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 2 ups 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.