

## 8 Common Construction Estimating Mistakes



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[ Article was originally posted on [www.constructconnect.com](http://www.constructconnect.com) ]

By *Kendall Jones*,

Estimating is one of the most difficult jobs in construction. It is also one of the most important. Profits are typically won or lost based on how accurate your estimates are and how closely they match up to your final project costs.

So, how accurate are your estimates? According to a recent survey from QuickBooks and TSheets show that nearly a third of construction companies make less profit than expected based on their estimates. That's not too surprising given that 40% of respondents aren't that confident in their estimates.

Chances are that one bad estimate on a project that loses money won't put you out of business. String together a couple of unprofitable projects and you might find yourself closing the doors for good. A quarter of all respondents indicated that it would only take two or three bad estimates to ruin their business.

Getting accurate estimates is no easy task and a good estimator is worth their weight in gold. There are a lot of variables that must be accounted for to deliver accurate estimates on every project. Everything from nailing down accurate labor and material costs and understanding workers' pro-

ductivity to getting precise takeoff measurements and factoring in items like risk contingencies and overhead must be nearly perfect.

One or two mistakes could throw your estimates completely off and will result in a bad bid, one that you will either lose because it's too high or win because it's so low that you won't make a profit. Here's a look at some of the most common construction estimating mistakes and how to prevent them.

### **Not Conducting a Site Visit**

Most bidding opportunities provide prospective bidders with a chance to attend a pre-bid meeting and visit the jobsite. Often, these are mandatory in order to submit a bid and with good reason. No two jobsites are identical and unknown site conditions can cause unexpected, and costly, issues when construction gets underway.

When conducting a site visit you'll want to take measurements, inspect the topography, and take some soil bore samples if that hasn't already been done. You also want to look at road access and traffic to the site, determine how much space there is for staging, equipment and materials delivery and storage, and what environmental protections will be needed during construction.

Be sure to have any subcontractors whose work may be impacted by the site condition make a

visit as well. This allows them to assess the site for themselves and factor in any additional costs that existing site conditions might present into their estimates and bids.

### **Inaccurate Takeoffs**

Your takeoffs lay the groundwork for your estimates. If they're incomplete or incorrect it can really screw up your estimates. Accurate takeoffs help you determine the exact quantities needed for all your materials and supplies. They are also required to determine your labor and equipment needs. If you miss items during takeoff or don't get accurate measurements, you'll either overestimate the project and not win the bid or you'll underestimate and risk winning a project that won't be profitable.

Takeoff software is a great option to ensure that you get accurate measurements for your estimates. It's also a huge time saver over doing takeoffs manually. These tools are only as good as the user, so it's important that estimators get the proper training and are comfortable using the software.

### **Labor Costs**

Labor costs are probably the hardest item to nail down accurately when it comes to your estimate. In that survey from QuickBooks and TSheets,

■ **Continued on page 5**



# California Sub-Bid Request Ads



Requests quotes from qualified and certified DBE Subcontractors and Suppliers for the following (but not limited to) work:

Landscaping, Irrigation, Tree Removals, Erosion Control, Asphalt Paving, Asphalt Dike, Concrete Sitework, Concrete Structures, Fencing, Rebar, Guard Rail, Striping & Signage, Electrical, Traffic Signals, Survey, Construction Area Signs, Retaining Walls, CIDH (Cast in Drilled Hole Concrete Piling), Concrete Pipe, RCP, Trucking, Street Sweeping

## CITY OF SAN MARCOS CREEK DISTRICT INFRASTRUCTURE PROJECT

San Marcos, San Diego Co., California  
CIP CONBID 19-01

**BID DATE June 6, 2019 @ 2:00 p.m.**

**Sub & Supplier Quotes Due by 12:00 Noon on June 5, 2019**

### Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704  
Contact: Matt Bahnsen

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

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

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.

Please note DBE participation on your quote including DBE name, address, DIR and CSLB numbers.

Subcontractors must note annual gross receipts (sales) on quotes as this info is required on bid forms.

**Sukut Construction, LLC**  
**An Equal Opportunity Employer**

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

**MORENA PUMP STATION**  
**K-19-1801-DBB-3**

**Owner: The City of San Diego**  
**Location: San Diego, CA**

**Bid Date: June 6, 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](mailto: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, Aggregate, Fencing, Landscape, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Steel Decking, Miscellaneous Metals, FRP Fabrications, Insulation, Metal Roof Panels, Roofing, Sealants, Metal Doors/Frames/Hardware, Access Doors, Overhead Coiling Doors, Glazing, Painting & Coatings, Signage, HVAC, Equipment, Electrical and Instrumentation**

**Plans and Specifications:** Contract Documents may be obtained free of charge by visiting the City's website: <https://www.sandiego.gov/purchasing/bids-contracts>. 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.



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and Suppliers?

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or visit us at [www.sbeinc.com](http://www.sbeinc.com)

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### Contact Info:

**795 Folsom Street, 1st Flr, Room 1124**  
**San Francisco, CA 94107**

**Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)**

**Website: [www.sbeinc.com](http://www.sbeinc.com)**

**Phone: (415) 778-6250, (800) 800-8534**

**Fax: (415) 778-6255**

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# California Sub-Bid Request Ads

REQUEST FOR PROPOSALS FROM CERTIFIED DBE/MBE/WBE/SBE/SBRA/LSAF/HUBzone  
SUBS AND SUPPLIERS FOR:

Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station,  
and Sobrante Water Treatment Plant Improvements  
Specification 2135

East Bay Municipal Utility District  
Engineers Estimate: \$35,000,000

**REVISED BID DATE: June 12, 2019 at 1:30 PM**

We are soliciting proposals for the following Divisions and items of work:

For Divisions 03, 05, 08, 10, 11 & 15, including, but not limited to: Clear & Grub, AC Paving, Painting, Underground Utilities, Fencing, Metal Railing, Electrical, Minor Concrete, Welding, Aggregates, Ready Mix, Welded Steel Pipe, Underground Pipe Products, Misc. Iron & Steel, Misc. Metals, Trucking, SWPPP Plan, SWPPP Materials, Underground Precast, Dewatering, Mechanical Equipment, and Asbestos Monitoring.

**Non-DBE Subs/Suppliers:** You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Ironworkers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron West will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

Project documents may also be viewed in our office by appointment only, or downloaded for FREE from our Box ftp site. Please send an email request to NORCALBIDS@flatironcorp.com for appointment or to view/access plans and specs in our office or on our Box ftp site for FREE. Please fax scopes/quotes to our BID FAX at 707-746-1603 or email ALL Scopes/Quotes to NORCALBIDS@FlatironCorp.com.

Flatiron West, Inc.

2100 Goodyear Rd Benicia, CA 94510

Phone 707-742-6000 Bid Fax 707-746-1603

Quotes can be emailed to: NorCalBids@flatironcorp.com

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Contractor License 772589



**SYBLON REID**  
General Engineering Contractors  
Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763

Phone: (916) 351-0457 Fax: (916) 351-1674

Contact: John Pottenburgh • Email: johnp@srco.com or estimating@srco.com

Sub-Bids Requested From MBE, DBE, WBE Subcontractors & Suppliers for:

**OWNER: STATE OF CALIFORNIA - COUNTY OF YUBA**  
**2017 STORM DAMAGE REPAIR OF SLIPOUTS EASTSIDE**  
**OF NEW BULLARDS BAR RESERVOIR PROJECT**

**FEDERAL AID (FEMA) PROJECT NO.: YUCAC02 LOP#2, YUCAC02 LOP#3, YUCAC04 LOP#31**  
**YUCAC05 LOP#5, YUCAC09 LOP#19, YUCAC10 LOP#24, AND YUCAC12 LOP#32**  
**CONTRACT NO. 260/2018**

**LOCATION: YUBA COUNTY, EAST SIDE OF NEW BULLARDS BAR RESERVOIR**

**BID DATE: June 4, 2019 AT 2:00 PM**

**Trades Solicited:** Barrier Rail, Paving, Aggregate Supply, H-Pile Supply, Erosion Control, Traffic Control, SWPPP, Trucking, Survey, Rebar, CIDH Drilling, Ready Mix Supply

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

**O.C. Jones & Sons, Inc. and**  
**MCM Construction, Inc.,**  
**A Joint Venture**

1520 Fourth St., Berkeley, CA 94710  
(510) 526-3424 • Fax (510) 526-0990

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**HMA, CIP Bridges, Retaining & Sound Walls,**  
**& Modify Electrical**

**Hwy 101/116 Separation, Petaluma -**  
**Caltrans #04-2640F4**

**BID DATE: May 29, 2019 @ 2:00 PM**

**O. C. Jones & Sons, Inc. is soliciting**  
**quotes for (including but not limited to):**

Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Temp. Hydraulic Mulch, Temp. Check Dam, Temp. Drainage Inlet Protection, Temp. Silt Fence, Sweeping, Water Quality Sampling, Analysis & Monitoring Report, ADL Burial Location Report, Treated Wood Waste, Temp. High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Pervious Backfill Material, Imported Borrow, Subgrade Enhancement Geotextile, Plant Establishment Work, Irrigation, Imported Biofiltration Soil, Hydroseed, Lime Stabilized Soil, Asphaltic Emulsion, Lean Concrete Base, Crack Treatment, Preparing Intertial Profiler, Preparing Grinding, Data Core, AC Dike, Tack Coat, Cold Plane AC, Mechanically Stabilized Embankment, Temp. Reinforced Earthwalls, CIDH Concrete Pile (Sign Foundation), Structural Concrete, Temp. G2 Inlet, Minor Concrete, Sign Structure, Rapid Setting Concrete, Underground, Abandon Culvert, Sand Backfill, Small-Rock Slope Protection, Concrete, Turf Reinforcement Mat, Rock Slope Protection, Misc. Iron & Steel, Rigid Fall Protection System, Sanitary Sewer Main, Water Main, Obliterate Surfacing, Fencing, Delineator, Guard Railing Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Chain Link Railing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Traffic Monitoring Station System, Landscaping, Cellular Concrete and Construction Materials.

Jean Sicard @ O.C. Jones  
(510) 809-3411 • [sicard@ocjones.com](mailto:sicard@ocjones.com)

**MCM Construction is soliciting quotes**  
**(including but not limited to):**

Trucking, Health & Safety Plan, Structure Excavation and Backfill, CIDH, Prestress, Ready Mix, Drill & Bond Dowel, Temp. Active Treatment System, Aggregate Base, Joint Seals, Rebar, Masonry, Polyester Concrete Overlay, Misc. Metal, Sound Wall (Masonry Block), Access Gate (Sound Wall), Public Safety Plan, Shotcrete, Ground Anchor (Subhorizontal), Bridge Deck Drainage and Construction Materials.

Contact: Ron Burch @ MCM Construction  
(916) 334-1221 ext. 211

[rburch@mcmconstruction.com](mailto:rburch@mcmconstruction.com)

Equal Opportunity Employers

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ/MCM for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ/MCM is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: **VICTOR LE and SAID NAJAFI**  
Website: [www.desilvagates.com](http://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 101 – STATE HIGHWAY IN SONOMA COUNTY IN PETALUMA FROM ROUTE 101/116 SEPARATION TO 0.4 MILE NORTH OF CORONA ROAD OVERCROSSING**  
Contract No. 04-2640F4,  
Federal Aid Project No. ACNH-Q101(353)N  
Disadvantaged Business Enterprise Goal Assigned is 11%

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

**Bid Date: MAY 29th, 2019 @ 2:00 P.M.**

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

### DESILVA GATES:

**CONTACT: VICTOR LE - [vle@desilvagates.com](mailto:vle@desilvagates.com)**

CLEARING & GRUBBING, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CRACK TREATMENT, CRASH CUSHION, ELECTRICAL, TRAFFIC CONTROL SYSTEMS, EROSION CONTROL, FENCE, GUARDRAILING, HMA DIKE, BOX CULVERT, LANDSCAPING, LEAN CONCRETE BASE, LIME TREATMENT, MINOR CONCRETE, MINOR CONCRETE STRUCTURES, PREPAVING INERTIAL PROFILER, PREPAVING GRINDING, ROADSIDE SIGNS, SIGN STRUCTURES, STRIPING AND PAVEMENT MARKERS, SWPPP PREP, UNDERGROUND WORK, VEGETATION CONTROL, CONCRETE, TRUCKING, SWEEPING, WATER TRUCKS, EROSION CONTROL MATERIALS, IMPORTED BORROW MATERIAL, AGGREGATE SUBBASE MATERIAL, AGGREGATE BASE MATERIAL, HMA MATERIAL, RHMA MATERIAL AND TACK COAT MATERIAL.

**FCI: CONTACT: SAID NAJAFI**  
**[NORCALBIDS@flatironcorp.com](mailto:NORCALBIDS@flatironcorp.com)**

BRIDGE DEMO, CIDH, JOINT SEAL, POST TENSIONING, REBAR, SHOTRETE, TIE BACKS/ANCHORS, BRIDGE CONCRETE BARRIER, PAINT/STAIN CONCRETE, CLEAN/TREAT/POLY CONCRETE OVERLAY, CONCRETE PUMPING, READY MIX SUPPLY, DEWATERING, SOUNDWALL (MASONRY), MISC METALS, BRIDGE BEARINGS, FORMLINER, TRAFFIC CONTROL & AGGREGATES.

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:17pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is [17pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://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 Victor Le. 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](http://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](http://www.transportation.gov/osdbu/SBTRCs)). DGC-FCI JV 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-FCI JV is an Equal Opportunity/Affirmative Action Employer.



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto: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, Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station, and Sobrante Water Treatment Plant Improvements Project in El Sobrante, CA.

<http://www.dgs.ca.gov>  
[http://www.dot.ca.gov/hq/bep/find\\_certified.htm](http://www.dot.ca.gov/hq/bep/find_certified.htm)  
<http://www.acgov.org/auditor/sleb>  
<http://sf-hrc.org>  
<http://www.portofakland.com/srd>

Subcontractors and Suppliers for the following project:

**Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station, and Sobrante Water Treatment Plant Improvements Project**  
Specification No. 2135

**Owner: East Bay Municipal Utility District**  
**Bid Date: May 29, 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:

**Aggregates, AC Paving, Asbestos and Lead Abatement, Alarm Intrusion Systems, Concrete Supply, Concrete Reinforcement Supply & Install, Cast in Place Concrete, Concrete Forms, Precast Concrete, Clear & Grub, Demo, Dewatering, Electrical, Fence & Gates, Finishes, Grouting, Handling Equipment, HVAC, Instrumentation & Control Systems, Joint Sealants, Masonry, Metals, Openings, Painting & Coatings, Piping, Pipe & Valve Supply, Pumps, Pre-engineered Restroom, Shoring, Waterstops, Survey, Above-ground Tanks, Thermal & Moisture Protection, Trucking & Hauling, Sheet Metal, Structural Steel, Street Sweeping, Utility Poles, Welding 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**  
**May 24, 2019 and Quotes**  
**NO LATER THAN May 28, 2019 at 5 PM.**

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



5225 Hellyer Avenue, Suite #220  
San Jose, CA 95138  
Phone (408) 574-1400 • Fax (408) 365-9548  
Contact: David Kennedy  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

**REQUESTING SUB-QUOTES FROM QUALIFIED SBE, SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:**

**San Tomas Aquino Creek Erosion Repair From USGS Gage Near Williams Road to Virginia Avenue and Barron Creek Concrete Repair at Bryant Street Project Contract C0647 / Project No. 62084001 Task No. 5192 and 5204**

**Owner: Santa Clara Valley Water District**  
**Engineers' Estimate: \$2,600,000.**  
**BID DATE: May 29, 2019 @ 2:00 PM**

Items of work include but are not limited to: **Demolition, Control of Water, High Early Strength Fiber Reinforced Concrete, Spot Repair Concrete, Non-Shrink Grout, Sediment Excavation, Slurry Cement Backfill, Winterization, Remove Concrete, Structural Concrete, Concrete Blanket for Sewer Pipe, Repair Spalled Surface Areas, Cleaning & Video Inspection of Sewer Pipe, Concrete Saw Cutting and Trucking.**

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer

SMALL  
**BUSINESS**  
EXCHANGE

# 8 Common Construction Estimating Mistakes

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construction business owners say “labor costs are the hardest to estimate and are ranked as the most expensive project cost.” There are several variables in play when it comes to estimating labor costs including the number of available workers for the project, their experience level, rate of pay, and productivity.

A good, experienced may make a higher salary but are more productive and can get more done in less time than a worker with less experience who makes a lower salary. Focus on determining how many manhours it takes to perform a task to use as a guide when estimating labor costs.

Don’t forget to determine whether prevailing wages are required on the project, which may or may not be different from what you typically pay each worker. Always keep records of job costs, especially labor costs, as you can use this historical data for more accurate estimates on future projects.

## Materials & Supplies Costs

Building materials and supplies are another big cost for construction projects and rank high in being hard to accurately estimate. Prices for materials can fluctuate dramatically from the time you start an estimate to the time that construction commences. Demand for materials is high and uncertainty over tariffs and their impact on prices are making it even harder to get estimates right.

Establishing relationships with your building product manufacturers and suppliers has its advantages. Not only can they help you lock in accurate prices while you put together your estimates, but they can also steer you to alternative materials that might be a better fit for your project.

Locking in prices for your materials is crucial but don’t forget to make sure that you provide quantities to your suppliers. This allows them to ensure they can fulfill your order and deliver on time. Costly delays caused by workers not having the materials they need is embarrassing and will hurt your bottom line.

## Failing to Assess Risks & Creating Contingencies

Every construction project comes with risks. Completing a risk assessment should be part of your estimating process. For one, it helps in your bid/no bid decision making. A good estimator can identify a project that is too risky and pass on submitting a bid. It also helps to determine how much to estimate in for contingencies.

Failing to assess risks and build in contingencies to your estimate will be detrimental when

things go wrong. The bigger the risk, the more time you should spend on determining ways to mitigate them and how that could impact your costs. You likely won’t be able to recoup the losses that occur should an unforeseen issue crop up once construction is underway.

## Making Uneducated Guesses

Don’t gamble on your bids by making uninformed or uneducated guesses in your estimating. Tracking job costs on every project is a great way to ensure your estimates, and ultimately your bids, are as accurate as possible.

Job costs for labor, materials, and equipment should be based on the most current data available. Make sure to factor in overhead costs and soft costs such as those for permitting and inspections that can often be forgotten or neglected. You also want to make sure that you have the workforce and equipment available for the project. Having to unexpectedly subcontract additional work or rent extra equipment can quickly eat up your profits or wipe them out completely.

## Not Reviewing Your Work

Everyone makes mistakes. Estimators are no exception. Small estimating errors or omissions might not make much of an impact but big ones like omitting scope items, inaccurate measurement, or using the wrong units of measure can spell trouble. Take the time to carefully review your work or have another person on your estimating team review your estimates. Double check your measurements are accurate, and your math is correct for all your costs.

Give yourself adequate time to put your estimates and bid together. Rushing through your work just to meet a bid deadline will only result in mistakes that will cost you in the end, so take the time to get it right the first time. Profitability on a project is almost always determined with your estimates. If you underestimate your bid, there’s usually no amount of cost-cutting measures that will be able to make up for the shortfall.

## Not Reviewing Subcontractor Estimates

If you’re a general contractor, chances are you are going to have to subcontract out some of the work to trade contractors. Be sure to review their bid estimates and proposals thoroughly. Make sure they understand exactly what aspects of the projects you are wanting them to bid and complete. This will avoid duplication of work in their estimates that are being covered by you or another subcontractor.

**SOURCE:** [www.constructconnect.com/blog/operating-insights/8-common-construction-estimating-mistakes/](http://www.constructconnect.com/blog/operating-insights/8-common-construction-estimating-mistakes/)

# How Traditional Marketing Can Benefit From A Digital Twist

At one time, marketing meant using such tactics as buying commercial time on TV or radio stations, advertising in a newspaper or magazine, or sending your message through direct mail.

All of those remain options today, but they are joined by a plethora of digital alternatives for reaching potential customers or clients, who spend a lot of time hanging out in the digital world.

“Websites are optimized for sharing content with others, and people are getting on social media to be educated or entertained, so delivering on those ‘needs’ is super important for any business or professional who wants to remain relevant,” says Jonathan Musgrave, owner and chief digital marketer for Steep Digital Marketing ([www.steepdigital.com](http://www.steepdigital.com)).

Yet, Musgrave says many businesses and professionals don’t always take advantage of what digital marketing offers, instead falling back on what worked in the past, either out of habit or due to a lack of understanding of the power of digital.

And that’s no way to move forward, he says. But choosing between digital or traditional approaches to marketing isn’t an either/or proposition. Musgrave offers a few examples of how the two can be married to produce great results:

- A text instead of a call. Musgrave says one of his clients, a financial professional, would buy TV time each month for a show in which he would talk about money issues. At the end of each segment, in an effort to generate leads, his firm’s telephone number would be displayed so viewers could call if they wanted more information. “I suggested that instead of a number to call, they should show a number that people could text,” Musgrave says. That change might appear insignificant on its face, but it proved to be extraordinarily consequential. The financial professional went from receiving about three responses per show to about 300.
- Billboards and digital calls to action. A message on a billboard provides the same opportunity to elicit a digital response from anyone who sees it. Once again, instead of urging people to call, urge them to text. You can also include your website address in your billboard ad so those intrigued by what you have to offer can learn more there, Musgrave says.
- Work digital connections into all marketing materials. Likely, you have business

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# California Sub-Bid Request Ads

## ATKINSON CONSTRUCTION

Requests

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

**The City of San Marcos**

Invitation No. CIP CONBID 19-01

**\*\*Note Addenda 1-3\*\***

**Creek District Infrastructure Project**

**Bids Thursday, June 6, 2019**

**Seeking Subs, Services & Supply for** (but not limited to): Aggregate Base (Class 2), Architectural Treatment, Asphalt Paving, Bar Reinforcing Steel, Biofiltration Products (Aggregate Rock, Amended Soil), Bridge Deck Drainage System, CIDH Concrete Piling (Various sizes and Rock Socket), Clear and Grub / Mitigation Clearing and Grubbing, CML&C Steel Waterline, Concrete Barrier, Construction Survey, Construction Area Signs, Container Planting (One Gallon Natives), Demolition, Drainage Supply, Erosion Control, Fencing, Flatwork / Minor Concrete (Driveway, Side Walk, Curb Inlet), Headed Bar Reinforcement, Hot Mix Asphalt Paving, Irrigation System Installation, Landscaping, Levee Toe Drain, Masonry Block (Retaining Wall), Natural Boulders, Permanent Steel Casing (Various sizes), Prestressing Cast-in-Place Concrete, QA/QC, Reinforced Concrete Pipe (Various sizes and classes), Reinforced Concrete Pipe Rubber Gaskets and Joints (Various sizes and classes), Rock Slope Protection / Rock Slope Protection Fabric, Signal and Lighting, Sound Wall (Masonry Block), Stabilized Decomposed Granite, Steel Pedestrian Railing, Street Sweeping, Trucking, Water Fountain, Welded Steel Pipe, Wet and Dry Utility Supply. **REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.**

**ENGINEER'S ESTIMATE is \$68,963,100**

**DBE PROJECT GOALS - Bent Ave Bridge & Improvements 13% /  
Via Vera Cruz Bridge & Improvements 15%**

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

**Guy F. Atkinson**

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**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 City of San Marcos PlanetBids site -

<https://www.planetbids.com/portal/portal.cfm?CompanyID=39481>

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.

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## How Traditional Marketing Can Benefit From A Digital Twist

Continued from page 5

cards, brochures or any number of other marketing materials that people can hold in their hands. All of those should let people know how they can find you online, whether it's on your website or on social media channels, Musgrave says. By the same token, if you have speaking engagements, you can put that information on a display poster or include it in a PowerPoint slide. "Since people always carry their phones, if they see how to find you on Twitter, Facebook, LinkedIn or wherever, they may follow you right then and there," he says.

"The most dangerous thing I hear people say is that digital marketing is the future," Musgrave says. "That's not quite accurate because the future is already here. Advertisers globally spent more on digital advertising than any other medium in 2017, displacing TV at the top of the chart for the first time. If you keep kicking the digital can down the road, by the time you catch up to it again, your competitors will have already passed you."

### About Jonathan Musgrave

Jonathan Musgrave is the owner and chief digital marketer for Steep Digital Marketing ([www.steepdigital.com](http://www.steepdigital.com)), which he founded in 2017. Musgrave got his start in the direct mail business, using his communication skills to craft powerful marketing messages that reached more than 1,000,000 households each month. He's started his own wholesaling company that brought digital marketing tools to the financial advisor space for the first time in 2013 that were responsible for doubling sales for three consecutive years.

SOURCE: News and Experts

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