

## Business Engagement and Compliance

### Gilbert Regional Parks Amenities Could Total \$237 Million

If all the proposed amenities currently proposed are included, the cost to complete the 272-acre **Gilbert Regional** and 115-acre **Desert Sky** parks could cost the Town a total of \$237 million.

Budget Director Kelly Pfof informed Council at a March 3rd retreat that projections for Desert Sky sit at approximately \$73 million and \$164 million for Gilbert Regional. Desert Sky's final costs could be reduced by \$10 million with the application of park development system fees, however. Land sale monies that have not yet been spent could cut Gilbert Regional's costs by approximately \$9 million as well.

The Town may seek a park bond in the November 2024 election. Once funding is in place, design and construction for Desert Sky Park could begin in Fiscal Year 2025-2026, and for Gilbert Regional Park in FY 2026-2027.

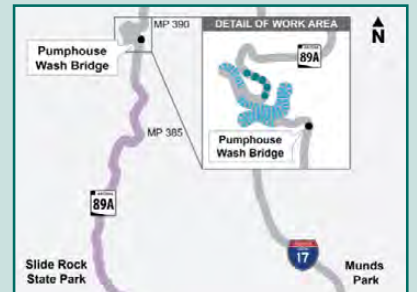
According to Parks and Recreation Director Robert Carmona, Desert Sky would add 12 new playing fields, a "championship field," a trail-head connecting to Marathon Trail and a sensory playground to its existing offerings of four multi-use fields, a lake, a plaza and a play area.

The master plan for Gilbert's entire park system, including a needs assessment for sports fields, is scheduled for updates next year, Carmona said.

In other park developments, groundbreaking for **Cactus Surf Park** was said to be expected later this year, with opening planned for 2024. The park sits on one of three town-owned parcels adjacent to Gilbert Regional, and the town plans to issue a request for proposals for recreational amenities on the other two sometime after 2025. ([Source](#))



### 6 Marketing and BD Spring Cleaning Tips



### ADOT Holding Virtual Meeting on 89A Project Near Sedona



### Rising Costs Leading to Lawsuits, Penalties

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



## NEWLY CERTIFIED DBE FIRMS:

- Eaglesmith Construction LLC
- Virginkar & Associates Inc
- Homeland Industrial Supply, Inc
- Teya Enterprises LLC
- Classic Logistics LLC
- Leslie Saunders Insurance Agency, Inc

### Time to clean up and air out

## 6 Marketing and BD Spring Cleaning Tips

Many people in colder climates look forward to spring, and it is not just to get outside and enjoy warm days. Spring is a good time to do a thorough pass through your house and clean out cobwebs, dig under furniture to sweep away dust bunnies, and give those windows a wipe so you can see the beautiful views outside.

Spring cleaning is not just for homeowners. It is also good for business owners to do a thorough review of your marketing and business development programs to get rid of the old and stale, and put out a fresh new content and images that build awareness and help you win work.

Here are five spring cleaning tips for your business:

### 1. Find a new organization to expand your network

Now that people are getting back together in face-to-face situations, it is easy to go back to doing the same events with the same people to talk about the same things. Ask your clients and teaming partners

where they go to learn industry insights and make new connections. Find one new networking event or group where you will meet new people, so your network is not like that extra bedroom, full of dusty furniture and boxes of long-forgotten photos and memorabilia.

### 2. Do one thing different for your next proposal

Have a kick-off meeting, involve more team members, limit team members, rewrite stale boilerplate, write captions for photos and diagrams rather than labels, add graphic elements, remove tired graphic elements, use less than the number of pages required, use an editor to improve readability, develop a proposal production schedule (and stick to it) so you do not have last minute all-nighters, deliver the proposal a day early. You get the idea. Clean out your proposal processes and content closet and do something that you have never done before to gain fresh insights and spark proposal creativity.

### 3. Survey your clients

Instead of thinking you know what they think, dig deep (like using a strong cleaner and scrubber on base boards) and ask them about your competition, why they select someone else over you, and what are services or products they wish you provided. You will be surprised what they tell you—it is not what you think. And then use their ideas to make strategic decisions to increase revenue.

### 4. Spruce up your website

How long has it been since you reviewed your content? About as long as the last time you cleaned out your junk drawer? It is time to update your company information, add new photos, add project examples, liven up your recruiting page, and rewrite what you do so it is not all about you. Your clients have needs, and you can help them. What is important to you may not be important to them. Consider cleaning out all your website content that has accumulated over the years, and start with a simplified layout, easy navigation, and strong, succinct content.

### 5. Declutter and scrub the office

Set aside a day (or a half-day) for your team members to sort, toss, reorganize, donate, or recycle all the stuff in their offices and vehicles. And if you are all remote working, give them time to clean up that home office, too. It is easy to put off the simple act of straightening up when everyone is busy, but taking a few minutes to spring clean will put everyone in a clearer state of mind.

### 6. Celebrate with a party!

Or an open house or a VIP client event. Remember your employees, too. They have worked hard to help you clean up, and treat them to a special event. Have an ice cream social or a barbecue. Bring in a clown or a magician. Set out healthy treats. Enjoy the fresh air!

Spring cleaning takes time and effort. It can get messy at times, but elbow grease and scouring is good for the soul. Stock up on cleaning supplies, grab a bottle of water, take a breath, and jump in. You'll feel like Mr. Clean after spiffing up your marketing and business development house. •



SPRING  
CLEANING

TODAY

### ADOT Holding Virtual Meeting on 89A Project Near Sedona

The **Arizona Department of Transportation** will host a public meeting at 6 p.m. on March 23 to provide information on the upcoming improvements along **State Route 89A** in Oak Creek Canyon.

The public can join the meeting online or by phone. Login information is available at [azdot.gov/SR89A](http://azdot.gov/SR89A). Members of the public will be able to ask questions about the project, which is expected to start later this spring and finish in late 2023.

The meeting will be recorded and posted to the project website after the meeting.

Stakeholders can also stay informed about the project by subscribing for updates at the **ADOT** website. Questions can be directed to the ADOT Bilingual Project Information Line at 855.712.8530 or online through the ADOT website. Visit [azdot.gov/Contact](http://azdot.gov/Contact) and then select Projects from the dropdown menu.

ADOT will perform rockfall mitigation work at two locations along SR 89A in Oak Creek Canyon to improve safety along the state highway. The work will take place at milepost 375 just north of the Sedona city limits and at milepost 389 just north of **Pumphouse Wash Bridge** along the SR 89A switchbacks.

Erosion and sediment control work will also take place along the switchbacks, and the Pumphouse Wash Bridge will receive a new bridge deck and railing, along with other related work.

With the exception of limited daytime and overnight closures, SR 89A will remain open to traffic. Traffic control will include a combination of temporary traffic signals and flagging operations while the improvements are under construction. The roadway will be narrowed to one lane only through the work zones with alternating north- and southbound travel throughout the duration of the project. ADOT is committed to completing the improvements as quickly as possible, while balancing the transportation and safety needs of local and nearby communities.

Visit [azdot.gov/SR89A](http://azdot.gov/SR89A) for more information. (Source)



Slide Rock State Park

Munds Park

### Rising Costs Leading to Lawsuits, Penalties

Since the pandemic started wrecking already tenuous project timelines and the availability of labor and materials, experts and construction industry pundits have repeatedly warned contractors to buy and store all the materials they can get their hands on when they find it at reasonable prices and to, most importantly, start adding cost overrun and timeline factors into their contracts.

Unfortunately, many contractors, particularly smaller subcontractors, do not have the storage space or upfront capital to buy materials in bulk. For other contractors, like landscapers, materials and supplies must be bought as close to the last minute as possible.

Because of the pandemic and its exacerbation of supply and labor issues that existed well before anyone had ever heard of **COVID-19**, many contractors are being forced to walk away from projects or to absorb cost increases that are now several times the amounts quoted when the contract was signed.

According to a recent [report](#) in *Phoenix Business Journal*, many of those same contractors are also being sued for non-performance if they walk away or forced into bankruptcy if they try to absorb the newly increased costs beyond those stated in the initial estimates and agreements.

Even though surcharge provisions are not a new development in contract terms or negotiations, many service providers and contractors still fail to include them as a matter of course. Those vendors are now seeing the impacts of failing to use clear contingency language to protect themselves.

In a June 25, 2021 [column](#) in *GlobeSt.com*, Robert W. Barone of **Partner Engineering and Science, Inc.** provided a detailed list of items for developers and contractors to consider in the face of ongoing supply chain issues. While the issue has only accelerated since then, Barone's points are still valid. Among them:

- Establish how "locked in" contract numbers are and detail contingencies and exceptions;
- Add allowances for materials and benchmark potential price changes at the time of purchase;
- Set and confirm the shelf life of a bid. Clearly state how long a given price will remain in effect, and
- Repeatedly verify order statuses with suppliers and delivery vendors to ensure needed products will be available and delivered on time and at the agreed upon price.

Nothing could have prepared anyone for the events of the past two years, but there is enough data now to prepare to product ourselves from at least some of the ramifications as we move forward. •



## 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"](#)



**2022 ADOT DBE Joint Task Force Meeting**

**WATCH THE LIVE DISCUSSION**

Tuesday, March 29  
9 - 10:30 a.m.

**REGISTER**

## MARCH

- 25** **PMI: The Nine Problem-Solving Strengths of Teammates**  
7:30 a.m. - 9 a.m.  
Location: *Online Only*
- 25** **ASHRAE: 2022 Golf Tournament**  
6:30 a.m. - 5 p.m.  
Location: *8000 S. Arizona Grand Pkwy., Phoenix*
- 25** **SMPS: E-Mail Marketing Bootcamp**  
7:30 a.m. - 9 a.m.  
Location: *2620 S. 55th St., Tempe*
- 25** **ABA: 2022 Women In Leadership Program**  
8 a.m. - 3:30 p.m.  
Location: *2552 W. Erie Drive, Ste. 106, Tempe*
- 29** **Small Biz: Coffee at the Capitol**  
8 a.m. - 10 a.m.  
Location: *1700 W. Washington St., Phoenix*
- 29** **NAIOP: Exploring the Economic Impacts of Commercial Real Estate**  
2 p.m. - 2:45 p.m.  
Location: *Online Only*
- 29** **BOMA: Catch the BOMA Buzz - Principal Breakfast "Mixer"**  
8 a.m. - 10 a.m.  
Location: *2398 E. Camelback Road, Ste. 180, Phoenix*
- 29** **ACEC Arizona / City of Phoenix Monthly Liaison**  
2 p.m. - 2:45 p.m.  
Location: *532 W. McDowell Road, Phoenix*

## APRIL

- 1** **EIA 2022 Golf Tournament**  
8 a.m. - 3 p.m.  
Location: *2201 E. Clubhouse Drive, Phoenix*
- 1** **AZ AGC: Premier Golf Event**  
6:30 a.m. - 2 p.m.  
Location: *9998 E. Talking Stick Way, Scottsdale*
- 5** **Local First: Arizona Good Business Summit**  
9 a.m. - 5 p.m.  
Location: *700 W. Rio Salado Pkwy., Tempe*

## Featured Federal-Aid Projects

### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
4/8/22 11 a.m. MST	\$3.75 million	3.58%	090-A(208)T; F035601C	<a href="#">IFB</a>	ADOT - Pavement Rehabilitation, Whetstone TI - JCT State Route 80 Hwy (State Route 90), Kartchner Caverns - Camino de Pampas, Cochise County. The work includes milling the existing asphaltic concrete and replacing it with new asphaltic concrete and asphaltic concrete friction course for northbound State Route 90, spot repair by grading roadway for pavement & pavement marking.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
4/15/22 11 a.m. MST	\$6.3 million	5.78%	077-A(220)T; F040101C	<a href="#">IFB</a>	ADOT - Pavement Preservation, Tucson - Oracle Jct - Globe Hwy (State Route 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>
4/15/22 11 a.m. MST	\$13.7 million	6.25%	010-A(234)T; F026101C	<a href="#">IFB</a>	ADOT - Pavement Rehabilitation, Ehrenberg - Phoenix Highway (Interstate 10), Milepost 105.95 West of Buckeye to JCT State Route 85, Maricopa County. The work consists of milling the existing pavement surface and replacing it with new asphalt concrete, guardrail installation, drainage work, bridge deck rehabilitation work, pavement marking & traffic control.	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 – 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!**