



GRANITE[™]

SUBMITTING YOUR BID FOR PUBLIC WORKS

Building Value
Together



Agenda

10:00 am - Introductions and Housekeeping

10:05 am – Welcome and Introductions

10:15 am - Presentation

10:45 am - Q&A

Introductions



Abbigail Brown

President, CPM Logistics



Tim Gubbins

District 5 Director

California Department of Transportation

Presenter

Brian Larinan
Chief Estimator, CA Central Region
Granite Construction

Topics

- Granite's Commitment
- HWY 101 Project Overview
- What is CMGC?
- Estimating Best Practices
- How to Estimate a Project
- Writing and Sending a Scope Letter
- How to Prepare Bidding Formats
- The 95% Rule
- What Not to Do, Compliance and Ethics

Granite Construction Inc. is committed to complying with all legal requirements related to the following:

- Disadvantaged Business Enterprise (DBE)
- Disabled Veteran Business Enterprise (DVBE)
- Small Business (SB/SB-PW)



We provide opportunities for DBEs, MBEs, WBEs, DVBEs and Small Businesses to participate on all phases of a project in order to meet or exceed the goals set by the State and/or local organizations.

HWY 101: Overview

- Highway 101 CM/GC Project is estimated at \$400 million and expected to run through 2026.
- Segments A, B & C are currently funded.
- Project includes removal, replacement & realignment of 11 miles of existing highway between Santa Barbara and Carpinteria, including a new HOV lane in each direction.

SEGMENT	STATUS	2020				2021				2022				2023				2024				2025				2026			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
4A	UNDERWAY																												
4B																													
4C																													
4D																													
4E																													

REVISION DATE SEP 2020



Potential Scopes for Segment B:

Continuously Reinforced Concrete Pavement (CRCP) Support

- Rebar
- Concrete Grinding
- Green Saw
- Joint Seal
- Expansion Joints

Structures (Bridges, Retaining Walls & Sound Walls)

- Rebar
- CIDH Piling
- Driven Piling
- Concrete Barrier
- Concrete Stain
- Joint Seal
- Concrete Slope Paving
- Masonry Block
- Bridge Demolition

Site Work

- Landscape & Irrigation
- Palm Tree Relocation (Transplant)
- Signs
- Overhead Signs
- Striping & Marking
- Temporary Erosion Control
- Guardrail
- Fencing

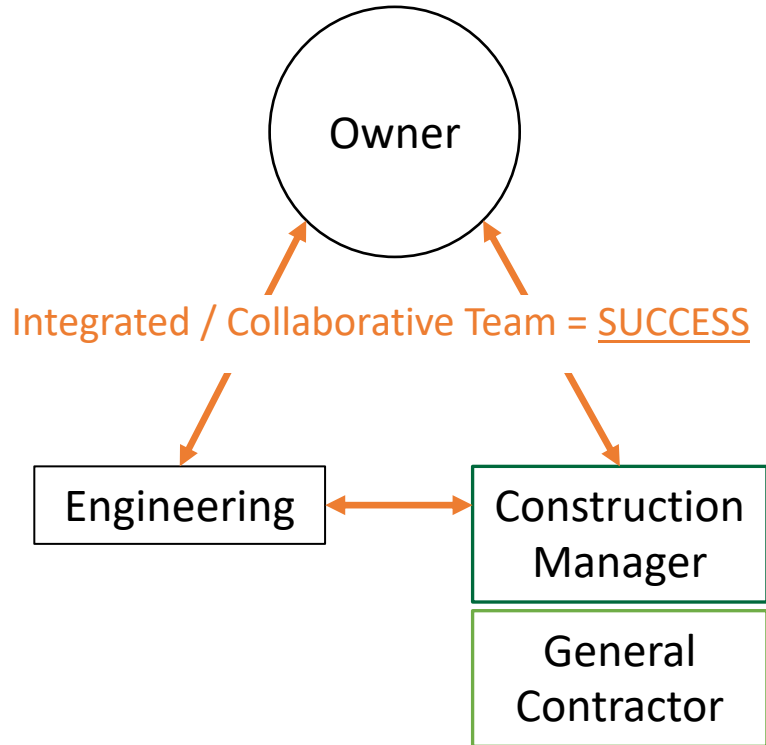
Roadway / Grading

- Portable Crushing
- Concrete Pavement Breaking
- Concrete Barrier
- Concrete Barrier Rebar (Furnish & Install)

Support

- Traffic Control
- Demolition of Guardrail
- Demolition of Fence
- Demolition/Removal of Signs
- Demolition/Removal of Overhead Signs
- Tree Removal

Alternative Delivery/Procurement



KEY PROJECT BENEFIT	PROVIDED THROUGH
Price/Cost Certainty	Risk assigned to party best able to manage it
Innovation Is Leveraged	Owner, Engineer, and Contractor all have same motivation; Value Engineering is emphasized
Schedule Certainty	Schedule Developed Collaboratively
Speed of Delivery	Completion may be months or years earlier
Competitive Price	Elimination of risks and unknowns combined with a transparent process yields a competitive price/cost

ESTIMATING

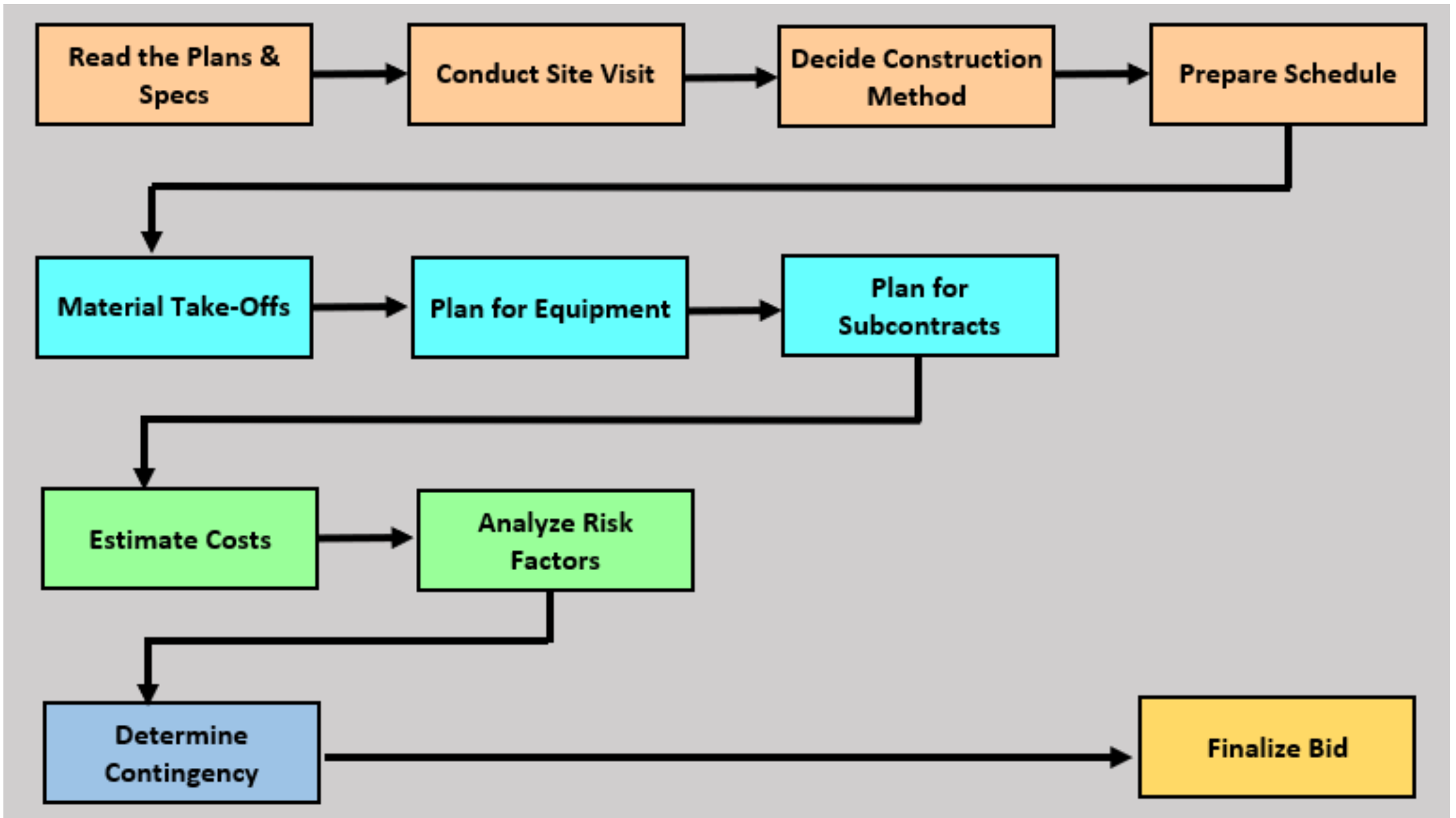


BEST PRACTICES



- *Communicate* with the Estimating Team prior to the bid day
- Discuss *Project Schedule* and team *abilities* at the expected time of performance
- Be *honest* with your ability to perform
- Once awarded a project, attend the *Project Schedule / Team Meetings*

ESTIMATING PROCESS



- Prepare your Estimate early
- Perform Job-Site Analysis
- Unit Pricing
 - Definition of Pay Quantities
- Determine Overhead Cost
- Determine Labor & Equipment Cost
- Unit Price Spreadsheet
 - Follow the format of the Owner's Bid Schedule
- Distribution & Cost of General Conditions
 - Bond & Insurance Costs
 - Cost *excluded* from your proposal?
 - Understand the Schedule requirements for the project
- Quantity Take-Offs
 - Check the accuracy of the Engineer's Quantities

- **Assemble a complete Bid Package**
 - Talk to the Prime Contractor about your capabilities and scope of work
 - Large Projects may be complicated – clearly define what work you propose to perform
 - Send out your Scope Letter early
- **Identify your Company completely**
 - DBE/DVBE/SBE certification status and number
 - Contractor License Number
 - DIR Number
 - Full Company Name, Contact Person(s), Email and Phone Number
- **Keep your Scope Letter to the point**
 - Be clear
 - Provide all the bid items you propose to perform
 - Do not add conditions or exclusions that would not apply to the job (avoid the boilerplate)
 - Send to Prime Contractor at least 2 or 3 days prior to the actual bid date

- **Understand the Owner and Prime Contractor's requirements for bidding**
 - Be familiar with the bidding documents.
 - Use Owner's Bid Schedule.
 - Only list a Mobilization bid item if it appears on the Owner's Bid Schedule.
 - Understand Units of Measure for the bid items.
 - Do not quote Lump Sum for a bid item that is provided with a unit of measure and an estimated quantity.
- **If your bid does not follow the Bid Schedule format**
 - You may have the low price but the Estimator may not be able to determine what bid items are covered by your proposal.
 - This may lead to a delay in the quote review process and your proposal may be invalidated.

95% RULE

95% of quotes received within the last hour of a bid deadline will not be reviewed completely.

REASONS

- Scope conditions/exclusions may be too lengthy
- Subcontractor/Material Supplier is unknown to the Prime Contractor
- Not enough time to call the Subcontractor/Material Supplier for clarifications

BEST PRACTICES

- Submit your proposal prior to bid day or early on the day of bid
- Quotes may be submitted by fax or email.
- Your proposal is 100% confidential - Granite will NOT share any details with any other Subcontractor/Material Supplier

WHAT NOT TO DO

1. **DO NOT** call the estimating staff on bid day with complicated or lengthy questions about the project.

WHY NOT?: Staff will be analyzing quotes from all vendors on bid day.

DO: Ask questions about the project and your scope 3-10 days prior to bid day

2. **DO NOT** wait until the last hours to call in/fax/email your final pricing.

WHY NOT?: We will not be able to properly review your scope and pricing at that time.

DO: Submit your scope at least a day prior to the bid day and the price at least two hours before the bid due time

3. **DO NOT** wait till the end to understand the bonding and insurance requirements.

WHY NOT?: Not understanding the insurance requirements or not knowing your bonding capacity and rate.

DO: Understand the project's insurance requirements and provide your bond rate along with the quote

4. **DO NOT** be “unavailable” on bid day.

WHY NOT?: Prime Contractor cannot reach your estimating team

DO: Provide contact information of the person who prepared the quote

CMGC BID PROCEDURE DIFFERS from STANDARD PROJECTS

1. Hwy 101 CMGC projects will NOT be advertised on the Caltrans website
 - Advertised in publications, via SmartBid, and via e-mail (e.g. today's attendees)
2. Project documents will NOT be on the Caltrans website
 - Will ONLY be available on the SmartBid website
3. Scope-specific RFQ's for each subcontractor and supplier work package
 - Not simply the bid book
4. Bid submittal via SmartBid or e-mail to the CMGC e-mail
 - By the due date and time listed in the RFQ

Smartbid Plan Room: <https://securecc.smartinsight.co/#/PublicBidProject/512888>

Project Website: <https://www.granitehwy101.com>

Project Email: quote.sb101cmgc@gcinc.com



COMPLIANCE and ETHICS



“World’s Most Ethical Companies”
9 Years in a Row

- Your proposals are confidential and never shared.
- *Compliance and fair dealing* are a value to Granite – we never want to breach this commitment to you.
- Conduct your own internal commercial useful function - check to ensure you will meet the established guidelines of performance.
- Provide agency letters of approval or acceptance of commercially useful function and work scopes/work classification codes.

GRANITE Legal-DBE		Form DBE Pre-Bid - Pre-Award CUF* Checklist			
		* Commercially Useful Function (CUF)			1) DBE = DBE/MBE/WBE 2) Reviews must be performed prior to adding the DBE to the Project Utilization Report. Checklist to be kept in DBE file and copy to the Senior Estimator and Business Manager. 3) "NO" answers are a RED FLAG. Contact your Business Mgr., Group Business Mgr., Group Counsel & the DBE Compliance Manager!
Project Title:	Estimated DBE \$'s:				
DBE Name:	Federal Rules Apply?				
Project Work:	DBE/MBE/WBE/Other?				
Date of Review:	DBE Contact Name:				
Completed By:	Signature:				
Reviewed By :	Signature:				
Measures for Determining CUF		Yes	No	N/A	Comments
Certification					
1	Is the DBE (WBE, etc.) certified by the appropriate certifying agency with correct NAICS Code certification for the specific type of work?				
Performance					
2	Do the services and/or products promoted by the DBE appear normal for their line of business and specifically relate to this contract?				
3	Will all the work (on-site, off-site, purchasing, and design submittals etc.) be done by the DBE firm?				
4	Will the DBE subcontractor have control over the methods of work (provide the supervision) on its contract items and does the volume of work appear to be within the capability of the DBE firm?				
Management					
5	Will the DBE superintendent/foreman (onsite representative) manage their jobsite work without inordinate assistance from other non-DBE subcontractors?				

WE NEED YOU AS MUCH AS YOU THINK YOU NEED US!



- Once we accept a quote and enter it in our bid proposal, it's difficult to go back to an uncertain position.
- Most of our projects are made up between 50% and 60% subcontractors and suppliers. The ultimate success of a project is the result of the collaborative efforts of the project team.
- Communication is essential. Reach out and contact the estimator prior to the bid day. Do not just rely on a fax or email on the day of the bid.
- Following these steps will not guarantee that you get the job. However, they will enhance your credibility and help you become more successful in bidding.

Contact Info



HWY 101 CMGC Project

Website: <https://www.granitehwy101.com>

Email: quote.sb101cmgc@gcinc.com



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**THANK YOU!
QUESTIONS?**