

FINDING THE RIGHT PROJECT TO BID

JUNE 18, 2020

ABC CONSTRUCTION BUSINESS SCHOOL
U.S. DOT BONDING EDUCATION PROGRAM

PRESENTED BY:

TOM COLE

CHIEF ESTIMATOR (EMERITUS)

& BUSINESS DEVELOPMENT EXECUTIVE



Sponsored by:



WHAT IS YOUR COMPANY MISSION



HOW IS YOUR FIRM ORGANIZED?

- Is all business managed by internal staff?
- Is the estimating done in house?
- Does the firm self perform any work?
- What types of work does the firm pursue?
- Does the firm bid or negotiate the work?





BID STRATEGIES - WHERE ARE BID OPPORTUNITIES FOUND?

THERE ARE A LOT OF PLACES!

LOOKING FOR THE OPPORTUNITIES?

- Newspapers- **DJC** – requests for bids; Sub bids wanted
- Puget Sound Business Journal- **PSBJ** - GC & sub bids
- Builders Exchange of Washington- **BXWA**- GC's and Owners looking for bids – both GC and sub bids
- Fed Biz Ops.com- **FBO** - Federal opportunities, now beta.SAM.gov
- State of WA - **DES**
- Ports, Cities, Counties & Other Public Agencies (Utilities, etc.)
- General Contractors websites looking for bids
- Owner websites looking for bids
- Major Subcontractors looking for second tier sub bids and supply bids
- Networking with pier group associations



TYPES OF BID PROPOSALS- WHAT TYPE OF BUSINESS DOES YOUR COMPANY CONDUCT?

- Lump sum competitive bids (public & private)
- GMP (guaranteed maximum price) (generally private sector)
- Time and materials (T&M) (not to exceed)
- Labor and materials, plus percent of overhead- (no cost limitation)
- Cost plus percent of overhead and profit
- Cost plus fixed overhead and profit (public GCCM delivery)

WHAT IS YOUR FIRM'S BUSINESS MODEL ?

WHAT IS IT'S "NICHE"?

- General Contractor
- Subcontractor
- Supplier
- Consultant (PM ,Estimating and or Scheduling)
- Design Consultant
- Do You have a special classification
- (OMWBE; SDVOB; HUB-Zone; SCS, etc)



LOOKING FOR THE RIGHT BID OPPORTUNITY

- Project description by owner, engineer or architect (scope of work)
- Public vs Private Sector Opportunities
- Set Aside Public Work Opportunities- Hub-Zone, etc
- ITB, Instructions to Bidders; Specifications, drawings (Contract Documents)
- Schedules and Phasing (for GC calculations)
- Bonding requirements (including major subcontractors/suppliers <>\$300k)
- Submittal requirements (Prebid Approvals for substitutions)
- Applicable government requirements or regulatory impact (prevailing wages - state & federal); sales tax on materials, etc. for certain projects; apprenticeship criteria; small business contracting plans; SCS firms, etc.)
- Self – Perform work packages
- **(READ ALL THE GENERAL CONDITIONS)**

BUILDERS EXCHANGE OF WASHINGTON (BXWA.COM)



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The BXWA office is closed to walk ins.
The website will continue to function.
We are working remotely and will continue to support your needs.
Please email production@bxwa.com with any questions or issues.

Builders Exchange *of Washington*

● [On-line Plan Center](#)

Members enter here to access our complete plan center on-line. View plans, produce take-offs and print, all from your office. Includes Plan Holders lists and Low Bid reports.

● [Posted Projects](#)

Access Public and Private projects throughout the United States that have been posted by BXWA members and public works agencies for your use.

BUILDERS EXCHANGE OF WASHINGTON (BXWA.COM)

POSTED PROJECTS

This is a limited selection of projects made available for free use by Contractors, Subcontractors and Suppliers. **Paying members have access to the [Online Plan Center](#) with thousands more projects.**

[General Contractor Project Areas](#) Projects posted here are for access by Subcontractors and Vendors and may be protected by a password issued by the General Contractor. ***Many more projects are available to members only in the [Online Plan Center](#).***

[Public Works](#) Some federal & state agencies, counties, municipalities, port authorities, utility districts, transportation departments, and educational institutions have contracted with Builders Exchange of Washington to post projects here. They are available for use by General Contractors, Subcontractors and Vendors only. ***Many more public works projects are posted in bid-date order in the [Online Plan Center](#) which is available to members only.***

[Small Public Works Roster](#) Small Public Works Roster Projects from various Public Works agencies. These projects are only open and available to Contractors currently approved on the agency's small public works roster. Other Contractors interested in bidding on these projects are encouraged to contact each agency in order to enroll in their roster.

[Goods and Services](#) Requests for Goods and Services from public agencies.

[Subcontractor Project Areas](#) Projects posted by Subcontractor and Vendor members.

[Training / Academia](#) For use by educational institutions that utilize bxwa.com for educational training programs and classes.

Please note that bxwa.com also conducts ***free personalized training sessions for members.***

Call 425-258-1303 for more information.

SAMPLE SOLICITATIONS- GENERAL CONTRACTOR REQUESTS

[Builders Exchange of Washington, Inc. Subs and Suppliers](#)

Owner:

Northshore School District
Capital Projects
22105 23rd Drive SE
Bothell, WA 98021

GC/CM:

Cornerstone General Contractors, Inc
11805 North Creek Parkway S. Ste. 115
Bothell, WA 98011
425-481-7460
FAX 425-481-7497

Contact: [REDACTED]
estimating@cornerstonegci.com

Architect:

Hutteball & Oremus Architecture
4010 Lake Washington Blvd. Ste. 320
Kirkland, WA 98033
425-828-8948
Fax: 425-828-9067

Prebid: 4/23 @ 2:00 pm online via Zoom.

Notes:

Sealed bids are due to Cornerstone General Contractor by May 12, 2020 at 2:00 p.m., PDT

For subs participating the following bid packages bids must be emailed directly to estimating@cornerstonegci.com by May 11, 2020 at 12:00 p.m., PDT.

BP-03.1
BP-05.1
BP-08.2
BP-10.1

SAMPLE SOLICITATIONS-OWNER REQUESTS



DAILY JOURNAL OF COMMERCE
Helping Business do Business Since 1893

In Today's Public Notices

FEATURED NOTICE
City of Everett
Maple Heights Bridge Seismic Retrofit

New Bid Calls 9
New Consultant Notices 1
New Supply Bids 3

New Sub Bids Requested

WESTERN STATES HOSPITAL FORENSIC SERVICES BUILDING 28 - DEPARTMENT OF SOCIAL AND HEALTH SERVICES
Kassel & Associates

WEDGEWOOD ELEMENTARY SCHOOL UPGRADES - SEATTLE SCHOOL DISTRICT #1
Kassel & Associates


Resource Center

Construction Bids
Contracting, IFBs, Sub-Bids, RFPs, Rosters, Bids, Awards, Building Permits, Specialty Contractors, Fed Bids

Plancenter.com
Plans and specifications for Pacific Northwest projects

Consultant Services
A & E Bids, RFPs, SOCs, Rosters

Misc. Goods and Services
Bids, RFPs, SOCs, Rosters



Monday, April 27, 2020

HOME MyDJC BUSINESS CONSTRUCTION A & E REAL ESTATE/CREDIT ENVIRONMENT TECH SPECIAL SECTIONS

Construction

Project Action Bar Click here for search function
Buildings Roads Utilities Misc

Type Dates Detail Level show

Solicitors Apr 27 (28) Low

Reporting Solicitations for Apr 27, 2020

NEW indicates new information for the current business day.

| Project Title | Location |
|--|-------------------|
| Tunwacker High School Performing Arts Center addition and modernization NEW | Tunwacker, WA |
| IFB: Apr 27, 2020, Bid due May 21, 2020 Owner: Tunwacker Sch Dist No 33 | \$1 - \$5 million |
| Fire Administration Building tenant improvements NEW | Everett, WA |
| IFB: Apr 27, 2020, Bid due May 14, 2020 Owner: City of Everett Purchasing | \$1 - \$5 million |
| Groff Elementary School NEW | Moses Lake, WA |
| IFB: Apr 27, 2020, Bid due Jun 2, 2020 Owner: Moses Lake Sch Dist No 161 | Over \$10 million |

In Today's Public Notices

DEALER'S NOTICE
Tunwacker School District No. 33
Tunwacker High School Performing Arts Center

Monday, April 27, 2020

HOME MyDJC BUSINESS CONSTRUCTION A & E REAL ESTATE/CREDIT ENVIRONMENT TECH SPECIAL SECTIONS

Bid Results \$7.4 million - **Gino Construction** - Lincoln Middle School addition and renovation, Pullman, WA

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Resource Center

Construction Bids
Contracting, IFBs, Sub-Bids, RFPs, Rosters, Bids, Awards, Building Permits, Specialty Contractors, Fed Bids

Plancenter.com
Plans and specifications for Pacific Northwest projects

Tacoma Municipal Building to get high-wire-act inspection

Photo by Richards Architecture & Preservation

Starting next week, inspectors will be hanging off the sides of the Tacoma Municipal Building to check out suspected degradation of the art deco building that is on the National Register of Historic Places.

MICHEL'S
Deep Foundations
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Ground Improvement
Maximize Our Capabilities

GCCM Sub & Supplier Bid Package Notice for Bid

SUB-BIDS REQUESTED

Cornerstone General Contractors, Inc
is requesting subcontractor and supplier bids for:

ISSAQUAH SCHOOL DISTRICT MIDDLE SCHOOL NO. 6 NW Talus Drive, Issaquah, WA 98029

Project Description: Construction of new 136,000 square foot middle school facility for the Issaquah School District. Work includes new building construction, site concrete and asphalt, site specialties, landscaping and new track and field. See information below for specific scopes bidding:

| <u>DIVISION</u> | <u>DESCRIPTION</u> |
|-----------------|--|
| Division 3 | Sections 033543 - Polished Concrete and 034500 Precast are bidding. All other sections have bid in previous packages |
| Division 4 | All sections bidding |
| Division 6 | All sections bidding |
| Division 7 | All sections bidding except section 072116 that bid in previous packages |
| Division 8 | All sections bidding except sections 084113, 084413, 085659 and 08800 that bid in previous packages. |
| Division 9 | All sections bidding except sections 092116, 092216 and 096816. |
| Division 10 | All sections bidding |
| Division 11 | All sections bidding |
| Division 12 | All sections bidding |
| Division 14 | Section 144200 Wheelchair lift bidding. Elevators bid in previous packages |
| Division 32 | All sections bidding |

Plans can be view at Builders Exchange at www.bxwa.com under Cornerstone General Contractor's Inc, link, Projects Bidding (no password required). They are also available on BuildingConnected. Contact Bryan Gormley for access.

Bid Date: April 24, 2020 at 2 pm

Bids may be submitted in the following methods:
Email: estimating@cornerstonegci.com
BuildingConnected: Contact Bryan Gormley for access
Fax (not preferred): (425) 481-7497
Hand Delivered: See address below



11805 N. Creek Parkway S., #115
Bothell, WA 98011
(425) 652-2341
CONTACT: Bryan Gormley
EMAIL: bryan@cornerstonegci.com

We are an equal opportunity employer and request bids from all interested firms including disadvantaged, minority, women, disabled veterans and emerging small business enterprises.



We are a member of the AGC of Washington.

#CORNEGC970J3

(SB71131)



Issaquah School District Middle School No. 6 6 NW Talus Drive, Issaquah WA

Subcontractor and Supplier Bids Requested

Cornerstone General Contractors, Inc is requesting subcontractor and supplier bids for:

Issaquah School District

Middle School No. 6

NW Talus Drive

Issaquah, WA 98029

Project Description: Construction of new 136,000 square foot middle school facility for the Issaquah School District. Work includes new building construction, site concrete and asphalt, site specialties, landscaping and new track and field. See information below for specific scopes bidding.

[Details \(/sites/default/files/public/images/BID%20SET%20NO%202%20BID%20ADVERTISEMENT.pdf\)](/sites/default/files/public/images/BID%20SET%20NO%202%20BID%20ADVERTISEMENT.pdf)

Closing Date:

Friday, April 24, 2020



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[Terms of Service \(/about-omwbe/terms-service\)](/about-omwbe/terms-service) | [Privacy Policy \(/sites/default/files/public/OMWBE-Website-Privacy-Statement.pdf\)](/sites/default/files/public/OMWBE-Website-Privacy-Statement.pdf) | [Accessibility \(/sites/default/files/public/Accessibility-Statement.pdf\)](/sites/default/files/public/Accessibility-Statement.pdf)

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**Sub Bid Request
Notice in
OMWBE/Access
Washington**

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des.wa.gov/services/contracting-purchasing/current-contracts

Sub Bid Request Notice in des.wa.gov

Contracts with inclusion of minority-, women-, veteran-owned and small businesses

Improving opportunity in contracting and procurement for small and diverse businesses is good for the State and makes good business sense.

Master Contracts provide customers opportunities to incorporate processes for considering new and diverse businesses for meeting business needs. Enterprise Services created the search tool below to assist customers with identifying contracts awarded to diverse vendors. The search is defaulted to contracts that have either a small, minority, women, or veteran owned business. You can refine the filter by selecting a button from the below button group for a specific certification type:

- Small Business: Washington small businesses
- Veteran: Department of Veteran Affairs certified veteran-owned businesses.
- Minority, Women, Minority/Women: Businesses certified by the Office of Minority and Women's Business Enterprises as being minority- or women-owned.

Diverse vendors are also available as fulfillment partners on some statewide master contracts. The fulfillment partners are identified on the contracts below, within the pricing and ordering documents.

- [NASPO MANAGED PRINT SERVICES](#)
- [NASPO COPIERS, PRINTER & RELATED DEVICES](#)
- [NASPO FLOORCOVERING AND INSTALLATION](#)
- [NASPO FACILITIES MRO](#)

The Contracts Resource Center is here to help.

Phone: 360-407-2210 | E-mail: contractingandpurchasing@des.wa.gov | [Find a Contracts Specialist](#)

Who uses state contracts?

- Cities, counties
- [Organizations that have a signed Master Contracts Usage Agreement](#)
- State agencies
- State school districts and higher education institutions
- Public utility districts
- [View master contracts sales reporting data](#)

Search or view contracts

- [Search Current Contracts](#)
- [Contracts with diverse business](#)
- [Contract workload report](#)
- [FTA/Buy America standard clauses](#)
- [Fuel Contracts](#)
- [Green-recycled contracts](#)
- [IT Contract & Purchasing](#)
- [NASPO ValuePoint contracts](#)
- [Oregon contracts for use by co-op members](#)
- [Planned procurements](#)
- [Recently expired contracts](#)
- [View vendors by contract](#)

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des.wa.gov/services/contracting-purchasing/contracting-purchasing-events

**Outreach
events
sponsored by
des.wa.gov**

Contracting & Purchasing Events

DES Hosted Events

for Customers

June 30, 2020 - Enterprise Procurement Policy Workshop - Virtual / Remote
2021 Fall IT Training & Open House

DES exhibiting events for businesses

October 2020 - North Puget Sound Business Summit
Spring 2021 - [Regional Contracting Forum](#) - Tacoma, WA

DES exhibiting events for government/customers

Summer 2020 - City of Seattle Reverse Trade Show - Seattle, WA
October 2020 - Washington State Government Lean Transformation Conference - Tacoma, WA
November 16-18, 2020 – [County Leaders Conference](#) – Renton, WA
June 22-25, 2021 - [Association of Washington Cities Annual Conference](#) - Spokane, WA

[Return to Public Works Design & Construction](#)

DES Current Bid Opportunities
des.wa.gov

Current Advertised Projects

Monday, May 18, 2020

[Return to Construction Projects](#)

To access the drawings and specifications for a specific project, please contact the Architect/Engineer or one of the [DES approved plan centers](#).

| Contract | Contract Description/Bid Location | Bid Date | Est Cost |
|------------------------|---|------------|--------------------------------------|
| 20-083 | Parking Lot Expansion / Walla Walla | 05/07/2020 | \$860,000.00 - \$950,000.00 |
| 19-515 | Building 24 Reroof / Olympia | 05/14/2020 | \$308,000.00 - \$340,000.00 |
| 16-425 | WSH - Center for Forensic Services-Building 28 - Two Ward Addition / Olympia | 05/21/2020 | \$22,800,000.00 - \$25,200,000.00 |
| 20-225 | Library and Classrooms Renovation / Olympia | 05/21/2020 | \$510,000.00 - \$565,000.00 |
| 20-006 | Washington State Veterans Cemetery – Medical Lake Additional Vaults and Roadway / Spokane | 05/22/2020 | \$2,433,000.00 - \$2,690,000.00 |
| 20-515 | EVC Roof Re-cover: AMTEC/Pilchuck Hall / Everett | 05/26/2020 | \$350,000.00 - \$385,000.00 |
| 20-267 | DES Kelso Restroom Renovations / Olympia | 05/28/2020 | \$318,000.00 - \$351,000.00 |
| 20-224 | Don Talley Roof Replacement / Olympia | 05/28/2020 | \$585,000.00 - \$645,000.00 |

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Project Details

To access the drawings and specifications for a specific project, please contact the Architect/Engineer or one of the [DES approved plan centers](#).

[Return to Bid Calendar](#)

Contract Number: 20-515

Description: EVC Roof Re-cover: AMTEC/Pilchuck Hall

Agency: Everett Community College

Bid Date & Time: 05/26/2020 2:00 PM

Bid City and Location:

Everett
2000 Tower Street, Everett, WA 98201-1352

For additional information about this project:

Project Manager:

Susan Smith
Phone: (360) 407-7978

A/E Firm:

Osborn Architects, Inc.,
PS
Firm Contact: Jerry Osborn
Phone: (206) 631-8442
FAX:
Email: josborn@oaips.com

Detailed Bid Advertisement:

ADVERTISEMENT FOR BIDS

Sealed bids will be accepted for the following project:

PROJECT NO.: 2020-515 G (1-1)

TITLE: Roof Re-cover: AMTEC/Pilchuck Hall

AGENCY: E&AS for Everett Community College

PROJECT MANAGER: Susan Smith

ESTIMATED BASE BID COST RANGE: \$350,000.00 to \$385,000.00

SUBMITTAL TIME/DATE/LOCATION: Prior to 2:00 P.M., Tuesday May 26, 2020.

Mail or hand deliver to:
Everett Community College
Maintenance/Facility Building

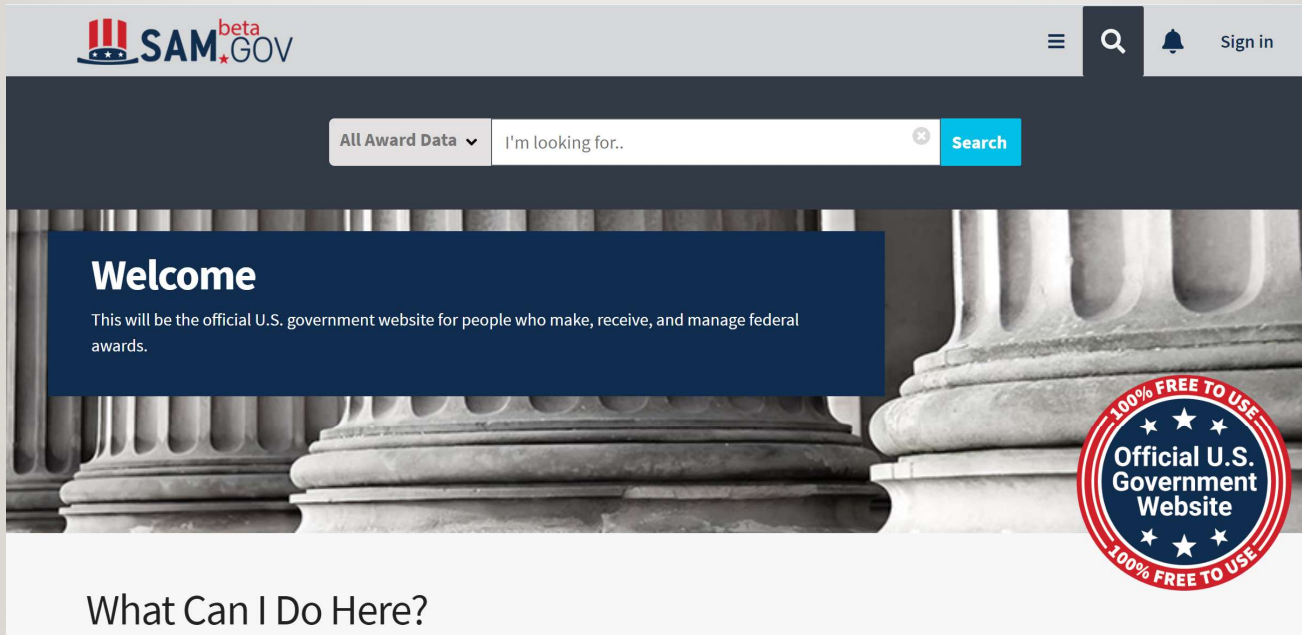
SAMPLE BID DETAIL ADVERTISEMENT BY DES.WA.GOV



FBO.gov has been moved to beta.SAM.gov and is now known as Contract Opportunities.


beta.SAM.gov is now the authoritative location for finding contract opportunities.

Federal Bid Opportunities-Formally known as FedBizOpps (FBO.gov) is now beta.SAM.gov



BETA.SAM.GOV HOME PAGE

PORT OF SEATTLE CONTRACTING HOME PAGE



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Privacy and Website Tracking

HOME SEA AIRPORT MARITIME BUSINESS COMMUNITY ABOUT

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View Current Bid Opportunities (VendorConnect)

Update on the Port's COVID-19 response [Learn More.](#)

CTA Button Title
View/Register for Current Bid Opps

Sub Category
Bid Opportunities

CTA Link
<https://hosting.portseattle.org/sops/>

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Override Content Title
Off

Display Order
0

CTA Caption (Optional)
VendorConnect

CTA Location Level
Sub Category

- View/Register for Current Bid Opps VendorConnect
- VendorConnect External User Guide
- View Future Bid Opportunities
- Add me to mailing list: Doing Business with Port - Training, Events & Announcements
- Find Certified Firms Minority, Women and Disadvantaged Business Enterprises
- Contractor Data System Login to CDS
- View Contracts Web RCW 53.08.440

PORT OF SEATTLE CONTRACTING OPPORTUNITIES

hosting.portseattle.org/sops/#/Solicitations

DASHBOARD > SOLICITATION INDEX

Current Solicitations

A list of Future and Open solicitations with the Port of Seattle. Use the filter to search all solicitations.

EXPORT TO EXCEL

FILTER

| Number | Title | Bid Due | Category | Status |
|--------------|--|---------------------------|------------------------------------|--------|
| 20-05 | <u>MERCHANT SERVICES</u> | Jul 24, 2020, 10:00:00 AM | Goods and Services | Open |
| MC-0318716-1 | <u>LANDSCAPING PACKAGE FOR PORT OF SEATTLE SITES 23-25 RESTORATION PROJECT</u> | Jun 10, 2020, 1:00:00 PM | Major Construction | Open |
| 00320272 | <u>Terminal 91 Berths 6 and 8</u> | Jun 5, 2020, 12:00:00 PM | Professional and Personal Services | Open |
| MC-0320171 | <u>Remote Aircraft Deicing</u> | Jun 4, 2020, 3:00:00 PM | Major Construction | Open |
| MC-0319131 | <u>Concourse C New Power Center</u> | Jun 2, 2020, 2:00:00 PM | Major Construction | Open |
| P-00320167 | <u>Hydraulic and Hydrology Support Services</u> | Jun 1, 2020, 12:00:00 PM | Professional and Personal Services | Open |
| 00-06 | <u>FRICTION TESTED VEHICLE</u> | May 29, 2020, 10:00:00 AM | Goods and Services | Open |

CITY OF SEATTLE CONTRACTING HOME PAGE

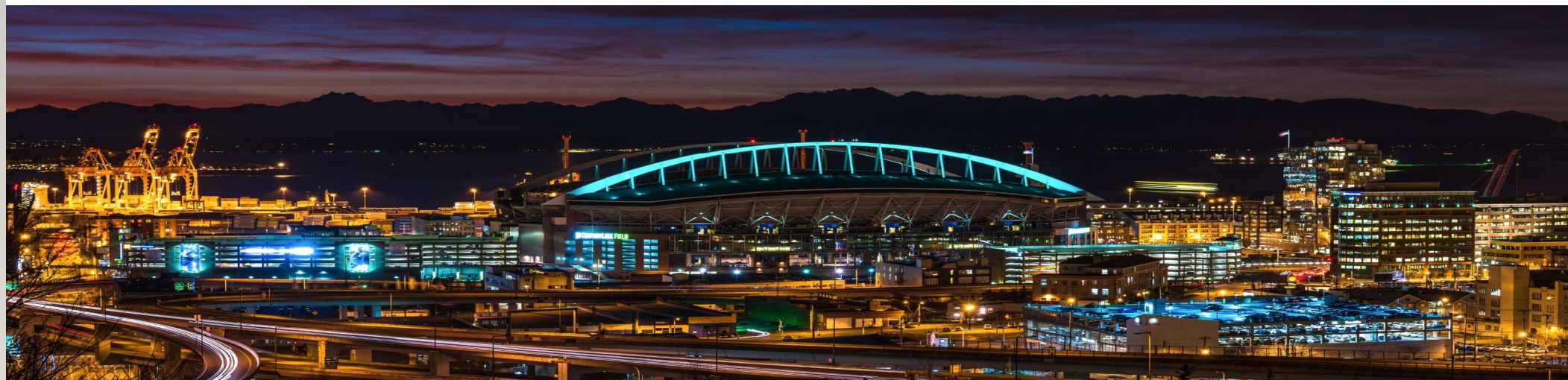
seattle.gov/purchasing-and-contracting/purchasing

Purchasing and Contracting

Department of Finance and Administrative Services - Calvin W. Goings, Director

[Purchasing](#) [Consultant Contracting](#) [Construction Contracting](#) [Priority Hire](#) [Social Equity](#)

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COVID-19 Closure Info

> **Doing business with the City**

Purchasing

The City purchases goods, services, systems, equipment and supplies as a

Online Tools

All contracts

CITY OF SEATTLE CONTRACTING SAMPLE LIST

seattle.gov/purchasing-and-contracting/purchasing



City of Seattle Procurement

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Log In

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Solicitation List

5/18/2020 8:47 AM Pacific

Keyword [Filter](#)

Status

Solicitations [export](#) [print](#)

Records Per Page ▼

1 2 3 4 5 6 7 8 9 10 ...

| | Number | Status | Title | Bids Due Date | Time Zone | Department | Solicitation Type | Engineer's Estimate | Project Contact |
|----------------------|-----------------|---------------|---|----------------------|-----------|---|----------------------------|---|--|
| View | 20-034-S | Open | On-Call Engineering & Other Project Services | 6/11/2020 2:00:00 PM | Pacific | Seattle Public Utilities (SPU) | Request for Proposal | \$1,500,000 - \$3,000,000 | Sher Arciniega, SPU Contracts at sherry.arciniega@seattle.gov |
| View | 2020-018 | Open | Sullivan Creek Large Wood Phase 3 | 5/27/2020 2:00:00 PM | Pacific | Seattle City Light (SCL) | Construction Bid | \$500,000 | Mark Fredrickson Public Works Contracts Section Seattle Public Utilities 700 5th Avenue, Suite 4900 P.O. Box 34018 Seattle, Washington 98124 4018 Phone (206) 684-7615 Email: mark.fredrickson@seattle.gov |
| View | RFP# SCL-24937 | Closed | On-Call Archaeological & Historical Research Services | 5/08/2020 3:00:00 PM | Pacific | Seattle City Light (SCL) | Request for Proposal | 499,999.00 | Ned Lichty Sr. Contracts & Procurement Specialist Email: Ned.Lichty@seattle.gov |
| View | PW2019-036 | Pending Award | 2019 Arterial Asphalt and Concrete 15th Ave NE | 5/06/2020 2:00:00 PM | Pacific | Transportation (SDOT) | Construction Bid | \$7M to \$8M | Joe Mathieu, P.E. joe.mathieu@seattle.gov |
| View | 2019-054T | Reject All | Artificial Turf Replacement Task Order Unit Price Contract#1 (Toup) | 5/06/2020 2:00:00 PM | Pacific | Parks | Construction Bid | Task Order Unit Pricing - Not-To-Exceed 2,000,000 | Jay Rood Jay.Rood@seattle.gov |
| View | RFQ #CD 2020-01 | Closed | A/E Services for SMT Weatherization Project | 5/06/2020 2:00:00 PM | Pacific | Finance and Administrative Services (FAS) | Request for Qualifications | \$4M MACC | RFQ Project Manager: Michael Johnson Michael.johnson@seattle.gov (206) 386-1367 |
| View | RFQ# SCL 25109 | Closed | On-Call Equal Employment Opportunity (EEO)/Non-EEO Investigation Services | 5/01/2020 3:00:00 PM | Pacific | Seattle City Light (SCL) | Request for Qualifications | \$500,000 | Laurie (Lou) Russ / Laurie.Russ@Seattle.Gov Contract Specialist - Seattle City Light |

DISCUSSION & QUESTIONS

