

How to Bid Smarter... And Win More Work



Photo by www.constructconnect.com

[Article was originally posted on www.constructconnect.com]

By Kendall Jones,

Running a construction business is hard work. Before you can even get on the jobsite to start making money, you and your estimating put in a ton of time and effort into qualifying leads, estimating projects, and putting together bid proposals. And, after all that work, there's no guarantee that you'll win that job.

What does it take to deliver better bids? Here are a few tips on how to bid smarter by going after the right opportunities to win more work.

Find Quality Construction Leads

You shouldn't bid on every opportunity that comes your way. You also can't sit around and expect project leads to come to you. Market your business to owners and general contractors (GCs) you want to work with by showcasing your experience and expertise in your trade.

Reach out to your network to find out about upcoming opportunities. Take the time to get prequalified with GCs you want to work with, so you can receive more invitations to bid (ITBs). Make sure they know what trades you can perform and the types of projects you are interested in bidding on.

Take a proactive approach by utilizing as many tools as possible to ensure you are receiving quality leads. Word of mouth, bid boards, local contractors associations, and your subs and suppliers are all great sources for learning about upcoming bidding opportunities. Consider investing in a leads service with a searchable database, updated project details, and plans and specifications attached so you can focus in on finding the right opportunities for your business.

Understand Your Bid-Hit Ratio

Are you keeping track of your bid-hit ratio? If not, you need to start. Your bid-hit ratio is the number of projects you must bid to win one job. Understanding your bid-hit can help you how many projects you need to be bidding to keep your pipeline full and weed out the opportunities that don't have a high probability of winning.

To really make your bid-hit ratio work for you to maximize your bidding efforts you need to do an in-depth analysis. Sort the projects you've bid and group specific categories. Consider things like public versus private work, building type, scope of work, geographic location, contract size, and the general contractor or owner of the project.

By categorizing and analyzing your bid-hit ratio, you get better insight into which types of projects

to go after. For example, let's say your overall bid-hit ratio is 7:1. After performing your analysis you discover that your bid-hit ratio for medium-sized private office projects is 4:1 and your ratio for large, public school projects is 10:1.

Obviously, you have a better bid-hit ratio on the private office projects, so you should focus more effort on those opportunities and less time bidding on school projects.

Review Profitability

Now that you know the types of projects that you have the best opportunity of winning, it's time to look at profitability on those projects. Make sure you are recording accurate job costs for materials, labor, and equipment. Compare your actual costs to your estimates and ask the following questions:

- Were your estimates for labor and materials accurate?
- Did you include all the job costs in your estimate including bonding, supplies, and equipment?
- Did you factor in your profit and overhead mark-up correctly?
- Was your contingency budget adequate?

Continued on page 5



California Sub-Bid Request Ads

ATKINSON CONSTRUCTION

Requests
Sub-bids from All Qualified & Certified **DBE** Subcontractors/Suppliers
for:

**Caltrans Contract 08-0Q75U4
Construction on State Hwy 60
in San Bernardino and Riverside Counties
from Euclid Avenue Undercrossing in Ontario
to Route 60/91/215 Separation in Riverside**

Bids Friday, February 15, 2019 per Addendum 5

Description of Work, Services & Supply (but not limited to): Asphalt, Aggregate Base, Aggregate Subbase, Alternative Inline Terminal System, Base Bond Breaker, Clear and Grub, Concrete Barrier (various types), Construction Area Signs, Demo, Drainage, Earthwork, Electrical, Erosion Control, Excavation, Fence, Flatwork, Furnish and Install Sign Structure (Truss), Grind Existing Concrete Pavement, Individual Slab Replacement (RSC), Joint Seals, Jointed Plain Concrete Pavement (including RSC), Landscape, Lean Concrete Base, Lean Concrete Base Rapid Setting, Maintenance of Traffic, MBGR, Minor Concrete (Curb / PCC Dike, various types / Stamped Concrete / Curb, Sidewalk and Curb Ramp / Vegetation Control), Midwest Guardrail System (Wood Post), Miscellaneous Iron and Steel, Maintenance of Traffic, Noise Monitoring, OHSS, Pavement, Pavement Marking / Traffic Stripe, Pavement Supply, PCCP Paving, Pipe Supply (18" Slotted Corrugated Steel Pipe - .064" thick), QA/QC, Rapid Strength Concrete Base, Road Barrier, Roadway, Roadway Excavation, Rock Blanket, Seal, Sign, Survey, Temporary Crash Cushion Module, Temporary Railing (Type K), Temporary Traffic Screen, Traffic Control System, Transition Railing (Type WB-31), Trucking.

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$140,000,000

14% DBE Project Goal

******Lower Tier DBE participation is greatly encouraged******

Guy F. Atkinson

License # 1004388

18201 Von Karman Ave, 8th Floor, Irvine, CA 92612

socal.esteeming@atkn.com | Phone: 949-382-7145 | Fax: 949-553-0252

Guy F. Atkinson is a union contractor and an Equal Opportunity Employer. Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. We will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance in obtaining bonding, lines of credit and insurance where needed. Prices must stay firm through subcontract and purchase order execution. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide your contractor's license #, DBE cert # and DIR # with your quote. Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknextranet.com> prior to bidding.

TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT, ANY ADDENDA, ETC and VIEW Q&A:

Please go to the Caltrans Contracts web site

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=08-0Q75U4>

Or contact Atkinson TO VIEW AND DOWNLOAD ALL BID DOCUMENTS through our online service, BuildingConnected.

Please contact Atkinson with any questions or for help with your bid.

CWS Construction Group INC.

General Contractor

Lic # 811153

94 San Benito Way Novato, CA, 94945

Phone: 415-599-6545

Fax: 415-209-0228

Invitation to bid as
Subcontractor, supplier or vendor
Certified **DVBE, MBE, LBE, SBE** or **WBE** Contractors are encouraged to bid.

Subtrades Needed:

Demolition, Hazardous Abatement, Electrical, Plumbing, Grading, Paving, Fencing

Project Name:

Clarendon ES Interim Housing

Location:

500 Clarendon Ave, San Francisco CA

Bids Due: **February 12th, 2019 @ 11:00**

Engineers Estimate: \$675,000

Participation Goals:

DVBE 3%, Equal Opportunity

Please Contact Charlie Slack at

Charliejr.cws@gmail.com

for contract documents

Please Submit All Proposals To:

Charlie Slack

Charliejr.cws@gmail.com

Or fax: 415-209-0228

For More information

please call 415-599-6545

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California Sub-Bid Request Ads



Is requesting quotes from qualified **DBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS

Survey, Electrical, Fencing, Masonry, AC Paving

SUPPLIERS

Aggregate, Rip Rap, Misc Iron & Steel, Sewer Pump Well, Ready Mix Concrete, Pipeline Materials

HI-Desert Water District Wastewater Reclamation Project Phase 1 Collection System

Bid Package B3 Kickapoo Pump Station

Located in Yucca Valley, San Bernardino County, California

HI-Desert Water District

BID DATE February 26, 2019 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, and by Sukut FTP at no cost. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer

CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors and Suppliers for the following trades:

Rough Carpentry / Finish Carpentry / Insulation / Roofing / Sheet Metal / Doors, Frames, Hardware / Overhead Coiling Doors / Tile, Stone, Masonry / Acoustical Ceilings / Flooring / Concrete Staining, Sealers, Polishing / Painting / Misc. Specialties / Toilet & Bath Accessories / Pest Control / Trash Chutes & Compactors / Window Treatments / Landscape / Asphalt Paving & Striping / Site Concrete, Pavers

681 FLORIDA STREET - REMAINING TRADES
681 Florida St, San Francisco, CA 94110

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 2/28/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com, (415) 677-0611.

SGDM, LLC

We are requesting bid quotations from all Subcontractors and Suppliers and DVBE Subcontract/Supplier for the following

San Francisco Unified School District
San Francisco International HS @
Enola Maxwell Prop 39 Energy Measures
SFUSD Project No.: 12009

Bid Date: February 13, 2019 @ 2:00 PM

PLEASE FAX US YOUR BID PROPOSAL AT LEAST 2 HOURS PRIOR TO THE BID OPENING.

THANK YOU.

SGDM, LLC

100 Clement St., 2nd Flr. San Francisco, CA 94118

Contact: Henry Mak

Tel: (415) 688-9869 Fax: (415) 226-1123

We Are An Equal Opportunity Employer

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

HORSETHIEF CANYON WATER RECLAMATION FACILITY EXPANSION

Owner: Elsinore Valley Municipal Water District (EVMWD)

Location: Corona, CA

Bid Date: March 7, 2019 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397, Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Geotextiles, Riprap, Aggregate, AC Paving, HDPE Liner, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Welding, Structural Steel, Miscellaneous Metals, Architectural Casework, Insulation, Sealants, Metal Doors/Frames/Hardware, Overhead Coiling Doors, Glazing, Louvers, Metal Framing and Drywall, Painting & Coatings, Signage, Fire Protection, Metal Building Systems, Truck Scale System, HVAC, Equipment, Electrical & Instrumentation

Plans and Specifications: You may obtain a free download from EVMWD's online bid system at: <https://www.planetbids.com/portal/portal.cfm?CompanyID=32069&BidID=54310>.

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors and Suppliers for ALL trades **EXCEPT**:

Fire Sprinkler / Solar Hot Water

88 BROADWAY - REMAINING TRADES
88 Broadway, San Francisco, CA 94111

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 2/21/19 @ 2 PM

Voluntary Pre-bid Meeting: TBD

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com, (415) 677-0611.

SMALL
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California Sub-Bid Request Ads

GOLDEN GATE CONSTRUCTORS

11555 Dublin Boulevard
Dublin, CA 94568-2909
Phone: (925) 829-9220
Estimator: JACK SHEWMAKER
Website: www.desilvagates.com

Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 1 - CONSTRUCTION ON STATE HIGHWAY IN THE CITY AND COUNTY OF SAN FRANCISCO FROM SAN MATEO COUNTY LINE TO HOLLOWAY AVENUE AND FROM LINCOLN WAY TO RUCKMAN AVENUE UNDERCROSSING,
Contract No. 04-4K1104

Federal Aid Project No. ACSB1NH-P001(654)E
Disadvantaged Business Enterprise Goal Assigned is 16%

OWNER:

**STATE OF CALIFORNIA -
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816**

BID DATE: February 15, 2019 @ 2:00 P.M.

We hereby encourage responsible participation of certified Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, PCC GRINDING, PCC PAVING, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Jack Shewmaker. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (http://californiasbdc.org) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). GGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. GGC is an Equal Opportunity/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263

Estimator: **ERIC ALLRED**

Website: www.desilvagates.com

An Equal Opportunity/Affirmative Action Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**CALTRANS ROUTE 50 -
CONSTRUCTION ON STATE HIGHWAY IN
SACRAMENTO COUNTY FROM
HOWE AVENUE OVERCROSSING TO
0.65 MILE EAST OF 65TH STREET
Contract No. 03-1F1904,**

Federal Aid Project No. ACNH-P050(148)E
Disadvantaged Business Enterprise Goal Assigned is 17%

OWNER

**STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816**

BID DATE: February 12, 2019 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, CRASH CUSHION, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, IRRIGATION, K-RAIL SUPPLIER, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, ROADSIDE SIGNS, ROADWAY EXCAVATION, ROCK SLOPE PROTECTION SUPPLIER, SAWCUTTING, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (http://californiasbdc.org) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

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Kiewit

Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • norcal.bids@kiewit.com
Fax: 707-439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, Aerated Grit Tanks and Gallery Improvements Project in Oakland, CA.

http://www.dgs.ca.gov/http://www.dot.ca.gov/hq/bep/find_certified.htm/
<http://www.acgov.org/auditor/sleb/>
<http://sf-hrc.org/>
<http://www.portfoakland.com/srd>

Subcontractors and Suppliers for the following project:

**Aerated Grit Tanks and
Gallery Improvements Project
Specification No. SD-39**

**Owner: East Bay Municipal Utility District
Bid Date: March 6, 2019 @ 1:30 P.M.**

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE) and all other small/local business enterprises wanted for the following scopes, including, but not limited to:

Asbestos Abatement, Concrete Supply, Concrete Reinforcement Supply & Install, Cast in Place Concrete, Demo, Dewatering, Electrical, Injection Grouting, Metals, Painting & Coatings, Piping, Pipe & Valve Supply, Shoring, Waterstops, Survey, Trucking & Hauling, Street Sweeping and Water Truck.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested DBE, MBE, SBE, DVBE and all other small/local business enterprise suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due
March 1, 2019 and Quotes NO LATER THAN
March 5, 2019 at 5 P.M.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

Contract Equity Program applies.
Performance and Payment Bonds may be required for Subcontractors and Supply Bonds for Suppliers on this project.

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CA Lic. 433176
DIR # 100001147

Lawmakers Should Act On President's Call To Enact Major New Investments To Rebuild Aging And Over-Burdened Infrastructure

Construction Official Urges Congress to Act on the President's State of the Union Call for New Infrastructure Investments to Support Continued Economic Growth and Prosperity

The chief executive officer of the Associated General Contractors of America, Stephen E. Sandherr, released the following statement in reaction to President Trump's State of the Union call for new infrastructure investments:

"President Trump understands that one of the most effective ways to ensure continued economic growth is through making needed investments in our roads, bridges, water systems and other public infrastructure. These economic benefits accrue from the expansion of new, high-paying construction career opportunities. But the more significant economic gains will come as we make our economy more efficient by relieving congestion, making drinking water safe for all and improving safety.

"We strongly urge Congress to act on the President's call to craft new, bipartisan, infrastructure legislation. This association and our tens of thousands of member firms will work tirelessly to educate and encourage members of Congress to take the steps needed to im-

prove our aging and over-burdened infrastructure. Our message will be clear, the most effective way to support continued economic growth

and prosperity is by investing in infrastructure."

SOURCE: AGC of America



How to Bid Smarter... And Win More Work

Continued from page 1

If your profit margins on projects aren't what you expected there are two possible reasons. Either your estimates are too low, or you are having productivity issues on the jobsite which is causing job costs to be higher. Regardless of which is the cause, you should work to resolve the issues to get your profit margins where they need to be.

By combining the data from your bid-hit ratios and your profit margin analysis you can hone in on the projects that you have the best chance of winning and make the most money on.

Conduct a Bid/No-Bid Review

Now that you're getting quality leads and you know the types of projects to pursue, it's time to start bidding, right? Not so fast, before you start investing your time into putting together a bid proposal you need to conduct a thorough bid/no-bid review of each opportunity.

The first thing to do is gather all the project documents, plans, and specifications and familiarize yourself with them. You want to make money, so crunch some quick numbers to determine whether you can make a reasonable profit on the project.

Next, determine whether you can perform the work if you win. Make sure you have the manpower and equipment available to start the job on time and complete it on schedule. Does your company have the experience and expertise to handle the size and the scope of the project? It's no good to anyone if you bid and win a job you can't complete.

Perform a risk assessment to determine if there are any red flags that might cause problems if you win the project like unknown site conditions, safety concerns, accelerated timelines, and incomplete or inaccurate bidding documents.

Other factors to consider in your review should include project location, duration, competition, and client. Decide which criteria are most important to your company when selecting projects to bid and apply it to all projects you are considering bidding on so you can spend less time going after bad projects.

Perform Accurate Takeoffs & Estimates

It's the 21st century, you shouldn't be performing takeoffs by hand anymore. It's a tedious, time-consuming process that is prone to mistakes. Your estimators' time can be better spent focusing on other aspects of their jobs than sifting through

reams of paper plans with their colored pens and pencils trying to ensure accurate takeoffs.

There are a number of great digital takeoff tools on the market that are easy to use and will save your estimators a ton of time. Find one that has the tools you need to easily upload plans and perform quick and accurate takeoffs to improve your estimates.

Final Thoughts

Do you conduct a post mortem to review bids, win or lose, after they've been awarded? If you keep losing bids and aren't sure why it's probably worthwhile to do a little investigating. Review your takeoffs and estimates to ensure they were accurately prepared. Speak with the owner or GC and ask why you didn't win.

Was your price too high? Did the winning company have better experience or performance history? Did you forget to submit something in your proposal? Understanding why you lost, or hopefully won, a bid is important to be able to make adjustments on future bids and win more work.

SOURCE:

<https://www.constructconnect.com/blog/operating-insights/bid-smarter-win-work/>



Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

ANNOUNCEMENT TO PREQUALIFIED BIDDERS

UC Irvine invites sealed bids for a lump sum contract for the **University of California, Irvine Medical Center ("UCIMC")** B1, DH44, Increase DH Inpatient Capacity project at UC Irvine Medical Center in Orange, CA.

Description of Work:

This project consists of converting the overflow NICU into a new 16-bed Medical-Surgical and/or Telemetry unit in DH4400, on the 4th floor of the Douglas Hospital under OSHPD Permit S182166-30-00. Renovate approximately 11,300sf of shell space to provide 16 additional inpatient beds, two ADA staff restrooms/locker rooms, clean and soiled utility rooms, equipment storage, three offices and support space, lounge, EVS closet and etc. New paint, flooring, finishes, casework, lighting, MEP, structural framing, fire suppression, medical gas and equipment.

Demolition, Deferred Approvals of the Fire Sprinkler System and Pneumatic Tube System are not part of the scope and under a separate contract. Although UCIMC is working on the Nurse Call shop drawings with Thompson Engineering, the installation of the conduits and boxes for the nurse call will be the responsibility of the selected contractor. However, the nurse call devices and its installation will be completed by Thompson Engineering.

Also, the scope includes the Make Ready project under OSHPD Permit S182166-30-00 to build the existing space into a staff lounge, staff male and female lockers, and a waiting room for DH4200. Lockers have been ordered and will be installed under a separate contract as well as the Fire Sprinkler System.

NOTE: UCIMC will have a contractor to remove the exterior windows on the 3rd and 4th floors and place a temporary bi-fold weather proof door system which will be the only means to enter and exit the construction site. Building elevators, hallways, and stairways will not be available to access the construction site. A scaffold tower, stairway, trash chute and chain link fence will be installed as part of the demolition phase. The rental agreement of the scaffold system and the chain link fence shall be transferred to the selected contractor, who will include the rental cost on the lump sum base bid.

Project Completion Time: 270 calendar days

Estimated Cost: \$9,500,000.00

Method of Project Delivery: Traditional (Design-Bid-Build)

Bid Documents Availability: Available electronically at 2:00pm on Wednesday, February 13, 2019, and will be emailed to prequalified bidders.

Prequalified Bidders:

2H Construction, Inc., Signal Hill, CA, (562) 424-5567; **Align Builders, Inc.**, Carlsbad, CA, (858) 353-1280; **Brascia Builders, Inc.**, Long Beach, CA, (626) 841-1757; **C.A. Granger Construction, Inc.**, Orange, CA 92868, (714) 642-8715; **De La Secura, Inc., dba DLS Builders**, Orange, CA, (714) 448-3406; **Kemp Bros. Construction, Inc.**, Santa Fe Springs, CA (562) 236-5000; **Kitchell Contractors, Inc.**, San Diego, CA 92121, (619) 798-7468; **KPRS Construction Services, Inc.**, Brea, CA, (714) 809-1641 and **Layton Construction Co., Inc.**, Irvine, CA 92618, (949) 453-8300.

License Requirement: Current and active "B" General Contractor CA contractor's license.

Mandatory Pre-Bid Conference: **Wednesday, February 20, 2019**, Pre-Bid Conference and Site Visit **promptly at 9:30 am** at UCIMC Building 27, Conf. Room 116, 101 The City Dr. South, Orange, CA 92868. **ONLY** prequalified bidders attending the conference in its entirety will be allowed to submit Bids.

Bid Submittal Requirements: Sealed Bids due 2:00 pm, Friday, March 22, 2019 at: UCIMC Planning Administration, Building 27, Room 136, UCI Medical Center, 101 The City Drive South, Orange, CA 92868. Bids will be opened at: **2:05 pm, Friday, March 22, 2019**, Building 27, Room 134, UCI Medical Center. Contract will be awarded to lowest responsive bidder.

Required Bid Security: 10% of the Lump Sum Base Bid, excluding alternates. The surety issuing the Bid Bond shall be an admitted surety insurer (as defined in the CA Code of Civil Procedure Section 995.120) at bid deadline.

Insurance Requirements: All insurance policies required to be obtained by contractor shall be subject to approval by University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent rating by Standard and Poor's or Moody's.

Additional Requirements: The successful Contractor and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bid Documents and to pay prevailing wages at location of work.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

No contractor or subcontractor may be listed on a Bid for this project or engage in the performance of any portion of this project unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1. This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

Contact Kim Kerwin at (714) 456-5735, khau@uci.edu

For other opportunities, <http://www.ucirvinehealth.org/planning-administration>

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Irvine Medical Center

February 11, 2019

Outreach February 2019

Events for San Francisco Chinese New Year 2019 will take place soon—and you can't miss the Grand Parade on February 23! Starting on the corner of 2nd and Market streets, this parade is one of the largest Chinese New Year's celebrations in the world. People will come from near and far to help ring in the Year of the Pig. And if you're attending, Muni can help you get to there and back again, car-free. Save time and avoid crowds by purchasing your fare before boarding Muni with **MuniMobile**®. Skip the lines and buy tickets ahead of time or on the go, then activate when you are ready to ride. With MuniMobile, your phone is your fare.

FIND FREE TO LOW-COST IMMIGRATION LEGAL HELP IN SAN FRANCISCO

Visit the City of San Francisco's Immigrant Support Hub (immigrants.sfgov.org) to find immigration legal service providers that speak your language, are high quality, trusted, free to low-cost, and help you with your application fees. Get connected to information on immigration screenings, DACA, asylum, green card renewal, TPS, deportation counsel and much more at: immigrants.sfgov.org.

Come see your local government at work!
The Board of Supervisors hold weekly meetings most Tuesdays at 2:00 p.m. in Rm. 250 of San Francisco City Hall.

Upcoming Meetings:

- February 5
- February 12
- February 26
- March 5
- March 12
- March 19

Share Your Best Thinking

Attend public comment during the full Board of Supervisors meetings, or a Committee meeting held weekly in the Legislative Chamber or the Committee Room (Rm. 263 of San Francisco City Hall)

UNABLE TO ATTEND A COMMITTEE OR BOARD MEETING IN PERSON?

1. Watch the rebroadcast on Channel 26.
2. Watch live online at sfgovtv.org.
3. Obtain Agendas and Minutes at: sfbos.org/events/calendar/upcoming.

Use Your Subject Matter Expertise

Apply to serve on an Advisory Body. Before long you will be advising the Board and the Mayor on City policy!

Visit our Vacancy page: sfbos.org/vacancy-boards-commissions-task-forces

CONTACT US TO LEARN HOW TO SEARCH FOR WHAT'S BEING PLANNED FOR YOUR NEIGHBORHOOD.

Online: Board.of.Supervisors@sfgov.org
By Phone: (415) 554-5184
In Person: Room 244, San Francisco City Hall #1 Dr. Carlton B. Goodlett Place, SF, CA, 94102
Monday – Friday 8:00 a.m. to 5:00 p.m.

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