

## Business Engagement and Compliance

### Apache Junction Districts May Sell \$800 Million in Infrastructure Bonds

Two community facilities districts in the southern portion of Apache Junction may sell up to \$400 million in general obligation bonds for infrastructure.

The boards for **Superstition Vistas Community Facilities District Nos. 1 and 2** voted to approve resolutions to adopt the results of district bond elections held February 2nd.

The districts cover the master-planned communities for **D.R. Horton** and **Brookfield Residential** that will have approximately 10,500 residences when built out.

The bonds will be repaid by **SVCFD** residents through a property tax. SVCFD No. 1 residents can expect to pay \$3.30 per \$100 of assessed value, while SVCFD No.2 residents will see a rate of \$3.85. The difference is due to the projected infrastructure needs and costs for each district. ([Source](#))



### Help the Selection Panel Choose You



### Two Arizona Ports of Entry Projects Get Infrastructure Funds



### MAG Presses Case for Proposition 400 Tax Renewal

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### NEWLY CERTIFIED DBE FIRMS:

- Pro Eagle Trucking
- Coating Specialist LLC
- New Beginnings Trucking LLC
- Gameway, INC



## Help the selection panel choose you

### What NOT to write in a cover letter

Imagine you are a proposal reviewer. Your inbox is filling up, about to runneth over. Your phone is getting overheated because of the fire alarm calls you are getting. And you have 20 proposals to review by tomorrow morning. Adding to your overwhelm is that your {spouse, partner, teenager, parent, toddler} needs you tonight to {cook dinner, go to the store, go to a sports event, come for a visit, take them to the park}. It is going to be a long night.

You need help reviewing those proposals. Something to make it easy to score and feel confident you are making a good shortlist or selection choice. Most firms write blah-blah-blah letters that waste your precious time.

Back to reality. As a consultant, you want to write a strong proposal that sets your company up for the win. You have done your research, you have named your team members, you have answered all the questions, and filled out all the required forms. Now it is time to write that cover letter.

Do not pull out the letter from the last proposal. Instead, put the spotlight on your understanding, team, experience, and approach to show that you have the qualifications and expertise they need. Hook the reader so they can't help but keep reading.

**Do not** use the following phrases:

**1. Thank you for the opportunity to submit.** Never start the letter with this or any version of it. Start with the challenge that your reader is

facing so they know that you are thinking about them. Your proposal should lay out the plan to help them solve their challenges. Do not be trite, stale, or boring.

**2. We are proud of our history of....** Nobody cares about your history. Proposal readers care about their project, and what you can do for them. They care about your relevant experience and the qualifications of your team. Give them an example of a similar project and name the key team players that will deliver project success. That is what they want to know.

**3. We are committed to providing exceptional client-service for a long-term success.** Everybody says this because it means that the client will come back to you again

and again. It sounds selfish. Exceptional client service is the baseline. Do the job well or you will not work for the client again. What they want is exceptional service because they have project challenges to overcome. Write about how you will communicate with the client to avoid confusion and conflict, so the project proceeds without budget busts or delays.

**4. Please call me with questions.** Do not leave it up to your reader to call you. Make a promise to follow up in a few days, and then call them to see if they have any questions or concerns. If the next step is an interview, then tell them that you are excited to share more insights in an interview. Get them excited to talk with you, too.

**5. We, we, we...** Review recent cover letters and highlight how many times you write "we," "us," "our," or your company name. Then mark how many times you mention the client, or use "you." When you talk about your firm and rarely mention the client, you are "we-we-ing" all over them. That is not a good thing.

Professionals who write succinct and clear cover letters that show they understand the project, have the qualified team, bring relevant expertise, and have an approach for project success are a proposal reader's dream. Avoid these stale phrases and keep your cover letters to the point. Give your readers a reason to happily turn the page and score your proposal with high marks. •



## Two Arizona Ports of Entry Projects Get Infrastructure Funds

By U.S. General Services Administration

The **Biden Administration** and the **U.S. General Services Administration** have announced major land port modernization and construction projects funded through the **Bipartisan Infrastructure Law**. The law includes \$3.4 billion for GSA to build and modernize land ports of entry on the country's northern and southern borders.

The investments will improve commerce and trade, create construction jobs and incorporate new sustainability features.

Billions of dollars in goods and services pass through U.S. land ports every day. Commercial capacity at many land ports is

limited by outdated infrastructure, resulting in long lines and wait times for commercial traffic. Most of the 26 major modernization projects that will be funded through the law have elements that will enhance commercial processing capabilities.

These projects will also support **U.S. Customs and Border Protection**.

The \$3.4 billion in direct spending by GSA is estimated to support, on average, nearly 6,000 annual jobs over the next eight years and add \$3.23 billion in total labor income across the United States.

Arizona port modernization projects that will move forward under the plan include (estimates subject to change):

- More than \$200 million for a new commercial port in **Douglas, Arizona** to better facilitate the crossing of commercial goods, produce, and equipment as well as to act as a regional economic engine.
- More than \$115 million to complete the modernization of the **San Luis I Land Port of Entry in San Luis, Arizona**, an important port for the U.S. food industry and related supply chains. ([Source](#))



Credit: General Services Administration

## MAG Presses Case for Proposition 400 Tax Renewal

**Maricopa Association of Governments** Executive Director Eric Anderson made the case for renewing the **Proposition 400** transportation tax during an appearance at a **West Valley Commercial Real Estate Group** meeting held by **Phoenix West Commercial LLC**.

The tax was originally instituted in 1985 and has been responsible for much of the area's highway development, including the Loop 101 and Loop 202 freeways. **Proposition 400**, the current iteration of the tax, is set to expire in 2025 and must be renewed by voters if it is to continue in place.

**MAG** approved its 2050 regional transportation plan in December and plans to place the half-cent sales tax renewal on the 2022 ballot.

Many of the projects that could benefit from the renewal are centered in the West Valley and Loop 303 freeway. These other project timelines could be sped up with funds provided through

the \$1 trillion transportation bill the U.S. Senate passed in August.

Among the projects that would be funded through a Proposition 400 tax renewal are:

- Widening Interstate 10 from State Route 85 to Verrado Way,
- New traffic interchanges on Loop 303,
- Adding lanes to Loop 101 from 75<sup>th</sup> Avenue to I-17,
- A new HOV ramp interchange on Loop 101 at I-10,
- An extension of Loop 303 from Van Buren Street to MC 85,
- Phase I of SR 30, connecting Loop 303 and Loop 202.

Other projects still being planned include multiple improvements to I-10, I-17, Loop 101 and US 60. ([Source](#))



### Business Engagement and Compliance



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

Need help preparing DBE Affidavits?

Please see our tutorial video below:

["Preparing DBE Affidavits"](#)



## MARCH

- 15** **AAED: 2022 Legislative Lunch On The Lawn**  
11:30 a.m.  
Location: 1700 W. Washington St., Phoenix
- 16** **AGC: WebEd - The Construction Regulatory Road Ahead in 2022**  
3:30 p.m.  
Location: *Online Only*
- 16** **AZ Water Association: AZ Water Operator Virtual Roundtable**  
10 a.m.  
Location: *Online Only*
- 16** **NAIOP: Coffee with Candidates Series: AZ Governor Election**  
8 a.m. - 9:30 a.m.  
Location: 2325 E. Camelback Road, Ste. 120, Phoenix
- 17** **USGBC: Higher Education Roundtable**  
8:30 a.m. - 11 a.m.  
Location: *Online Only*
- 18** **ABA Golf Tournament**  
8 a.m. - 4 p.m.  
Location: Talking Stick Resort  
9800 Talking Stick Way, Scottsdale
- 18** **BOMA: 2022 Golf Tournament**  
8 a.m. - 10 a.m.  
Location: Biltmore Golf Club  
2400 E. Missouri Ave., Phoenix
- 18** **AAED: Stroke Of Luck Golf Tournament**  
6 a.m.  
Location: Legacy Golf Club  
6808 S. 32nd St., Phoenix
- 18** **ABA: 2022 Women In Leadership Program**  
8 a.m. - 3:30pm  
Location: 2552 W. Erie Dr., Ste. 106, Tempe
- 23** **AZ Masonry Council: Take Me Out to the Ballgame!**  
1:05 p.m. - 5 p.m.  
Location: Scottsdale Stadium
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1:05 p.m. - 5 p.m.  
Location: Scottsdale Stadium

## Featured Federal-Aid Projects

### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
<b>3/18/22</b> 11 a.m. MST	\$3.82 million	3.21%	089-E(209)T; F040401C	<a href="#">IFB</a>	ADOT - Pavement Preservation, Bitter Springs - Utah state line Highway (US 89), South of Page to Utah State Line, Coconino County. The work consists of milling and replacing existing asphaltic concrete, pavement marking and other related work.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .
<b>3/18/22</b> 11 a.m. MST	\$40.1 million	5.37%	017-B(233)T; F020701C	<a href="#">IFB</a>	ADOT - Pavement Rehabilitation, Cordes Junction - Flagstaff Highway (I-17), SB County Line - McConnell Bridge. The work includes removing existing AC from PCCP pavement and replacing it with new ACFC. The work also includes bridge deck repair and replacing bridge barrier; PCCP slab repair; spall and crack repairs; upgrading guardrail and median glare screen; replacing embankment curb and drainage inlets; installing pipe lining and pipe end sections; installing signing & re-stripping.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a> .
<b>4/15/22</b> 11 a.m. MST	\$1.27 million	5.78%	077-A(220)T; F040101C	<a href="#">IFB</a>	ADOT - Pavement Preservation, Tucson - Oracle Jct - Globe Highway (SR 77), Saddlebrook Blvd - Redington Rd, 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 and a bonded wearing course overlay.	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)



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 about working under the I-10 Broadway Curve Improvement Project Agreement.

The appointments will be available once weekly for 60 minutes in 20-minute increments.

Due to the COVID 19 protocols currently in place at the collocated offices, these sessions with staff from Broadway Curve Constructors (a joint venture of Pulice Construction Inc., FNF Construction Inc. and FlatIron Constructors, Inc.) 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)

Tuesday morning appointments: 7:20/7:45/8:10 – February 8, 15, 22

Tuesday morning appointments: 7:20/7:45/8:10 – March 8, 15, 22

Tuesday morning appointments: 7:20/7:45/8:10 – April 5, 12, 19

# It's Your Turn

## Grow Your Business

Over 80 ADOT Business Development Program graduates to date were awarded over 1,500 contracts and grew their businesses by over \$20 Million.



New Contracts

Higher Profits

More Opportunities

**ARE YOU READY TO ACHIEVE MORE?**

click below to

**SIGN UP TODAY!**