FINDING THE RIGHT PROJECT TO BID
JUNE 18, 2020

PRESENTED BY:
TOM COLE
CHIEF ESTIMATOR (EMERITUS)
& BUSINESS DEVELOPMENT EXECUTIVE

Sponsored by:

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

Associated Builders and Contractors
Western Washington
Northwest Small Business Transportation Resource Center
WHAT IS YOUR COMPANY MISSION

OUR PROJECT PLAN IS SO COMPLICATED THAT FAILURE IS ASSURED.

BUT COMPLEXITY IS TOO ABSTRACT FOR YOU TO MANAGE, SO INSTEAD YOU WILL SPRAY MY ENERGY INTO THE VORTEX OF FAILURE.

GO.

I NEED YOU TO FINISH IT SIX WEEKS SOONER FOR A TRADE SHOW.
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)
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
# 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](https://www.bxwa.com) with thousands more projects.

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>General Contractor Project Areas</strong></td>
<td>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 <a href="https://www.bxwa.com">Online Plan Center</a>.</td>
</tr>
<tr>
<td><strong>Public Works</strong></td>
<td>Some federal &amp; 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 <a href="https://www.bxwa.com">Online Plan Center</a> which is available to members only.</td>
</tr>
<tr>
<td><strong>Small Public Works Roster</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Goods and Services</strong></td>
<td>Requests for Goods and Services from public agencies.</td>
</tr>
<tr>
<td><strong>Subcontractor Project Areas</strong></td>
<td>Projects posted by Subcontractor and Vendor members.</td>
</tr>
<tr>
<td><strong>Training / Academia</strong></td>
<td>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.</td>
</tr>
</tbody>
</table>
SAMPLE SOLICITATIONS - GENERAL CONTRACTOR REQUESTS

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:估计ing@cornerstonegi.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@cornerstonegi.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
GCCM Sub & Supplier
Bid Package Notice for
Bid
Issaquah School District Middle School No. 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)

Closing Date:
Friday, April 24, 2020

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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
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
## Current Advertised Projects

Monday, May 18, 2020

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

<table>
<thead>
<tr>
<th>Contract</th>
<th>Contract Description/Bid Location</th>
<th>Bid Date</th>
<th>Est Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-083</td>
<td>Parking Lot Expansion / Walla Walla</td>
<td>05/07/2020</td>
<td>$865,000.00</td>
</tr>
<tr>
<td>19-515</td>
<td>Building 24 Reroof / Olympia</td>
<td>05/14/2020</td>
<td>$340,000.00</td>
</tr>
<tr>
<td>16-425</td>
<td>WSH - Center for Forensic Services-Building 28 - Two Ward Addition / Olympia</td>
<td>05/21/2020</td>
<td>$22,900,000.00</td>
</tr>
<tr>
<td>20-225</td>
<td>Library and Classrooms Renovation / Olympia</td>
<td>05/21/2020</td>
<td>$565,000.00</td>
</tr>
<tr>
<td>20-006</td>
<td>Washington State Veterans Cemetery – Medical Lake Additional Vaults and Roadway / Spokane</td>
<td>05/22/2020</td>
<td>$2,433,000.00</td>
</tr>
<tr>
<td>20-515</td>
<td>EVC Roof Re-cover: AMTEC/Pilchuck Hall / Everett</td>
<td>05/26/2020</td>
<td>$350,000.00</td>
</tr>
<tr>
<td>20-267</td>
<td>DES Kelso Restroom Renovations / Olympia</td>
<td>05/28/2020</td>
<td>$351,000.00</td>
</tr>
<tr>
<td>20-224</td>
<td>Don Talley Roof Replacement / Olympia</td>
<td>05/28/2020</td>
<td>$565,000.00</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Contract Number:</th>
<th>20-515</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description:</td>
<td>EVC Roof Re-cover: AMTEC/Pilchuck Hall</td>
</tr>
<tr>
<td>Agency:</td>
<td>Everett Community College</td>
</tr>
<tr>
<td>Bid Date &amp; Time:</td>
<td>05/30/2020 2:00 PM</td>
</tr>
<tr>
<td>Bid City and Location:</td>
<td>Everett</td>
</tr>
<tr>
<td></td>
<td>2000 Tower Street, Everett, WA 98201-1352</td>
</tr>
<tr>
<td>For additional information about this project:</td>
<td></td>
</tr>
<tr>
<td>Project Manager:</td>
<td>Susan Smith</td>
</tr>
<tr>
<td>Phone:</td>
<td>(360) 407-7978</td>
</tr>
<tr>
<td>A/E Firm:</td>
<td>Ceborn Architects, Inc., P5</td>
</tr>
<tr>
<td>Firm Contact:</td>
<td>Jerry Ceborn</td>
</tr>
<tr>
<td>Phone:</td>
<td>(206) 605-6442</td>
</tr>
<tr>
<td>FAX:</td>
<td>Email: <a href="mailto:jostborn@csei.com">jostborn@csei.com</a></td>
</tr>
<tr>
<td>Detailed Bid Advertisement:</td>
<td></td>
</tr>
<tr>
<td>ADVERTISEMENT FOR BIDS</td>
<td></td>
</tr>
<tr>
<td>Sealed bids will be accepted for the following project:</td>
<td></td>
</tr>
<tr>
<td>PROJECT NO.:</td>
<td>2020-515 G (1-1)</td>
</tr>
<tr>
<td>TITLE:</td>
<td>Roof Re-cover: AMTEC/Pilchuck Hall</td>
</tr>
<tr>
<td>AGENCY:</td>
<td>ESA for Everett Community College</td>
</tr>
<tr>
<td>PROJECT MANAGER:</td>
<td>Susan Smith</td>
</tr>
<tr>
<td>ESTIMATED BASE BID COST RANGE:</td>
<td>$350,000.00 to $365,000.00</td>
</tr>
<tr>
<td>SUBMITTED TIME/DATE/LOCATION:</td>
<td>Prior to 2:00 PM, Tuesday May 26, 2020, Mail or hand deliver to: Everett Community College Maintenance/Facility Building</td>
</tr>
</tbody>
</table>
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
# Current Solicitations

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

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Bid Due</th>
<th>Category</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-05</td>
<td>MERCHANDT SERVICES</td>
<td>Jul 24, 2020, 10:00:00 AM</td>
<td>Goods and Services</td>
<td>Open</td>
</tr>
<tr>
<td>MC-0318716-1</td>
<td>LANDSCAPING PACKAGE FOR PORT OF SEATTLE SITES 23-25 RESTORATION PROJECT</td>
<td>Jun 10, 2020, 1:00:00 PM</td>
<td>Major Construction</td>
<td>Open</td>
</tr>
<tr>
<td>00320272</td>
<td>Terminal 91 Berths 6 and 8</td>
<td>Jun 5, 2020, 12:00:00 PM</td>
<td>Professional and Personal Services</td>
<td>Open</td>
</tr>
<tr>
<td>MC-0320171</td>
<td>Remote Aircraft Deicing</td>
<td>Jun 4, 2020, 3:00:00 PM</td>
<td>Major Construction</td>
<td>Open</td>
</tr>
<tr>
<td>MC-0319131</td>
<td>Concourse C New Power Center</td>
<td>Jun 2, 2020, 2:00:00 PM</td>
<td>Major Construction</td>
<td>Open</td>
</tr>
<tr>
<td>P-00320167</td>
<td>Hydraulic and Hydrology Support Services</td>
<td>Jun 1, 2020, 12:00:00 PM</td>
<td>Professional and Personal Services</td>
<td>Open</td>
</tr>
<tr>
<td>20-15</td>
<td>FRICTION TESTER VEHICLE</td>
<td>May 29, 2020, 12:00:00 AM</td>
<td>Sand and Gravel</td>
<td>Open</td>
</tr>
</tbody>
</table>
## Solicitation List

<table>
<thead>
<tr>
<th>Number</th>
<th>Status</th>
<th>Title</th>
<th>Bids Due Date</th>
<th>Time Zone</th>
<th>Department</th>
<th>Solicitation Type</th>
<th>Engineer’s Estimate</th>
<th>Project Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-034-S</td>
<td>Open</td>
<td>On-Call Engineering &amp; Other Project Services</td>
<td>6/11/2020</td>
<td>Pacific</td>
<td>Seattle Public Utilities (SPU)</td>
<td>Request for Proposal</td>
<td>$1,500,000 - $3,000,000</td>
<td>Sher Arciniega, SPU Contracts at <a href="mailto:sherry.arciniega@seattle.gov">sherry.arciniega@seattle.gov</a></td>
</tr>
<tr>
<td>2020-018</td>
<td>Open</td>
<td>Sullivan Creek Large Wood Phase 3</td>
<td>5/27/2020</td>
<td>Pacific</td>
<td>Seattle City Light (SCL)</td>
<td>Construction Bid</td>
<td>$500,000</td>
<td>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: <a href="mailto:mark.fredrickson@seattle.gov">mark.fredrickson@seattle.gov</a></td>
</tr>
<tr>
<td>RFP# SCL-24937</td>
<td>Closed</td>
<td>On-Call Archaeological &amp; Historical Research Services</td>
<td>5/6/2020</td>
<td>Pacific</td>
<td>Seattle City Light (SCL)</td>
<td>Request for Proposal</td>
<td>499,999.00</td>
<td>Ned Lighty Sr. Contracts &amp; Procurement Specialist Email: <a href="mailto:Ned.Lighty@seattle.gov">Ned.Lighty@seattle.gov</a></td>
</tr>
<tr>
<td>PW2019-036</td>
<td>Pending Award</td>
<td>2019 Arterial Asphalt and Concrete 15th Ave NE</td>
<td>5/6/2020</td>
<td>Pacific</td>
<td>Transportation (SDOT)</td>
<td>Construction Bid</td>
<td>$7M to $8M</td>
<td>Joe Mathieu, P.E. <a href="mailto:joe.mathieu@seattle.gov">joe.mathieu@seattle.gov</a></td>
</tr>
<tr>
<td>2019-054T</td>
<td>Reject All</td>
<td>Artificial Turf Replacement Task Order Unit Price Contract-1 (Toupin)</td>
<td>5/6/2020</td>
<td>Pacific</td>
<td>Parks</td>
<td>Construction Bid</td>
<td>Task Order Unit Pricing - Not-To-Exceed 2,000,000</td>
<td>Jay Roed <a href="mailto:Jay.Roed@seattle.gov">Jay.Roed@seattle.gov</a></td>
</tr>
<tr>
<td>RFQ #CD 2020-01</td>
<td>Closed</td>
<td>A/E Services for SMT Weatherization Project</td>
<td>5/6/2020</td>
<td>Pacific</td>
<td>Finance and Administrative Services (FAS)</td>
<td>Request for Qualifications</td>
<td>$4M MACC</td>
<td>RFQ Project Manager: Michael Johnson <a href="mailto:Michael.johnson@seattle.gov">Michael.johnson@seattle.gov</a> (206) 386-1367</td>
</tr>
<tr>
<td>RFQ # SCL 25109</td>
<td>Closed</td>
<td>On-Call Equal Employment Opportunity (EEO)/Non-EEO Investigation Services</td>
<td>5/1/2020</td>
<td>Pacific</td>
<td>Seattle City Light (SCL)</td>
<td>Request for Qualifications</td>
<td>$500,000</td>
<td>Laurie (Lou) Russ / <a href="mailto:Laurie.Russ@Seattle.Gov">Laurie.Russ@Seattle.Gov</a> Contract Specialist - Seattle City Light</td>
</tr>
</tbody>
</table>