

Business Engagement and Compliance

Full Funding Advances for NW Extension II

BY VALLEY METRO

Federal and local leaders are pleased to see the \$158M **Capital Investment Grant** for **Valley Metro's Northwest Light Rail Extension Phase II** advance to **Congress** for review. This highly competitive grant will complete the funding necessary for this project, with the final grant signing anticipated in early November.

The 1.6-mile extension will connect the current end-of-line located at 19th Avenue and Dunlap to Metrocenter Mall at approximately 29th Avenue and Dunlap. The extension is unique: it will reach its destination via a bridge over the Interstate 17 highway and terminate at the region's first elevated light rail station

platform. The project also includes three transit stations, a multi-modal transit center, a parking garage and extensive public art.

USDOT's announcement means a \$158M Capital Investment Grant will be dedicated to the project. Total cost of the NWE II is \$401M and includes \$213M in local **Transportation 2050** monies; \$30M from regional transportation sales tax funds; and the \$158M federal grant in the pipeline.

Work on the Northwest Light Rail Extension Phase II is expected to be complete in 2024. ([Source](#))



NEWLY CERTIFIED DBE FIRMS:

- G & G Janco Enterprises, LLC dba Janco Janitorial
- C National Security LLC
- Synergy Development Limited
- Western Sky HotShots LLC



Tips to Make Your Client Gifts Memorable



Scottsdale Seeks Transportation Plan Feedback



OSHA Trying to Address Heat Rules



Spotlight on Arizona DBE Firms at National AASHTO Conference

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

Tips to Make Your Client Gifts Memorable

The holidays are coming, and it is time to start thinking about your strategy and tactics to appreciate clients and even employees.

1. **Make sure your clients can accept gifts.** Many public entities have strict “no gift” policies, and you need to be aware of perceptions and consequences. You can check out their websites, contact procurement specialists, and ask your client contact about their policies. Find out if there is a dollar limit for gifts.
2. **Conduct market research.** Ask your clients and contacts what types of gifts they like the most. Some people may prefer a desk or office item, and others prefer something that can be shared with their employees. Ask clients if there are any allergies or dietary considerations if they like food items.
3. **Check your budget.** Do you allocate resources for client gifts? What have you spent in the past? How much do you want to spend in total, and per client? Do you have the financial strength for gifts to many clients, or should you consider a more expensive gift to a few VIPs? (And while you are reviewing the budget, consider your employees, and how much you want to spend on them.)
4. **Get your mailing list in order.** Whether you send a gift to every client or have a select group, start confirming their delivery location and confirm the quantity if you are giving an office gift. Work with your client service and sales teams to make sure you have the correct names and addresses. It is not unusual that the holiday gift address list has not been updated with the most current addresses, especially if you missed 2020.
5. **Start noticing gift ideas.** Do not feel compelled to do the same thing you have always done in the past. If you need to think outside the gift box, then do so. Then again, if your items has a “collector item” or annual theme, then be sure to continue the tradition and keep up the quality and meaning. Long-time clients can be very sentimental and enjoy collecting your annual gift; it shows them that you have valued their business over the years and builds their trust even more.
6. **Brainstorm charity ideas.** Make a charitable contribution on behalf of your clients and let them know in a holiday card, letter, or email. Run a campaign and let your clients choose the charity or charities for your donation. Encourage your employees to volunteer at a holiday event in honor of your customers, and share photos in social media and your website. Consider November and December national campaigns and traditions for your client appreciation activities, such as Thanksgiving, Small Business Saturday, Cyber Monday, or Giving Tuesday.
7. **Check out local companies.** When you purchase gifts made by local businesses, you are helping your own community and your clients are likely to appreciate your heartfelt support. Consider gift baskets or combinations of locally-sourced items when you want to spend a little more on clients. Make provisions to pick up items or have them delivered in enough time for your gift delivery schedule.

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Tips to Make Your Client Gifts Memorable (Cont'd)



8. **Check out online suppliers.** The holiday season in 2021 may face shortages and delays, so order early, and have backup plans for alternative items should your preferences get delayed or go out of stock. Keep track of shipping notifications as well as shipping costs.
 9. **Stop looking and make the order.** Give yourself a time limit for looking, and set a date to make the order. Be sure to check and double check the quantity needed vs. ordered and item cost vs. special fees (customization, packaging, shipping, etc.) It is easy for little details to fall through the cracks, which can cost you valuable dollars and time.
 10. **Prepare your team for any hands-on packaging or delivery well before your drop-dead delivery date.** Make sure you have adequate staff to organize all the pieces to get the packages ready for mailing or delivery. You may need to clear out a conference room or find space in the warehouse for the gifts. Do not wait until items arrive at your office to discover that you do not have enough space for your team to work.
 11. **Celebrate your clients as you prepare their gifts for delivery.** This is a good time for your employees to share what they like about your clients, and brainstorm ideas about how you can improve your service in the new year. Provide snacks, play music, and make the gift-prepping activities festive.
 12. **Deliver the gifts.** Appreciating clients with gifts should be a fun and uplifting experience. Avoid just dropping the gift and running to the next client. Spend time with them, thank them for their business, be curious about their holiday events, and enjoy their conversation and company.
 13. **Rinse and repeat for your employees.** Use the same process when you plan for employee gifts. Review the budget, order early, enjoy the packaging, spend time with them, and show your appreciation.
- Rather than approach holiday gift-giving activities with a Scrooge or Grinch attitude, start now to make the activity joyful as well as meaningful. With a little bit of planning, you can be a happy giver. •

Scottsdale Seeks Transportation Plan Feedback

The City of Scottsdale has invited residents, local workers, and business owners to take part in an online public process to provide feedback on the draft **2021 Transportation Action Plan**.

The plan will serve as a guiding document for transportation efforts over the next 10 years.

Feedback will be accepted through October 31st.

Users can start their research and commenting by going [here](#).

The first round of feedback was compiled by staff and delivered to the **Transportation Commission** at a meeting last month. ([Source](#))



OSHA Trying to Address Heat Rules

Last month, the **Biden Administration** announced new regulations aimed at protecting workers from heat-related illnesses.



The **Occupational Safety and Health Administration** will launch a process to create rules for a workplace heat standard. OSHA will also create enforcement policies for heat hazard, develop a program for inspections and create a working group to coordinate with officials at the state and federal levels.

The new interventions will go into effect when the heat index meets or exceeds 80 degrees. ([Source](#))

Spotlight on Arizona DBE Firms at National AASHTO Conference

Recently ADOT DBE Supportive Services Program Manager Francesca Martin and **Acting Administrator Employee and Business Development**, Tina Samartinian hosted a DBE Panel discussion during the AASHTO CR Conference titled ***DBE Program Perspective: Sharing Challenges, Benefits, Successes, and Needs.***

We thank the following firms and participants for their valuable knowledge they shared.

DBE Panel Members :

- Patti Tellez Olds, Owner, Kuniklo Corporation
- Ignacio Malave, Owner, Saturn Concrete Construction
- Nedra Eldridge, Owner, Eldridge Construction Management
- Michia Casebier, Owner, M.G. Tech-Writing LLC
- TC Fish, Owner, Civil Solutions Engineering & Management, LLC
- Desiree Fish, Owner, Civil Solutions Engineering & Management, LLC



**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

MONDAY MORNING APPOINTMENTS:

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

MONDAY MORNING APPOINTMENTS:

7:20/7:45/8:10 – NOV. 1, 8, 15 **MONDAY**

MORNING APPOINTMENTS:

7:20/7:45/8:10 - DEC. 6, 13

Business Engagement and Compliance



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

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

["Preparing DBE Affidavits"](#)



NOVEMBER

- | | |
|---|---|
| <p>9 ASPE: Structural Steel: An Industry Overview and Economic Forecast
4 p.m. - 6 p.m.
Location: <i>Aunt Chiladas - 7330 N. Dreamy Draw Dr., Phoenix, AZ 85020</i></p> | <p>16 AAED: Member Infocus Featuring Denise McClafferty
10 a.m.
Location: <i>Online Only</i></p> |
| <p>10 SMPS: Creativity Bootcamp
10 a.m. - 12 p.m.
Location: <i>D.P. Electric - 2210 S. Roosevelt St., Tempe, AZ 85282</i></p> | <p>16 ACEC: Arizona/Maricopa County Liaison
8 a.m. - 9 a.m.
Location: <i>532 W. McDowell Road, Phoenix, AZ 85003</i></p> |
| <p>10 NAIOP: Why Arizona? AV & EV Development in the SouthWest
8:30 a.m. - 10:30 a.m.
Location: <i>2398 E Camelback Road, Suite 180, Phoenix, AZ 85016</i></p> | <p>17 AZ Water Association: Merging Process Measurement Solutions in the Water and Wastewater Industry
12 p.m.
Location: <i>Online Only</i></p> |
| <p>10 ASA AZ: Health and Safety: Jessie Attencio and the AAMPP Program
10 a.m. - 11 a.m.
Location: <i>Online Only</i></p> | <p>17 BOMA: Educational Seminar - Mental Health Awareness
11:30 a.m. - 1 p.m.
Location: <i>Online Only</i></p> |
| <p>12 AIA Awards Gala 2021
5:30 p.m. - 11 p.m.
Location: <i>1625 N. Central Ave., Phoenix, AZ 85004</i></p> | <p>18 CCIM: Par-Tee on the Green Networking Event
10 a.m. - 3 p.m.
Location: <i>Papago Golf Course 5595 E. Karsten Way, Phoenix, AZ 85008</i></p> |

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 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 2pm	<\$500K	11.94%	2022-006	IFB	ADOT - On-Call Project Development, Infrastructure Delivery & Operations Division Project Management Group, Statewide.	Engineering Consultants Section at ECSSOQ@azdot.gov
12/3/21 11 a.m. MST	\$21.7M	9.17%	010-E(230)T; F021201C	IFB	ADOT - Pavement Rehabilitation, Tucson-Benson Hwy (I-10): Ajo Way to milepost 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 St., Suite 101, Phoenix AZ

602.712.7761

DBESupportiveServices@azdot.gov

www.azdot.gov/beco



REGISTRATION IS OPEN!

The 2021 ADOT DBE and Small Business Conference is gearing up with transportation industry opportunities for small businesses.

- Shift your mindset and business into high gear in eight interactive and educational breakout sessions
- Accelerate your sales efforts during two afternoons of online Speed Appointments with representatives from buying agencies and Primes
- Hear our powerful keynote speaker share ideas on how to get out of neutral
- Celebrate industry champions and Business Development Program graduates during our awards presentation
- Learn how to expand your business with neighboring states
- Visit our virtual exhibit hall to meet representatives from buying agencies, Primes, government assistance organizations and more
- Join a special session on future opportunities

**Attend this virtual conference with your entire team
and help us set a new attendance record!**

REGISTER TODAY!

**Don't forget! Annual award nominations are open until 11/19
NOMINATE A FIRM TODAY**

Now Recruiting for 2021 Fall Cohort

BONDING AND CONTRACTING EDUCATION PROGRAM

SPACE IS LIMITED!

ABOUT

This is a 5-workshop series program designed to prepare a cohort of California-based disadvantaged business enterprises in the transportation and construction industries to obtain bond and learn best practices to compete for government contracts. This is a live VIRTUAL and interactive program.

PROGRAM BENEFITS

- Sessions are taught by subject matter experts with bonding, accounting, finance, workplace safety and contracting experience
- Receive updates on available/upcoming contracting opportunities
- 1:1 consultation with a U.S. SBA approved bond agent on current bonding eligibility
- Ongoing support and resources after program completion
- Obtain a Certificate of Completion from U.S. Department of Transportation

PROGRAM ELIGIBILITY

To see if your business is eligible to participate, please click on this link [HERE](#).

2021 FALL PROGRAM SCHEDULE

Nov 28	Application deadline @ 11:59 PM PST
Nov 29	Notify program eligibility to applicants
Dec 1 - Dec 15	Workshops are in session every Mon & Wed starting on Dec 1st - 15th from 4-6 PM PST

CLICK HERE TO APPLY!

Deadline - Nov 28, 2021 @11:59 PM PST

Contact Info

Houa Vang, BEP Program Officer

Email: hvang@calasiancc.org



2021 Fall Program Schedule

This is a 5-workshop series program. All workshop sessions will take place live online. Space is limited!

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|---|-----------------------------|--|
| 1 | DEC 1
4-6 PM PST | Program Kick-Off & Intro to Bonding |
| 2 | DEC 6
4-6 PM PST | Bonding Process & Best Practices |
| 3 | DEC 8
4-6 PM PST | Financial Management & Access to Capital |
| 4 | DEC 13
4-6 PM PST | Government Contracting Requirements & Responding to Contract Proposals |
| 5 | DEC 15
4-6 PM PST | Workplace Safety Regulations & Program Conclusion |