

## Business Engagement and Compliance

### Gilbert Votes on Eminent Domain for Road Project

On a 7-0 vote, **Gilbert Town Council** has approved a plan to take portions of 46 parcels on Ocotillo Road, Val Vista Drive, Pickett Court, Greenfield Road, 154<sup>th</sup> Street and 156<sup>th</sup> Street for a 1.5-mile road improvement project.

Only nine of the properties are within Gilbert. The other 37 lie on Maricopa County islands. The Council approved an agreement with the County to condemn the property on Gilbert's behalf if property owners refuse to sell. Gilbert will annex the County properties once the project is finished.

Gilbert has budgeted \$2.95 million for land purchases under the plans. The project will upgrade 1.5 miles of road to two lanes in each direction and include a center turn lane, bike lanes, sidewalks, sewer lines and street lighting. Construction is planned to begin in FY 2023.

Under a separate plan to connect portions of Ocotillo Road, a quarter-mile length from Greenfield Road to Higley Road, including a bridge over **Gilbert Regional Park**, is also in development.

Another Gilbert plan that may require 24 homeowners to give up portions of their land would let the Town gain access to a sewer line along the Western Canal.

It is not known how many owners in either project will be amenable to the Town's plans or to its offers following land appraisals. Owners who reject offers under eminent domain can negotiate for a higher price. The matter goes before a court if the two sides cannot agree. ([Source](#))



Credit: Town of Gilbert/Gilbert Sun News



### NEWLY CERTIFIED DBE FIRMS:

- C2PM INC
- TRI COUNTY MATERIALS INC
- GMCONSTRUCTION LLC  
DBA GMCONSTRUCTIONLV LLC
- CONSTRUCTION ENGINEERING SOLUTIONS LLC
- NATIVE AMERICAN RESOURCES INC
- NEPTUNE SUPPLY LLC
- SMART TECH SECURITY LLC
- SOUTHEAST AIRPORT SERVICES INC
- TORRES MULTICULTURAL COMMUNICATIONS



### Industry Studies Are Not Just for Data Nerds



### Lumber Prices Surging Again



### New Details Emerge on Gila River Arena Plans



### Tucson Targeting Contractors' Cash Payments, Employee Misclassification

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

## Industry Studies Are Not Just for Data Nerds

### *Use market research to pave the way for activities in 2022*

Marketing research can feel intimidating for a lot of small business owners. Some statistics do not reflect the local environment, and others uncover opportunities that only large businesses can address. It can be overwhelming to apply research outcomes into actions that can be scaled to your own services and clients.

Business owners who use marketing and business development industry research insights to develop practical tactics set themselves up for sustainable revenue and long-term success.

Deltek is the leading global provider of enterprise software and information solutions for project-based businesses. For 42 years, they have published statistics that are useful to shape planning and operations for large and small firms. The Deltek Clarity Architecture and Engineering Industry Study 2021\* includes data from 480 firms from all sizes and North American geographies. The participants were architecture or engineering firms, and included firms that are pure architecture or pure engineering, and those that are both architecture- or engineering-dominant. Participants completed the survey based on 2020 fiscal data.

The report addresses five areas of specific interest: technology trends, financial statements, business development, project management, and human capital management. Even if your business is not in engineering or architecture, you can find useful insights in the data and executive summaries.

According to the findings, “firms indicated that over the next five years they anticipate client specific marketing, along with social media and thought leadership, to be the three most important marketing techniques.”

So, what does this mean for your company?

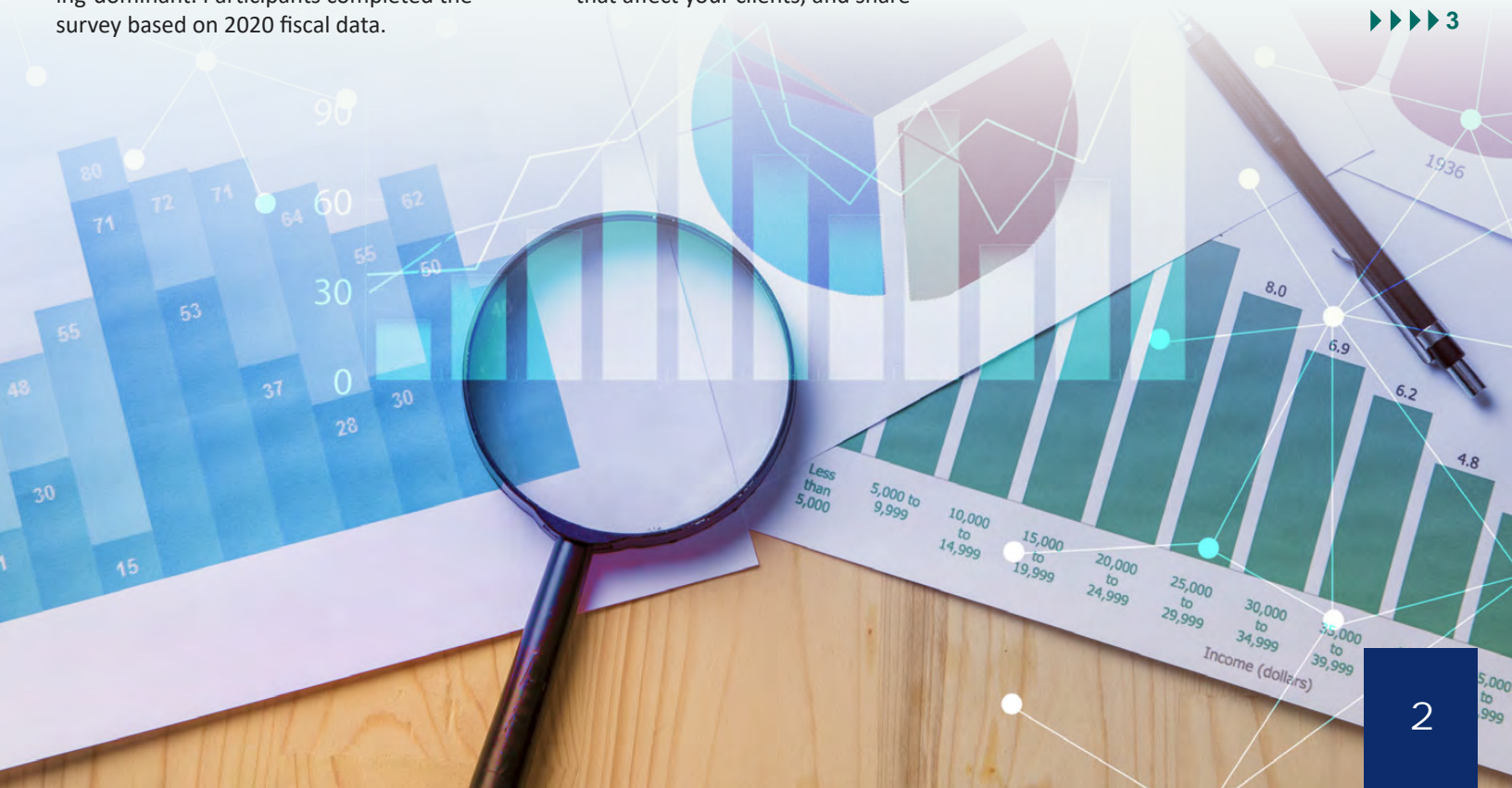
Here are some research take-aways for your consideration:

1. **Client-specific marketing:** Note the words: client-specific. Reach out to your clients on a phone call, virtual meeting, or in person to learn more about their business. Be curious about their issues and challenges and think about ways that you can help them succeed. Be on the lookout for news and trends that affect your clients, and share

articles about topics that interest them. Consider virtual events, where you invite like-minded clients and facilitate a conversation where they can brainstorm with peers and solve common problems. If you are ready for in-person events, host small open houses or lunches that allow for more one-on-one interactions. Tailor your meetings and events to their individual needs.

2. **Social Media:** While most business owners are overwhelmed with all the social media noise, be aware that it is here to stay. As a tool in your marketing and business development toolbox, use social media to listen and share insights that build awareness of your company. LinkedIn is an excellent professional tool, so make sure your personal profile is complete and your company can be found. Check in at least once a week, and share posts by your clients and peers, as well as make comments that add value to the social conversation. Social media is not the end-all for marketing strategy, and it has a useful spot in your marketing toolbox.

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## Industry Studies Are Not Just for Data Nerds (Cont'd)

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3. **Thought Leadership:** Clients have all types of problems, and you probably have a lot of solutions that can help them. Thought leadership is sharing your professional insights to help clients solve problems. Share expertise through blogs, topic-focused emails, downloadable case studies on your website, lunch and learn presentations (virtual or in-person), and conference or meeting presentations. Thought leadership is effective when you focus on the solutions themselves without turning the material into a hard-core sales push. No one likes to be sold to, but people always like to get ideas that help them overcome challenges.

Always be on the lookout for industry reports that share data and insights about what other companies like yours are doing. Take time to think through the research findings so you can develop tactics that are right for your company. Market research helps small business owners create more effective marketing and business development efforts.

\*Deltek's 2021 Clarity Study can be downloaded [here](#).

## Lumber Prices Surging Again

After a cooling period over the spring and summer, prices for lumber have once again surged, nearly tripling over the past four months and adding more than \$18,600 to the cost of a new home, according to the **National Association of Home Builders**.

The increase has also added almost \$7,300 to the average cost of a multifamily home.

**Random Lengths** reports prices have increased 167% since August, rising to more than \$1,000 per thousand board feet.

Prices originally began increasing rapidly in the early days of the pandemic. Sawmills reduced production after incorrectly predicting a reduction in demand. They were then slow to bring production levels back up.

The current increases are being blamed on a number of factors, including ongoing global supply chain problems, the doubling of tariffs on Canadian lumber imports into the United States and a major wildfire season this summer in British Columbia and the western U.S. ([Source](#))



### New Details Emerge on Gila River Arena Plans

Now that Glendale and the **Arizona Coyotes** have parted ways as far as the team's ongoing tenancy at **Gila River Arena** is concerned, the City's plan moving forward is to renovate the facility to make it more attractive for other events, such as concerts and other live performances.

Glendale has hired **HOK** to create a preliminary design. City Manager Kevin Phelps told the

*Arizona Republic* initial designs could go to **City Council** as early as next month.

He estimates the renovation could cost in the \$40-\$50 million range. Glendale still owes \$129 million from the arena's original development. A financial plan for the new project is still being worked out, but Phelps has said he hopes to avoid adding any new debt.

Project components will include improving the lighting, sound and infrastructure needed to attract live performances, which could range from concerts to non-hockey sporting events like professional rodeo. The focus will center heavily on the guest experience, upgrading amenities like food and beverage services and merchandising.

A study commissioned by Glendale found hockey games averaged \$12,000 in sales and bed tax revenues, compared to \$25,000 for concerts. To offset the loss of hockey games, the arena would need to book 20 more events with average attendance of 10,000. However, with hockey no longer on the schedule, more dates are available to book. ([Source](#))



Credit: City of Glendale/Arizona Republic

### Tucson Targeting Contractors' Cash Payments, Employee Misclassification

The **City of Tucson** is examining ways to prevent city construction contractors for paying workers with cash and misclassifying employees as self-employed/independent contractors.

Supporters, including some City staffers and union representatives, say cities rarely track how taxpayer monies are used after construction contracts have been awarded, which lets contractors work around employment taxes and skirt labor laws like minimum wage.

The practices are concerning because they can help companies pursuing government contracts appear to have lower expenses, allowing them to bid work at a lower cost than ones who pay and classify employees legitimately.

**Tucson City Council** introduced new payroll reporting requirements in December and instituted penalties for companies that violate them.

Many of the details for the new system have yet to be developed.

How the city will determine and penalize violators has not been worked out.

Supporters of the new regulations say most cash payments and misclassified independent contractor payments take place when subcontractors bring on workers, including undocumented workers, who are willing to accept cash-under-the-table payments at lower than posted rates to get work.

Those workers do not get benefits, may not be paid fairly and may not pay taxes. Companies also are not required to verify the citizenship or immigration status of independent contractors or guarantee minimum-wage payments.

City officials have said they plan to strengthen contract language to prohibit the practices, but there is currently no mechanism to monitor or enforce the rules. Enforcement is expected to be primarily complaint-driven. There also will be random spot audits of some contracts. ([Source](#))



### 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"](#)



## JANUARY

**28** PMI: The Power of Networking  
7:30 a.m. - 9 a.m.  
Location: *Online Only*

**28** ABA: Lunch & Learn-Bonding 101  
11:30 a.m. - 1:30 p.m.  
Location: 2552 W. Erie, Suite 106, Tempe

## FEBRUARY

**2** PMI-T Virtual Event: The Six Keys to Confident Change Management  
7:30 a.m. - 9 a.m.  
Location: *Online Only*

**17** AZ Water Association Luncheon Series  
11:30 a.m.  
Location: *Online Only*

**3** Aero Club Luncheon  
11:30 a.m. - 1 p.m.  
Location: Hyatt Regency Phoenix Downtown

**22** BOMA: Allied Partners 1st Qtr Networking - Taco TWOSday & Tour  
2:22 p.m. - 4 p.m.  
Location: 3100 N. Central Ave., Phoenix

**8** ASPE: Current Market Conditions In Construction Insurance  
4 p.m. - 5:30 p.m.  
Location: Aunt Chiladas 7330 N. Dreamy Draw Dr., Phoenix

**22** IFMA: PHX Young Professionals Group Symposium  
4 p.m. - 7 p.m.  
Location: 2501 E. Camelback Road, Suite 1, Phoenix

**9** IFMA PHX: February 2022 Member Meeting  
11 a.m. - 1 p.m.  
Location: Hilton- Phoenix Airport 2435 S. 47th St., Phoenix

**24** YBC Quarterly Meeting & Mixer  
3 p.m. - 5 p.m.  
Location: 2552 W. Erie Dr., #106, Tempe

**17** ABA 2022 Women In Leadership Program  
8 a.m. - 3:30 p.m.  
Location: 2552 W. Erie Dr., #106, Tempe

**25** PMI-T Virtual Event: The Six Keys to Confident Change Management  
7:30 a.m. - 9 a.m.  
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
<b>1/28/22</b> 11 a.m. MST	\$2.6 million	7.20%	086-A-(225)T; F040001C	<a href="#">IFB</a>	ADOT - Pavement Preservation, State Route 86 between milepost 166.55 and 170.84 near South Tucson, Pima County. The proposed work consists of removing the existing asphaltic concrete surface course by milling and replacing it with a bonded wearing course overlay. The project also includes spot repair work by milling and replacement with asphaltic concrete. Additional work includes replacing pavement markings and other miscellaneous work.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .
<b>1/28/22</b> 11a.m. MST REVISED	\$1.6 million	8.45%	287-B(200)T; F043101C	<a href="#">IFB</a>	ADOT - Pavement Preservation, Coolidge - Florence Hwy (SR 287), SR 87 - SR 79B, Pinal County. The work consists of removing the existing asphaltic concrete surface course by milling and replacing it with an Asphaltic Rubber – Asphaltic Concrete Friction Course.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .
<b>2/4/22</b> 11 a.m. MST	\$1.55 million	7.18%	015-A(217)T; F030801C	<a href="#">IFB</a>	ADOT - Bridge Deck Rehabilitation, Mesquite - Littlefield - North Hwy, Mohave County. The work consists of rehabilitating existing northbound and southbound bridge decks.	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 St., Suite 101, Phoenix AZ

602.712.7761

[DBESupportiveServices@azdot.gov](mailto:DBESupportiveServices@azdot.gov)

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



# AVIATION BUSINESS SUMMIT

Session Information – February 22 & 23, 2021

## **Design and Construction Opportunities**

Hear from our Design and Construction team and learn about the Division's functions and upcoming opportunities.

## **Steps to Winning that Design or Construction Job**

Learn the steps to take to find information on upcoming opportunities and how to successfully be awarded that next project.

## **Business and Properties Opportunities**

Hear from our Business and Properties team and learn about the Division's functions and upcoming opportunities.

## **The "Ins & Outs" of Aviation Department Procurement Process**

This session will provide information on how to successfully respond to Aviation procurements for goods, professional services, and revenue generating contracts.


## **Understanding the Badging Process**

This session will educate attendees on our current security badging process.

## **Small Business Certification 101**

Hear from the Equal Opportunity Department as they discuss the City's small business certification programs: Airport Concessions Disadvantage Business Enterprise (ACDBE) Program, Disadvantaged Business Enterprise (DBE) Program, and Small Business Enterprise (SBE) Program.

## **Bidding Boot Camp**

 In this session you can hear from a panel of Prime and sub-contractors about their experience bidding, winning the award and meeting project requirements. This session is moderated and hosted by the Arizona Chapter Associated General Contractors of America.



**Register at:** <https://avnbizsummit2022.eventbrite.com>

*For questions or reasonable accommodations requests  
please email [sarah.moratto@phoenix.gov](mailto:sarah.moratto@phoenix.gov) or call (602) 273-2024*

**PHX DVT BYR**  
CITY OF PHOENIX AVIATION DEPARTMENT