

## Business Engagement and Compliance

### ADOT Picks Likely I-17 JV Group

Following a comprehensive procurement process, the **Arizona Department of Transportation** has entered into negotiations with the apparent preferred developer to design, construct, operate and maintain improvements to **Interstate 17 between Anthem Way and Sunset Point**, a major stretch of highway that sees more than one million travelers every year.

After an extensive review process, **Kiewit-Fann Joint Venture** has been selected as the preferred developer. Key members of the development team include **Kiewit Infrastructure West Co.; Fann Contracting Inc.; Kiewit Engineering Group Inc.; DBI Services LLC; CONSOR Engineers LLC dba Apex Design; T.Y. Lin International; Lee Engineering; Terracon Consultants Inc.; Wheat Design Group, Inc.; Y2K Engineering; and Pinyon Environmental Inc.**

This project will improve 23 miles of I-17, including 15 miles of roadway widening, two bridge replacements, one bridge deck replacement, 10 bridge widenings, and the installation of an eight-mile flex lane system – a new feature for Arizona’s highway system. Flex lanes are proven technology to help reduce congestion on I-17 during peak travel times and allow for traffic movement during emergency situations.



### MOMENTUM Provides Roadmap for Future Transportation Investment



### Nine Tips to Develop a Marketing Budget



### DBE Spotlight: Mil Geospatial, LLC

## NEWLY CERTIFIED DBE FIRMS:

- Dynamic Preconstruction Services LLC
- KD Enterprise LLC
- Five23 Group, Inc. dba Lumenor Consulting Group, Inc.
- Spartan Reinforcing, LLC
- Goldwings Supply Service, Inc.
- GarrisonWalker Group, INC.
- Reekruter

- EVENTS
- OPPORTUNITIES
- EXTERNAL LINKS

## ADOT Picks Likely I-17 JV Group (Cont'd)

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ADOT sought proposals from qualified developer teams interested in reconstructing the 23-mile section of this key commerce corridor. Three finalists were selected earlier this year to advance through the selection process. All three finalists were encouraged to use innovation and develop alternative concepts to deliver the best possible design, construction, operation and maintenance strategy for the project.

The final cost will be determined after extensive contract negotiations.

ADOT has begun contract negotiations, and, pending a final contract, anticipates design and construction will begin in 2022. Construction is expected to take approximately three years. Construction crews are aiming to minimize impacts to the traveling public while work is underway.

The I-17 flex lanes will operate as a separate, two-lane roadway carrying one direction of traffic at a time depending on the greatest need along the steep, winding eight miles between Black

Canyon City and Sunset Point. The flex lanes will be next to, but physically separated from southbound I-17 using concrete barriers. Access to the flex-lane entrances will be controlled by gates.

In February, Governor Ducey announced \$40 million in funding for the I-17 project from higher-than-anticipated revenue amid Arizona's strong economic recovery and federal COVID-relief funds. Additional project funding sources include \$130 million of state highway funds

appropriated by the state legislature in 2019; a \$90 million **Infrastructure for Rebuilding America** grant; \$50 million programmed by the **Maricopa Association of Governments** for the Maricopa County portion of this project; and \$52.3 million from federal aid with matching state highway funds.

For more information about this project, visit [azdot.gov/i17-anthem-way-to-sunset-point](https://azdot.gov/i17-anthem-way-to-sunset-point). (ADOT)



# DBE

# +

# SBC

# EVENT



The DBE/SBC Resource Center is available for firms that are looking for instructive guidance for bidding work, technical assistance with prompt payment and certified payroll reporting requirements and most other questions regarding working under the I-10 Broadway Curve Agreement.

THE APPOINTMENTS WILL BE AVAILABLE ONCE WEEKLY FOR 60 MINUTES IN 20-MINUTE INCREMENTS.

DUE TO THE COVID 19 PROTOCOLS THAT ARE CURRENTLY IN PLACE AT THE CO-LOCATED OFFICES, THESE SESSIONS WITH PFF JV STAFF WILL BE CONDUCTED VIA VIRTUAL PLATFORM OR CONFERENCE CALLS.

SUBCONTRACTORS MAY SCHEDULE AN APPOINTMENT BY SENDING THEIR AREAS OF INTEREST TO [RMOORE@PFFJV.COM](mailto:RMOORE@PFFJV.COM)

### MONDAY MORNING APPOINTMENTS:

7:20/7:45/8:10 - OCTOBER 4, 11, 18, 25

### MONDAY MORNING APPOINTMENTS:

7:20/7:45/8:10 - NOVEMBER 1, 8, 15

### MONDAY MORNING APPOINTMENTS:

7:20/7:45/8:10 - DECEMBER 6, 13

# MOMENTUM Provides Roadmap for Future Transportation Investment

Extension of current half-cent sales tax may be presented to voters as early as November 2022

The **Maricopa Association of Governments**, the Regional Transportation Planning Authority, has released its draft **Regional Transportation Plan** and associated **Transportation Improvement Program**. Taken together, the documents provide both a long-term vision for transportation planning in the region, as well as a short-term discrete list of funded projects to be implemented in the next few years.

Central to funding the long-range plan is a 25-year extension of the current half-cent sales tax levied in Maricopa County. That existing tax has been in place for since 1985 and has provided critical funding for massive investment in public assets such as light rail and improvements to the freeway system.

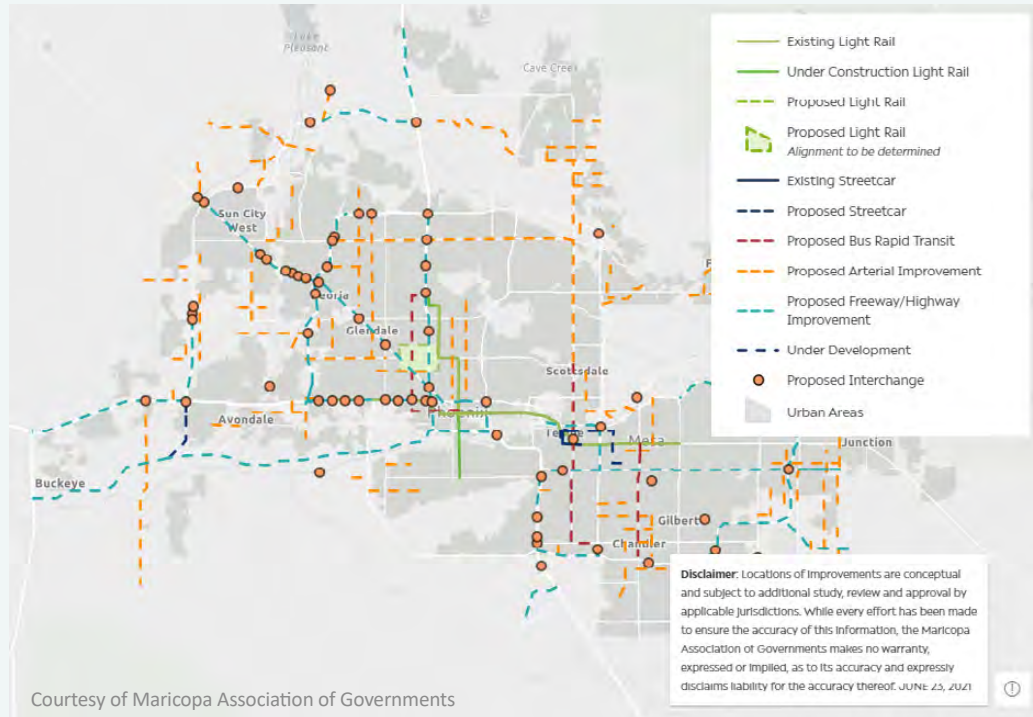
Currently known as **Prop 400**, this tax is set to expire on Dec. 31, 2025. **MAG** and its 32 agency members have unanimously approved a plan that would ask voters to extend the current half-cent sales tax as early as November 2022, enabling long-range planning efforts to continue past the sunset of the current measure.

## Transportation Planning Incorporates Locally Funded Projects

MAG serves as the region's transportation planning and programming entity, also responsible for funding and policy decisions on behalf of the 32 member agencies. MAG relies on its implementing agencies for procurement and delivery of regionally significant transportation projects.

For example:

- **ADOT** procures, designs, and constructs delivers highway and freeway projects.
- **Valley Metro** procures, designs, and constructs light rail and streetcar projects.
- Cities, towns, counties and Native nations within MAG procure, design, and construct arterial roadway projects.



Part of MAG's planning responsibilities involves layering in projects that are entirely locally funded – or funded from a combination of local, state and federal funds – into a single long-range plan. The intent of the RTP is to provide one comprehensive document that identifies all regionally significant transportation projects.

## Next Steps – Legislation Enabling Ballot Measure

The proposed **MOMENTUM** investment plan was unanimously supported by all 32 member agencies in June 2021. According to **Audra Koester Thomas**, transportation planning program manager for MAG, this unanimous support reinforces the vision of the member agencies that transportation investment is good for all residents in the region and the half-cent sales tax is justified. The investments in transportation made since the beginning of **Prop 300** back in 1985 have benefited residents and businesses in the region

The **MOMENTUM 2050** website provides a great interactive map of projects proposed for 2026-2050 and can be found [here](#).

and state of Arizona, and the support of a plan for new investments out to the year 2050 validates the approach for continued regional investment.

MAG is planning to take the next step of requesting approval from the state legislature to enable MAG to present the extension of the half-cent sales tax measure to Maricopa County voters. This legislative approval will be sought in early 2022. If successful, voters in Maricopa County will see a question on the ballot in November 2022 to again extend the existing half-cent sales tax measure for another 25 years.





## MOMENTUM Provides Roadmap for Future Transportation Investment

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### Transportation Needs Still Exceed Available Funding

As part of the RTP planning process, MAG member agencies set out to determine the relevance and general need for funding transportation projects. Members proposed a list of more than 1,400 projects, programs and transportation ideas that would benefit residents if funding were made available. MAG was then tasked with evaluating the list against a performance-based process as required by federal and state law.

When evaluated, a funding deficit of more than \$90B in needs was revealed, according to Koester Thomas, emphasizing the growing transportation demands of the region. She went on to describe that, in a fiscally constrained environment, tough choices must be made. Projects were grouped together, some were eliminated based on expected performance, and eventually a discrete list of approximately 300 projects and programs were identified and proposed for funding.

Drafts of MAG's long-range RTP and short-range Transportation Improvement Program can be found [here](#). MAG has also built a website dedicated to educating the public about future transportation planning called MOMENTUM, and it can be found [here](#).



Courtesy of Maricopa Association of Governments



Courtesy of Maricopa Association of Governments



## It's That Time of Year Again

### Nine Tips to Develop a Marketing Budget for Long-term Success

The Labor Day barbeque is all cleaned up. Kids are back in school. There is a hint of fall in the morning air. Your favorite Halloween candies are starting to appear on store shelves.

It must be time to start planning your next year's marketing budget.

Are you forehead slapping in agony or fist pumping in excitement?

Here are nine tips to make the budget planning process go a little smoother this year:

- 1. Look back at the last two to three years and identify what you have spent on marketing,** which would include proposals, conferences attended, trade shows attended, networking events (golf, mixers, etc.), sponsorships, website fees, branding/graphic design fees, apparel (not uniforms), entertainment (meals, events, etc.), organizational memberships and dues, and other items that you have determined to be marketing expenses.
- 2. Take a minute to understand what you did.** Can you track gaining new clients or making great connections to these costs? What seems to have been a waste of money? Would you invest in the same activities next year? What other activities would you prefer to attend because you think they are better investments in your time and dollars? This is a good time to look ahead and determine next year's activities and events. Ask your advisors, teaming partners, suppliers, and industry connections for their recommendations for the most productive events and activities.
- 3. What are your revenue goals for next year?** Break the big number into detail by client, market/industry, location, or service. Notice that not all revenue target dollars are equal, and that different marketing tactics will be necessary for different segments.
- 4. Identify current or long-term clients vs. new clients.** It takes more effort, dollars, and time to bring in new clients, services, geographies, etc. When you have not yet built a strong position in the marketplace, you must allocate more dollars to build your name recognition and invest in more focused events to build rapport with prospects. Remember the rule of thumb that it takes five to six times more effort to get a new client than to retain an old one. Budget accordingly.
- 5. Determine how much you want to spend.** When you know what you spent in the past, you have a good idea of what your next budget could include. Historical budgeting is when you create next year's expenses based on what you have done in the past. The problem is, it does not allow for new programs and initiatives, and just because you spent money in the past does not mean it was a good investment.
- 6. Another budget strategy is to wipe the slate clean.** Determine what you want to budget based on anticipated revenue. (Reviewing previous years' actual amounts spent will give you a good idea of the percentage to allocate this year.) Be aware that new clients, new offices, new geographies, and expanding your services require more marketing dollars and effort, so be sure to expand the budget if you are looking to grow.
- 7. Build the budget.** List the line item activities and events that you are focused on, and then allocate how much you plan to spend on each. Be realistic, not stingy. Be as thorough with the line items and allocations as you can. Identify **when** you anticipate making major expenditures (such as a new website, special event, or apparel); if you run into weak revenue performance, can you shift the expenditure to a future month or quarter? This budget is an estimate of your costs, and you do not need to be precise in your research and planning. Each month, check back to what you had allocated for marketing expenses, and evaluate if the actual number was close enough for you to have confidence that your estimate was realistic. Remember to add items that popped up and were not expected. In the future, you will be better prepared to plan ahead for these types of expenses.
- 8. Allow for the unexpected.** Consider three budget scenarios: realistic, optimistic, and pessimistic, so you have some cushion. Realistic is your absolute best estimate of costs, based on your research and intuition. An optimistic budget would be to add some dollars that you could spend if your revenue performance is better than expected. A pessimistic budget would include identifying costs that you determine are not necessary in case your revenue is not going as well as expected.
- 9. Evaluate marketing effectiveness based on outcomes.** While not every expenditure will lead to a new client or a project win, you will build important insights when you take time to reflect and evaluate on a quarterly basis. This timeframe also allows you to adjust and adapt to unplanned expenditures and unanticipated opportunities.

Business owners who take time to develop marketing budgets will build more consistent revenue streams because they are allocating the necessary resources that help them build awareness, identify opportunities, develop relationships, and secure profitable work. It is better to spend money that you have anticipated rather than respond to every opportunity or request that comes across your desk.

Good budgeting truly is money in the bank.

# DBE SPOTLIGHT

## MIL GEOSPATIAL

313 North Gilbert Road, Ste. 300 - Gilbert, AZ 85234

Certifications:  
**DBE/SBE**



We have extensive experience providing on-call GIS services to our diverse clientele.

### PROJECT HIGHLIGHT:

#### ADOT Technical Services & Roadway Characteristics Inventory (RCI) GIS Database

As a sub-consultant, Mil Geospatial LLC provides professional GIS services to the Arizona Department of Transportation (ADOT) in support of completion of their Roadway Characteristics Inventory (RCI) GIS database, which is an integral component of the state's annual federal reporting process.

##### Main tasks include:

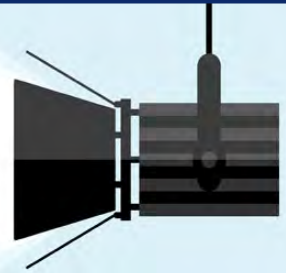
- RCI data extraction tasks for assigned roadway characteristics, such as number of lanes and pavement characteristics
- Asset management and QA/QC of extracted data
- Support tasks related to FHWA's Highway Performance Monitoring System (HMPS) reporting
- Ongoing documentation of Linear Referencing System (LRS) rules, methods, best practices, and workflows used throughout the extraction process
- Aiding in enhancement of extraction methodologies

### COMPANY DESCRIPTION:

Mil Geospatial LLC, is a GIS consulting firm, recognized as a small business and a minority owned enterprise located in Phoenix, Arizona. We work closely with both private and public sector clients offering a full spectrum of GIS services, either as the primary firm or a sub-consultant. Our mission is to maximize our clients return on investments on GIS data and technology. Mil Geospatial believes in and prides itself on building and maintaining long term client relationships by providing outstanding customer service and high-quality GIS solutions at a reasonable rate.

### WANT TO HAVE YOUR FIRM HIGHLIGHTED HERE?

Reach out to Communications Consultant Rebekah Morris at [rmorris@azbex.com](mailto:rmorris@azbex.com) or call 480-709-4190 for more information.



### MEET THE PRESIDENT/OWNER



**PRIYANKA MILLER, GISP**

**480.988.6363**

[pmiller@milgeospatial.com](mailto:pmiller@milgeospatial.com)





### Business Engagement and Compliance

 ADOT/BECO  Other Associations

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

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

["Preparing DBE Affidavits"](#)



#### JOINT DBE TASK FORCE MEETING:

**TUESDAY, OCT. 19 | 9 a.m.**

Alternative Project Delivery Methods  
– Overview and Public Agency  
Perspective

[CLICK HERE TO REGISTER](#)

#### JOINT DBE TASK FORCE WORKSHOP:

**TUESDAY, NOV. 2 | 9 a.m.**

Subcontracting & Sub-Consulting  
Opportunities on APDM Contracts –  
Understanding how subcontractors  
and sub-consultants  
opportunities change on APDM  
contracts and how to be successful  
in these pursuits.

[CLICK HERE  
TO REGISTER](#)

## OCTOBER

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|---|---|
| <p><b>7</b> <b>Local First: Social Media Strategies for Small Businesses</b><br/>12 p.m. - 1 p.m.<br/>Location: <i>Online Only</i></p> <p><b>7</b> <b>NAIOP: Developing Leaders Rookies and Rockstars</b><br/>6 p.m.<br/>Location: <i>2400 E. Missouri Ave. Phoenix, AZ 85016</i></p> <p><b>12</b> <b>Shaping the Workplace: Consumer/Generational Insights, Behavioral Predictions and Forecasts</b><br/>11 a.m.<br/>Location: <i>Online Only</i></p> <p><b>15</b> <b>GOLF-TOBERFEST Benefiting ABA/AGC Apprenticeship Programs</b><br/>Registration: 7:30 a.m.   Start: 8:30 a.m.<br/>Location: <i>Talking Stick Resort</i></p> <p><b>16</b> <b>PMI - PDD 2021: Ty Chang Professional Development Day - Servant Leadership through Team Empowerment</b><br/>8:15 a.m. - 12:30 p.m.<br/>Location: <i>Online Only</i></p> <p><b>16</b> <b>SAME Phoenix Post Centennial Celebration Casino Night</b><br/>6 p.m. - 11 p.m.<br/>Location: <i>Luxury Backyard 8313 E. Sharon Dr. Scottsdale, AZ 85260</i></p> | <p><b>20</b> <b>ASA Halloween Mixer</b><br/>4:30 p.m. - 7 p.m.<br/>Location: <i>Aunt Chiladas 7330 N. Dreamy Draw Dr. Phoenix, AZ 85020</i></p> <p><b>20</b> <b>IFMA: Southwest Buildings &amp; Facilities Management Show And Conference</b><br/>4:30 p.m. - 7 p.m.<br/>Location: <i>Phoenix Convention Center - 100 N. 3rd St. Phoenix, AZ 85004</i></p> <p><b>21</b> <b>LAI: Building Construction Standards</b><br/>11:30 a.m. - 12:30 p.m.<br/>Location: <i>Online Only</i></p> <p><b>27</b> <b>SMPS: Pre-Conference Learning Labs Presented By Dovetail Designs</b><br/>8 a.m. - 5 p.m.<br/>Location: <i>Loews Ventana Canyon Resort, 7000 N. Resort Dr. Tucson, AZ 85750</i></p> <p><b>28</b> <b>Green Chamber: Community Networking With Breakout Sessions</b><br/>5 p.m. - 6 p.m.<br/>Location: <i>Online Only</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   |
|-----------------------------------|-------------------|----------|-------------------------------|---------------------|---|---|
| 11/5/21<br>11 a.m. MST<br>REVISED | \$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> |
| 12/3/21<br>11 a.m. MST            | \$21.7M           | 9.17%    | 010-E(230)T; F021201C         | <a href="#">IFB</a> | 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 <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)

[www.azdot.gov/beco](http://www.azdot.gov/beco)



# ADOT TASK FORCE 2021

## MEETING SCHEDULE

### JOINT DBE TASK FORCE MEETING:

**TUESDAY, OCT. 19 | 9 a.m.**

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– Overview and Public Agency  
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**CLICK HERE TO REGISTER**

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Opportunities on APDM Contracts –  
Understanding how subcontractors  
and sub-consultants  
opportunities change on APDM  
contracts and how to be successful  
in these pursuits.**

**CLICK HERE  
TO REGISTER**

**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**