

## Business Engagement and Compliance

### ACEC Issues Infrastructure Law Energy Projects Update

In its most recent newsletter, the **American Council of Engineering Companies of Arizona** gave a status update for **Department of Energy** projects under the **Bipartisan Infrastructure Law/ Infrastructure Investment Jobs Act**.

**ACECA** reports only 11% of the \$62 billion in **DoE** spending under **IIJA** energy funds will be distributed under state formula programs and

that **DoE** funds are usually distributed more slowly than transportation and water project funding.

**DoE** is expected to expand existing programs and develop 60 new ones in the next five years. It will have to issue RFIs, develop and publish project strategies and follow up with funding announcements as information becomes available.

According to the newsletter, "The funding generally covers manufacturing, energy efficiency (residential and communities), power (grid upgrades and resilience, nuclear and hydropower maintenance), and commercialization of technologies (demonstration and research hubs, hydrogen, carbon capture, advanced nuclear, and rural demonstrations)."

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### NEWLY CERTIFIED DBE FIRMS:

- District Safety Products Inc.
- Laser Bridge Industries LLC
- JMRD Painting
- EJO Ventures



### Phoenix Ready \$500 Million 2023 Bond Request



### The Best Marketing is Doing Good Work



### Railroad Administration Announces \$7 Million in Arizona Grants



**KIEWIT-FANN  
JOINT VENTURE**

### Meet the Prime: Kiewit-Fann Joint Venture

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

## ACEC Issues Infrastructure Law Energy Projects Update (Cont'd)

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ACECA provides a link to the DoE BIL [frequently asked questions](#) page dealing with distribution timelines, cross-agency engagement, union and “prevailing wage” requirements, supply chain constraints, the **Building a Better Grid Initiative** and several others.

For companies interested in the \$7.1 billion available for grants and competitive solicitations for state, local and tribal government projects, application details and instructions will become available as various programs

are developed. ACECA recommends signing up for notification subscriptions

According to ACEC, BIL/IJA funding flows under state, local, and tribal formula grants include:

- **Energy Efficiency and Conservation Block Grants** (\$550 million)
- **Energy Efficiency Revolving Loan Fund Capitalization Grants** (\$250 million)
- **Preventing Outages and Enhancing the**

**Resilience of the Electric Grid Grants** (\$2.5 billion)

- **State Energy Program** (\$500 million)
- **Weatherization Assistance Program** (\$3.5 billion)

Lastly, ACECA recommends contacting major DoE offices, where users can find objective, strategy and initiative information and sign up for alerts, newsletters and other information. •

## Phoenix Readying \$500 Million 2023 Bond Request

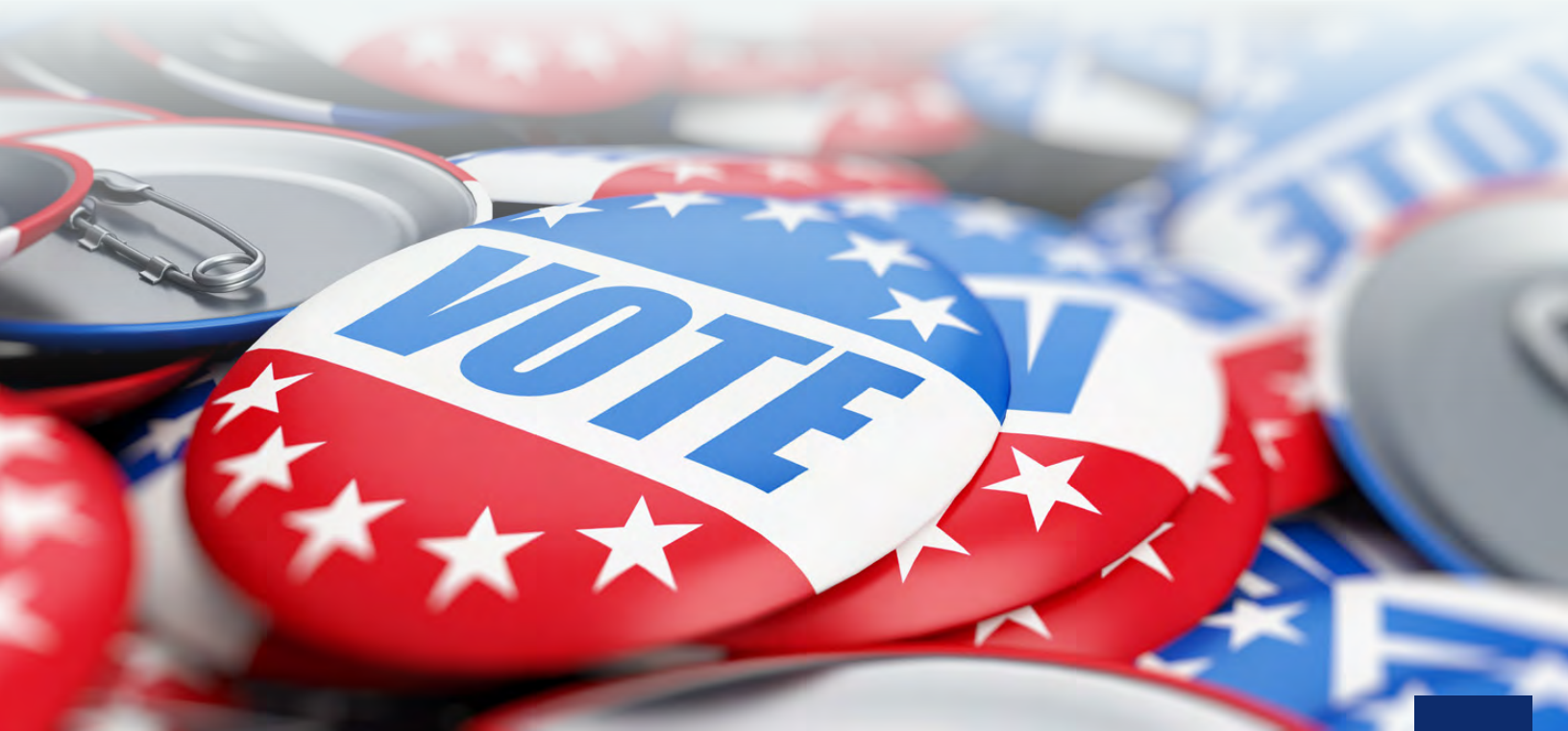
The **City of Phoenix** has begun preparations to put a \$500 million bond request before voters next year. It will be the first bond measure sought by the City since voters approved an \$878.5 million request in 2006.

**Phoenix City Council** voted last week to create a **General Obligation Bond Committee** comprised of more than 75 community leaders to establish a project list to put before voters.

Likely project target areas include economic development, streets, public safety, housing, parks and recreation, and arts and culture. Full details are expected later this year.

The measure will likely not require a tax increase. If the bond is approved, the City will incur debt against a structure future repayment plan.

Some officials expressed hopes Phoenix will undertake bond programs more frequently in the future. According to City finance officials, a \$500 million bond program every five years could likely be undertaken for 20 years without raising taxes. ([Source](#))







### *Old Fashioned Insights Still Ring True*

## The Best Marketing is Doing Good Work

Marketing in the 21<sup>st</sup> century can be mind-boggling, and it is no wonder that business owners become overwhelmed when selecting how to allocate dollars and time to marketing a success businesses.

Consider the following statistics in 2022:

- 9,932 martech solutions, according to chiefmartec.com
- 132 social media sites, according to influencermarketinghub.com
- 52 website builder platforms, according to visuallightbox.com
- 4.66 billion active internet users worldwide, which means digital publishing can attract a huge audience, according to copypress.com

Even the language and definition of marketing has transformed in the past 25 years. "Marketing technology (also known as martech) is a set of software solutions used by marketing leaders to support mission-critical business objectives and drive innovation within their organizations. Martech solutions focus on content and customer experience, advertising, direct marketing, marketing management and marketing data and analytics," according to the Gartner Glossary at gartner.com.

With so many platforms and communication channels out there, what should a business owner do to grow a sustainable business?

Do good work.

Day in and day out.

Here are a dozen time-tested practices that characterize doing good work for clients:

1. Deliver complete work with zero or minimal errors every day.
2. Take responsibility when you make a mistake and correct the error immediately.
3. Respond to texts within one hour, emails the same day, and return phone calls within 24 hours.
4. Make sure your technical reports and studies are easy to understand, and include a table of contents, page numbers, succinct and clear technical writing, clean graphics, and appendices with well-organized calculations and supporting information.
5. In meetings, actively listen to understand. Paraphrase statements to ensure that you have correctly heard what your client said.



## The Best Marketing is Doing Good Work (Cont'd)

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6. Use agendas to keep meetings on track without unnecessary sidebar conversations. Use “parking lot” flip charts to remember important topics that need to be discussed elsewhere.
7. Submit meeting minutes within 24 hours, and clearly identify action items and deadlines. Use bold and/or colored font so these activities stand out.
8. Know the scope of work thoroughly so you do not miss expected tasks or add others that the client has not specified.
9. Communicate progress status regularly, which could be a weekly status update or monthly report.
10. If there is a problem, delay, or obstacle, advise your client immediately. Do not avoid sharing bad news.
11. Tell your clients that you appreciate their business. Send handwritten notes, ask for project performance feedback, and make time to celebrate milestones and project achievements.
12. Be obsessed with your client’s success, and continually keep an eye out for areas where you can help.

Even with all the 21<sup>st</sup> century technology available today, doing good work is the best marketing strategy to keep clients satisfied. All the articles, posts, ads, and campaigns cannot replace the outstanding experience of working with your professional team.

When you deliver your products and services with excellence every time, you are building strong relationships that result in clients for life. Just do good work. •

## Railroad Administration Announces \$7 Million in Arizona Grants

Two Phoenix railroad crossing improvement projects have been awarded more than \$7 million in grant funding under the **Federal Railroad Administration’s Consolidated Rail Infrastructure and Safety Improvements** grant program.

Nationally, 46 projects in 32 states and Washington, D.C. received more than \$368 million in grants under **CRISI**, which is

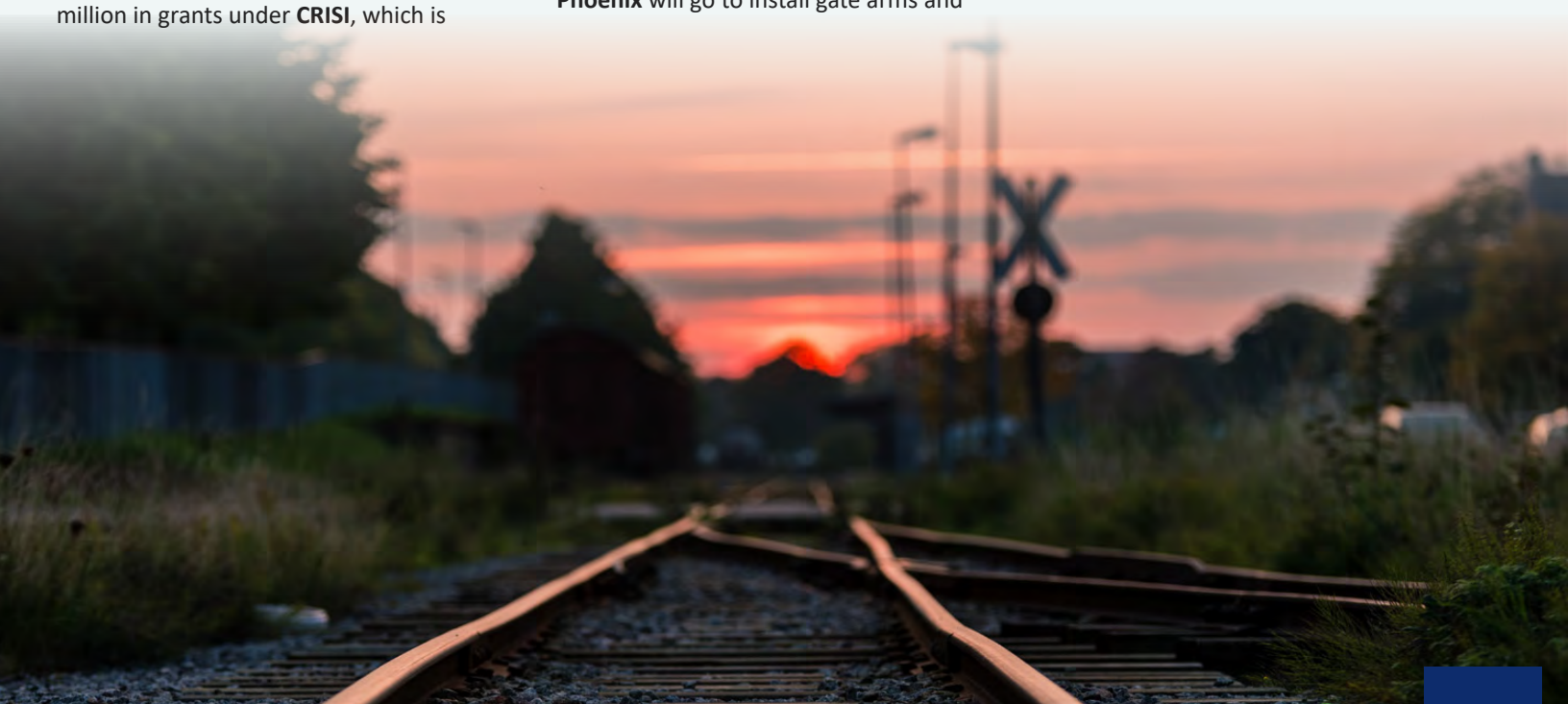
targeted at modernizing rail infrastructure and reducing supply chain congestion.

Funding for the projects is provided under the **Bipartisan Infrastructure Law**, which allocates \$1 billion/year for five years for rail infrastructure improvements.

The up to \$7 million award to the **City of Phoenix** will go to install gate arms and

signalization, along with widening sidewalks and other minor improvements for railroad crossings at **43<sup>rd</sup> Avenue and Camelback Road** and **19<sup>th</sup> Avenue and McDowell Road**. Phoenix will provide a 30% match.

The complete list of the FY 2021 CRISI grant awards is available [here](#). ([Source](#))



# MEET THE PRIME



## KIEWIT-FANN JOINT VENTURE

### COMPANY CONTACT:

**CRAIG MARTIN,**  
*Estimating Manager*

**(602) 426-7310**

[craig.martin@kiewit.com](mailto:craig.martin@kiewit.com)

**[www.kiewit.com/](http://www.kiewit.com/)**

### COMPANY DESCRIPTION:

The Kiewit-Fann Joint Venture (KFJV) is a strategic partnership between two trusted Arizona firms that have extensive experience working in rural environments, delivering highway projects. KFJV team members have an extensive history together on successful design-build and CMAR projects and have long-standing relationships with ADOT, local jurisdictions, and the community.

With more than 200 staff and over 300 local craft workers, Kiewit Infrastructure West Co.'s Phoenix office was founded in 1963 and is one of the region's largest contractors, with access to the trained design and construction professionals of a nationwide organization of affiliates. Kiewit's resources also include the largest privately-owned equipment fleet in North America, giving our team the tools they need to deliver work on schedule.

Fann Contracting, Inc. brings over 60 years of heavy civil construction experience throughout the state of Arizona. They have become one of the state's leading general contractors and specialize in technical construction projects of all types and sizes including highway and transportation, roads and streets, public works utilities, water and wastewater, commercial and residential developments, landfill, aviation, and other unique project endeavors.

### ► How can DBE/SBE firms find out about bids?

Head to <https://www.kiewit.com/business-with-us/opportunities/i-17-anthem-way-project/> to complete the Subcontractor Questionnaire and create an account with Building Connected.

### ► How can DBE/SBE firms start/grow a business relationship with you?

KFJV is committed to meeting or exceeding stated project participation requirements upon award of ongoing and upcoming Arizona Department of Transportation projects; assisting interested DBEs in obtaining bonding, lines of credit or insurance; providing interested DBEs information related to the plans, specifications and requirements for work to be subcontracted or supplied by these DBEs; assisting interested DBEs in obtaining necessary equipment, supplies, materials or related assistance or services; sub-dividing bid items into economically feasible work units to DBEs every advantage to quoting the project.

Contact us to learn about anticipated subcontract opportunities on the I-17 Anthem Way project at [Flex.Outreach@kiewit.com](mailto:Flex.Outreach@kiewit.com).





## MEET THE PRIME



**KIEWIT-FANN**  
JOINT VENTURE



Photo Credit: Rosemarie - stock.adobe.com

## CURRENT PROJECTS:

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### South Central Light Rail Extension

Total Construction Cost: \$795 Million

Owner: Valley Metro Rail

Contractor: Kiewit Infrastructure West Co.

Engineer/Architect: AECOM

**Details:** This project includes the installation of over 5 miles of new lightrail, 12 new stations, 5 TPSS/Signal buildings, and two Park and Rides from downtown Phoenix to Baseline, mostly along Central Ave. It also includes roadway reconstruction, utility replacement & realignment, and bridge reconstruction or rehab along the alignment.

2

### I-15 Tropicana

Total Construction Cost: \$305 Million

Owner: Nevada DOT

Contractor: Kiewit Infrastructure West Co.

Engineer/Architect: Kiewit Infrastructure Engineers

**Details:** Replace the existing interchange structures to widen and lengthen the Tropicana Avenue bridge over I-15.

3

### Cordes Junction-Flagstaff Hwy (I 17)

Total Construction Cost: \$35 Million

Owner: ADOT

Contractor: Fann Contracting Inc.

Engineer/Architect: Yumi H. Shapiro

**Details:** The work consists of pavement rehabilitation and bridge rehabilitation.

4

### Chambers-Mexican Water Hwy (US 191)

Total Construction Cost: \$13.7 Million

Owner: ADOT

Contractor: Fann Contracting Inc.

Engineer/Architect: ADOT-Infrastructure Delivery & Operations Division Roadway Design Section

**Details:** The work consists of widening the existing shoulder on both sides of the roadway and installing shoulder and centerline rumble strips. The work also includes chip seal application, paving turnouts, installing pipe, headwalls and guardrail, signing, pavement markings and other related work.

### 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"](#)



## JUNE

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|--|---|
| <p><b>21</b> CJE (JOC): SoCal Summer Chapter Meeting<br/>12 p.m. - 12:50 p.m.<br/>Location: <i>Virtual</i></p>                 | <p><b>29</b> ISTB7 Presentation + Tour of the ASU Walton Center<br/>4:30 p.m. - 7 p.m.<br/>Location: ISTB &amp; Auditorium<br/>808 S. Rural Road, Tempe</p> |
| <p><b>23</b> AZCREW: Happy Hour<br/>5 p.m. - 7 p.m.<br/>Location: <i>Blanco</i><br/>2502 E. Camelback Road, Phoenix</p>        | <p><b>30</b> Green Chamber: Community Networking<br/>5 p.m. - 6:15 p.m.<br/>Location: <i>Virtual</i></p>  |
| <p><b>24</b> PMI: How to Manage Your Portfolio Without Being an Expert<br/>7:30 a.m. - 9 a.m.<br/>Location: <i>Virtual</i></p> | <p><b>30</b> ASA Meet the Board Networking Mixer<br/>4:30 p.m. - 7 p.m.<br/>Location: Dave &amp; Buster's<br/>2000 E. Rio Salado Pkwy., Suite 1100</p>      |

## JULY

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|--|--|
| <p><b>14</b> CJE: Southwest Chapter Summer Meeting<br/>11 a.m. - 12 p.m.<br/>Location: <i>Chasse Building, 230 S. Siesta Lane, Tempe</i></p> | <p><b>22</b> ASA: 7th Annual Beers &amp; Balls Bowling Tournament<br/>11 a.m. - 12 p.m.<br/>Location: <i>8925 N. 12th St., Phoenix</i></p> |
| <p><b>20</b> AZAEP: Monthly BOD Meeting<br/>12 p.m. - 1 p.m.<br/>Location: <i>Zoom</i></p>   |  |



## Featured Federal-Aid Projects

### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
6/24/22 11 a.m. MST	\$880K	3.83%	999-A(555)T; F043201C	<a href="#">IFB</a>	ADOT - Install Signs, North West Region (I-40 & I-17). The work consists of installation of wrong way signing & pavement marking. DBE Goal of 3.83%.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
6/24/22 11am MST	\$1.4 million	7.91%	088-A(208)T; F033201C	<a href="#">IFB</a>	ADOT - Drainage Improvements, Apache Trail (State Route 88): Tomahawk Road to Buffalo Road. The work consists of drainage improvements, including installation of new pipe culverts, extension of pipe culverts, pavement treatment, drainage excavation, placing riprap, pavement marking, & seeding.	Iqbal Hossain, Group Manager of Contracts & Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
7/22/22 11 a.m. MST	\$10.5 million	5.64%	080-A(212)T; H893701C	<a href="#">IFB</a>	ADOT - Bridge Replacement, San Pedro River Bridge, Benson-Douglas Highway (State Route 80). The work consists of removing the existing San Pedro River Bridge & replacing it with a continuous three span welded steel plate girder bridge, including replacing guardrail & guardrail terminals, & placing pavement markings.	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.

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 – June 21

# I-17, ANTHEM WAY TO JCT. SR 69 (CORDES JUNCTION)



## STAY CONNECTED

For additional information and future event dates, visit our website at:

<https://www.kiewit.com/business-with-us/dbe-opportunities/i-17-anthem-way-project>

DBE participation goal established for this project:

10.16%

for Professional Services

10.88%

for Construction Work

## OUR TEAM

The Kiewit-Fann Joint Venture (KFJV) is a strategic partnership between two trusted Arizona firms that have extensive experience working in rural environments, delivering highway projects. KFJV team members have an extensive history together on successful design-build and CMAR projects and have long-standing relationships with ADOT, local jurisdictions, and the community.

## POTENTIAL SUBCONTRACT OPPORTUNITIES

KFJV is assembling a team to pursue the I-17 Anthem Way project. We are seeking diverse and local firms interested in professional services and construction subcontract opportunities. Scopes of work include, but not limited to:

- Construction Water
- GGL Pile Testing
- Utilities
- Permanent Barrier
- PVC / HDPE Pipe Materials
- STS Drill Bits
- Light Plants
- Deep Foundations Drill Shafts
- Tieback / Rock Anchors Shoring
- Fence and Handrail
- Powerline Install and ROW
- Sign Drilled Shafts
- Potholing
- Sound wall footing
- Furnish & Install Precast Girders
- Bearing Pad Testing
- Traffic Control

## TAKE THE FIRST STEPS

Head to <https://www.kiewit.com/business-with-us/opportunities/i-17-anthem-way-project/> to complete the Subcontractor Questionnaire and create an account with Building Connected.

## QUESTIONS? CONTACT US!

Contact us to learn about anticipated subcontract opportunities on the I-17 Anthem Way project at [Flex.Outreach@kiewit.com](mailto:Flex.Outreach@kiewit.com).

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*KFJV is an Equal Opportunity Employer.*