

Business Engagement and Compliance

In Florence, We're Building a Bridge That's Designed to Move

When ADOT builds a new bridge, our top priority is to make sure the gigantic mass of steel and concrete stays right where we build it.

But that won't be the case with a new bridge we're constructing on State Route 79 in Florence, because this bridge is designed to move.

Or more precisely, slide.

This new bridge's mobile nature will be only temporary, however, as part of an innovative method of constructing a new bridge by assembling the new structure's components next to the old bridge and then sliding them into place.

The process begins by constructing new bridge piers in the bed of the Gila River. The piers will be extra wide so the new structure's

components can be built in halves on either side of the old bridge. Once the new segments are complete, crews will tear out the old bridge and slide each half of the new structure where the existing bridge now stands.

ADOT has slid new bridges into the place of old ones before, including a 2020 project to replace the Fourth Street bridge over Interstate 40 in Flagstaff.

By sliding a bridge into place, ADOT can keep traffic moving with minimal delays during construction. Both lanes of traffic will remain open during the SR 79 project, except for two weekends when the bridge halves are slid into place. On both weekends, a temporary traffic signal will restrict traffic to one lane in each direction.

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In Florence, We're Building a Bridge That's Designed to Move



Competitive Advantage and Value Propositions



How Local Businesses Can Get In On New Federally Funded AZ Infrastructure Projects

- ▶ EVENTS
- ▶ OPPORTUNITIES
- ▶ EXTERNAL LINKS



NEWLY CERTIFIED DBE FIRMS:

- Countermeasures Assessment & Security Experts LLC DBA CASE LLC
- 2 Doves Notary LLC
- Anhosi Trucking LLC
- Data Bits
- Kaycee Industrial LLC
- L&G Saw Cutting LLC



In Florence, we're building a bridge that's designed to move (Cont'd)

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The existing bridge was built in 1957-58 and has reached the end of its useful life. When ADOT began planning for a replacement, engineers had several options for its construction.

One common method involves building the new bridge next to the old one, which was the case when ADOT replaced the Pinto Creek bridge on US 60 between Globe and Miami. That option was ruled out for the Florence bridge project because of the additional cost to buy right-of-way and shift the road to the new structure.

Another approach is replacing the bridge one half at a time, which is how ADOT replaced the SR 77 bridge in Winkelman. That option would have meant only one lane of traffic would remain open during

the project, which would have led to excessive delays because SR 79 carries significantly more traffic than the highway through Winkelman.

No matter what method ADOT chooses to replace a bridge, our goal is to maintain a safe and reliable transportation system while minimizing delays for motorists. In the case of the project in Florence, drivers should look for a reduced speed limit in the work zone and watch for traffic alerts when the bridge slides require two weekends of lane restrictions.

Learn more about the project and stay up to date by checking out the [SR 79 bridge replacement project page](#).



Competitive Advantage and Value Propositions

Two Marketing Terms That Every Business Owner Should Understand (Part 1)

Running a business is challenging, finding (good-paying) clients is never-ending, and closing the deal is a must for every business professional. Most business owners understand their products and services, and are accustomed to turning prospects into clients. Still, it is not uncommon to get tongue-tied if someone asks you the following two questions:

1. What differentiates you from the competition?
2. What is your value proposition?

When you understand what these terms mean, you will have a stronger answer the next time you are asked. In this issue, we will start with competitive advantage, and we will discuss value propositions in the next issue.

Competitive Advantage

Most business owners struggle to identify how they stand out from the competition, which is also called competitive advantage. This concept is all about the market and clarifies where you stand compared to other companies that have the same products or sell the same services.

How do you stand out from the competition?

- The number of years you have been in business?
- The number of employees you have?
- The type of equipment you own?
- The number of locations you have?
- The projects you have completed?
- The number of repeat clients you have?
- The services or products your firm offers?

It's easy to answer these questions, but your clients and customers do not really care about your responses. According to the [Investopedia](#), if a product can differentiate itself from its competitors

in some unique way and appeal to consumers, it will have a competitive advantage and gain market share.

Still, look at your competition regularly to understand the competitive marketplace. As you survey the landscape of other firms that offer the same products or services, where do you stand? Ahead of some? Behind others? In the middle of the pack?

Differentiators are the elements of competitive advantage.

According to [Hinge Marketing](#), differentiators fall into 20 categories:

1. Industry knowledge
2. Your role
3. Your service
4. Technology or process
5. Target audience knowledge
6. Client size
7. Staff credentials
8. Specific technical challenge
9. Visible experts (thought leaders)
10. Business model
11. Geographic focus
12. Proprietary information
13. Contacts or relationships
14. Distinctive level of service
15. Current clients
16. Size of firm
17. Role with parent firm or partner
18. Signature accomplishment
19. Unique or valuable result
20. Look or act differently from competitors

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Competitive Advantage and Value Propositions (Cont'd)

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When you compare your company to others in the marketplace, be brutally honest and recognize when you do not have an advantage over your competitors. Think through each of these 20 categories, and ask yourself:

1. Where do I stand in the marketplace?
2. How is my position advantageous to my clients?

3. How is my position a weakness to my clients?
4. What are my strategic actions to highlight my strengths and mitigate my weaknesses?

Now that you have clarified your competitive advantage, it is time to determine your value proposition. Stay tuned for the next installment of this newsletter for recommendations and examples about value propositions. •

How Local Businesses Can Get In On New Federally Funded Arizona Infrastructure Projects

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Arizona will receive [\\$12.8 million](#) flowing from the \$1.2 trillion **Infrastructure Investment and Jobs Act** to help the state recover from three major wildfires. [Arizona's water authority](#) also recently received \$18.5M. The new funding will support the creation of wastewater treatment plants, water pipelines, flood detention and filtration treatments for rural and Native American communities. The funding allocation, among the first coming to Arizona, is a clear signal for businesses to begin researching how they can provide infrastructure products and services as more federal infrastructure funding comes to Arizona.

There are currently [132 bridges and more than 3,100 miles](#) of highway in Arizona that are in poor condition. As a result of poor infrastructure, commute times have [increased by an average of 11.1% since 2011](#), and each Arizona driver pays an average of \$614 per year for car maintenance associated with driving on poor roads.

Arizona will be eligible to compete with other states for \$12.5 billion allocated for the **Bridge Investment Program** under the Act and \$16 billion apportioned for economically significant infrastructure improvement projects.

Our state will be granted \$200 million per year over the next five fiscal years (2022-2026) to [support improvements to highways](#). Overall, Arizona can expect \$5.3B over five years for highway and bridge improvements, replacements and repairs. A detailed summary of how the Act will deliver for Arizona can be found [here](#).

Transportation Secretary Pete Buttigieg announced in late March that [Arizona can compete](#) for an additional \$2.9 billion in federal funds for transportation projects. The money is coming as part of the Act signed by the president last year aimed at improving the nation's failing infrastructure, public transportation, broadband access in rural areas, electric grid, and access to clean water.

Arizona will receive roughly \$1 billion to increase public transportation and electric vehicle charging options. Eight percent will be granted over the next five years to support the expansion of an electric vehicle charging network in the state, and Arizona also can apply for an additional \$2.5 billion in grant funding dedicated to electric vehicle charging. While only 2.5% of Arizona residents own an electric vehicle, this number is expected to increase dramatically with increased electric vehicle access and charging options. Another \$903 million will be allocated to Arizona to create equitable and sustainable [public transportation options](#).

Arizona's airports will also benefit from the Act, with the state expected to receive [\\$348 million](#) for infrastructure development at its airports over five years. The funding will go to improve runways, taxiways, airport-owned towers, terminal development projects and noise reduction projects. In addition, Arizona can compete for \$5 billion in discretionary funding over five years to address aging infrastructure at its airports.

[According to ADOT](#), the Act creates three new federal formula programs and several new discretionary grant programs. The inner workings of these programs are not yet known, though it's expected that more information will be available later this year.

Competitive funding for transportation programs will require transportation agencies to submit bids for discretionary funds available from the federal government. ADOT is expected to seek guidance from federal agencies to determine which opportunities to pursue. Projects funded by new money coming from the Act will be approved by the [Arizona State Transportation Board](#). This board awards construction contracts and has the exclusive authority to issue revenue bonds for transportation financing. Its meetings are open to the public.

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How Local Businesses Can Get In On New Federally Funded Arizona Infrastructure Projects (Cont'd)

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Individual states are responsible for the management of funds received from the federal government, which means that Arizona businesses that operate in sectors such as infrastructure and energy can expect an increase in projects. There is typically a lag of one-to-three years for projects to be planned before contract bidding begins, which allows businesses the opportunity to prepare operations and anticipate projects before they occur. The lag is critical for contractors to recruit

employees to complete the projects given the nationwide labor shortage. Businesses will directly apply to state government divisions charged with managing their related federal funds.

While the specifics behind applying for grants are still unknown as of now, the three agencies that businesses and contractors should closely monitor are the **Department of Transportation**, **Department of Energy**, and the **Environmental Protection Agency**.•



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"](#)



APRIL

- 22** **ASA: Spring Golf Tournament**
 7 a.m. - 3 p.m.
 Location: *Trilogy at Power Ranch*
 4415 E. Village Parkway, Gilbert
- 22** **ULI Arizona Connecting Over Coffee**
 8 a.m. - 9 a.m.
 Location: *Schmooze*
 4222 N. Marshall Way, Scottsdale
- 23** **31st Desert Classic Sand Volleyball Tournament**
 9 a.m. - 5 p.m.
 Location: *Scottsdale Ranch Park*
 10400 E. Via Linda, Scottsdale
- 27** **NAIOP: Coffee with Candidates Series: AZ Governor Election - Matt Salmon**
 8 a.m. - 9:30 a.m.
 Location: *Hines' Conference Center*
 2325 E. Camelback Road, Suite 120, Phoenix
- 28** **Green Chamber: Community Networking - April**
 5 p.m. - 6 p.m.
 Location: *Online Only*
- 29** **ABA: Introduction to Construction Documents**
 7 a.m. - 12 p.m.
 Location: *1661 N. Swan Road, Suite 144, Tucson*

MAY

- 4** **Valley Partnership: 35th Annual Valley Partnership Golf Tournament**
 6:30 a.m. - 1 p.m.
 Location: *Troon North Golf Club*
 10320 E. Dynamite Blvd., Scottsdale
- 4** **2022 IFMA NIGHT GOLF**
 5:30 p.m. - 11 p.m.
 Location: *Continental Golf Course*
 7920 E. Osborn Road, Scottsdale
- 4** **NAIOP: Coffee with Candidates Series - AZ Governor Election: Aaron Lieberman**
 8 a.m. - 9:30 a.m.
 Location: *Hines' Conference Center*
 2325 E. Camelback Road, Suite 120, Phoenix
- 4** **BOMA: Allied Partners 2nd Qtr Networking - Mother's Day Spa**
 2 p.m. - 5 p.m.
 Location: *Clover Life Spa*
 100 E. Camelback Road, Unit 144 Phoenix

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
4/29/22 2 p.m. MST	\$47.6 million	9.68%	2022-002; F048801D	IFB	ADOT - Design Services for Interstate 19 Irvington TI, Pima County. The work consists of reconstructing the existing diamond TI at Irvington Road.	Engineering Consultants Section at ECSSOQ@azdot.gov
5/13/22 11 a.m. MST	\$2.1 million	3.31%	260-C(214)T; F041601C	IFB	ADOT - Pavement Rehabilitation: Show Low-McNary-Eagar Highway (State Route 260): Hon-Dah to McNary. The work consists of removing the existing asphaltic concrete by milling and replacing it with a bonded wearing course overlay, including spot repair and pavement markings.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
5/20/22 11 a.m. MST	\$2 million	4.02%	092-A(209)T; F039501C	IFB	ADOT - Pavement Preservation, Sierra Vista-Bisbee Highway (State Route 92): Glenn Rd to Calle Del Tecolote. The work consists of removing the existing asphaltic concrete surface course by milling and replacing it with a bonded wearing course overlay, including replacing pavement markings.	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



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.

The 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

Tuesday morning appointments: 7:20/7:45/8:10 – May 2, 16, 30

Tuesday morning appointments: 7:20/7:45/8:10 – June 7, 14, 21

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!