

Business Engagement and Compliance

More Details on Arizona Businesses and Infrastructure Funds

By Alexis Glascock, Fennemore Craig Government Relations and Regulatory Practice Group

New details have emerged regarding how small businesses might be able to win some of the federal dollars flowing to the State of Arizona as part of the **Infrastructure Investment and Jobs Act**. The bill, signed into law in November of 2021, allocates funds to states and businesses by means of grants and specialized programs. Both delivery methods have direct state recipients as well as competitive opportunities.

We now know that about 39%, or \$77 billion, of the nearly \$200 billion that will be directly distributed to states within the next five years will be competed for amongst the states. State governments, local governments and businesses alike will be eligible to apply for these roughly 240 competitive grant programs depending upon the stipulations outlined in the specific fund pool or program.

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NEWLY CERTIFIED DBE FIRMS:

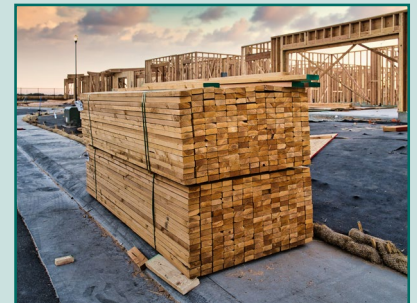
- APPLE DESIGN INC
- AA EPOXY FLOORING LLC
- EXCELLENCE JANITORIAL, LLC



Queen Creek OKs \$67 Million for Frontier Park



How to Capture Clients: Planning Tactics and Strategies That Pay Off



Lumber Tariffs Cut by Half

- ▶ EVENTS
- ▶ OPPORTUNITIES
- ▶ EXTERNAL LINKS

More Details on Arizona Businesses and Infrastructure Funds

1 ◀◀◀◀

Arizona is eligible to compete with other states for \$2.36 billion allocated for the [Bridge Investment Program in FY 2022](#): \$16 billion apportioned for economically significant infrastructure improvement projects, \$2.5 billion in grant funding dedicated to electric vehicle charging, and \$5 billion in discretionary funding over five years to address aging infrastructure at its airports, as well as other funds designated to specific public works projects.

In some situations, Arizona will apply to the federal government to secure funding for the state. The private sector will then be charged with public infrastructure projects and a formal bidding process will begin to award a contractor. Bidding is the typical way in which government-backed infrastructure projects are contracted out to firms. In other situations, the private sector will apply directly to the government in an effort to secure funds for specified projects. Competitive grants will be applied to and released on a rolling basis. Applicant specifications, general grant information, and upcoming grants can be found on the [U.S. Department of Transportation's webpage](#).

One example of a federally backed program that will directly be impacting the Arizona business community is the \$14.4 million allocation to the **Phoenix-Mesa Gateway Airport**. The grants will be used to update existing temporary terminal space with a permanent five-gate ADA compliant facility. The **City of Mesa** will be using a contract bidding system consistent with past infrastructure

projects to source private firms to complete the improvements. Information regarding Phoenix-Mesa Gateway Airport specific bids can be found on the [city's webpage](#).

It is worth noting that [significant challenges arise](#) when dealing with the disbursement of funds from state agencies, such as high application eligibility requirements and inequitable allocation. Past major federal spending bills such as the **2008 American Recovery and Reinvestment Act** as well as the **2020 Coronavirus, Aid, Relief, and Economic Security Act** have demonstrated significant lags in the transfer of funds to those – the businesses – that are working toward specified objectives. Given past wait times, one can predict a continued wait for funds to flow to businesses that were won at the state level.

Arizona businesses that operate in sectors such as infrastructure and energy can expect an increase in projects as the flow of funds to Arizona increases. Businesses have had the opportunity to prepare operations and anticipate projects before they occur, given the bill was signed into law more than nine months ago. The lag has been critical for contractors to recruit employees to complete the projects given the nationwide labor shortage but has helped support local economies during the current economic downturn. Expect to see more news and information regarding infrastructure funding in the state within the next few months. •

Queen Creek OKs \$67 Million for Frontier Park

The **Queen Creek Town Council** voted 4-1 in its July 20 meeting to approve a total of \$67.4 million to begin development at **Frontier Family Park**.

The project timeframe will be divided between mass grading, a fishing lake and utility improvements.

Plans should begin for development of the park road, parking, athletic courts, hardscape and multi-use fields this December, with construction of the concessions, splash pad, maintenance building and other amenities set for April 2023.

At buildout, Frontier Family Park will have six baseball/softball fields, three multi-purpose fields, basketball and sand volleyball courts, a walking track, a fishing lake and 24 pickleball courts.

The **Frontier Family Park Aquatic and Recreation Center** is scheduled for completion around mid-year in 2024. Features will include multi-use indoor courts, a fitness center, lap pool, water slides and a lazy river. ([Source](#))



How to Capture Clients

Planning tactics and strategies that pay off

“Give me six hours to chop down a tree and I will spend the first four sharpening the axe.” – Abraham Lincoln

No one has a crystal ball to know which prospects will become loyal clients. Sometime clients walk through the door, others respond to a catchy email campaign, and still others find you on your amazing website. They are looking for you: you have communicated the benefits you offer and your differentiators stand out clearly. Everyone loves when a new client signs a contract!

Other times, you put on your Sherlock Holmes cap and go into sleuthing mode. You are on the hunt for clients who need your services and products. You are ready to create a Client Capture Plan.

A capture plan is an opportunity-specific document produced to outline your strategy to acquire, or capture, business from a customer, according to octant.com.

Use this proven process to gather valuable information that is bound to turn prospects into clients:

Know thyself. First, look inward and study your current client base. Which clients have been with you the longest and why? Which

clients generate the most revenue per year and why? Which clients bring in the most profit and why? Develop client personas or profiles so you know what to look for with your prospects. When you know where your success is coming from, you are prepared to go on the hunt for more clients like the ones you love.

Go hunting. Now that you know what you are looking for, search for more clients who have similar needs and purchasing processes. For example, if you work for public agencies, then leverage that expertise and identify similar agencies. If you generate strong revenue from one department, search for other departments with similar needs. Ask for introductions and referrals because your clients may know prospects. Use what currently works well for you to find more business, and avoid unknown territory.

Gather intel. Dedicate time to understand the prospect's funding resources, long-term strategic goals, preferences, definitions

of success, pain points and hot buttons, culture and values, and strategic partners and advocates. Ask yourself, “What is their pipeline of opportunities?” Identify key decision-makers and influencers. Understand their purchasing process, contractual requirements, and payment procedures and timelines. Who is your competition, and what has been their experience? Now is the time to dig deep so you can be prepared to meet key prospect contacts with knowledge, instead of going into a meeting unprepared.

Plan for the win. This is where the rubber hits the road. Appoint a client manager who has the appropriate experience and personality to connect with the prospect's team. Determine how often you will meet with the prospect's team members, where, and what type of information will you provide with each encounter. Avoid taking all your brochures and case studies to the introductory meeting: even though you know a lot about the prospect,

consider that introduction to be a “get to know you” event. When you leave the meeting, have a reason to follow up or introduce other team members. It is unlikely that you will get a contract at the initial meeting. Listen for key issues and hot buttons, which are opportunities to share case studies and solutions.

When you submit a proposal, make sure you have answered every question completely and put your best foot forward. Be specific, state your differentiators, and show that you have listened to their needs and concerns. You have worked hard to develop rapport with this prospect, and you do not want to spoil it with a bland or boring proposal.

Client capture plans are critical for winning work. When you do the hard work of gathering insights and information, you are more likely to get that phone call or email saying, “Congratulations, we have selected your firm.” •



Lumber Tariffs Cut by Half

The **National Association of Home Builders** reports the **U.S. Department of Commerce** has moved to lower tariffs against Canadian lumber from 17.99% to 8.59%. The new tariff rate is expected to go into effect sometime in August.

Canada continues to seek a solution that will completely eliminate the charges.

Tariffs have been one contributor to the extreme price increases and fluctuations in lumber prices in recent years, which **NAHB** estimates have added \$14,300 to the price of a standard new home since the start of the pandemic.

NAHB has pledged to continue lobbying the **Biden Administration** for additional

negotiations with Canada to hammer out a long-term solution eliminating the tariffs entirely. The Association also has expressed its support for Canada's efforts to have the tariffs eliminated through a dispute settlement under the **U.S.-Mexico-Canada trade agreement**. ([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"](#)

SMALL BUSINESS
RESOURCE CENTER

BUSINESS COACH
ON DEMAND

ADOT TASK FORCE 2022 MEETING SCHEDULE

UPCOMING PROJECT &
CONTRACT OPPORTUNITIES
AT LOCAL MUNICIPALITIES

TUESDAY, AUG. 30th | 9A.M.

REGISTER TODAY



AUGUST

- 23

NAIOP: No Place Like Home: How Industrial Can Coexist with Residential Communities

2 p.m. - 2:45 p.m.

Location: *Online Only*
- 24

REIAC + LAI: Southwest Summer Mixer

4 p.m. - 6 p.m.

Location: The Gladly
2201 E. Camelback Road, Phoenix
- 24

AAED: Embracing the Multidimensional Implications of Equity in Economic Development

11:30 a.m.

Location: Lodge on the Desert
306 N. Alvernon Way, Tucson
- 25

BOMA: The Art of Networking @ The Marshall Gallery

9 a.m. - 11 a.m.

Location: The Marshall Gallery of Fine Art, 7106 E. Main Street, Scottsdale
- 25

MPA: Cocktails & Connections – JKaiser Workspaces

5 p.m. - 7 p.m.

Location: JKaiser Workspaces
40 E. Congress, Ste. 102, Tucson
- 25

REIAC: Sip, Nibble, Chat, Repeat

4 p.m. - 6 p.m.

Location: The Gladly
2201 E. Camelback Road, Phoenix
- 25

SAME PHX: Government-Industry Engagement Event

8:30 a.m. - 2 p.m.

Location: The Wigwam
300 E. Wigwam Blvd., Litchfield Park
- 26

PMI - Empathy and Understanding: Your Keys to Success

7:30 a.m. - 9 a.m.

Location: *Online Only*

SEPTEMBER

- 8

ABA: 2022 YBC 3rd Annual Golf Outing

7:30 a.m. (Shotgun Start)

Location: Legacy Golf Course
6808 S. 32nd St., Phoenix
- 9

AZCREW: Professional Development

8 a.m. - 10 a.m.

Location: 2398 E. Camelback Road, Suite 180, Phoenix



Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
8/30/22 2 p.m.	\$990 million	13.21%	2023-005; F025201D	IFB	ADOT - General Engineering Consultant for I-10, State Route 202 (Santan/South Mountain) to State Route 387. The work consists of widening I-10 to include one additional general purpose lane in both directions south of Riggs Road and one additional general purpose land and a high occupancy vehicle (HOV) north of Riggs Road.	Engineering Consultants Section at ECSSOQ@azdot.gov
9/9/22 11 a.m. MST	\$5.4 million	14.91%	FL0-0(201)T; SZ04101C	IFB	ADOT - Intersection Improvements, State Route 287 and State Route 79B. The work consists of adding a new multi-lane roundabout at SR 287 and SR 79B and a single-lane roundabout at SR 79B and Florence Heights Drive.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
9/16/22 11 a.m. MST	\$18.5 million	6.56%	010-E(230)T; F021201C	IFB	ADOT - Pavement Rehabilitation Re-Bid, Tucson-Benson Highway (I-10): Ajo Way to milepost 272. The work consists of pavement rehabilitation and bridge deck repair, including removal of existing asphaltic concrete friction course by milling and replacing with new asphalt- rubber concrete friction course (AR-ACFC), placing crack seal and fog coat on the shoulders; constructing guardrail, bridge deck repair and installing conduits, traffic signs, pavement marking & highway lighting.	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.

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.