

Aaron, you're right—DOPL's not worth it here. That \$749 quote (and fine print blocking emails/phones without "qualified need") makes it a non-starter, especially when we can get cleaner, more actionable construction contacts elsewhere without the hassle or risk. At CM, we avoided state raw dumps for the same reasons—poor deliverability and compliance headaches. Dodge does overlap heavily with contractor data (verified GCs/excavators, often with emails/phones in premium tiers), but it's project-tied more than pure lists. We'll lean there for quality seeds, but prioritize tools that bundle lists + enrichment to keep costs low and momentum high.

On partners:

- **Apollo.io**: Yes—strongest here. Their database has dedicated construction leads (GCs, excavators, subs) with verified emails/phones. You search/filter/export directly—no separate purchase. 2026 reviews rank it top for construction prospecting (real-time data, better than general B2B).
- **Smartlead.ai**: No built-in construction database—their SmartProspect finder is general B2B (searches/verifies, but you'd upload seeds like HBA/Dodge). Good for sending/warmup, not primary lists.
- **Scrubby** (assuming Scrubby.io or similar cleaning tool): No lists—just verifies/cleans what you upload.
- Others: No need for pure "list companies" yet (e.g., ZoomInfo pricey at \$10k+/yr; Cognism/Lusha general). Apollo covers us best/affordably for start—construction-specific filters, emails included.

Recommendation: Skip DOPL entirely. Start with your HBA lists (warmest), supplement Dodge for Utah County depth, then Apollo for enriched construction contacts (emails/phones ready). If we need more volume later, Apollo scales it.

Simplified Steps for Dodge Lists (If You Want Them as Supplement)

Dodge focuses on project leads/contractors via "Blue Book Network" directory or "Dodge Construction Central." Premium needed for full contacts/export (emails/phones often included for GCs/excavators). From 2026 site: Start free browse, upgrade for downloads (~\$500/mo regional as budgeted).

1. Go to www.construction.com (Dodge homepage).
2. Top menu: "Solutions" > "Find & Connect with Contractors" (or search "Blue Book Network").
3. Click "Search the Network" or "Contractor Directory."
4. In search bar: Enter "Utah" or "Utah County" > Filters left side: "Trade" > Select "General Contractors" or "Excavation/Site Work."
5. Refine: Location "Provo, Orem, etc." or zip codes.
6. Results show firms—free view basics (name/address); click "Request Demo" or "Contact Sales" bottom/right for premium access/export (emails/phones).
7. Signup: "Get Started" button > Fill form (business details) > Sales calls to quote regional (~\$500/mo for Utah leads/contacts).

Tip: If no direct export free, use their "MarketShare" or "Leads" tools same way—sales rep unlocks. From CM: Worth for verified depth, but Apollo faster/cheaper for emails.

This keeps us efficient—Apollo as primary list source (construction tab direct), Dodge backup. With Jeff's scraping feeding teasers, we'll hit those 25 Utah County trials fast. Next, let's pull HBA/Apollo samples or draft landing—your call.