



DBE News & Events

February 14, 2018

Financing Patterns and Credit Market Experiences: A Comparison by Race and Ethnicity for U.S. Employer Firms

A study posted by U.S. Small Business Administration examines racial and ethnic differences in financing patterns, access to capital, and credit market experiences among U.S. employer firms. Using Census Bureau survey data, the report sheds light on the ongoing financing challenges facing minority entrepreneurs nearly a decade after the financial crisis. In particular, it highlights differences in financing amounts, financing sources, attempted funding relationships, avoidance of financing, and the impact of financing on firm profitability and closure across ethnic and racial demographics.

Key Findings

- Despite representing 17.6 and 13.2 percent of the U.S. population, Hispanics and African Americans own only 5.8 and 2.1 percent of employer businesses, respectively.
- While nearly 19 percent of White business owners started their business with a business loan from a bank or other financial institution, only 15.2 percent of Black or African American business owners and 12.9 percent of Hispanic business owners relied on this source of financing. Importantly, Black and Hispanic business owners were more likely to rely on personal credit cards carrying balances, a more expensive financing option than a traditional bank loan, than other groups.
- Minority business owners, particularly Blacks or African Americans and Hispanics, were more likely than other groups to attempt to establish new funding relationships in 2014. They were also most likely to report unmet credit needs.
- Among all firms, 9.6 percent of business owners indicated that they needed additional funds but chose not to apply. However, responses to this question varied dramatically by race and ethnicity, with about 26 percent of Black or African American business owners and 15 percent of Hispanic business owners saying they did not apply for financing despite needing the funds.
- While 11.3 percent of all firms cited the cost of financial capital as having a negative impact on firm profitability, 22.6 percent of Black or African American owned firms cited this as a source of negative impact. 28.4 percent of Blacks and 17.5 percent of Hispanics said access to financial capital was a source of negative impact on their firms' profitability.

Read the SBA Summary [here](#). The official Research Summary is available [here](#), and the Full Report may be downloaded [here](#).

GLENDALE

READY TO PLAY!

MARCH 1ST!

ADOT

DBE & Small Business Transportation

EXPO

MAJOR LEAGUE OPPORTUNITIES IN TRANSPORTATION

REGISTRATION NOW OPEN!

In the News

February 14, 2018

ADOT Request Would Expand Pavement Preservation Work

With transportation funding limited, a simple yet highly effective way to protect Arizona's \$20B+ investment in state highways is sealing road surfaces against the ravages of weather, heavy use and time.

To help the Arizona Department of Transportation expand this preventive maintenance, Governor Doug Ducey's executive budget for fiscal 2019 includes \$25.6M for pavement treatments known as fog seals and chip seals. This would be added to the \$15M ADOT currently has programmed for such work.

The funding would allow ADOT to address approximately 3,000 lane miles, 14 percent of all lane miles in the state highway system, with surface treatments to extend the life of pavement along many higher-volume routes.

"Highway maintenance is very much a case of pay now or pay more later," said Dallas Hammit, ADOT's state engineer and deputy director for transportation. "The requested funding would be used to prolong the life of pavement and reduce the need for more costly repairs later due to deterioration."

ADOT has identified 132 highway stretches as needing surface treatment projects that have yet to be funded. While specific funding decisions would come later, these areas include – but aren't limited to – interstates 8, 10, 19 and 40, state routes 85, 87 and 260, and US 93 and US 95.

It costs \$3K per lane mile for a fog seal, which applies a diluted asphalt emulsion to the road surface. Chip sealing, a more involved and lasting treatment mixing gravel or similar material with liquid asphalt, costs \$36K per lane mile.

Once pavement deteriorates, it costs \$300K per lane mile to mill down and replace the asphalt surface. Replacing pavement in its entirety is far more expensive. For example, ADOT has invested \$34M in an ongoing project to rebuild 5 miles of Interstate 40 from the ground up in each direction west of Williams, a stretch that sees scores of freeze-thaw cycles each year along with regular snow and snowplowing.

With paved surfaces the main asset in Arizona's overall transportation system, federal funding for preventive maintenance has been insufficient for ADOT to follow the recommended schedule for preserving taxpayers' investment in state highways. As a result, maintenance work is becoming increasingly reactive and will fail to maximize the life expectancy of pavement.

"While Arizona's transportation system remains one of the nation's best, this request looks to the future," Hammit said. "If we don't adequately fund this essential maintenance, pavement will deteriorate faster than it would otherwise, leading to more expensive reconstructions in the long run." •

PHX Transportation Dept. Rearranges Leadership

By Rebecca Spiess for Downtown Devil

The Street Transportation Dept. for the City of Phoenix has shuffled leadership as part of a larger city effort to improve key areas, according to city officials.

Street Transportation Department Director Ray Dovalina moved from his position to take a new post in the Public Works Department overseeing the city's flood management program. His new role will involve coordinating city and county flood control infrastructure needs.

Maria Hyatt, the former public transit director, took Dovalina's place as director of the Street Transportation Department. Ken Kessler, a deputy public transit

director, will be temporarily serving as transit director in her absence.

Phoenix Communications Director Julie Watters said the shuffle was sparked by a move from the city's light rail coordinator, Albert Santana, who took over a role running Phoenix's 2020 Census. He left an open position filled by Jesus Sapien, another deputy public transit director.

The city will be conducting a national recruitment for a new street transportation director while the current assignments are in place.

Read more at [Downtown Devil](#).



Credit: Nicole Neri/Downtown Devil

Business & Industry Events

February 14, 2018










February

15-16	<u>NCCER Fundamentals of Crew Leadership</u> Location: 436 S. Hamilton Ct. Gilbert Time: 8:00am - 5:00pm
20	<u>For(u)m: Spring Subcontractor Expo</u> Location: 2200 East Riverview Drive, Phoenix Time: 3:00pm - 5:00pm
20	<u>Evaluating and Estimating Costs and Pricing Part 2</u> Location: 3110 N. Central Ave. Phoenix Time: 5:30pm - 7:30pm
21	<u>Economic Development Insider Series: Rick Naimark</u> Location: 2394 E Camelback Road, Ste 600, Phoenix Time: 8:00am - 9:30am
21	<u>ABA Legal Roundtable: Insurance & Indemnity</u> Location: 3110 N. Central Ave. Phoenix Time: 7:30am - 9:30am
22	<u>Managing Contract Compliance: Prompt Payment</u> Location: ADOT BECO Office, 1801 W. Jefferson St., Phoenix Time: 11:30am - 1:00pm
22	<u>ABA: A Legal Audit of your Business Practices</u> Location: 1661 N. Swan Road, Suite 144, Tucson Time: 11:30am - 1:30pm
28	<u>Driving Our Future: Developing your ED Road Map</u> Location: 160 N. Valentine St., Wickenburg Time: 9:45am - 1:30pm

March

1	<u>DBE & Small Business Transportation EXPO</u> Location: 5750 W Glenn Dr, Glendale Time: 7:00am - 12:00pm
7	<u>Emerging Business Seminar Series</u> Location: 1365 North Scottsdale Road, Suite 135, Scottsdale Time: 7:30am - 9:30am
13	<u>DBE Professional Services Task Force Meeting</u> Location: ADOT BECO 1801 West Jefferson Street Time: 9:00am - 11:00am
23	<u>The 20th Annual Southern AZ Procurement Fair</u> Location: Kino Sports Complex, Tucson Time: 9:00am - 2:00pm
28	<u>Procrastination: Gain Control of Your Workday</u> Location: 4333 E. Chandler Blvd., Phoenix Time: 6:00pm - 7:30pm
28-29	<u>AZ Roads and Streets Conference</u> Location: Westin La Paloma Resort & Spa, Tucson Time: 9:00am - 2:00pm
29	<u>Lunch & Learn: Access to Capital</u> Location: ADOT BECO 1801 West Jefferson Street Time: 11:30am - 1:00pm
	<div>ADOT/ BECO</div> <div>Other Associations</div>

ADOT Business Coach on Demand - azdot.gov/businesscoach

	HOME		START HERE		BE A DBE/SBC
	FIND WORK		BID JOBS		DO WORK
	ASK ADOT		GET FORMS		SEEK HELP

Project Opportunities

February 14, 2018

Links

[ADOT Current Advertisements](#)
[ADOT Engineering Advertisements](#)
[ADOT Public-Private Partnership Initiatives](#)
[ADOT Advertised Alternative Delivery Projects](#)
[Bidding Opportunities Around the State](#)

Did you know?

Certified DBE firms are required to perform a Commercially Useful Function (CUF) on Federal-aid projects to be counted towards DBE credit. This is to ensure the integrity of the DBE program. Many factors are evaluated to determine if a DBE performs a CUF, including performance, management, supervision, subcontracting, ordering, negotiating, and other industry practices. Be sure to review your contract agreement and the corresponding DBE Special provisions to follow the CUF requirements for your projects.

! ADOT Bid openings after January 1st, 2017 will require prime contractors to submit DBE affidavits within 5 calendar days from bid opening. This is two days less than the current requirement. For example, if bid opens on Friday, the DBE Affidavits will be due to BECO, from the prime contractor, by Wednesday before 4:00 PM. Therefore, this is reducing the time DBEs and prime contractors have to prepare, sign and submit the DBE Affidavits to BECO. DBEs are urged to consider this new time restriction when working with prime contractors to complete and sign the DBE Affidavits in order for them to be submitted to BECO by the 5th calendar day from bid opening.

Featured Federal-Aid Projects

General/Sub Contractors Opportunities						
Due Date	Project Valuation	DBE Goal	Solicitation/ Project Number	Type	Project Owner and Description	Contact
2/16/18 11am MST	\$31.5M	7.89%	NHPP-017-B(232)T; H893401C	IFB	ADOT - Pavement & Bridge Rehabilitation, I-17, Coconino County. The work consists of milling & repaving of asphalt concrete pavement, removing & replacing bridge decks, bridge deck widening, slope paving repair, guardrail replacement, installing new ditches & three beam transitions, pavement marking & signing.	Sarker Rahman, Engineering Specialist, at srahman@azdot.gov or Steve Monroe, Construction Supervisor, at smonroe@azdot.gov
3/2/18 11am MST	\$4.7M	3.46%	NHPP-BR-160-B(204)T; H849001C	IFB	ADOT - Bridge Replacement, Chinle Wash Bridge, Tuba City - Four Corners Highway (US-160). The work consists of the removal & replacement of the existing Chinle Wash Bridge, roadway realignment, guardrail replacement, approach slab construction & pavement marking replacement.	Mohammed Patwary, Engineering Specialist, at MPatwary@azdot.gov or Carl Ericksen, Construction Supervisor, at CERicksen@azdot.gov
3/9/18 11am MST	\$4.8M	10.57%	NHPP-B40-B(200)T; H894001C	IFB	ADOT - Bridge Deck Rehabilitation, Seligman Business Route (B40), West Seligman Bridges #1258, 1798, 1799. The work consists of bridge deck & bridge barrier rehabilitation, roadway pavement reconstruction, guardrail reconstruction & installation of storm drain pipe.	Sam Patton, Engineering Specialist, at spatton@azdot.gov or Robert LaJeunesse, Construction Supervisor, at rlajeunesse@azdot.gov
3/23/18 11am MST	\$1.2M	3.06%	HSIP-095-C(215)T; H848901C	IFB	ADOT - Mohave Rd Intersection Improvements, Quartzsite-Parker-Topock Highway (SR 95). The work consists of constructing new traffic signals & lighting; milling & replacing concrete; pavement widening; constructing curbs, gutters, sidewalks, & sidewalk ramps; & replacing pavement markings.	Mohammed Patwary, Engineering Specialist, at MPatwary@azdot.gov or Jaime Hernandez, Construction Supervisor, at JHernandez@azdot.gov



Connecting with Connect 202

As construction gets under-way on the South Mountain Freeway Project, Connect 202 Partners, LLC (C202P) continues its commitment to reaching the project's Disadvantaged Business Enterprise (DBE) goals. C202P has developed a DBE Spotlight Recognition Program and each quarter a DBE firm will be recognized for their outstanding contribution to the project.

C202P's 1st Quarter 2018 DBE Spotlight is awarded to Hoque & Associates, Inc. Hoque & Associates is providing Quality Control services related to the embankment compaction testing and drilled shaft CSL testing on the Project. Hoque & Associates is integral to the embankment operations schedule, by completing compaction tests concurrently with placement to allow efficient scraper haul/placement in roadway fills. Their ability to provide timely testing and accurate reporting for CSL testing results is essential to maintaining the schedule for bridge substructure activities. Their willingness to work through report submittal questions and provide additional documentation to close out test report submittals, has been instrumental to the completion of the Project. Hoque & Associates recently started supporting the design coordination quality process and have been a real asset in updating project design documentation and closing design processes. Congratulations!



<http://hoqueandassociates.com/>

Pictured Left to Right: Walter Fedrowitz (C202P, Deputy Project Director), Melissa Abraham (C202P, DBE/OJT Compliance Manager), Ron Dukeshier (C202P, Construction Manager), Mahmuda Hoque (Hoque & Associates), Travis Legare (C202P, Salt River Segment Manager), Cody McElprang (Hoque & Associates), Walter Lewis (C202P, Project Director), Enamul Hoque (Hoque & Associates)

Upcoming Procurement Opportunities:

- Permanent Fence
- Base Paving Cross Streets
- Pipe Welder

Follow us for up-to-date information on the project.



@SouthMountainFreeway



@Loop202SouthMountainFreeway

PROJECT DESCRIPTION

Project Owner:

Arizona Department of Transportation

Project Name:

SR 202L (South Mountain Freeway)

I-10 (Maricopa Freeway) –
I-10 (Papago Freeway)

Public Private Partnership (P3)

Design-Build-Maintain Contract

Project Number:

202 MA 054 H882701 C

Project Substantial Completion

Date:

November 2019

DBE Goals:

16.45% Professional Services, 10.93%
Construction, 6.08% Capital Asset
Replacement Work

LUNCH & LEARN



Location: 1801 W. Jefferson Street, Suite 101, Phoenix, AZ 85007

ADOT BECO is the place for DBEs and SBCs to gain important business and technical assistance to help you compete effectively for work on federal-aid contracts and other opportunities. These easy to attend luncheon meetings give you a quick way to improve your knowledge and skills to help your business succeed.

Attend in person or by webinar

Visit ADOT BECO's New Business Resource Center – created for you!

THURSDAY February 22, 2018

11:30 am - 1:00 pm

Managing Contract Compliance: Prompt Payment and DBE Audit Requirements

*Presented by: Cedric Johnson, JD Contract Compliance Manager
ADOT Engineering Consultants Section*

- An Overview of the Payment Process
- Prompt Pay
- Requirements for approval of new sub-consultants added to a contract
- Audits within the DBE system – An overview of the process

**BRING YOUR LUNCH AND JOIN YOUR FELLOW ENTREPRENEURS
TO IMPROVE THE BOTTOM LINE OF YOUR BUSINESS.**

Click here to register:

<http://lunch-and-learn-managing-contract-compliance.eventbrite.com>

LUNCH & LEARN



Location: 1801 W. Jefferson Street, Suite 101, Phoenix, AZ 85007

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THURSDAY March 29, 2018

11:30 am - 1:00 pm

Access to Capital

Panelists: *Teresa Miranda – Prestamos CDFI - LLC , Ralph Gonzales – Capital Active Funding, Craig Norton- Small Business Administration (SBA)*

Questions to be answered:

- What is your organization's success with small business access to capital?
- What are the types of loans and the process for getting a loan, line of credit or credit card?
- What is the dollar range most requested by and approved for small businesses?
- What are the general qualifications and paperwork needed?
- What are the most common reasons for decline?

**BRING A LUNCH AND JOIN YOUR FELLOW ENTREPRENEURS
TO IMPROVE THE BOTTOM LINE OF YOUR BUSINESS.**

Click here to register:

<https://www.eventbrite.com/e/lunch-and-learn-access-to-capital-tickets-42724723799>



“GET READY” For Tax Filing Season Resources

(Please click each heading for more information)



Take Steps Now for Tax Filing Season

Get ready today to file your 2017 federal income tax return. Changes for the tax filing season include ITINs, delays in refunds and validating your electronically filed return.

You May Need to Renew Your ITIN (Individual Taxpayer Identification Number)

Your ITIN may expire before you file a tax return in 2018. All ITINs not used on a federal tax return at least once in the last three years will expire on December 31, 2017. Additionally, all ITINs issued before 2013 with middle digits of 70, 71, 72 or 80 (Example: (9XX-70-XXXX)) will expire at the end of the year.

Delays in Refunds for EITC and ACTC

If you claim the earned income tax credit (EITC) or the additional child tax credit (ACTC) on your tax return, the IRS must hold your refund until at least February 15 — even the portion not associated with EITC or ACTC.

Validating Your Electronically Filed Tax Return

When self-preparing your taxes and filing electronically, you must sign and validate your electronic tax return by entering your prior-year Adjusted Gross Income (AGI) or your prior-year Self-Select PIN. Using an electronic filing PIN is no longer an option.

Let Us Help You - Online Tools and Resources

Before you call, check out the topics people ask about most. We have high call volumes and encourage you to click on one of these hot topics for faster service.

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