

Business Engagement and Compliance

Arizona to Get \$109.5 Million in IJA Funds to Improve Water System

Arizona is scheduled to receive \$109.5 million under the **Infrastructure Investment and Jobs Act** this year to improve water systems. While that is far less than the \$1.4 billion state officials say is needed, it is far more than some states will receive.

The allocation consists of \$50.9 million to replace lead pipes, \$13.6 million to deal with PFAS contamination and \$32.3 million for other projects. The state will also receive \$12 million under a base grant from the **Environmental Protection Agency**.

The **Water Infrastructure Finance Authority of Arizona** has received 34 applications from local governments totaling more than \$1.4 billion in water projects in this fiscal year. Twenty-seven of the requests are for general water infrastructure such as pump stations and wells. These total \$1.3 billion, and the state expects \$44.9 million to come from IJA funds.

Three of the requests ask for funds to clean up PFAS – so-called “forever chemicals” – contamination. The last four cover requests

to inventory lead service lines in the drinking water systems of Phoenix, Scottsdale, Tucson and Payson. These total \$31.9 million, even though the state is scheduled to receive \$50.9 million. **WIFA** representatives said the entire allocation will be used and is expected to cover lead pipe projects it has yet to receive this fiscal year.

Program critics like the **Natural Resources Defense Council** say Arizona is the 10th-lowest ranking state for lead pipes, while states like Illinois and Ohio have far more but are receiving less per pipe. For example, Arizona is getting \$4,238/service line, according to **NRDC**, while Illinois will receive just \$151.

NRDC officials have asked the **EPA** to update its needs survey to better reflect conditions in each state and allocate future distributions more equitably. ([Source](#))



Stop “Wee-wee-ing” All Over Your Customers



ADOT Statewide Electric Vehicle Charger Plan Gets Approval



Input Prices Down 1.4% in Aug., Up 17% Y-o-Y

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



NEWLY CERTIFIED DBE FIRMS:

- Ferguson Learning Company, LC
- Schaich Consulting
- AC Disaster Consulting LLC
- Cella Molnar And Associates INC
- K&S Industries INC
- Legacy Group Alpha LLC DBA Legacy Clean Energy
- MORI CONSULTING LLC
- New House Credit Repair LLC
- PMCM Consulting Services LLC
- Robinson Sweeping INC
- Sama Construction Services Corporation
- UUE Collective LLC DBA 23BYKAI



Good selling is not all about you

Stop “wee-wee-ing” all over your customers

Business owners generally love their companies, customers, employees, products, and services. It is easy to talk about your latest successes and accomplishments, and even the challenges that lie ahead. Your business is not unlike a baby or child, your pride and joy.

Sometimes, you are so proud of your precious bundle that you want to talk about it all the time.

And sometimes, business owners get carried away with talking about their businesses, especially in the midst of a sales call or client meeting.

Consider this: not everyone cares about your business like you do, and even in the context of a sales call, your prospects do not want you to go on and on about yourself. When everything you say is about you, there is a lot of “we,” “us,” “our,” and {insert name of company here}. When everything you say and write about is you and your company, you fall into wee-wee-ing all over your clients.

It is exciting to talk about what makes you different from the competition and why your products and services are the best. When you neglect to frame your services and products in light of helping your clients solve their problems, you will find yourself “wee-wee-ing” all over them.

Here are some steps to reduce the wee-wee:

1. Develop the habit of thinking through the communication formula: **“We have... which means... so that...”** This framework helps you identify your feature, and then gives you the prompt to let your customer know how that benefits them. For example, you could say, “We have 15 years of design experience, which means we have a library of lessons learned to help us quickly develop a solution to meet your needs.” Or, “we have 25 employees in our Phoenix office, which means we have the local team to respond quickly to your emergencies and service issues.”
2. Review your cover letters and **highlight how many times you use “we,” “us,” “ours,” and {your company name}**. Avoid just glancing at the words, and print out the letter and use an actual highlighter. Be prepared to be amazed at how much you talk about yourself; that yellow highlighter may indicate a lot of wee-wee-ing. Instead, address the project’s challenges and concerns, and then write a succinct statement that shows that your company has addressed similar issues and has the experience and team expertise to help.
3. **Learn, focus, and talk about your clients’ and prospects’ issues.** Ask them questions about their concerns and avoid talking about your

business. People love to talk about themselves, and allow your conversation to focus on them, not you, especially in introductory meetings and networking. Try to talk about them 80 percent of the time and share information about you 20 percent. They will walk away from the conversation thinking you are amazing—you have made them feel great!

It is normal to pull out baby pictures and go on and on about your little bundle of joy. Most people can tolerate hearing your latest accomplishments, but it can be tiring if you do not give them a chance to talk about themselves. Avoid sharing endless trivia about your special one and try not to wee-wee all over your clients. They will be ecstatic when you let them do the talking. •



ADOT Statewide Electric Vehicle Charger Plan Gets Approval

Arizona is one of the first states in the nation to have its Electric Vehicle Infrastructure Deployment Plan given the stamp of approval from the Federal Highway Administration.

The Arizona Department of Transportation submitted its draft proposal in August and with the federal approval last week, \$11.3 million will be made available immediately, with another \$16.3million coming in October of this year to begin implementing the plan. This is a portion of the overall \$76.5 million allocated for this program in Arizona over the next five years through the recently enacted federal Infrastructure Investment and Jobs Act.

The next step for ADOT is to solicit and award the contracts to upgrade existing stations as well as develop new locations along designated alternative fuel corridors. Advertising for bids to upgrade existing stations will begin in spring of 2023, followed by bid solicitations in autumn 2023 for new construction. The plan calls for stations to be no more than 50 miles apart wherever possible.

In many cases, stations will be located where there is already infrastructure in place, such as truck stops, roadside lodging, restaurants and shopping centers, among other possibilities.

Currently, the alternative fuel corridors are identified as all five of the federal Interstate Highways throughout the state. These are Interstates 8, 10, 15, 17 and 19, which account for more than 20% of all the vehicle miles traveled in Arizona. Other non-interstate corridors will be determined and included in the plan in future years. The plan will next be updated in August of 2023.

Among the specific goals of the plan are reducing electric vehicle drivers' "range anxiety" by closing gaps in the charging network along the designated corridors and ensuring the network is resilient, equitable, accessible and reliable. Also, the plan aims to identify new charging locations as part of an ongoing public outreach process and will use data to evaluate the system and make improvements.

A copy of the plan, more information, and contact information to leave feedback are available [here](#).

2022 CONSTRUCTION INCLUSION CONFERENCE

PANELISTS DISCUSSION
Because they said so!
Understanding project goals

Are you in the intensity zone?
Good faith efforts that work

Power Performance
Industry workforce demands

Culture Drives Success
Leadership from the top

EXHIBITORS



WED OCT 19
11AM - 5:30PM

SRP PERA Club Pavilion
1 E Continental Dr. Tempe

REGISTER TODAY!



Construction Inclusion Week
Construction Inclusion Week logo used with permission.

Input Prices Down 1.4% in Aug., Up 17% Year-Over-Year

BY ASSOCIATED BUILDERS AND CONTRACTORS

Construction input prices decreased 1.4% in August compared to the previous month, according to an **Associated Builders and Contractors** analysis of **U.S. Bureau of Labor Statistics Producer Price Index** data. Nonresidential construction input prices fell 1.4% for the month as well.

Construction input prices are up 16.7% from a year ago, while nonresidential construction input prices are 16.3% higher. Input prices were up in six of 11 subcategories on a monthly basis. Natural gas prices increased 35.3% (and are 457.9% higher than they were in February 2020), followed by unprocessed energy materials prices, which rose 13.5%. Crude petroleum prices were down 5.3% in August.

“Until yesterday’s **Consumer Price Index** report, investors and other market-watchers had been delighted by recent inflation news,” said **ABC** Chief Economist Anirban Basu in the Sept. 14 announcement. “Today’s **Producer Price Index** report supplies additional evidence that wholesale inflation is edging lower from the highs observed earlier this year. While this may create a sense of relief among contractors, this is no time for complacency.

“With COVID-19 lockdowns persisting in China, the world’s leading manufacturer, and Europe facing severe energy crises, supply chain disruptions will persist,” said Basu. “That suggests that construction materials and equipment prices are likely to remain elevated even if year-over-year price increases moderate. Public construction workers remain in short supply, including in the category of public construction. The upshot is that inflation is poised to remain stubbornly high even as some begin to declare victory. Estimators and others in the construction industry should be on guard for occasional surges in inflation during the months ahead.”

“Based on **ABC’s Construction Confidence Index and Backlog Indicator**, many contractors expect to pass along their cost increases to project owners during the months ahead,” said Basu. “Some contractors may be in for a rude surprise. With borrowing costs rising and risk of recession elevated, it is perfectly conceivable that project owners will become increasingly resistant to elevated charges for the delivery of construction services. Based on nonresidential construction spending data, that process has already begun. Accordingly, contractors should remain laser-focused on cashflow and weeding out costs as opportunities arise.” ([Source](#))



Business Engagement and Compliance



****ATTENTION TO ALL FIRMS****

Need help preparing DBE Affidavits?
Please see our tutorial video below:

["Preparing DBE Affidavits"](#)



SEPTEMBER

28 ACEC: 2022 AZ Conference on Roads & Streets
Time Varies by Day (3-day event)
Location: El Conquistador Tucson, A Hilton Resort
10000 N. Oracle Road, Tucson

28 Local First: Tucson Business Mixer
6 p.m. - 8 p.m.
Location: HighWire Tucson
30 S. Arizona Ave., Tucson

OCTOBER

3 OZ: Opportunity Zone EXPO - America's Top Project 2022
9 a.m. - 6 p.m.
Location: Hyatt Regency Phoenix
122 North 2nd St., Phoenix

6 SMPS: Marketing Your Company Using Photo And Video
7 a.m. - 9 p.m.
Brycon
6915 W. Frye Road, Chandler

4 ASHRAE: Lunch Chapter Meeting
11:30 a.m. - 1 p.m.
Location: Radisson Hotel
427 N. 44th St., Phoenix

6 ASA of AZ Presents "The Brown & Brown Insurance Pool Presentation" Event Sponsored by Sundt Construction, Inc.
3:30 p.m. - 5 p.m.
2620 S. 55th St., Phoenix

6 SMPS: Marketing Your Company Using Photo And Video
7 a.m. - 8:30 a.m.
Location: Brycon
6915 W. Frye Road, Chandler

6 NAIOP: Developing Leaders Rookies & Rockstars
5:30 p.m. - 9 p.m.
7501 E. Camelback Road, Scottsdale

6 WTS Tucson: Swinging for Scholarships - Golf Event
6:30 p.m.
Location: Top Golf - Marana
4050 W. Costco Dr., Tucson

Featured Federal-Aid Projects

CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
10/14/22 11 a.m. MST	\$1.4 million	7.91%	088-A(208)T; F033201C	IFB	ADOT - Drainage improvements, Apache Trail (SR 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, and seeding.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
10/14/22 11 a.m. MST	\$11.7 million	8.62%	040-B(227)T; F016001C	IFB	ADOT - Ash Fork highway (I-40) Willow Creek Bridge #3, Kingman. The work consists of realigning and reconstructing eastbound I-40 on the approach and departure ends of the bridge.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
10/18/22 2 p.m. MST	N/A	14.96%	230011-DBB	IFB	Maricopa County - Northern Parkway, El Mirage Alternative Access. The work consists of roadway construction for Northern Parkway, including new collector streets in the Butler Drive and 129th Avenue alignments, drainage system, asphalt concrete pavement, lighting, signing and striping. Log-In Required.	Paul Shamrock, Procurement Officer, at 602-506-6476 or shamrockp@mail.maricopa.gov or Corry Slama, Procurement Supervisor, at 602-506-2248 or Corry.Slama@Maricopa.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>

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.

DBE participation goal established for this project:

10.16%
for Professional Services

10.88%
for Construction Work

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.

