



## Manager's Memo

Happy New Year!

A new year is often a time of change and it is no different here at the NMDOT STAR Program. We want to take this moment to introduce a couple changes.

Effective January 14, Joe Brown has been appointed to the position of DBE Liaison filling the void left with the departure of Damian Segura last year. Joe has been with NMDOT for a number of years and many of you already know him from his prior role or have met him during one of our recent STAR Program events.

Renee Roybal, the STAR Program manager, has moved on to an exceptional opportunity in another State of New Mexico agency. We appreciate all Renee has done to create and kick off the STAR Program and wish her great success in her new endeavors. Joe and the rest of the department team will work diligently to fill

her role.

### ***Looking forward***

In 2019, the STAR Program will continue to innovate.

- Training programs are being built including multi-week programs like Navigating NMDOT, QuickBooks and Digital Marketing
- Training programs are also being developed as half and one-day options including online materials
- NMDOT is expanding its resources available to you including newsletter content expansion, community partner collaboration, networking events and more

We hope you are excited to join us on this exciting journey!

### ***Next Month***

We will start to share calendar updates and introduce a new section of the newsletter: "Meet the NMDOT Team."

***- Tom Fulcher, STAR Program Consultant***

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## **Upcoming Events**

**January 15**

NM SBDC:

Tax Cuts & Jobs Act (TCJA) - How the New Tax Laws Affect You and Your Business

Las Lunas

[Click Here for More Information](#)

**January 22**

SCORE Albuquerque:

Ask the Expert: Business Funding & Alternative Financing

[Click Here for More Information](#)

**February 8**

ACNM:

Succession Planning Lunch and Learn  
Albuquerque

[Click Here for More Information](#)

**2019**

*Check back next month for exciting STAR  
Program announcements!*

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***We want to hear from you! Answer this month's question.***

**Take this Month's Survey!**

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## Business Buzz

### A Few Business Resolutions for the New Year

**By Tom Fulcher**, The Idea Gardener LLC

Most of us make personal resolutions for the new year across a wide range of areas. But what about our businesses? Have you considered making a few new year's resolutions for your business? I read articles and spoke with a few experts and here are some ideas you might consider.

#### **1. Get involved**

Growing your business depends on information, support and exposure. What better way to build your strength in those areas than by getting involved? The STAR Program will offer you plenty of opportunities this year to connect. There are also a variety of other agencies and organizations that would love to help you. Take a chance and get yourself and your staff out there!

#### **2. Keep your business plan dynamic**

A business plan that gets written and sits on a shelf is a waste of time. Approach your plan with the idea of it being a living, dynamic strategic and action outline for your year. Choose a plan format and style that works for you vs you working for the plan. Your plan should at minimum have measurable objectives, directional strategies and specific actions in mind. Update it regularly during the year. The STAR Program is planning some business plan training in 2019 to aid you.

### **3. Be goal-oriented**

Set and pursue goals and objectives. Activity by itself is not a means to success. Keep in mind your longer-term vision and set realistic but challenging goals. Then keep them visible and track your progress toward achieving them by using leading indicators, not just lagging indicators.

### **4. Be customer-centric**

Your success depends on understanding and meeting your customers' needs. Perhaps the first step is to truly understand the problem you are solving for your customer or the pain you are relieving for them. After that, make sure you are focused on communicating and delivering benefits to your customers, not just highlighting features and data.

### **5. Put your team first**

It takes a team to succeed. Some teams may be as small as two people and others into the hundreds or more. Take a look at your team (internal and external) and make sure that you are also taking steps to keep you and your team informed, focused and energized.

Whether you create resolutions around these ideas or create others, planning is the key to success. We want to hear about your resolutions and how the STAR Program can help you achieve them. Please complete this month's survey and let us know.



Industry News

USDOT ANNOUNCES SECOND ROUND OF THE  
INFRASTRUCTURE FOR REBUILDING AMERICA (INFRA)  
GRANT PROGRAM

The U.S. Department of Transportation (USDOT) is announcing the second round of the Infrastructure for Rebuilding America (INFRA) discretionary grant program through a Notice of Funding Opportunity (NOFO) in the Federal Register today. The INFRA program is expected to make approximately \$855-902.5 million, subject to funding provided by fiscal year (FY) 2019 appropriations, available to projects that are in line with the Administration's principles to help rebuild America's crumbling infrastructure – a priority for this Administration. In addition to providing direct federal funding, the INFRA program aims to increase the total investment by state, local, and private partners.

INFRA advances a grant program established in the FAST Act of 2015 and utilizes criteria that let USDOT evaluate projects to align them with national and regional economic vitality goals and to leverage additional non-federal funding. The program will increase the impact of projects by leveraging federal grant funding and incentivizing project sponsors to pursue innovative strategies, including public-private partnerships.

Additionally, the new program promotes the incorporation of innovative technology that will improve our transportation system. INFRA will also hold recipients accountable for their performance in project delivery and operations.

“This Administration is committed to revitalizing, repairing and rebuilding America's aging infrastructure,” said U.S. Transportation Secretary Elaine L. Chao. “By creating the right incentives, this program will be better able to make significant, long-term improvements to America's transportation infrastructure.”

The Department will make awards under the INFRA program to both large and small projects. For a large project, the INFRA grant

must be at least \$25 million. For a small project, the grant must be at least \$5 million. For each fiscal year of INFRA funds, 10 percent of available funds are reserved for small projects.

Under a statutory requirement in the FAST Act, the INFRA grant program must award at least 25 percent of funding for rural projects. The Administration understands that rural needs may well exceed this limit, and the Department will consider rural projects to the greatest extent possible. For rural communities in need of funding for highway and multimodal freight projects with national or regional economic significance, INFRA is an opportunity to apply directly for financial assistance from the federal government.

INFRA grants may be used to fund a variety of components of an infrastructure project, however, the Department is specifically focused on projects in which the local sponsor is significantly invested and is positioned to proceed rapidly to construction.

Eligible INFRA project costs may include: reconstruction, rehabilitation, acquisition of property (including land related to the project and improvements to the land), environmental mitigation, construction contingencies, equipment acquisition, and operational improvements directly related to system performance.

In 2018, INFRA grants in the amount of nearly \$1.5 billion were awarded to 26 projects.

## Additional Thoughts

*Do not wait until the conditions are perfect to begin. Beginning makes the conditions perfect. ~ Alan Cohen*



# New Mexico Project Leads

(click image to see opportunity)

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City of Albuquerque  
Solicitation #B2019000093

Traffic and Street Lights



City of Albuquerque  
Solicitation #P2019000045

Uptown Transit Center Joint  
Development



NMSU  
2019-ITB-100

Music Hall Fire Protection  
Renovation



NEW MEXICO  
GENERAL SERVICES DEPARTMENT

NM General  
Services Dept

NMDOT  
90-80500-18-16717  
Culvert Cleaning

# *Next Month: NMDOT STAR Announces New Training Programs!*

[Civil Rights Bureau](#) | [Procurement Services](#) | [Prequalification Requirements](#) | [RFP Schedule](#) | [DBE Directory](#) | [Statewide Transportation Improvement Program](#)

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**Our contact information is:**

1570 E. Pacheco St.  
Building A  
Santa Fe, NM 87505  
1-800-544-0936

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