

## Business Engagement and Compliance

### Arizona Commits \$400 Million to I-10 Widening

Approval of a \$400 million appropriation by the Arizona legislature means the **Arizona Department of Transportation** can now submit a grant request for an additional \$300 million in federal money for a proposed project to alleviate long standing traffic congestion on **Interstate 10** between Chandler and Casa Grande.

Governor Doug Ducey has signed legislation sponsored by Senator T.J. Shope R-Coolidge. It appropriates \$400 million for this proposed project that was first outlined in the Governor's fiscal year 2023 budget proposal.

This would accelerate the expansion of this congested 26-mile stretch of I-10, the last segment of I-10 between Phoenix and Tucson that has not been widened from two lanes to three lanes. The project also would include widening and improving several interchanges, crossroads and bridges, including the bridges over the Gila River. The state appropriation also is necessary to present a grant application made possible through the federal **Infrastructure, Investment and Jobs Act** legislation.

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### NEWLY CERTIFIED DBE FIRMS:

- Fitlogistix LLC
- Preferred Technology Solutions, Inc.
- Pinal Construction, LLC
- Hernandez Creative, LLC
- Southlands Engineering, LLC
- Sweet Mango Hospitality Corp.
- OCD Cleaners, LLC



### Queen Creek Majorly Expands Tentative Budget



### How to Find Your Next Best Client



### Scottsdale Announces \$2.1 Billion 2022-23 Budget



### Glendale Approves Tentative Budget

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

## I-10 Widening Commits \$400 Million to I-10 Widening (Cont'd)

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An engineering and environmental study for the project is currently being completed in cooperation with the **Gila River Indian Community** and **Maricopa Association of Governments** and includes the following proposed improvements:

### Corridor Improvements - Capacity and Safety:

- Adding a new general-purpose lane in east and westbound directions, extending the high occupancy vehicle Lane on I-10 from Loop 202 to Riggs Road, and improving interchanges and crossroads will increase capacity and access. This improves safety by reducing congestion and travel times and lessening detoured traffic on the Gila River Indian Community.
- Replacing bridges over the Gila River will maintain a state of good repair by modernizing this key infrastructure.
- Building new and improved traffic interchanges creates safer crossings for farm equipment, bicyclists and pedestrians and boosts connections and quality of life.

- Installing fiber optic infrastructure within **ADOT** right-of-way will allow for the installation of sensors, cameras and other highway safety-related technology.

### Key Commerce Corridor, Arizona Jobs and Local Connections:

- As the principal roadway between metro Phoenix and Tucson for commuters, cross-country travelers and commercial traffic, I-10 is a Key Commerce Corridor for Arizona and the U.S. It provides a vital link for freight traffic from the ports of southern California and for international commerce, with a significant amount of freight transported along the route daily. The proposed improvements will improve the reliability of freight traffic in the corridor.
- The project, coupled with others around the state, will help attract employers and create jobs in Arizona.
- Locally, the route serves the Gila River Indian Community by providing connections to employment, medical, educational, and other critical services both within and outside of the community.

### Funding:

- Total estimated project cost is approximately \$990 million.
- \$400 million allocated in the state budget
- \$300 million to be requested as a federal grant
- \$290 million previously budgeted.
- Construction for the I-10 widening project is funded in part by **Proposition 400**, a dedicated half-cent sales tax approved by Maricopa County voters in 2004.

### Timeline:

- A public hearing for the project is planned in late summer.
- Following completion of required environmental review and clearance, the project is expected to start in 2023, beginning with expanding the bridges that carry traffic over the Gila River.
- Target completion date for the full project is sometime in 2026. ([Source](#))

## Queen Creek Majorly Expands Tentative Budget

The Queen Creek Town Council last week approved a tentative budget for \$730.3 million for the coming fiscal year, a significant expansion from the current \$487 million budget.

The Town is pursuing significant increases in infrastructure and services investments to accommodate soaring growth in population and economic development. Queen Creek's population has expanded by more than 125% in the last decade, and officials expect growth to continue.

Roads are a major priority when it comes to serving new residents

and businesses, according to town officials.

Among the infrastructure investment Queen Creek is looking at in the near term are:

- \$500,000 for a new police and evidence storage facility,
- \$3.4 million for transportation infrastructure in FY 2022-2023, as part of the five-year road development plan,
- \$136 million for parks & recreation, including completing **Mansel Carter Oasis Park**, a new 85-acre park and a recreation center and aquatic center.

In discussing the budget and the fact that 73% for the coming year goes to infrastructure, officials stressed how much building needs to be done for Queen Creek to accommodate both the growth it has experienced, to date, and the growth it expects to see.

Due to previous fiscal management and an expected bond measure, combined with expected new revenues from projects like the **LG Energy Solution** plant scheduled to come to the area, officials expect no tax increases, and possibly even property tax reductions, in the future. ([Source](#))



## How to find your next best client

### *Dig deep to discover your ideal client's characteristics*

How do you decide which clients to pursue?

Do you just look around, or do you have a deliberate process? Do you respond to every request for qualifications/proposal/bid that lands on your desk? While there are many clients and customers who might need your services, it is a good business practice to be deliberate and selective so you do not waste precious time or money.

#### Characteristics to Ponder

- 1. Demographics – Geographic regions, size of your firm, and project experience.** Think about where your best clients are located. Are your prospects located where you already have offices? Are those offices staffed to meet your prospects' needs? Do their project needs match your capabilities? Would you need a local teaming partner to work in a new geographic area?
- 2. Revenue – They have projects and budgets and are willing to pay for it.** Or, as some say, "follow the money." Are your prospects' projects fully funded? Are they currently on a capital campaign to fund future projects? Where are they in the planning process? If they are just starting, now is a good time to meet and help them understand how to navigate cost escalation. Now, more than ever, clients need good advice and recommendations to establish realistic and achievable budgets, and the earlier the better to avoid budget issues as the project progresses. Know your prospects' funding capabilities.
- 3. Profits – Their projects are profitable.** You cannot run a sustainable business if you do not make adequate profit on projects.

Sometimes you may decide to take on a project that will not be as profitable, but those should be few and far between. Profit is not a dirty word, and you should be able to achieve a fair profit with your ideal clients.

- 4. Expertise – They need our specific capabilities and expertise.** Yes, designers and builders can design or build anything, but long-term, sustainable success comes from understanding your core areas of expertise and finding clients who need you. If you have not done a particular type of project before, you can expect to make mistakes or be less efficient than your core services. For most of your clients, you need to deliver what you do best.
- 5. Insights – You understand what your ideal client needs.** Sometimes you want to work with a client because they are an industry leader, bring prestige to your firm, or are the latest buzz. Make sure you have a complete understanding of what they need and how you can help them, so you do not get in over your head. Listen well, make sure you understand the scope of work, and avoid filling in gaps with guesses and assumptions.
- 6. Impact – Your services will deliver an impact to that client.** Some clients present opportunities to make an impact beyond their wildest dreams. Perhaps your design expertise addresses their user needs better than anyone could have anticipated. Perhaps your engineering provides more energy savings than they could have planned for. Be on the lookout for clients who are unaware of how your services could impact them beyond their basic scope of work; your services are more valuable to them.

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## How to find your next best client (Cont'd)

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**7. Culture – There is a good fit between the way they do business and the way you do business, and your staff will work well together.** Good business is all about culture, that is, the way employees behave in the organization. This includes vision, mission, values, and beliefs that shape an employee's perception, behavior, and understanding. Study a prospect's website, ask their vendors and suppliers about what it is like to work for the client, and do your research to understand the "why" of the prospect. Some firms may be

very transactional, and others are more relational. Ask yourself, "what will it be like to work with this client/person," and "is that what I want for the duration of the project?"

**8. Loyalty – They are loyal to the firms they work with.** Loyal clients are the best because they invest in mutually beneficial relationships. While excellent client service is always the goal, it is also good to know that they are willing to work through challenges, address conflict and focus on the solution, and

embrace that responsibility is a two-way street. Seek loyal clients that build long-term two-way relationships.

There you go: eight characteristics for ideal clients. The first four are easier to research and identify. The last four are more relational in nature, and it may take time to see these characteristics bloom. Always be hunting for clients who fit more than one or two characteristics. The success of your company relies on having a growing book of business comprised of ideal clients you love and deserve. •

## Scottsdale Announces \$2.1 Billion 2022-23 Budget

Having received an unexpected surge in sales tax revenues, Scottsdale's recently announced 2022-2023 budget has been set at \$2.1 billion. The budget will be adopted June 7.

The budget plan features \$658.8 million for operations, \$29.5 million for grants and special districts, \$356.6 million for reserves and contingencies, and \$1.1 billion for capital projects.

The capital budget is up 29.5% over the current year. The general fund portion of the CIP budget totals \$117.9 million, which includes \$19.1 million in existing projects' cost increases, \$26.7 million for new projects, \$17 million for downtown park, \$16.8 million to cover shortfalls in bond-funded projects, and \$5 million to hedge against inflation.

New projects covered under the capital budget include replacing the **bunkhouse at McCormick-Stillman Railroad Park** for \$7.3million, and spending \$6 million on various improvements and replacements for city-owned buildings.

Bond-funded projects that will receive additions of monies from the general funding include modernizing the **police and fire training facility** (\$5.8 million), an additional \$5 million for a new fire department training center and another \$4 million for the **multi-use sports fields** around Bell Road. ([Source](#))



## Glendale Approves Tentative Budget

The Glendale City Council has approved a tentative final budget of \$1.07 billion, a decrease from the previous year's \$1.2 billion.

The council is expected to adopt the final budget June 14.

The proposed budget includes capital improvement allocations of \$288 million, which includes the \$70 million renovation of the city's downtown campus. The project funding includes a previous allocation of \$21 million, leaving a total remainder of \$49 million. ([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"](#)



### MAY

- 25** ASHE Southwest Regional Summit-Infrastructure Dollars and Sense  
8 a.m.  
Location: *Pointe Hilton Tapatio Cliffs Resort - 11111 N. 7th St., Phoenix*
- 25** NAIOP: Coffee with Candidates Series - AZ Governor Election: Katie Hobbs  
8 a.m. - 9:30 a.m.  
Location: *24th at Camelback II 2325 E. Camelback Road, Suite 120, Phoenix*
- 26** ASHE: 2022 Annual Scholarship Golf Tournament  
8 a.m.  
Location: *Point Tapatio Lookout Mountain - 7th Street and Thunderbird Road, Phoenix*
- 26** PMI: 4th Friday @ Virtual Dinner Event  
5:30 p.m. - 7 p.m.  
Location: *Online Only*
- 26** YBC Quarterly Meeting & Mixer  
3 p.m. - 5 p.m.  
Location: *ABA Office 2552 W. Erie Dr. Ste. 106, Tempe*

- 26** Green Chamber: Community Networking  
5 p.m. - 6:15 p.m.  
Location: *Online Only*
- 26** MPA Cocktails and Connections  
5 p.m. - 7 p.m.  
Location: *One S. Church Ave., Tucson (Courtyard between 1 S. Church building and Rendezvous Urban Flats)*

### JUNE

- 3** 2022 AIA Arizona Associates Conference  
9 a.m. - 3 p.m.  
Location: *Online Only*
- 15** AZCREW: Monthly Book Club  
8:30 a.m. - 9:30 a.m.  
Location: *Hybrid Event - 2390 E. Camelback Road, Phoenix or online using Zoom*
- 15** Local First: Mesa Business Mixer  
6 p.m. - 8 p.m.  
Location: *Cider Corps 31 S. Robson #103, Mesa*

### Featured Federal-Aid Projects

#### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
5/19/22 2 p.m.	N/A	4.4%	22AP005	<a href="#">IFB</a>	City of Prescott - Taxiway C relocation and hot spot mitigation Phase 3, Prescott Regional Airport. The work consists of relocation of taxiway c, adjusting and upgrading lighting and signage infrastructure along taxiway C, and mitigating hot spots 2 and 3.	LaTona Jones at latona.jones@prescott-az.gov
5/20/22 11 a.m. MST	\$2 million	4.02%	092-A(209)T; F039501C	<a href="#">IFB</a>	ADOT - Pavement preservation, Sierra Vista-Bisbee Highway (State Route 92): Glenn Road 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 and Specifications, at ihossain@azdot.gov
5/20/22 11 a.m. MST	\$938K	7.24%	GGH-0(206)T; T023501C	<a href="#">IFB</a>	ADOT - Bridge Replacement, Fort Thomas River Road bridge structure No. 11693 re-bid, Graham County. The work consists of replacing existing bridge on Gila River with a new box culvert bridge.	Iqbal Hossain, Group Manager of Contracts and 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](mailto:rmoore@pffjv.com)

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

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



# BONDING AND CONTRACTING EDUCATION PROGRAM

**SPACE IS LIMITED!**

## ABOUT

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

## PROGRAM BENEFITS

- Sessions are taught by subject matter experts with bonding, accounting, finance, and contracting experience
- Receive updates on available/upcoming contracting opportunities
- 1:1 consultation with a U.S. SBA authorized 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](#).

## 2022 SPRING PROGRAM SCHEDULE

May 25	Application deadline
May 26	Announce program eligibility to applicants via email
June 1 - June 29	Program sessions will take place every Wed from 11-1 PM PT starting on June 1st

**CLICK HERE TO APPLY!**

Deadline - May 25, 2022 @11:59 PM PT

### Contact Info

**Houa Vang**, BEP Program Officer

Email: [hvang@calasiancc.org](mailto:hvang@calasiancc.org)





# 2022 Summer Program Schedule

This is a 5-workshop series program designed to help Arizona-based small construction businesses be bond-ready and contract-ready. All workshop sessions will take place live online.

**1**  
**June 1**  
11-1 PM PT

**Program Kick-Off & Financial Management Best Practices**

**2**  
**June 8**  
11-1 PM PT

**Credit Score Best Practices & Access to Capital**

**3**  
**June 15**  
11-1 PM PT

**Introduction to Bonding & Insurance Process**

**4**  
**June 22**  
11-1 PM PT

**Federal Contract Bidding Process & Upcoming Contracting Opportunities**

**5**  
**June 29**  
11-1 PM PT

**Federal Contract Estimating Costs & Program Conclusion**