

### Business Engagement and Compliance

## ADOT Approves 2023-2027 5-Year Construction Plan

The **State Transportation Board** has approved the **2023-2027 Five-Year Transportation Facilities Construction Program**, setting the stage for the expansion and improvement of several highways that carry significant passenger and freight traffic.

The final 2023-2027 Five-Year Program can be found at [azdot.gov/fiveyearprogram](https://azdot.gov/fiveyearprogram).

The approved five-year program allocates \$571 million to projects that widen highways or improve interchanges, including:

- Adding lanes along **Interstate 17 between Anthem Way and Sunset Point**, with construction on the \$328 million project beginning in 2022.

- Two major projects to begin widening **Interstate 10 between Phoenix and Casa Grande**, including \$400 million to widen the highway between Loop 202 and State Route 387 and \$110 million to replace the **Gila River bridges**. Construction on both projects is targeted for 2023.

- Constructing the first phase of the **I-40/US 93 West Kingman interchange**. The plan includes \$145 million for construction in 2024.

- Widening the last two-lane section of **State Route 260** in the Lion Springs area. The plan includes \$109 million for construction in 2026 and would complete ADOT's goal of completing a four-lane divided highway along the entire SR 260 corridor.



### Final Requests \$301 Million Grant for State Route 24 Extension



### Spend the Right Time with the Right Clients



### State Budget May Include \$30 Million for State Route 347 Improvements

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



### NEWLY CERTIFIED DBE FIRMS:

- Construction Survey Technologies Inc
- Trinity Land Surveying Inc
- CLS Electric Corporation
- Office Keepers LLC



## ADOT Approves 2023-2027 5-Year Construction Plan (Cont'd)

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Additionally, the plan will invest more than \$2.5 billion in pavement preservation projects across Arizona over five years, upgrading 400 lane miles of pavement from fair and poor condition to good condition.

About \$463 million would be invested in projects that improve highway safety, efficiency, and functionality, including smart technology or adding shoulders. One of those projects would involve \$68.1 million to expand broadband connectivity along I-40 from Flagstaff to the California state line.

The I-17 and I-10 widening projects are able to advance through ADOT's partnership with

the **Maricopa Association of Governments**, the regional planning agency that has committed some of the funds for those improvements.

The 2023-2027 Five-Year Program also reaches ADOT's goal of allocating \$360 million per year for preservation of bridges and roadways throughout the state highway system. Preservation projects include repaving and repairing highways, along with repairing or reconstructing bridges.

In general, major projects begin as part of the agency's long-range visioning process, move into a six- to 10-year development

program and then become part of the Five-Year Program. The Program is developed by working closely with local and regional planning organizations and community leaders to identify projects that are ready to build or design.

Funding for the Five-Year Program is generated by the users of transportation services, primarily through gasoline and diesel fuel taxes and the vehicle license tax. Both the Maricopa and Pima County regions have independent revenue streams established through voter-approved sales taxes that allow for more expansion projects to take place in those areas. ([Source](#))

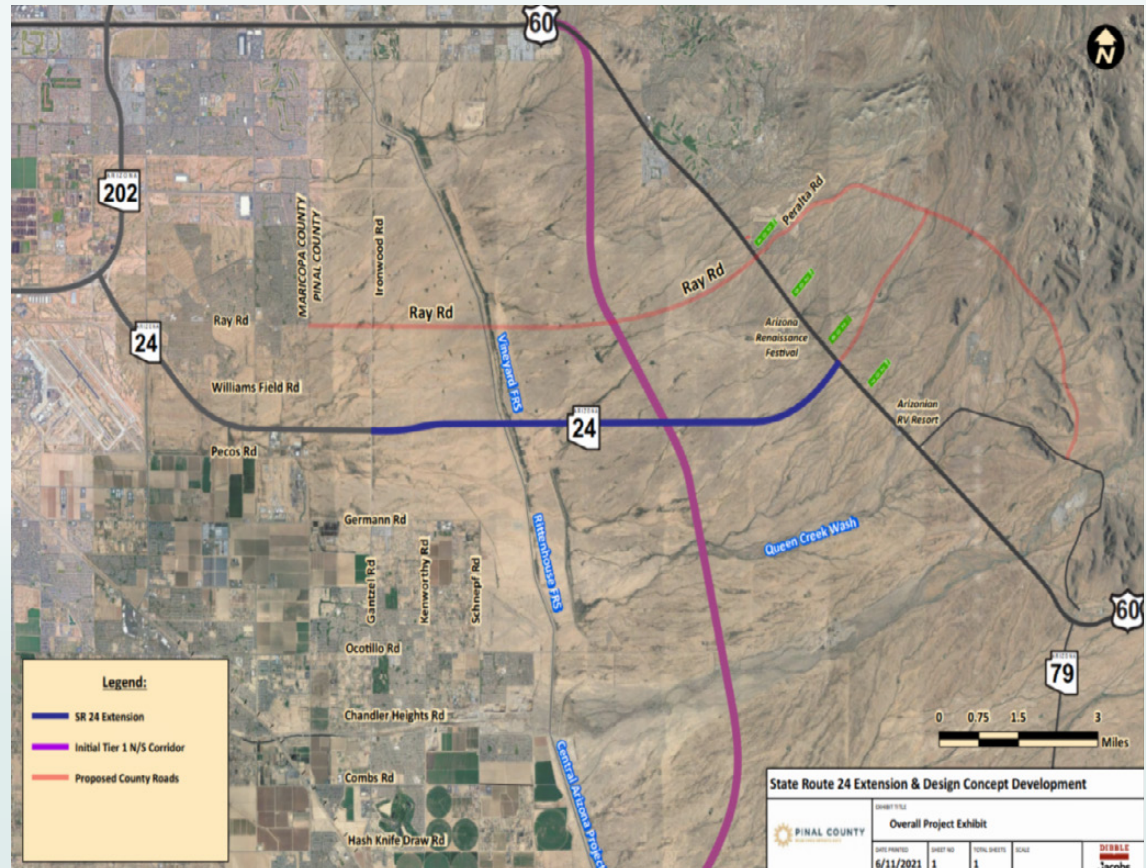
## Pinal Requests \$301 Million Grant for State Route 24 Extension

The **Pinal County Board of Supervisors** have approved a federal grant application that, if awarded, would provide \$301 million to extend **State Route 24** from Ironwood Drive to US 60.

The grant funds would be in addition to a previously approved SR 24 state budget allocation that went toward interim work.

The project would create a four-lane highway, which Pinal said in its application is a necessary alternative route for congested arterial streets in the area, given the extent of overall growth. The application cited recent traffic studies that predict most current arterial streets in the project area will be overwhelmed by 2030.

The request was filed under the **U.S. Department of Transportation's MEGA Grant Program**, also known as the **National Infrastructure Project Assistance Program**. ([Source](#))



Credit: Pinal County



### Segmenting clients helps with time management

## Spend the Right Time with the Right Clients

“How much time do I need to cold call clients?” is a frequently asked question among business owners, especially in design and construction. Most non-salespeople hate the dreaded cold call, so they look for industry best practices that let them off the hook.

Other entrepreneurs look for guidelines about how much of their client list should be balanced between tiers. Good, better, and best seems a little mundane, and what is the definition of each?

Business leaders who understand their client mix and spend the right time with the right clients are likely to experience long-term success; it is important to understand who is crucial to keep satisfied and how to attract others who deserve at least some of your time and attention.

Here are three categories of clients and how much time you should plan to spend on them:

1. **Core clients are your main focus.** Ask yourself, “will losing this client cause a substantial negative impact on my company?” You know who they are: while they may not be your most long-time client, you know they are the lion’s share of revenue and/or profitability. They are hard to find, and important to keep. ***Spend 60 percent of your time with core clients, who make up only 10 percent of your client and prospect list.***

Your core clients will have at least a primary and secondary client manager. They are too important for only one staff member to “own” this client. You will closely track opportunities with these clients. You will also develop a client capture plan, where you identify the leadership team, departmental managers, and key staff. You will have special events with and for these core clients, and everyone in the company knows that when these clients call, you and your team jump.

2. **Key clients are your next category of focus.** If you lost a key client, it would not be as catastrophic as a core client, and you would have an easier time to replace them. ***Spend 30 percent of your time with key clients, who make up 30 percent of your client list.***

You will also develop client capture plans for these clients, and are sure to have a primary client manager. If the client is a larger organization, you may add secondary client managers as needed. You will watch your key clients to see if they have the potential to become a core client. Remember, you have only so many time and effort resources to spend. It is acceptable to recognize that some clients are important, but they are not crucial.

3. **Your other clients and prospects are in the third category.** It does not make you sad if you lose one of these clients. In fact, this is the right place to start “weeding your garden.” ***Spend 10% of your time with other clients/prospects who are 60% of your client list.***

While this is the largest portion of your client list, you do not have to spend the most time with them. These clients are often the focus of your broader marketing efforts, including social media, website, large industry conferences, and other large events. You see them and they see you, but you do not have to spend as much one-on-one time with them. They generally do not have a primary client manager to stay in close touch with them. You know who they are, but they are just not the focus of your client managers, who spend a majority of their time on core, and some of their time on key clients.

Assigning your clients into core, key, and other categories helps you know where to spend your time, and how the mix of these types of clients should make up your entire client/prospect list. Take some time to review your client list and assign them to the appropriate categories. Assign primary and secondary client managers, and develop client capture plans where needed.

Firms that have a healthy mix of client types and spend their resources on activities that matter set their organizations up for long-term success without worrying about the dreaded cold call. •



### State Budget May Include \$30 Million for State Route 347 Improvements

A leaked draft of a possible state budget shows more than \$30 million has been set aside by the **Arizona State Legislature** for improvements to **State Route 347** between Maricopa and Chandler.

The three budget components for the project are:

- \$19 million for design costs,
- An inflation adjustment from the 2022 budget of \$2.6 million to cover design and easements for the **SR 347/Riggs Road overpass**, and

- An inflation adjustment from the 2022 budget of \$8.8 million to construct the overpass.

Maricopa officials said the overpass is a top priority for the **Arizona Department of Transportation**.

Another item in the leaked budget shows \$15 million for a Tier II study of the **North-South Corridor** to connect Pinal County and the East Valley.

The state budget process is ongoing, and legislators have a July 1<sup>st</sup> deadline for approval. ([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"](#)



### 2022 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO



LEARN MORE

## JULY

#### 14 CJE: Southwest Chapter Summer Meeting

11 a.m. - 12 p.m.

Location: Chasse Building,  
230 S. Siesta Lane, Tempe

#### 20 AZAEP: Monthly BOD Meeting

12 p.m. - 1 p.m.

Location: Zoom

#### 22 ASA: 7th Annual Beers & Balls Bowling Tournament

11 a.m. - 12 p.m.

Location: 8925 N. 12th St.,  
Phoenix

#### 26 AZAEP Monthly Member Meeting

6 p.m. - 8 p.m.

Location: Online Only

## AUGUST

#### 3-5 Arizona Chapter APWA's Statewide Conference

Schedule Varies by Day

Location: El Conquistador Tucson

#### 26 BOMA: Allied Partners 3rd Qtr Networking

3 p.m. - 5 p.m.

Location: TBD

#### 10 CASHE: August Chapter Meeting - Save the Date

6 p.m. - 8 p.m.

Location: Online Only

### Featured Federal-Aid Projects

#### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
7/15/22 11 a.m. MST	\$2.3 million	4.9%	086-A(226T; F041701C	<a href="#">IFB</a>	ADOT - Pavement Preservation, Why-Tucson Highway (State Route 86): Tribal Route 232 to Sells. The work consists of removing the existing asphaltic concrete by milling and replacing it with a hot applied chip seal coat and micro-surfacing, including replacing pavement markings.	Iqbal Hossain, Group Manager of Contracts and Specifications, at <a href="mailto:ihossain@azdot.gov">ihossain@azdot.gov</a>
7/15/22 11 a.m. MST	\$740,000	6.91%	287-A(202T; F035701C	<a href="#">IFB</a>	ADOT - Rumble strips and right turn lane, Casa Grande-La Palma Highway (State Route 287): Hacienda to State Route 87. The work consists of centerline and edgeline rumble strips installation from Hacienda Road to SR 87 on SR 287 and construction of SB right turn lane at the intersection of SR 287 and SR 87, including new pavement for a new right turn lane installation, fog coat application, signing, and re-striping.	Iqbal Hossain, Group Manager of Contracts and 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 and replacing it with a continuous three span welded steel plate girder bridge, including replacing guardrail and guard-rail terminals, and placing pavement markings.	Iqbal Hossain, Group Manager of Contracts and 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)

# 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).

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.

*KFJV is an Equal Opportunity Employer.*