That $749 price tag and the "qualified need" restriction for DOPL data are common roadblocks; government agencies often gatekeeper that information to prevent spam.

Dodge Construction Network is a professional-grade alternative, but it functions differently. While DOPL is a database of *license holders*, Dodge is a database of *active projects and the firms attached to them*. Using Dodge allows you to target firms that are actually winning work right now, rather than just anyone with a license.

How to Navigate Dodge for High-Intent Lists

To get the "right" list from Dodge without getting lost in their complex enterprise interface, follow this specific path:

1. **Access Point:** Go to construction.com and log into **Dodge Global Network**.
2. **The "Project Search" Filter:**
    - **Geography:** Select "Utah" $\rightarrow$ "Salt Lake" and "Utah" counties.
    - **Project Stage:** Select "Pre-Planning" and "Planning" (This aligns with your **Agenda Insider** "Pre-Permit" strategy).
    - **Action:** Click "Search."
3. **The "Firm" Extraction:**
    - From the search results, don't just look at the projects. Click the **"Firms"** tab.
    - **Filter by Role:** Select "General Contractor" and "Excavator/Earthwork."
    - **Filter by Activity:** Select "Bidding" or "Planholder."
4. **Exporting the List:**
    - Select the firms that appear.
    - Click **"Export"** $\rightarrow$ "Excel/CSV."
    - **Crucial Selection:** Ensure you check the boxes for **"Contact Name," "Direct Email,"** and **"Phone Number."**

Dodge vs. DOPL: The Strategic Difference

- **Dodge Data:** These firms are active. They have a "Qualified Need" because they are actively bidding on projects Jeff is likely finding in the agendas. Dodge usually provides the emails because you are paying for a commercial license.
- **DOPL Data:** Includes every "retired" or "inactive" contractor who just keeps their license for fun. You'd waste money on 50% of that list.

Updated "Simplified" Workflow

Since DOPL is now a "No-Go" due to cost and data restrictions, move your **Week 1** budget to a **Dodge Regional Subscription** (~$500/mo). This allows you to bypass the "Qualified Need" red tape and gives **Dave** a cleaner list to start with.

Note on Apollo: You can take the **Company Names** you find for free on the Utah County/SLC Planning Commission websites (Jeff's scrapings) and put them into **Apollo** to find the emails

for free. This might save you the $749 and the $500 Dodge fee if you are willing to do the manual "lookup" step in n8n.

Building these search filters and automating the lead export will save you the high costs of government data requests.

- Drafting a Dodge-to-Apollo enrichment workflow
- Creating a comparison table of Dodge vs. Apollo data costs
- Generating a script for Dave to manually verify Dodge contacts