

California Construction Contracting Program

(CCCP, A Caltrans- Small Business Development Center Partnership)

Part 1

CONSTRUCTION ESTIMATING & BASIC BID CONCEPTS

The contents of this training course reflect the views of the author who is responsible for the facts and the accuracy of the data presented herein. The contents do not necessarily reflect the official views or policies of the State of California or the Federal Highway Administration. This course does not constitute a standard, specification, or regulation.



Caltrans



**California
Construction
Contracting
Program**

www.buildcalifornia.org



**ECONOMIC &
WORKFORCE
DEVELOPMENT**

through the
CALIFORNIA
COMMUNITY
COLLEGES

COURSE OBJECTIVES:

- OVERVIEW OF CALTRANS SPECIFICATIONS
- UNDERSTANDING THE BID & PRICING PROCESS
- UNDERSTANDING THE CALTRANS BID FORMAT



**California
Construction
Contracting
Program**

www.buildcalifornia.org

CONTRACTUAL REQUIREMENTS AND GENERAL CONDITIONS

- Contractual requirements and general conditions
(Please Refer to Attachment #1 Generals & Subcontractors: Contractual - Working Relationships)
- Bonding and insurance requirements
 - As a Prime
 - As a Sub
- The Pre-Bid Conference / Job Walk
- Checklist procedure for Site Analysis (#8)
- Union / Non-Union Issues during bidding
- General Contractor outreach to Subcontractors
- Subcontractor outreach to General Contractors



**California
Construction
Contracting
Program**

CONTRACTUAL REQUIREMENTS AND GENERAL CONDITIONS (CONT'D.)

- **The Scope Letter**

- *Please see the following:*

- *Attachment #3: “Submitting Your Scope Letter Bid”*
 - *Attachment #4: “Scope Letter Template”*
 - *Attachment #5: “Sample Scope Letters”*



**California
Construction
Contracting
Program**

www.buildcalifornia.org

ESTIMATING THE PROJECT (1)

OBJECTIVES:

- EFFICIENTLY ESTIMATING THE JOB IN A TIMELY MANNER
- UNDERSTANDING BID CONCEPTS & STRATEGIES



**California
Construction
Contracting
Program**

www.buildcalifornia.org

Basic Cost Parameters - Part 1

- Definition & Cost of General Conditions
 - a. Insurance requirements
 - b. Schedule requirements
 - c. Staffing requirements
- Deciding on what work to do in-house
- Cost of Sub Bonds - ***“Who Pays”?***



**California
Construction
Contracting
Program**

ESTIMATING THE PROJECT (1)

- Unit Pricing - Definition of Pay Quantities
- Distribution & Cost of General Conditions
- Determining overhead costs
- Determining labor and equipment costs *(Please refer to Attachment #6: “Typical Wage Rate-Cost Breakdown”)*
- *Engineer’s Estimate vs. Your price - ???*
- Unit Pricing Spreadsheet Format *(Please refer to Attachment #7: “Unit Price Bids Spreadsheet”)*



**California
Construction
Contracting
Program**

Questions? Thank You.



**California
Construction
Contracting
Program**

www.buildcalifornia.org



**ECONOMIC &
WORKFORCE
DEVELOPMENT**

through the
CALIFORNIA
COMMUNITY
COLLEGES