

California Construction Contracting Program

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

Part 1

CONSTRUCTION ESTIMATING & BASIC BID CONCEPTS

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COURSE OBJECTIVES:

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



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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



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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”*



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ESTIMATING THE PROJECT (1)

OBJECTIVES:

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



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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”?***



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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”)*



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Questions? Thank You.



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