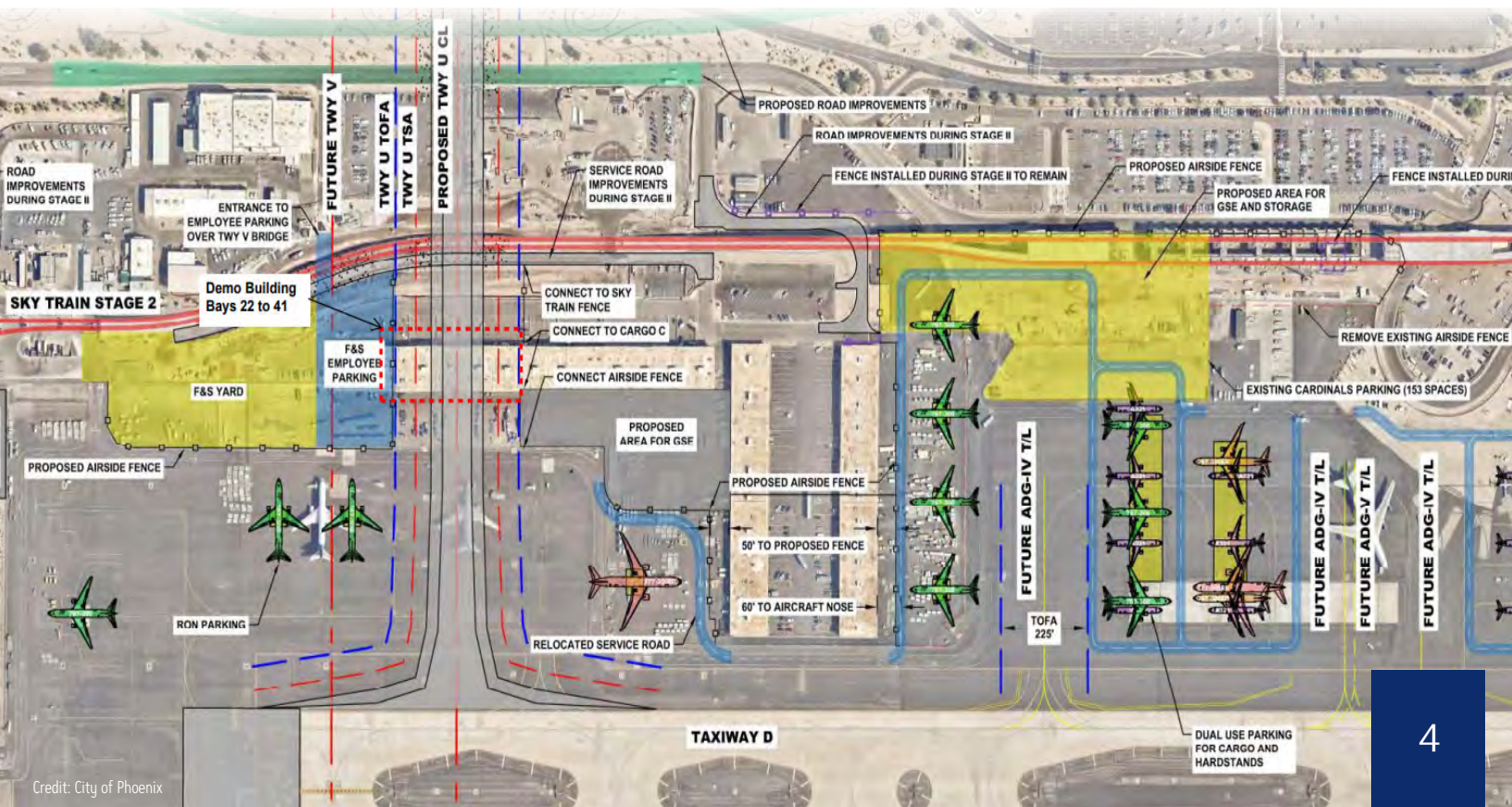
“Roadway modifications assume reconstruction will be done to accommodate Taxiway U and the future Taxiway V to eliminate the need for significant future roadway modifications for the eventual future construction of Taxiway V,” the

RFQ states. “The roadways will be crossed with a single continuous bridge structure for each taxiway that accommodates the roadway widths needed as well as space for utility corridors and incident management along the roadway shoulders.”

Important Information for Interested Firms

The RFQ states that the New Crossfield Taxiway U will use federal funds and is subject to the U.S. Department of Transportation’s Disadvantaged Business Enterprise Program. Submitting firms are required to meet DBE program requirements.

A virtual pre-submittal meeting will be held at 1:00 p.m. on Monday, Aug. 23 for both RFQs. All Statements of Qualification are due no later than noon on Friday, Sept. 10. The City of Phoenix plans to notify selected engineering firms for interview on Oct. 18 and selected CMAR firms for interview on Oct. 25. Interviews for both will take place on Nov. 1. Scope meetings are proposed for early December 2021. ([Source 1](#), [Source 2](#))



Business Engagement and Compliance



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

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

["Preparing DBE Affidavits"](#)



SEPTEMBER

- | | |
|--|--|
| <p>8 ASA AZ Webinar: OSHA in the First Year of the Biden Administration: What We Know and What to Expect
12:00pm - 1:00pm
Location: <i>Online Only</i></p> <p>9 ABA: Webinar Driving Positive Results for your PC Renewal in a Tough Insurance Marketplace
9:00am - 10:00am
Location: <i>Online Only</i></p> <p>14 BD Guild: Mixer with a Twist (Live Event!)
3:30pm - 5:00pm
Location: <i>Hensel Phelps</i>
3125 E. Wood Street, Ste 100
Phoenix, AZ 85040</p> <p>14 PMI: Emotional Intelligence for Maximum Performance
5:30pm - 7:30pm
Location: <i>Brother John's BBQ</i>
1801 N Stone Avenue
Tucson, AZ 85705</p> <p>21 ULI AZ: Explore and Tour the New Tempe Micro Estates
8:30am - 10:45am
Location: <i>Newtown CDC</i>
2106 W Apache Blvd. Ste 112
Tempe, AZ 85281</p> | <p>21 AZCREW: The Evolution of Healthcare and its Impact on CRE
11:30am - 1:00pm
Location: <i>Meet 24</i>
2398 E Camelback Road
1st Floor Meeting Room</p> <p>21 AZ Water Association: Water Into Wine
1:00pm
Location: <i>Su Vino Winery</i>
7330 E Main Street
Scottsdale, AZ 85251</p> <p>23 MPA: Cocktails & Connections – Interiors In Design & Shaw Contract
5:00pm - 7:00pm
Location: <i>1820 E River Road, Ste 104</i>
Tucson, AZ 85718</p> <p>28 CJE: Job Order Contracting (JOC) Certificate Program: Scholarship Class
7:30am - 4:30pm
Location: <i>485 W Vaughn Street</i>
Tempe, AZ 85283</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
9/16/21 1pm MST	\$1.5M- \$2M	10.34%	CP0671	IFB	City of Mesa - South Canal Shared-Use Path. The work consists of constructing a shared-use path along the South Canal from the consolidated canal to McKellips Road.	Stephanie Gishey, Engineering Department, at stephanie.gishey@mesaaz.gov
9/17/21 11am MST	\$6.2M	6.35%	040-C(224)T; F010701C	IFB	ADOT - Bridge Replacement, A-1 Mountain TI UP, Ashfork-Flagstaff Hwy (I-40). The work consists of removing the existing bridge at A-1 Mountain & constructing a new bridge with 2-single span box beams on a Geosynthetic-Reinforced Soil-Integrated Bridge System, including milling & replacing asphaltic concrete, replacing guardrail & constructing bridge barrier transitions.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
11/5/21 11am MST REVISED	\$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
12/3/21 11am MST	\$21.7M	9.17%	010-E(230)T; F021201C	IFB	ADOT - Pavement Rehabilitation, Tucson-Benson Hwy (I-10): Ajo Way to MP 272. The work consists of pavement rehabilitation & bridge repair, including milling & replacing existing pavement along the mainline & shoulders; constructing guardrail, concrete barrier & bridge deck repair, installing conduits, traffic signs, pavement marking, & highway lighting.	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, OCTOBER 19th | 9:00am

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

[CLICK HERE](#) TO REGISTER

JOINT DBE TASK FORCE WORKSHOP:

TUESDAY, NOVEMBER 2nd | 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

**DECEMBER 7-8
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