

### Business Engagement and Compliance

## ACEC 2022 Engineering Excellence Award Portal Open

The American Council of Engineering Companies of Arizona portal for the 2022 Engineering Excellence Awards competition is now open.

The ACEC Arizona Engineering Excellence Awards competition looks to recognize engineering firms "for projects demonstrating exceptional innovation, complexity, achievement, and value."

Deadline for entry is Friday, Aug. 12. Judging will be conducted Aug. 16-26, and winners

will be notified Aug. 29. The awards ceremony will be held Oct. 22 at The Phoenix Zoo. Spouses, partners and friends are invited to participate.

Questions about the awards process or the event should be emailed to [administration@acecaz.org](mailto:administration@acecaz.org).

Entry guidelines, access to the project submission portal, volunteer judge opportunities and sponsorship and ticket information are available [here](#).

# ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES

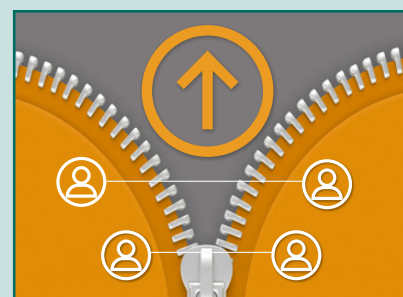


### NEWLY CERTIFIED DBE FIRMS:

- AZ Showtime Carpet Care LLC
- Cass Cura, LLC
- Chavez Wrought Iron, LLC
- Highline Window Cleaning
- McCormick-Busse, Inc.
- Saorsa LLC
- Smyth Industries, Inc.
- Supplying Solutions Inc
- Taino Group LLC
- Worlds Unknown Publishers, LLC
- Zilo International Group LLC



### USDOT Proposes New Rule to Help DBEs



### How to Make Your Client Relationships Weather the Storm



### Pima Approves \$1.9 Billion Budget

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

## USDOT Proposes New Rule to Help DBEs

The **U.S. Department of Transportation** has a new rule proposal that intends to make it easier for small and disadvantaged businesses to compete for federal contracts.

Transportation Secretary **Pete Buttigieg** said the new rule will also widen the U.S. contracting capacity as the \$1.5 trillion infrastructure law impacts demand for talent across a widening array of projects.

Under the proposal the **Disadvantaged Business Enterprise and Airport Concession Disadvantaged Business Enterprise Programs** would see several changes, including:

- Simplified ownership and control certification requirements;
- Simplified interstate certifications;

- Adopting so-called “COVID-19 flexibilities,” including virtual site visits;
- Reduced reporting requirements for some **Federal Transit Administration** recipients;
- Expanded marketing opportunities to prime contractors;
- Improved access to **Federal Aviation Administration**-assisted airport projects;
- Improved payment monitoring and oversight requirements.

Comments on the proposed changes are open through Sept. 19. The full summary is available [here](#). Several other plans and proposals are in development to bring more DBE participants into the pipeline. ([Source](#))





## How to Make Your Client Relationships Weather the Storm

### *Zipper with clients for business development success*

Zip. You know the sound of a zipper. Benjamin Franklin (BF) Goodrich saw a handy invention in 1923 and liked the “zipping” noise it made, so he proclaimed the new-fangled fastener a “zipper.” Even in the 21<sup>st</sup> century, we’re still enjoying this magnificent innovation to keep shoes tight, jackets closed, and tent flaps shut.

Did you know that you can zipper client relationships, too?

When you match your team members with people at similar levels in your client organizations, that’s zipping the client. For example, your project managers are matched at the client’s project manager level, your senior managers are equal with their senior counterparts, and your firm executives build long-standing relationships with the client executives. This type of matching experience and expertise between your team and your clients grows stronger over time as individuals grow in their skills and knowledge.

Why is zipping important?

1. It protects your firm from having only one single point of contact with a client. While project managers and executives often think of clients as “theirs” and “theirs alone,” this is dangerous for your firm. If an employee leaves and goes to another firm, then it’s likely that the client relationship will also walk out the door. When you have zipped the

client, you have multiple employees working with multiple client contacts, so you’re less likely to lose a client if an employee leaves.

**There’s safety in numbers.**

2. It provides flexibility when manpower resources are stretched thin. When you have more than one professional working in a client organization, you have a bench of team members who understand the client’s preferences, policies, procedures, and personnel. If your star project manager has a full plate, then it’s easy to bring in additional resources for a smooth transition and uninterrupted project delivery. **There’s strength in your bench team.**
3. It builds long-term opportunities for younger employees. Professionals who are younger in their careers need time to develop their skills and expertise, as well as their network. When you assign younger staff to work with younger staff in client organizations, they build peer-to-peer relationships that will continue throughout their careers. They tend to get promoted in a similar cycle and enjoy similar life experiences, which binds them together as good friends over the years. **Building relationships takes time so start early.**

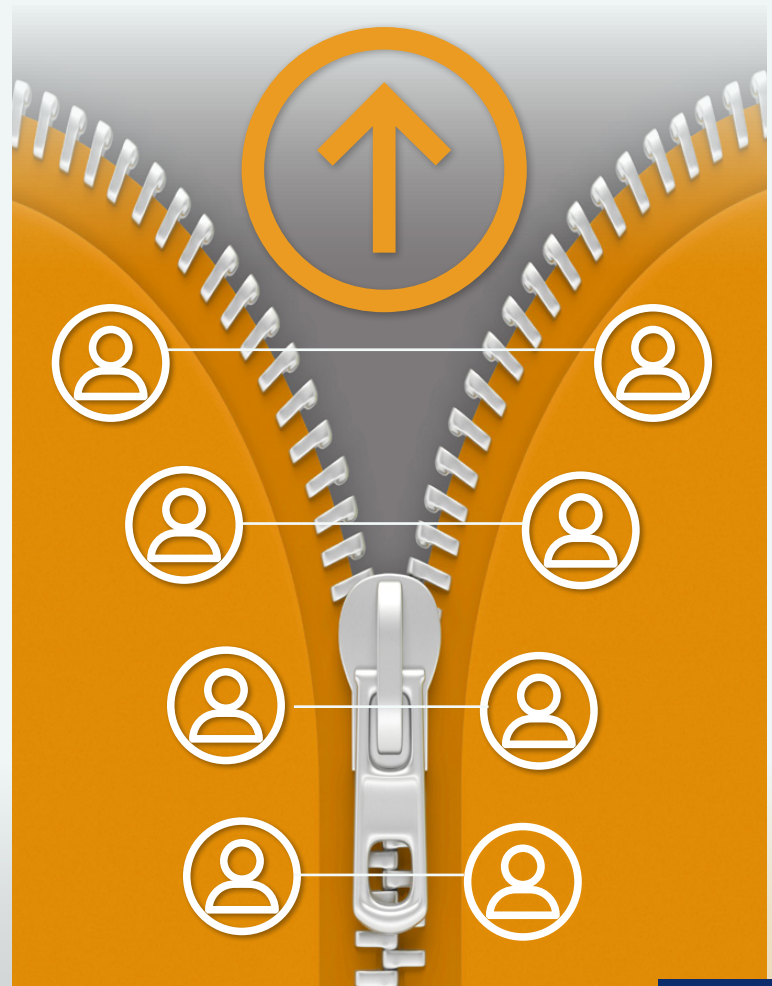
Ever wonder what the parts of a zipper are called?

The slider joins or separates the elements when the zipper is open or closed. Consider your project team members and their counterparts the slider.

The elements are the teeth-like parts that mesh or engage with each other when passed through the slider. Your project experiences, networking events, and volunteer activities are the teeth of building a good relationship up and down both your organization and your client’s.

The tape is the material that holds the elements that the slider joins. Your business development culture and processes are like the tape for building successful relationships with your clients.

Zippering your team members with your clients is a good approach to make your company tight, closed and shut when your competition decides to knock on your client’s door. •



### Pima Approves \$1.9 Billion Budget

The **Pima County Board of Supervisors** has approved a \$1.9 billion budget for the 2023 fiscal year.

Major budget expenditures of interest to the architecture/engineering/construction community include:

- \$177.2 million for capital improvement projects, including a **Sunset Road/I-10 connection to River Road**, renovating the **medical examiner's** building and upgrading security at the jail;
- \$68 million for the repair and preservation of 272 miles of road, and
- Establishing a \$5 million reserve for affordable housing development. ([Source](#))



## ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

August 10, 2022 (7am-12pm) | Virtual Event | Free to Attend

EVENT BROUGHT TO YOU BY:



**REGISTER TODAY**

### 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](#)

## AUGUST

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| <p><b>9</b> <b>PMI: Positive Intelligence: Master your Emotions</b><br/>5:30 p.m. - 7 p.m.<br/>Location: <i>Online Only</i></p> <p><b>9</b> <b>AAED: Redevelopment and Revitalization of Underutilized Assets</b><br/>11:30 a.m. - 1 p.m.<br/>Location: <i>Hilton Phoenix Airport</i><br/>2435 S. 47th St., Phoenix</p> <p><b>9</b> <b>NAIOP: 10 Questions to Ask Before Implementing Solar in CRE Webinar</b><br/>2 p.m. - 2:45 p.m.<br/>Location: <i>Online Only</i></p> <p><b>10</b> <b>CASHE: August Chapter Meeting - Save the Date</b><br/>6 p.m. - 8 p.m.<br/>Location: <i>Online Only</i></p> <p><b>17</b> <b>BOMA: August Industry Luncheon</b><br/>11:30 a.m. - 1 p.m.<br/>Location: <i>Arizona Biltmore Grand Ballroom, 2400 E. Missouri Ave., Phoenix</i></p> | <p><b>23</b> <b>NAIOP: No Place Like Home: How Industrial Can Coexist with Residential Communities</b><br/>2 p.m. - 2:45 p.m.<br/>Location: <i>Online Only</i></p> <p><b>24</b> <b>REIAC + LAI: Southwest Summer Mixer</b><br/>4 p.m. - 6 p.m.<br/>Location: <i>The Gladly</i><br/>2201 E. Camelback Road, Phoenix</p> <p><b>24</b> <b>AAED: Embracing the Multidimensional Implications of Equity in Economic Development</b><br/>11:30 a.m.<br/>Location: <i>Lodge on the Desert</i><br/>306 N. Alvernon Way, Tucson</p> <p><b>26</b> <b>BOMA: Allied Partners 3rd Qtr Networking</b><br/>3 p.m. - 5 p.m.<br/>Location: <i>TBD</i></p> |
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## Featured Federal-Aid Projects

### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
8/17/22 2 p.m.	\$16 million	10.12%	2023-004; F052301L	<a href="#">IFB</a>	ADOT - design concept report (DCR) & environmental document for I-10, Baseline Road TI. The work consists of an engineering study that includes preparation of a DCR, an environmental document and related studies & reports to determine the recommended configuration for the Baseline Road TI at the I-10.	Engineering Consultants Section at ECSSOQ@azdot.gov
9/23/22 11 a.m. MST	\$200 million	7.87%	010-D(211)S; H758301C; PPM-0(268)D; T032701C	<a href="#">IFB</a>	ADOT - Roadway Construction, I-10: Ina Road to Ruthrauff Road; Sunset Road: Santa Cruz River to River Road. The work consists of reconstructing 1-10 to provide four general purpose lanes in each direction from Ina Road to Ruthrauff Road; and roadway and bridge improvements including pathway connection to the Chuck Huckleberry Loop for approximately 1.06 miles from Santa Cruz River to River Road.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
10/14/22 1 1 a.m. 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 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

# 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.*