

[Map](#)

Construction Estimating Workshop #1

Agenda:

Overview of estimating: (30-45 minutes for this category)

- **Instructor 1 -**
 1. Take-offs (plans and scales provided)
 2. Calculations (“unit-in-place” method of pricing/summary. Quantity TO for each trade. Material-labor-equipment price per unit provided (i.e. SF, CY, EACH, LF, etc.). Then they can extend, total the costs, and add appropriate Instructor 2ups at the bottom of the estimating form)
 3. Bid period and bid day activity overview.
- **Instructor 2 –**
 1. What it’s like to organize this effort as a general contractor.
 2. Overview of bidding structure (subs, general, self perform) and what each sub is typically responsible for doing.
- **Instructor 3 –**
 1. What it’s like from a sub-contractor’s perspective.
 2. Sub-contractor’s other costs such as mobilization, overhead, and profit.

Bid Simulation: (45 minutes)

- 30-40 students will breakup into the following teams:
 - Two competing general contractors (3 students each.) **Instructor 2** is GC Coach.
Each general contractor team will be provided with the following pre-established lump sum bids:
 - Sitework
 - Framing
 - Interiors
 - Two or three of the following trades, will provide bids to either GC upon request of the GC: **Instructor 3** is Sub-Contractor Coach.
 - Concrete (2 students each)
 - masonry (2 students each)
 - Roofing (2 students each)
 - Electrical (2 students each)
 - Mechanical (Plumbing & HVAC) (2 students each)
 - Roofing (2 students each)
 - Subs and GC’s will be given simple estimating sheets and Bid Forms. Simple construction documents will be issued (maybe a small ranch house).
- Then the bid period will start and last 30 minutes exactly. **Instructor 1** is owner’s agent. During that time, the generals will solicit bids from the subs. Everyone

bidding will estimate their trade including the generals self-perform work. Then with 12 minutes to go, a simple addendum will be issued that changes something and the affected trades will have to modify their calculations in some way. Another very simple addendum will be issued with 5 minutes left. Finally, everyone will have to scramble and get their bids turned in on-time.

- The bids will be read aloud and evaluated to determine if they were turned-in legally (signed, on-time, etc.)

Total time for complete workshop: Approximately 2 hours.