

# ESTIMATE PROCESS & SUBMITTING THE BEST BID

JULY 9, 2020



Sponsored by:



PRESENTED BY:

TOM COLE

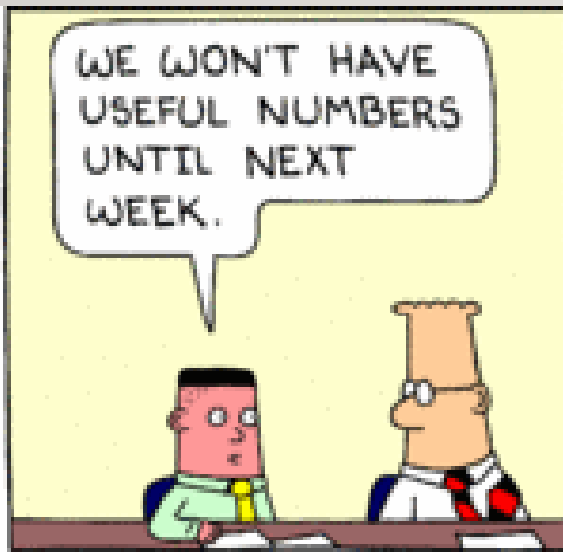
*CHIEF ESTIMATOR (EMERITUS)*

*& BUSINESS DEVELOPMENT EXECUTIVE*

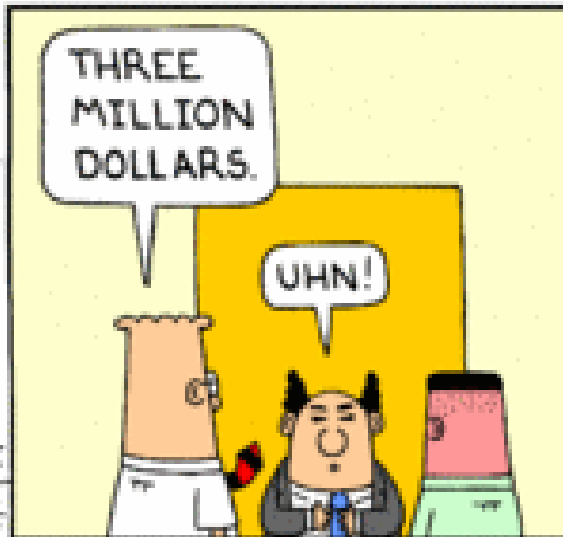




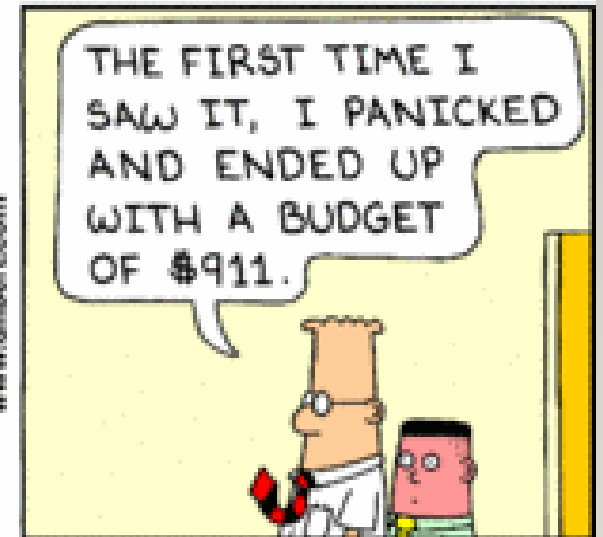
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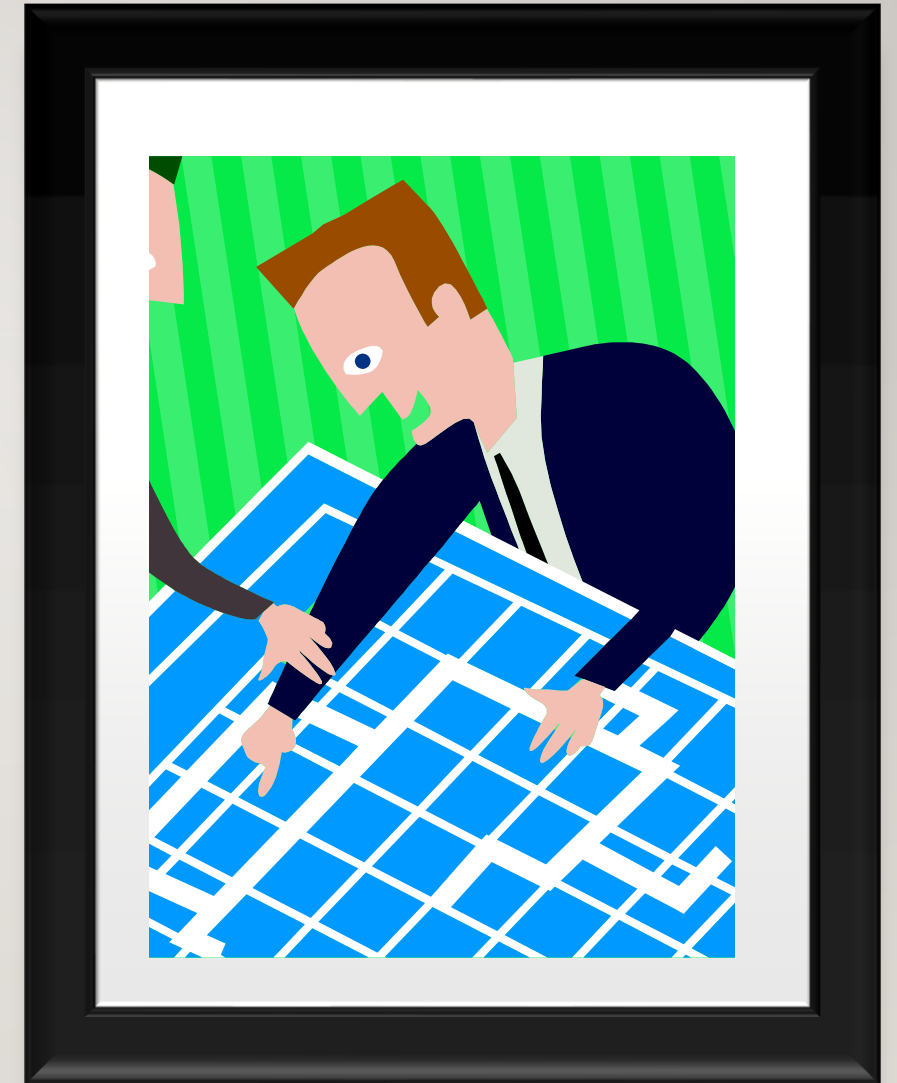
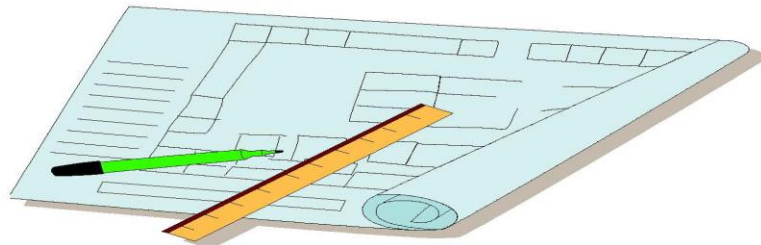


# PROJECT SELECTION AND ESTIMATE PREPARATION

## Preparing an Estimate

### WARNING!

An Estimate has a lot of moving parts!  
Assemble with care and precision



# FIRST A REVIEW- FROM LAST MONTH

## WHERE TO LOOK FOR THE OPPORTUNITIES?

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- 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
- 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



# HOW IS YOUR FIRM ORGANIZED?

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- 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?
- Who is your client base?
- Is firm a set-aside classification? (OMWBE, HUB-ZONE, SDVOB, SCS etc.)



## **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)



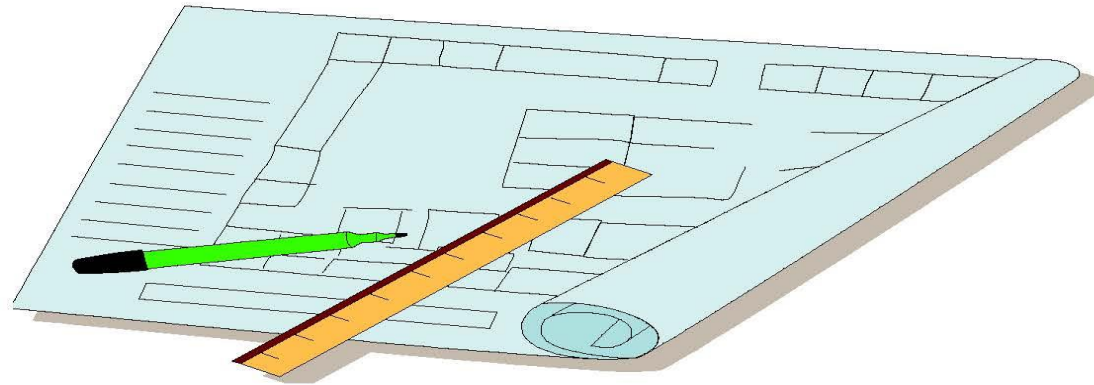
# LOOKING FOR THE RIGHT BID OPPORTUNITY IS KEY TO SUCCESS

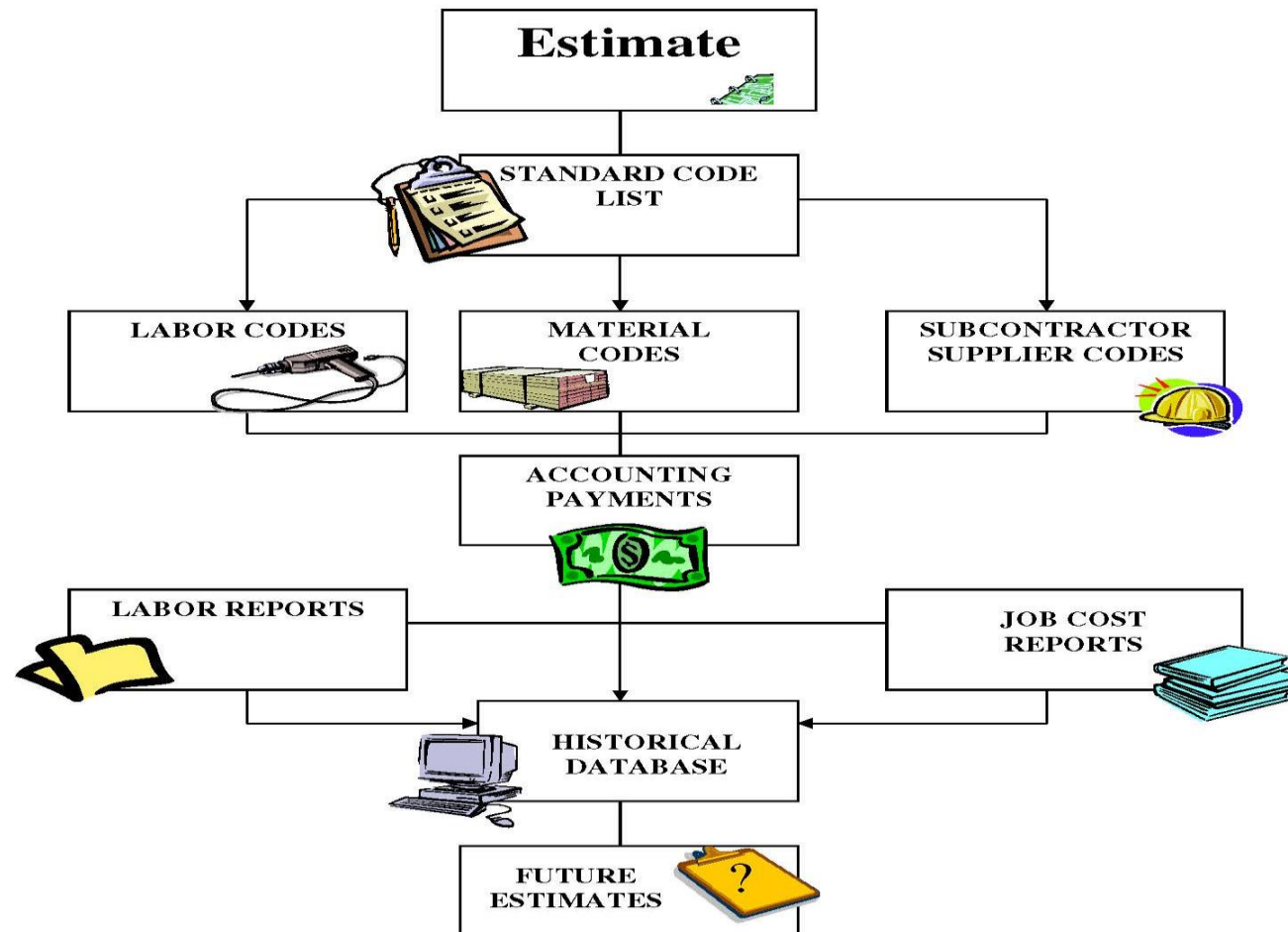
- Project description by owner, engineer or architect (scope of work)
- Public vs Private Sector Opportunities
- Set Aside Public Work Opportunities- Hub-Zone, etc
- ITB, Instructions to Bidders; Specifications, drawings (Contract Documents)
- Schedules and Phasing (for GC calculations)
- Bonding requirements (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)**

# **Preparing an Estimate**

**WARNING!**

**An Estimate has a lot of moving parts!  
Assemble with care and precision**





# PREPARATION PAYS

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## THE 5 P PRINCIPLE

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**P**roper  
**P**reparation  
**P**revents  
**P**oor  
**P**erformance

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## AN ESTIMATOR'S BID DAY CREDO:

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THINK "3D" :

***D**on't **D**elay **D**ecisions*

**Cole' Corollary:**

**FREE it up**

**F**ile it

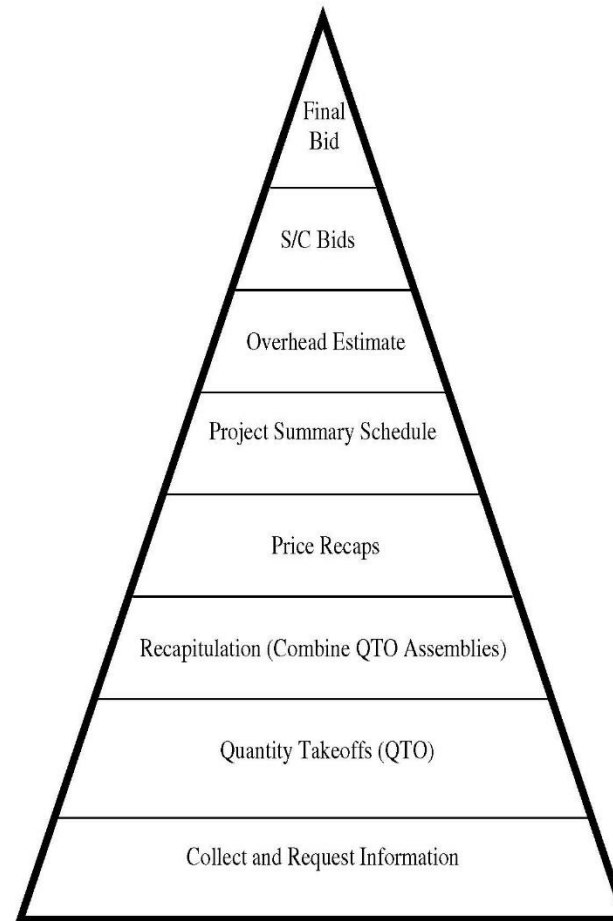
**R**efers it

**E**liminate it

**E**xecute the task



# The Estimating Process



# ESTIMATING PROCESS OVERVIEW

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- Preliminary bidding and estimating considerations
- Estimating labor and equipment costs
- Estimating materials and subcontract costs
- Overhead expenses (General Conditions)
- Recap of project costs, markups, and fee

# ESTIMATE STRUCTURE

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- Direct costs
  - Labor
  - Materials
  - Equipment
  - Subcontractors
- Indirect costs
  - General conditions
  - Overhead and profit
  - Markups (Bonds, Insurance, Taxes)



# BID MARK UPS

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- Labor Burden
- Bonds
- General Liability Insurance
- State & City B&O
- Builders' Risk
- WSST
- Fee

# COMPONENTS OF A BID PROPOSAL

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- Response to scope of work
- Inclusions and exclusions
- Special conditions
- Quoted price (lump sum, GMP, T&M, etc.)
- Timeframe to start and finish project
- Bid bond commitment
- Subcontracting plan (when required)

# GETTING ORGANIZED

Project Name here		Bid Date: 5/1/20XX			
Project Location here		Time: 2:00 P.M.			
		Alternates: 3:00 P.M.			
Section	Prebid site visit: April 17, 12:00 pm address here- meet @ upper courtyard entrance to College Center Building	Spec Review	Sub Solicit	T.O. & Price	Bid Day Oversight
DIV 01	GENERAL CONDITIONS	PM/TC (review)			PIC
DIV 02	SITE CONSTRUCTION				
02110	Tree Protection	PM2	PM2	PM2	Sr Pm
02230	Site Clearing and Demolition	PM2	PM2	PM2	
02270	Erosion Control	PM2	PM2	PM2	
02300	Earthwork	PM2	PM2	PM2	
02510	Water Distribution	PM2	PM2	PM2	
02511	Pavement Systems	PM2	PM2	PM2	
02530	Sanitary Distribution	PM2	PM2	PM2	
02620	Foundation Drainage	PM2	PM2	PM2	
02630	Storm Drainage	PM2	PM2	PM2	
02810	Irrigation	PM2	PM2	PM2	
02920	Lawns and Grasses	PM2	PM2	PM2	
02930	Exterior Plants	PM2	PM2	PM2	
DIV 03	CONCRETE	Lead PM	Lead PM	Lead PM	Chief Est
03100	Concrete Formwork	Lead PM	Lead PM	Lead PM	
03200	Concrete Reinforcement	Lead PM	Lead PM	Lead PM	
03300	Cast-in-Place Concrete	Lead PM	Lead PM	Lead PM	
03310	Concrete Testing and Inspection	Lead PM	Lead PM	Lead PM	
03330	Architectural Concrete	Lead PM	Lead PM	Lead PM	
03345	Concrete Finishes	Lead PM	Lead PM	Lead PM	
03375	Floating Floors	Lead PM	Lead PM	Lead PM	
03450	Architectural Precast Concrete	Lead PM	Lead PM	Lead PM	
03451	Precast Concrete Stair Treads	Lead PM	Lead PM	Lead PM	
DIV 04	MASONRY				
04200	Unit Masonry	Estimator	Estimator	Estimator	Sr Pm
DIV 05	METALS	Estimator	Estimator	Estimator	Sr Pm
05120	Structural Steel	Estimator	Estimator	Estimator	
05121	Architecturally Exposed Structural Steel	Estimator	Estimator	Estimator	
05300	Metal Decking	Estimator	Estimator	Estimator	
05400	Cold-Formed Metal Framing	Estimator	Estimator	Estimator	
05500	Metal Fabrication	Estimator	Estimator	Estimator	
05510	Metal Stairs	Estimator	Estimator	Estimator	
08510	Expansion Joint Cover Assemblies	Estimator	Estimator	Estimator	
Prebid Work	Pre-bid Visit and Photos	Lead PM/Lead Est			
	Advertising	Chief Est/Admin			
	Bid documents to BXWA web site	Est Intern			
	Bid Bond	Admin			Chief Est
	Prepare Bid Form	Admin			Chief Est
	Review Insurance Requirements	Lead PM			Chief Est
	Builders Risk Rate (if applicable)	Lead PM			Chief Est
	Deductible Review	Lead PM			Chief Est
	Permits - see Spec Section	Lead PM			
	Utility Company Fees or Assessments	Lead PM			
	Bid Notebook for Pex/Chief Est	TC/Admin			
	Bid Day Folders- Setup	TC/Admin			
	Bid Day Computer				PIC
	Bid day timing sheets				PIC
	Prepare G. C.s	Lead PM			Chief Est
	Preliminary Project Schedule	Lead PM			
	Oversight - Mainsheets Div 1-8				Sr Pm
	Oversight - Mainsheets Div 9-16				PIC
	Turn In Bid				Steady Hand
	Post Bid on Bid Room Forms				Admin
	Bid Fax:Telephone Sub-Solicitation				Everyone
	Addendum Check	Chief Est			Chief Est
	Alternates: 1,2,3,4,&5				PM3

# BID DAY TIMING POSTING PROCESS

Project Name:	XYZ				
Project Location:	Downtown		2:00 PM	Base Bid	
Bid Date:	Bid Date		3:00 PM	Alternates/Breakdowns	
BID DAY SCHEDULE					
Person	CSI				
Responsible	Division	First Pass-Plugs For All Items			
AB	Div 11 & 12	Equipment/Furnishings	10:30 AM	10:35 AM	5 min range
CD	Div 10	Specialties	10:35 AM	10:40 AM	5 min range
DJ	Div 3 & 32	Concrete	10:40 AM	10:45 AM	5 min range
TJ	Div 8	Doors & Hardware	10:45 AM	10:50 AM	5 min range
KD	Div 2, 31-33	Demo & Sitework	10:50 AM	10:55 AM	5 min range
SL	Div 32	Site Improvements	10:55 AM	11:00 AM	5 min range
BA	Division 5 & 6	Metals & Rough Carpentry	11:00 AM	11:05 AM	5 min range
JT	Div 6 & 9	Finish Carp & GWB	11:05 AM	11:10 AM	5 min range
DK	Division 7 & 9	Thermal & Moisture Protection, Finishes	11:10 AM	11:14 AM	5 min range
RA	Division 7	Thermal & Moisture Protection	11:14 AM	11:19 AM	5 min range
TC	Div 4 & 11 & 14 & 41	Masonry & Misc	11:19 AM	11:24 AM	5 min range
KW	Div 21	Fire Suppression	11:24 AM	11:29 AM	5 min range
BW	Division 8	Glazing and Windows	11:29 AM	11:34 AM	5 min range
SP	Division 22 & 23	Mechanical Systems	11:34 AM	11:36 AM	2 min range
RD	Division 26	Mechanical Systems	11:36 AM	11:38 AM	2 min range
			11:38 AM	11:38 AM	0 min range
			11:38 AM	11:38 AM	0 min range
		Print Out & Close First Pass	11:38 AM		

# POSTING & EVALUATING BIDS

CONSTRUCTION, INC.		SAMPLE BID DAY SUBCONTRACTOR/SUPPLIER ANALYSIS SPREADSHEET TEMPLATE			(THIS WILL BE AN 11X17 SHEET WITH ENOUGH COLUMNS TO ADEQUATELY POST ALL SUB/SUPPLIER QUOTES)	
Project: Location:		Toolbox: Project name here	Estimator: Sheet No:		Toolbox: your initials here	
Classification:		Date:				
Specification Sections		Quantity(s)	Budget(s)	Sub Name Telephone # Here	Sub Name Telephone # Here	Sub Name Telephone # Here
Spec # & or Detail	Description		Enter Budget Amount	Enter Budget Amount	Enter Bid Amount Here	Supplier Name Telephone # Here
	<b>Toolbox:</b> Scope of work here; i.e. Electrical Sub Bids; Sanitary & Utilities Sub Bids; Structural Fab & Erection Bids, etc					
	<b>Toolbox:</b> Enter all Division #'s and related spec sections as itemized in the specification manual. I.e. Division 1-6. Electrical (over 15000). General Requirements, etc as found in the spec section. This list will EXACTLY match the main sheet- verify it does when starting this sheet.	<b>Toolbox:</b> Enter all spec sections and descriptions in this column that this spreadsheet will cover. Specifically list all materials specified in each section. Also list everything else the specifications require, i.e. UBEED compliance/documentation; Mock - Ups, extra materials for owner use, specific tests, warranties/P.E. requirements. Factory rep sign off/validations, and requirements from related specifications i.e. near rough in permit, etc.  Also this is where additional scope cost issues will be listed, i.e. concrete supports / pads/curbs, embedment, blockouts/rough bucks, trenching/blockfill/jacking/surveying in general all items that represent cost to making a complete sub bid using the sub bid and all support costs.  All these additional scope items shall be listed after the basic scope sections are listed.  The last line item before total will be defaulted to sub bond costs. (This cost will generally be entered on the main sheet, but here it is a "reminder" to discuss prior to finalizing the bid.)				
		<b>Toolbox:</b> The purpose of this spreadsheet is to uniformly & consistently analyze sub/supplier bids on bid day to get a complete bid amount for any given scope of work and as importantly leave a clear audit trail for the pm to use after the bid so they can easily and quickly see how the numbers shook out and why the number that was used has all its inclusions and exclusions during buyout. As well as to give everyone a standard tool to use not only for bid day- to have for any analysis situation away from bid day ensuring it is uniformly the same method throughout.  The spreadsheet will be prepared well before bid day and reviewed with the chief estimator and/or pm prior to bid day.				
		<b>Toolbox:</b> Prepare a sufficient number of columns anticipating the number of sub/supplier bids to expect to receive. You should have a general idea of this as a result of your work canvassing the market for bid confirmations.  Prior to Bid day enter all scope inclusions and exclusions as indicated on Sub/Supplier Scope letter and/or resulting from discussions with sub. Leave top line open for Sub Bid \$ entry on bid day				
<b>Example of Bid Adders</b>						
Electrical room	4" concrete Support Pads	32 sf	\$160	\$160	\$100	
Electrical room	fire treated 3/4" plywood backer board	64 sf	\$500	\$500	\$500	
Pole Bases @ Parking Lot	10 each 18"x18"x4' Light pole bases	10 each	\$500	\$500	\$500	
<b>Greater than 10% Low Factor - Action</b>						
<b>Sub Bond Cost</b>			leave blank	notify Chief Estimator Enter: See main sheet	<b>Toolbox:</b> Use estimated amount here if sub excludes typical of all issues related to sub bid adders.	
<b>BASE BID TOTALS</b>			Total Budget	Total Sub Bid with Adders and determined		
Leave room at bottom of spreadsheet to post:						
<b>Alternates &amp; Unit Prices</b> If This is a single # without other work then Composite Markup up			Enter Budget Amount if Applicable	Enter Bid Amount		
Total Alternate or Unit Price			X 1.12	Bid amount to Bid Form	<b>Toolbox:</b> The composite Markup will	

**Check mark in RED the selected current LOW sub bid that will be carried to the main sheet, note this may and is likely to change. Then circle the # carried in main sheet as final low bid #.**

If this is a # that is part of a broader scope of work( i.e. an additional building, etc.) then the bid amount will be given to the person responsible for posting the alternate bid

# SELECTING SUBCONTRACTORS AND SUPPLIERS (PREQUALIFICATION)

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- Ask for and check references
- Consult with industry peers
- Send out requests for proposals/bids
- Compare bid sheets and select best bidders
- Build network of reliable subcontractors and suppliers

# BID SUMMARY

## SAMPLE ESTIMATE BID SUM TEMPLATE

PROJECT NAME: Name Project  
BID DATE: DD/MM/YY  
BID TIME: 2:00PM  
PROJECT ESTIMATOR: VTC  
SQUARE FOOTAGE: 138,000  
FILE NAME:

DESCRIPTION	LABOR	MATERIAL	SUB/PO	TOTAL	RISK	\$/SF	
ADMINISTRATIVE EXPENSES	440,180	34,625		474,805	0	3.44	
INDIRECT EQUIPMENT	0	131,836		131,836	0	0.96	
TEMPORARY CONSTRUCTION	28,790	82,120		110,910	0	0.80	
GENERAL OPERATIONS	111,451	203,641		315,092	0	2.28	
SUBTOTAL	580,421	452,222		1,032,643		7.48	
FOOTINGS (ALL TYPES)	34,666	52,899		87,565	GCSP	0.63	
SLAB ON GRADE	52,284	84,344		136,628	GCSP	0.99	
ELEVATOR PIT WALLS & STAIR 1	21,299	14,887		36,185	GCSP	0.26	
CIP WALLS (1-SIDED)	15,771	18,737		34,509	GCSP	0.25	
CIP WALLS (2-SIDED)	82,695	58,051		140,746	GCSP	1.02	
CIP WALLS (SHEAR & CORES)	218,448	173,501		391,949	GCSP	2.84	
CIP WALLS (SHEAR & SHAFTS)	83,448	62,936		146,384	GCSP	1.06	
CONCRETE ON MTL DECK-SOMD	112,650	206,423		319,073	GCSP	2.31	
COLUMNS-- IN WALL FORMWORK	0	0		0	GCSP	0.00	
FORM DETAILING & CONCRETE EQUIP	71,095	81,418		152,513	GCSP	1.11	
TEC / STRUCT EX & BCKFL / SOG BASE CO	50,219	101,689		151,907	GCSP	1.10	
CIP CURBS & SIDEWALKS	31,622	61,397		93,019	GCSP	0.67	
ARCHITECTURAL SITE CONCRETE	47,532	39,875		87,407	GCSP	0.63	
HAND DEMOLITION	9,483	8,079		17,562	GCSP	0.13	
AUGERCAST & SOLDIER PILE SPOILS REM	9,807	5,306		15,113	GCSP	0.11	
ROUGH CARPENTRY	39,244	29,565		68,809	GCSP	0.50	
DOORS/FRAMES/FINISH HARDWARE	42,956	12,999		55,955	GCSP	0.41	
SPECIALTIES	11,267	2,393		13,660	GCSP	0.10	
TOWER CRANE- 7 MONTHS	0	0	242237	242,237	GCSP	1.76	
MANLIFT- 7 MONTHS (ONE MO OVERLAP)	0	0	96414	96,414	GCSP	0.70	
LABOR BURDENS	1,514,907	1,466,721		3,320,279		24.06	
	47.00%	712,006		712,006			
SUBTOTAL GC	1,514,907	2,178,727		4,032,285			
DESCRIPTION	LABOR	MATERIAL	SUB/PO	TOTAL	RISK	\$/SF	SUB
DIVISION 1 - GENERAL REQUIREMENTS							
FIELD ENGINEERING/CONST STAKING				0	0	0.00	W/GCS
DIVISION 2 - SITEWORK							
SELECTIVE DEMOLITION				W/02200			
HAZARDOUS MATERIALS DISCOVERY				W/02200			
SITE PREPARATION				W/02200			
EARTHWORK				513,573		3.72	SANTANA
PIERS/SOLDIER PILES & LAGGING				232,400		1.68	PILE C.
ASPHALT CONCRETE PAVING				15,219		0.11	SEA SERV
INSTALL P/C UNIT PAVERS				17,500		0.13	APPIAN
LANDSCAPE STONE SURFACING				W/02900			
PORTLAND CEMENT CONCRETE PAVING				W/DIRECT			
PAVEMENT MARKINGS				5,000		0.04	PLUG
WATER DISTRIBUTION SYSTEM				W/02200			
STORM DRAINAGE SYSTEM				W/02200			
SANITARY SEWER SYSTEM				W/02200			
IRRIGATION				W/02900			
SITE APPURT'NS (BOLLARDS/TRH GRATES)				7,500		0.05	PLUG
GRANITE BOULDERS & BLOCKS				W/02900			
LANDSCAPING				76,675		0.56	PECIALIZED

# SAMPLE ESTIMATE BID SUM TEMPLATE

DESCRIPTION	LABOR	MATERIAL	SUB/PO	TOTAL	RISK	\$/SF	SUB
<b>DIVISION 3 - CONCRETE</b>							
CONCRETE FORMWORK				W/DIRECT			GC
REINFR'G STEEL (INCLS WWM)(FOB JOB)				142,308		1.03	GRAHAM
*PLACE REINFORCING STEEL				91,280			GC
UNDERSLAB VAPOR BARRIER SHEETING				W/DIRECT			GC
CIP CONCRETE (SEE ABOVE)				W/DIRECT			GC
NORMAL WEIGHT CONC TOP'G SLABS				W/DIRECT			GC
BLASTED CONCRETE FINISH				W/DIRECT			GC
SHOTCRETE (CONTRACTOR'S OPTION)				W/DIRECT			GC
ARCH'L PRECAST (PLANT)(FOB JOB)				351,500	100,000	2.55	
*ERECT PRECAST				61,842			GC
<b>DIVISION 4 - MASONRY</b>							
MORTAR & GROUT				W/04210			
MASONRY ACCESSORIES (ADDM #2)				W/04210			
BRICK MASONRY (VENEER SYSTEM)				649,146		4.70	LUND
CMU				W/04210			
*SCAFFOLDING (DIV 4 CARRIES FOR ALL)				W/04210		0.00	PLUG
<b>DIVISION 5 - METALS</b>							
WELDING				W/05120			
STRUCTURAL STEEL (FOB JOB)				1,713,501	80,000	12.42	
*ERECT STRUCT'L/DECKING/MISC STEEL				550,403		3.99	GC
MTL DECK'G (COMP FLR & ROOF)(FOB JOB)				W/05120		0.00	
COLD-FORMED METAL FRAMING				W/09250			
METAL FABRICATIONS (STEEL & ALUM)				W/05120			
PREFAB METAL STAIRS & RAILINGS				W/05120			
CUSTOM METAL STAIRS & RAILINGS				W/05120		0.00	
EXTERIOR HANDRAILS & RAILINGS				W/05511			
ORNAMENTAL ALUMINUM TRIM				W/08900			
EXP'N & SEISMIC CNTRL (FOB JOB)				3,545		0.03	CROWE
*INSTALL EXP/SEISMIC JOINTS				3,480		0.03	GC
<b>DIVISION 6 - WOOD &amp; PLASTICS</b>							
ROUGH CARPENTRY				W/DIRECTS			
GYPSUM SHEATHING				W/09250			
FINISH CARPENTRYR & MILLWORK				W/06410		0.00	
PLASTIC LAMINATES				W/06200			
WOOD VENEER PANELING				W/06200			
PRESERVATIVE TREATMENT				W/06100			
FIRE RETARDANT TREATED WOOD				W/06100			
CUSTOM CASEWORK				1,470,604	200,000	10.66	
<b>DIVISION 7 - THERMAL &amp; MOISTURE PROTECTION</b>							
LIQUID MEMB WTRPRF'G "A" (HORIZ)				W/07123		0.00	
LIQUID MEMB WTRPRF'G "B" (BELOW-GRADE)				155,689		1.13	
BENTONITE WTRPRF'G (@ SHORING)				W/07123		0.00	
BITUMINOUS DMPPRF'G				W/07123		0.00	
WTR REPELLENT CT'G @ CIP CONC, P/C & MASONRY				W/09900			
CONCRETE FLOOR SEALER (INT/EXT)				W/09900		0.00	
AIR INFILTRATION BARRIERS (ADDM #2)				W/09250		0.00	
BATT & BLANKET INSULATION				74,500		0.54	PCS
*ROCK WOOL FILL				1,992			GC
RIGID INSULATION				W/07211		0.00	
CEMENTITIOUS FIREPROOFING				W/09250		0.00	
FIRESTOPPING				W/07211		0.00	
STANDING SEAM MTL ROOF'G SYSTEM				W/08900		0.00	
CORRUGATED METAL WALL PANELS				W/08900		0.00	
COMPOSITE METAL PANELS				W/08900			
MODIFIED BITUMEN MEMB. ROOF'G (TYPE R1 & R2)				198,075	50,000	1.44	
ELASTOMERIC SHEET MEMBRANE (TYPE R4)				W/07525		0.00	
SHEETMETAL, FLASHING & TRIM				W/08900		0.00	
ROOF ACCESS (ROOF HATCH)(FOB JOB)				1,950		0.01	DORSE

**SAMPLE ESTIMATE  
BID SUM TEMPLATE**

DESCRIPTION	LABOR	MATERIAL	SUB/PO	TOTAL	RISK	\$/SF	SUB
<b>DIVISION 8 - DOORS &amp; WINDOWS</b>							
STEEL DOORS & FRAMES (FOB JOB)				W/08710		0.00	
ALUMINUM DOOR FRAMES				W/08900		0.00	
WOOD DOORS (FOB JOB)				W/06410		0.00	
INTEGRATED DOOR ASSEMBLIES				W/08710		0.00	
ACCESS DOORS (RATED & NON-RATED)				W/08710		0.00	
ROLLING GRILLES (@ COFFEE BAR)				W/08710		0.00	
ALUM ENTRANCE DOORS & STOREFRONTS				W/08900		0.00	
FIRE RATED STEEL WINDOWS (NORTH ELEV ONLY)				W/08520		0.00	
ALUMINUM UNIT WINDOWS				W/08900		0.00	
FINISH HARDWARE (FOB JOB)				175,277		1.27	
GLAZING				W/08900		0.00	
MIRROR GLASS (FRAMELESS)				W/08900		0.00	
ALUMINUM CURTAIN WALL SYSTEM *				1,712,785		12.41	
<b>DIVISION 9 - FINISHES</b>							
NON-LOAD BR'G MTL WALL FRM'G SYST				W/09250			
CEILING SUSPENSION SYSTEMS (GYP BD)				W/09250			
ACOUSTICAL SUSPENSION SYSTEM				W/09510			
PORTLAND CEMENT PLASTER (STUCCO)				W/09250			
FIBERGLS REINF GYPSUM PLASTER (GRG)				W/09250			
GYPSUM BOARD				1,667,500	180,000	12.08	PCS
SHAFT WALLS				W/09250			
CERAMIC TILE				W/09381		0.00	
STONE (THINSET PAVERS, BASE & CUSTOM)				200,628		1.45	
ACOUSTICAL CEILINGS				319,991		2.32	
ACOUST'L CL'G PANELS (@ MOOT COURT)				W/09510		0.00	
ACOUST'L WALL PANELS (UPHOLSTERED/PNL)				W/09510		0.00	
CEMENTITIOUS UNDERLAYMENT (FLR LVL'G)				W/09665		0.00	
RESILIENT SHEET FLOORING				W/09381		0.00	
RUBBER STAIR NOSINGS				W/09381		0.00	
RESILIENT BASE				W/09381		0.00	
CARPET INSTALL'N (GLUE-DOWN)(FOIC)				W/09381		0.00	
SPECIAL COATING / METAL				W/09900			
POWDERED COATING (STL @ CLASSRM DECKS)				W/09900			
GRAFFITI RESISTANT COATINGS				W/09900			
PAINTING				162,452		1.18	LC JERGENS
<b>DIVISION 10 - SPECIALTIES</b>							
MARKERBOARDS & TACKBOARDS				50,566		0.37	LEMCO
MTL TOILET PARTITIONS & URINAL SCRNS				25,355		0.18	FB
LOUVERS				W/10100		0.00	
SIGNS & IDENTIFYING DEVICES (ADDM #2)				NIC			
FIRE EXT. CABINETS & EXTINGUISHERS				W/10100		0.00	
TOILET, BATH & MISC ACCESSORIES				W/10161		0.00	PLUG
<b>DIVISION 11 - EQUIPMENT</b>							
LIBRARY SHELVING (ADDM #2)				134,478		0.97	
PROJECTION SCREENS				15,757		0.11	LAIR
<b>DIVISION 12 - FURNISHINGS</b>							
HORIZ LOUVER BLINDS (INT/EXT)				9,792		0.07	IRIS
ELECTRICALLY OPERATED SHADES				16,971		0.12	IRIS
FLOOR MATS & FRAMES (RECESSED)				9,075		0.07	DORSE
<b>DIVISION 13 - NOT USED</b>							
<b>DIVISION 14 - CONVEYING SYSTEMS</b>							
ELECT TRACTION PASSGNR ELVTOR (#1)				246,048		1.78	
HYDR PASSGNR ELEVATOR (#2 & #3)				W/14221		0.00	

**SAMPLE ESTIMATE  
BID SUM TEMPLATE**

DESCRIPTION	LABOR	MATERIAL	SUB/PO	TOTAL	RISK	\$/SF	SUB
<b>DIVISION 15 - MECHANICAL</b>							
FIRE PROTECTION SYSTEMS				212,242		1.54	FIRE GUARD
BLDG PLUMBING SYSTEMS				W/15800		0.00	
*SLEEVES & SEALING SLEEVES				W/15800		0.00	
*UTILITY CONNECTIONS				W/15800		0.00	
*HWS&R EXC/PIPE/B-FILL/CUT & PATCH				W/15800		0.00	
HVAC SYSTEMS				2,549,832		18.48	HOLMBERG
*TESTING & BALANCING & ADJUSTING				W/15800		0.00	
*TEMP HEAT FROM BLDG (MAINT)				W/15800		0.00	
AIR HANDLERS (ASSIGNED P.O. - \$375,850 )				W/15800		0.00	ASSIGNED
*HOISTING EQUIPMENT				W/15800		0.00	
CONTROLS (ASSIGNED P.O. - \$298,982 )				W/15800		0.00	ASSIGNED
ASSIGNED PACKAGE MARK-UP @ 5%				33,742		0.24	GC
<b>DIVISION 16 - ELECTRICAL</b>							
SITE & BLDG ELECTRICAL				2,271,250		16.46	DWC
*TEMP POWER SYSTEM & HOOK-UP				W/16000		0.00	
FIRE ALARM SYS (ASSIGNED P.O. - \$94,247 )				W/16000		0.00	ASSIGNED
ASSIGNED PACKAGE MARK-UP @ 5%				4,712		0.03	GC
<b>BID ADJUSTMENTS (CUTS &amp; ADDS)</b>							
MECHANICAL BID ADJ.				0		0.00	
ELECTRICAL BID ADJ.				0		0.00	
BID ADJ. #1				-95,300		-0.69	
BID ADJ. #2				-11,000		-0.08	
				0		0.00	
				0		0.00	
				0		0.00	
OIC BID ADJUSTMENT				-4,789		-0.03	
				0		0.00	
<b>SUBTOTAL SUB</b>	0	0	0	16,094,789	610,000	116.63	
<b>SUBTOTAL GC + SUB</b>	1,514,907	2,178,727	0	20,127,074		145.85	
<b>FEE (Total/Direct)</b>	32%	51%	3.50 %	704,448		5.10	
<b>SUBTOTAL</b>				20,831,522		150.95	
<b>INSURANCE</b>	0.55%			114,573		0.83	
<b>EXCISE TAX</b>	0.47%			98,116		0.71	
<b>CITY TAX</b>	0.22%			44,788		0.32	
<b>TOTAL BID UNBONDED</b>				<b>21,089,000</b>		<b>152.82</b>	

# SELF PERFORM PRICING

Self Perform Pricing Sht

PROJECT: Classroom Bldg  
CLASS: COLUMNS

OWNER: OOPS U  
ARCH.: Perfect Plan

ESTIMATOR: VTC  
DATE: 3/30/2010

ESTIMATE # 1  
SHEET: 1

DETAIL	DESCRIPTION	QUANTITY	UNIT	LABOR				MATERIAL		
				UMH	MAN HR	RATE	UP	COST	UP	COST
	ROUGHEN COLUMN TO 1/4" APPLITUDE	1	SF	0.00	0	23.50	0.00	0	0.00	0
	DRILL/ EPOXY REBAR	1	EA	0.30	0	23.50	7.00	7	0.00	0
	CHIP OFF CAPITALS	1	EA	1.70	2	23.50	40.00	40	0.00	0
	RENT SQUARE COLUMN FORMS- 12 EA	0	MN	0	0	23.50	0.00	0	0.00	0
	RENT ROUND COLUMN FORMS- 6 EA	0	MN	0	0	23.50	0.00	0	0.00	0
	PRE-FAB SQUARE COLUMN FORMS	1	SF	0.00	0	23.50	0.10	0	0.00	0
	PRE-FAB ROUND COLUMN FORMS	1	SF	0.00	0	23.50	0.10	0	0.00	0
	FORMWORK SQUARE FORMS	1	SF	0.05	0	23.50	1.25	1	0.00	0
	FORMWORK ROUND ROFMS	1	SF	0.05	0	23.50	1.25	1	0.00	0
	CHAMFER	1	LF	0.01	0	23.50	0.15	0	0.00	0
	ANCHOR BOLTS	NONE	EA	0	0	23.50	8.00	0	SUB	0
	EMBEDS	NONE	EA	0	0	23.50	8.00	0	SUB	0
	BUY CONCRETE	1	CY	0.00	0	23.50	0.00	0	0.00	0
	PLACE CONCRETE	1	CY	0.43	0	23.50	10.00	10	0.00	0
	PUMP CONCRETE	1	CY	0.00	0	23.50	0.00	0	0.00	0
	FINISH TOP OF COLUMN	1	EA	0.17	0	23.50	4.00	4	0.00	0
	SACK & PATCH-INTERIOR	1	SF	0.01	0	23.50	0.30	0	0.00	0
	SACK & PATCH-EXTERIOR	NONE	SF	0	0	23.50	0.75	0	0.00	0
	SACK & PATCH-STRUCT	1	SF	0.01	0	23.50	0.25	0	0.00	0
	POUR STAGING	1	EA	0.15	0	23.50	3.50	4	0.00	0
	S & P STAGING	2	MN	0	0	23.50	0.00	0	0.00	0
		0	EA	0	0	23.50	0.00	0	0.00	0
		0	EA	0	0	23.50	0.00	0	0.00	0
TOTAL					3			68		0

NOTE: ALL COLUMNS ARE IN WALL PLANE  
NO SEPARATE FORMWORK IS REQUIRED FOR  
COLUMNS,ONLY PILASTER TYPE FOR B-LINE  
BASEMENT COLUMNS.COLUMNS ARE REBAR  
SPECIFIC ONLY.

MATERIAL: 0  
LABOR: 68  
LABOR BURDEN: 0.47 32  
TOTAL COST: 100  
COST/UNIT: \$/CY 99.81  
\$/EA #REF!

# GENERAL CONDITIONS (OVERHEAD COSTS)

ACE CONSTRUCTION - GENERAL CONDITIONS ESTIMATE

GENERAL COND. : 13.88 %  
CONSTRUCTION COST : 16,772,801

	MH	LABOR	LABOR BURDEN 47%	TEMP MAT	EQUIP	SUB	PERM MAT	TOTAL
ADMINISTRATIVE EXPENSES	49,366	879084	413169	69874	0	0	0	1362127
INDIRECT EQUIPMENT	0	3600	2632	325000	28015	0	0	361247
TEMPORARY CONST.	0	48550	22819	34650	0	0	0	106019
GENERAL OPERATIONS	0	156916	73731	99680	0	0	0	330347
	49,366	1090150	512371	529204	28015	0	0	2159740

DESCRIPTION	QUAN.	UNIT	U.P.	MH	DIRECT LABOR	LABOR BURDEN	U.P.	TEMP MAT	U.P.	TOTAL EQUIP	U.P.	SUB	U.P.	PERM MAT	TOTAL
GENERAL CONDITIONS															
ADMINISTRATIVE EXPENSES															
MANAGEMENT & SUPERVISION															
OFFICER IN-CHARGE (PROJECT EXEC.)		wks		0	0	0		0		0		0		0	0
SENIOR PROJECT MANAGER	40	wks	1,600.00	1,600	64000	30080		0		0		0		0	94080
PROJECT MANAGER	121	wks	1,300.00	4,840	157300	73931		0		0		0		0	231231
GENERAL SUPERINTENDENT		wks	0.00	0	0	0		0		0		0		0	0
EQUIPMENT SUPERINTENDENT		wks	0.00	0	0	0		0		0		0		0	0
PROJECT SUPERINTENDENT	121	wks	1,600.00	4,840	193600	90992		0		0		0		0	284592
ASST SUPERINTENDENT-STRUCTURAL	60	wks	1,500.00	2,400	90000	42300		0		0		0		0	132300
ASST SUPERINTENDENT-FINISH	20	wks	1,400.00	800	28000	13160		0		0		0		0	41160
ASST PROJECT MANAGER		wks		0	0	0		0		0		0		0	0
ENGINEERING & SAFETY															
PROJECT ENGINEERS	150	wks	1,000.00	6,000	150000	70500		0		0		0		0	220500
EXPEDITING/OFFICE ENGINEER		wks	0.00	0	0	0		0		0		0		0	0
MECHANICAL CONSULTING - TB	10	wks	1,400.00	400	14000	6580		0		0		0		0	20580
ELECTRICAL CONSULTING - PS	10	wks	1,400.00	400	14000	6580		0		0		0		0	20580
FORM DETAILING/DRAFTING	4	wks	800.00	160	3200	1504		0		0		0		0	4704
PLANNING & SCHEDULE	28	mo	0.00	4,480	0	0	100.00	2800		0		0		0	2800
QUALITY CONTROL		mo	120.00	4,480	0	0		0		0		0		0	0
FIELD ENGINEERING/SURVEYING	12	wks	2,000.00	4,80	24000	11280		0		0		0		0	35280
BLUEPRINTING & SHOP DRAWINGS	28	mo		4,480	0	0	150.00	4200		0		0		0	4200
ENGINEERING EQUIPMENT	28	mo		4,480	0	0	500.00	14000		0		0		0	14000
SAFETY ENGINEER	4,928	hrs	28.00	4,928	137984	64852		0		0		0		0	202836
SAFETY EQUIP/MEDICAL SUPPLIES	28	mo		4,480	0	0	333.00	9324		0		0		0	9324
SAFETY TRAINING	50	ea.		0	0	0	250.00	12500		0		0		0	12500
DRUG TESTING	50	ea.		0	0	0	35.00	1750		0		0		0	1750
ADMINISTRATIVE EXPENSE - TOTAL				49,366	879,084	413,169		69,874		0		0		0	1,362,127

**ACE CONSTRUCTION - GENERAL CONDITIONS ESTIMATE**

**INDIRECT EQUIPMENT**

**EQUIPMENT PURCHASES (Use Equipment Pool Spread Sheet)**

BUY ANALYSIS (SEE OTHER SHEET)	1s	0	0	0	0	0	0	0	0
SALVAGE VALUE	1s	0	0	0	0	0	0	0	0

**RENTAL COSTS (OWNED EQUIP.) "BARE"**

MANAGERS VEHICLE	28 mos	0	0	550.00	15400	0	0	0	15400
SUPERINTENDENTS TRUCK	28 mos	0	0	650.00	18200	0	0	0	18200
PERSONAL COMPUTERS	28 mos	0	0	1,400.00	39200	0	0	0	39200
COPY MACHINE	28 mos	0	0	250.00	7000	0	0	0	7000
FAX MACHINE	28 mos	0	0	125.00	3500	0	0	0	3500
RADIOS	28 mos	0	0	1,250.00	35000	0	0	0	35000

**RENTAL COSTS (OTHER EQUIP.) "BARE"- (Use Equipment Pool Spread Sheet)**

FORKLIFT	28 mos	0	0	2,500.00	70000	0	0	0	70000
AIR COMPRESSOR	mos	0	0	250.00	0	0	0	0	0
COMPACTOR	mos	0	0	0	0	0	0	0	0
VIBRATOR	mos	0	0	0	0	0	0	0	0
SCISSOR LIFT	mos	0	0	450.00	0	0	0	0	0
BOOM LIFT	mos	0	0	0	0	0	0	0	0
TASKS LIGHTS	mos	0	0	150.00	0	0	0	0	0
WELDING MACHINE/TORCH	mos	0	0	150.00	0	0	0	0	0

**EQUIPMENT OPERATING EXPENSE**

MOBS / DEMOBS	1 1s	0	0	3,000.00	3000	0	0	0	3000
INSTALLATION & REMOVAL	ea.	0	0	0	0	0	0	0	0
OPERATION	28 mos	200.00	5600	2632	0	0	0	0	8232
FUEL, OIL & MAINTENANCE	28 mos	0	0	750.00	21000	0	0	0	21000
EQUIPMENT REPAIR EXPENSE	28 mos	0	0	450.00	12600	0	0	0	12600

**MISCELLANEOUS SMALL TOOLS & SUPPLIES**

SAW SHARPENING	28 mos	0	0	100.00	2800	0	0	0	2800
SMALL TOOLS	28 mos	0	0	1,000.00	28000	0	0	0	28000
OXYGEN & ACETYLENE	28 mos	0	0	75.00	2100	0	0	0	2100
TRASH DUMPSTERS	28 mos	0	0	2,400.00	67200	0	0	0	67200
TEMPORARY GENERATORS	ea.	0	0	0	0	0	0	0	0

SUBTOTAL		0	5600	2632	325000	0	0	0	333232
WSST on rental equipment - 8.62%					0.086	28015			28015

<b>INDIRECT EQUIPMENT - TOTAL</b>			<b>5600</b>	<b>2632</b>	<b>325000</b>	<b>28015</b>	<b>0</b>	<b>0</b>	<b>361247</b>
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**TEMPORARY CONSTRUCTION**

**BUILDINGS**

JOB OFFICE ( 10 X 44 )	1	1s	5,000.00	5000	2350	5,000.00	5000	0	0	0	12350
OWNER/ARCHITECT FACILITIES ( 8 X 32 )		mos		0	0		0	0	0	0	0
TOOL SHEDS		mos		0	0		0	0	0	0	0
WAREHOUSE		mos		0	0		0	0	0	0	0
SAW LINE SETUP / REM'L (FORMWORK YARD)		mos		0	0		0	0	0	0	0
DRY SHACKS		mos		0	0		0	0	0	0	0

**INSTALL UTILITIES**

WATER SYSTEM HOOK-UP		1s		0	0		0	0	0	0	0
SANITARY SYSTEM HOOK-UP		1s		0	0		0	0	0	0	0
POWER HOOKUP/DISTRIBUTION- IN ELI	1	1s		0	0	10,000.00	10000	0	0	0	10000
LIGHTING		sf		0	0		0	0	0	0	0
HEAT		sf		0	0		0	0	0	0	0
JOB ELECTRICIAN		mos		0	0		0	0	0	0	0
ELECTRICAL SUPPLIES	1	1s		0	0	5,000.00	5000	0	0	0	5000
JOB COMMUNICATION SYSTEM		mos		0	0		0	0	0	0	0

**SITE FACILITIES**

ROADS		1s		0	0		0	0	0	0	0
PARKING		mos		0	0		0	0	0	0	0
LAYDOWN AREA - REPAIR		sf		0	0		0	0	0	0	0
PANEL/PRECAST YARD		1s		0	0		0	0	0	0	0
RUBBISH CHUTE	6	mos		0	0	1,500.00	9000	0	0	0	9000
STAIRS & LADDERS		mth		0	0		0	0	0	0	0
PROJECT SIGN		ea		0	0		0	0	0	0	0
LAYOUT & BATTERBOARDS	250	mh	85.00	21250	9988		0	0	0	0	31238

**PROTECTION**

RENT TEMPORARY FENCE & GATES	100	1f		0	0	3.50	350	0	0	0	350
DIRECTIONAL SIGNS & BARRICADES	28	mth	250.00	7000	3290	100.00	2800	0	0	0	13090
COVERED WALKS		1f		0	0		0	0	0	0	0
TEMP. GUARD & HAND RAILINGS	250	1f	50.00	12500	5875	10.00	2500	0	0	0	20875
MAINTAIN TEMP RAILINGS	28	mos	100.00	2800	1316		0	0	0	0	4116
FIRE PROTECTION		sf		0	0		0	0	0	0	0
WINTER PROT'N (TARPS/HEATERS)		1s		0	0		0	0	0	0	0
SUMMER PROTECTION		1s		0	0		0	0	0	0	0
WORK PLATFORM		1s		0	0		0	0	0	0	0
UTILITY PROTECTION		1s		0	0		0	0	0	0	0
TEMP EROSION CONTROL		mos		0	0		0	0	0	0	0

<b>TEMPORARY CONSTRUCTION - TOTAL</b>			<b>0</b>	<b>48550</b>	<b>22819</b>	<b>34650</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>106019</b>
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**ACE CONSTRUCTION - GENERAL CONDITIONS ESTIMATE**

**GENERAL OPERATIONS**

**PERMITS, LICENSES & TAXES**

BUILDING PERMIT	By Owner	\$3	0	0	0	0	0	0	0
BUSINESS TAX	Recap		0	0	0	0	0	0	0
CITY BUSINESS TAX	Recap		0	0	0	0	0	0	0
STATE EXCISE TAX	Recap		0	0	0	0	0	0	0
SALES TAXES (EXPENDABLE MATERIAL)		\$3	0	0	0	0	0	0	0
STREET USE PERMIT & RENT	1	ls	0	0	1,500.00	1500	0	0	1500

**BOND & INSURANCE**

BOND PREMIUM	Recap		0	0	0	0	0	0	0
SUB'K BOND PREMIUM	\$3		0	0	0	0	0	0	0
GENERAL LIABILITY & UMBRELLA	Recap		0	0	0	0	0	0	0
BLDRS RISK (INCLS EARTHQUAKE & FLOOD)	\$3		0	0	0	0	0	0	0
BLDR'S RISK DEDUCTIBLE	ls		0	0	0	0	0	0	0
RAILROAD INSURANCE	ls		0	0	0	0	0	0	0

**UTILITIES**

OPERATE & MAINTAIN ELECTRICAL	28	mos		0	0	100.00	2800	0	0	2800
POWER BILLS & CHARGES (DURING CONST)		mos		0	0		0	0	0	0
BLDG START - UP CHARGES (ELECTRIC CHARGE)		mos		0	0		0	0	0	0
OPERATE & MAINTAIN WATER		mos		0	0		0	0	0	0
WATER BILLS & CHARGES		mos		0	0		0	0	0	0
DRINKING WATER & SUPPLIES	28	mos	64.00	1792	842	350.00	9800	0	0	12434
OPERATE & MAINTAIN HEAT	12	mos	500.00	6000	2820		0	0	0	8820
CHEMICAL TOILETS	28	mos	100.00	2800	1316	225.00	6300	0	0	10416
OPERATE & MAINTAIN JOB RADIOS	28	mos		0	0	125.00	3500	0	0	3500
PHONE BILLS & CELLULAR CHARGES	28	mos		0	0	575.00	16100	0	0	16100

**SECURITY & PROTECTION**

WATCHMAN & GUARDS		mos		0	0		0	0	0	0
FLAGMAN/TRAFFIC CONTROL	100	hr	25.00	2500	1175		0	0	0	3675
MAINTAIN FIRE PROTECTION	28	mos	64.00	1792	842		0	0	0	2634
MAINTAIN SIGNS & FENCES	28	mos	25.00	700	329		0	0	0	1029
VANDALISM DAMAGE		ls		0	0		0	0	0	0

**MAINTAIN SITE FACILITIES**

BUILDINGS		sf		0	0		0	0	0	0
PARKING-OFFSITE		mo		0	0		0	0	0	0
ROADS - DUST & MUD REMOVAL		ls		0	0		0	0	0	0

**TESTING & INSPECTIONS**

INSPECTOR - QC ENGINEER		mos		0	0		0	0	0	0
TESTING LAB		ls		0	0		0	0	0	0
MOCK-UPS		ls		0	0		0	0	0	0
SAMPLES		ea		0	0		0	0	0	0
JOB PHOTOS	28	mos	64.00	1792	842	60.00	1680	0	0	4314

**CLEANUP**

PERIODIC CLEANUP	28	mos	4,000.00	112000	52640	250.00	7000	0	0	171640
FINAL CLEANUP IN WORK	150,000	sf	0.12	18000	8460	0.05	7500	0	0	33960
PUNCH LIST	120	hr	27.00	3240	1523		0	0	0	4763
CLEAN STREETS	1	ls		0	0	1,000.00	1000	0	0	1000
GLASS CLEANING	5,000	sf		0	0	0.10	500	0	0	500
RUBBISH REMOVAL - BCC only	28	mos		0	0	1,500.00	42000	0	0	42000

**OTHER**

GUARANTEE / WARRANTY		\$3		0	0		0	0	0	0
HAULING - BCC	14	mos	450.00	6300	2961		0	0	0	9261
PRE-JOB SURVEY (EXSTG)		ls		0	0		0	0	0	0

<b>GENERAL OPERATIONS - TOTAL</b>			<b>0</b>	<b>156916</b>	<b>73751</b>	<b>99680</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>330347</b>
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# ACE CONSTRUCTION - GENERAL CONDITIONS ESTIMATE

PROJECT:  
 PHASE: **General Conditions Budget**  
 OWNER:  
 ARCHITECT:  
 ESTIMATOR: Duration: **28 months**  
 DATE:

CODE	ELEMENT	TOTAL
	ADMINISTRATIVE EXPENSE - TOTAL	1,362,127
	INDIRECT EQUIPMENT - TOTAL	361,247
	TEMPORARY CONSTRUCTION - TOTAL	106,019
	GENERAL OPERATIONS - TOTAL	330,347
	<b>SUBTOTAL</b>	<b>2,159,740</b>
	BASE FEE	75,591
	<b>SUBTOTAL</b>	<b>2,235,330</b>
	TAXES AND INSURANCE	36,883
	<b>SUBTOTAL</b>	<b>2,272,213</b>
	<b>TOTAL CONSTRUCTION COSTS</b>	<b>2,272,213</b>

# CONTINGENCY (COVERING THE KNOWNS & UNKNOWNNS)

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- **Contingency** – A stipulated sum that is added to the bottom line of an estimate to cover a variety of issues from unresolved design, additional scope, or escalation, etc. The amount varies depending on the state of project design, e.g., it's greatest in the conceptual design stages and least in the construction documents phase.
  - Types: Design, Estimating, Construction/Buyout, Escalation

# FOLLOW UP

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- Develop standard estimating checklists or forms
- Make forms & codes consistent with the way you will record job costs
- De-brief on both successful and unsuccessful bids (Process QC Check)
- Maintain files on all successful and unsuccessful bids for future reference

