Hutson & Associates

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ESI CONSULTANTS, LTD
Excellence. Service. Integrity

ESTIMATING & BIDDING WORKSHOP

District 8 Resource Center
March 16, 2011
Dave Clark, ESI Consultants
Mike McCormick, Hutson & Associates

Illinois Department of Transportation

Introductions

- Dave Clark, ESI Consultants, Ltd
- Mike McCormick, Hutson & Associates
- Upcoming Workshop Schedule
- Agenda for Today
  - Ask questions as they come up.
- Assumptions for Today
  - That attendees have a working knowledge of the IDOT website.
  - Understand IDOT plans, specifications, etc.
  - If you need assistance with these issues we can provide those, but need to do at another time, or another workshop.
- This presentation will be placed on the IDOT website in the very near future.

ESTIMATING & BIDDING WORKSHOP

- What do you need in order to prepare a bid?
  - Plans & Specifications
  - IDOT Standard Specifications
  - IDOT Standards
  - Review Contract Documents to Gain and Understanding of the Requirements
  - Labor Rates & Fringe Costs
  - Production
  - Equipment Rates/Rental
  - Material Costs
  - Overhead Costs
  - Profit

- Discuss methods for preparing bids
  - Use commercially available estimating software
    - HCSS
    - Hard Dollar
    - Oman Systems Inc. (IDOT Estimating Software)
  - Use estimating spreadsheet available in the IDOT Resource Center
  - Qualifications to include in bid

ESTIMATING & BIDDING WORKSHOP

- What do you need in order to prepare a bid?
  - Plans & Specifications
    - http://www.dot.state.il.us/desenv/delett.html
  - IDOT Standard Specifications
    - http://www.dot.state.il.us/desenv/stdspecs07.html
  - IDOT Standards
    - http://www.dot.state.il.us/desenv/hwystds/HwyStndIndex.html
  - Review Contract Documents
    - Gain an Understanding of the Project Requirements
    - You must know what is in the documents
  - Labor Rates & Fringe Costs
  - Production
  - Equipment Rates/Rental
  - Material Costs

Review Contract Documents

(Hierarchy of contract documents)

105.04 Plans and Working Drawings. Plans showing details as are necessary to give a comprehensive idea of the construction contemplated will be furnished by the Department. The Department reserves the right to further detail and illustrate the work. The Engineer may furnish the Contractor additional plans and explanations consistent with the original plans. The Contractor shall perform the work according to these additional plans and explanations.

The Contractor shall submit to the Engineer for approval such additional shop, working, or layout drawings pertaining to the construction of the work, as may be required, and prior to the approval of such plans or drawings, any work done or materials ordered shall be at the Contractor's risk. The drawings shall be provided sufficiently in advance of actual need in order to allow for review by the Department and other agencies. The Engineer will require up to 30 calendar days for review, after receipt of the submittal, by the Department. The review may involve rejection, revision, or resubmittal when drawings do not meet contract requirements or do not contain sufficient detail, in which case, an additional 30 calendar days will be required for each subsequent review. The written approval of the Engineer is required before proceeding with the work represented by the drawings. Approval by the Engineer shall not confer upon the Department any responsibility for the accuracy of the drawings. The Contractor shall bear all risk and costs for work delay caused by nonapproval of the drawings.

When the contract includes work adjacent to a railroad and falsework, cofferdams, or sheeting is required, the Contractor shall submit to the Engineer for approval and the Railroad Engineer's approval, plans for the falsework, cofferdams, or sheeting. The plans shall be submitted sufficiently in advance of the time the Contractor intends to start work to permit checking. No such work shall be started prior to receipt by the Contractor of approval of the plans for the falsework, cofferdams, or sheeting. The Contractor shall give the Railroad Engineer not less than ten days notice, in writing, prior to beginning of such construction. The cost of furnishing such drawings shall be included in the contract and no additional compensation will be allowed the Contractor for any delays resulting therefrom.

105.05 Coordination of the Contract Documents. The documents included in the contract are intended to be complementary and to describe a complete work. If the Department determines a conflict exists between the contract documents, the following hierarchy will be applied and the Contractor shall then complete the work according to the interpretation made by the Department.

Hierarchy of the Contract Documents		
Special Provisions	Hold over:	Plans, Recurring Special Provisions, Supplemental Specifications, and Standard Specifications
Plans	Hold over:	Recurring Special Provisions, Supplemental Specifications, and Standard Specifications
Recurring Special Provisions	Hold over:	Supplemental Specifications, and Standard Specifications
Supplemental Specifications	Hold over:	Standard Specifications

1/ Detail plans hold over Highway Standards.

2/ Calculated dimensions hold over scaled dimensions.

3/ The Highway Standards indicated by the revision number listed in the Index of Highway Standards on the plans shall hold over Highway Standards listed anywhere else.

105.06 Cooperation by Contractor. The Contractor will be supplied with a minimum of two sets of approved plans and contract assemblies including Special Provisions, one set of which the Contractor shall keep available on the work at all times.

The Contractor shall give the work constant attention necessary to facilitate the progress thereof, and shall cooperate with the Engineer, appointed inspectors, and other contractors in every way possible.

The Contractor shall have on the work at all times, as the Contractor's agent, a competent English-speaking superintendent, capable of reading and thoroughly understanding the plans and Specifications and thoroughly experienced in the type of work being performed, who shall receive instructions from the Engineer or authorized representatives. The superintendent shall have full authority to execute orders or directions of the Engineer without delay, and to promptly supply such materials, equipment, tools, labor, and incidentals as may be required. Such superintendent shall be furnished irrespective of the amount of work sublet.

105.07 Cooperation with Utilities. The adjustment of utilities consists of the relocation, removal, replacement, rearrangements, reconstruction, improvement, disconnection, connection, shifting, new installation, or altering of an existing utility facility in any manner.

(a) Known Utilities. All known existing utilities are indicated on the plans. Utilities which are to be adjusted shall be adjusted by the utility owner or the owner's representative or by the Contractor as a contract item. Generally, arrangements for adjusting known utilities will be made by the Department prior to project construction; however, utilities will not necessarily be adjusted in advance of project construction and, in some cases, utilities will not be removed from the proposed construction limits. When utility adjustments must be performed in conjunction with construction, the utility adjustment work will be shown on the plans and/or covered by Special Provisions.

When the Contractor discovers a utility has not been adjusted by the owner or the owner's representative as indicated in the contract documents, or the utility is not shown on the plans or described in the Special Provisions as to be adjusted in conjunction with construction, the Contractor shall not interfere with said utility, and shall take proper precautions to prevent damage or interruption of the utility and shall promptly notify the Engineer of the nature and location of said utility.

Prevailing Wage Rates

Madison County Prevailing Wage for February 2010

Trade Name	RG	TYP	C	Base	FRMAN	*M-F>8	OSA	OSH	H/W	Pensn	Vac	Trng
ASBESTOS ABT-GEN	NW	ALL		28.250	28.750	1.5	1.5	2.0	5.050	8.050	0.000	0.800
ASBESTOS ABT-GEN	SE	ALL		27.150	27.650	1.5	1.5	2.0	5.350	8.850	0.000	0.800
ASBESTOS ABT-MEC		BLD		26.610	27.610	1.5	1.5	2.0	5.250	2.500	0.000	0.250
BOILERMAKER		BLD		31.500	34.000	1.5	1.5	2.0	6.820	11.43	1.500	0.350
BRICK MASON		BLD		28.260	30.080	1.5	1.5	2.0	6.400	9.430	2.000	0.500
CARPENTER		ALL		32.480	33.980	1.5	1.5	2.0	5.800	5.250	0.000	0.350
CEMENT MASON		ALL		29.250	30.250	1.5	1.5	2.0	7.250	10.00	0.000	0.200
CERAMIC TILE FINISHER		BLD		24.660	0.000	1.5	1.5	2.0	5.550	4.880	0.000	0.430
ELECTRIC PWR EQMT OP	NW	ALL		32.310	39.460	1.5	2.0	2.0	4.750	8.080	0.000	0.240
ELECTRIC PWR EQMT OP	SE	ALL		34.000	0.000	1.5	2.0	2.0	5.170	9.520	0.000	0.260
ELECTRIC PWR GRNDMAN	NW	ALL		22.000	39.460	1.5	2.0	2.0	4.750	5.500	0.000	0.170
ELECTRIC PWR GRNDMAN	SE	ALL		25.380	0.000	1.5	2.0	2.0	3.860	7.110	0.000	0.190
ELECTRIC PWR LINEMAN	NW	ALL		37.270	39.460	1.5	2.0	2.0	4.750	9.320	0.000	0.280
ELECTRIC PWR LINEMAN	SE	ALL		39.090	40.980	1.5	2.0	2.0	5.940	10.95	0.000	0.290
ELECTRIC PWR TRK DRV	NW	ALL		22.550	39.460	1.5	2.0	2.0	4.750	5.640	0.000	0.170
ELECTRIC PWR TRK DRV	SE	ALL		27.750	0.000	1.5	2.0	2.0	4.220	7.770	0.000	0.210
ELECTRICIAN	NW	ALL		33.720	35.700	1.5	1.5	2.0	5.900	8.515	0.000	0.510
ELECTRICIAN	SE	ALL		36.020	38.180	1.5	1.5	2.0	5.940	7.380	0.000	0.540
ELECTRONIC SYS TECH	NW	BLD		27.250	29.000	1.5	1.5	2.0	5.900	6.220	0.000	0.250
ELECTRONIC SYS TECH	SE	BLD		29.120	30.870	1.5	1.5	2.0	2.800	6.870	0.000	0.250
ELEVATOR CONSTRUCTOR		BLD		42.945	46.060	2.0	2.0	2.0	10.03	9.460	2.460	0.000
FLOOR LAYER		BLD		28.430	29.180	1.5	1.5	2.0	5.800	5.250	0.000	0.350
GLAZIER		BLD		31.460	0.000	2.0	2.0	2.0	9.020	9.300	2.520	0.310
HD/FROST INSULATOR		BLD		34.760	35.760	1.5	1.5	2.0	6.250	9.860	0.000	0.500
IRON WORKER		ALL		29.350	30.850	1.5	1.5	2.0	6.360	10.95	0.000	0.420
LABORER	NW	ALL		27.750	28.250	1.5	1.5	2.0	5.050	8.050	0.000	0.800
LABORER	SE	ALL		26.650	27.150	1.5	1.5	2.0	5.350	8.850	0.000	0.800
MACHINIST		BLD		42.770	44.770	1.5	1.5	2.0	7.750	8.690	0.650	0.000
MARBLE FINISHERS		BLD		22.370	0.000	1.5	1.5	2.0	5.200	4.460	0.000	0.410
MARBLE MASON		BLD		28.260	30.080	1.5	1.5	2.0	6.400	9.430	2.000	0.500
MILLWRIGHT		ALL		32.480	33.980	1.5	1.5	2.0	5.800	5.250	0.000	0.350
OPERATING ENGINEER		BLD	1	31.000	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	2	29.870	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	3	26.590	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	4	25.450	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	5	23.120	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	6	31.550	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	7	31.850	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	8	32.130	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		BLD	9	33.000	34.000	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	1	29.550	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	2	28.370	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	3	22.890	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	4	23.950	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	5	22.620	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	6	30.090	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	7	30.350	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	8	30.630	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
OPERATING ENGINEER		HWY	9	31.500	32.500	1.5	1.5	2.0	7.800	13.75	0.000	1.000
PAINTER		BLD		28.700	30.200	1.5	1.5	2.0	4.850	6.770	0.000	0.550
PAINTER		HWY		29.900	31.400	1.5	1.5	2.0	4.850	6.770	0.000	0.550
PAINTER OVER 30FT		BLD		29.700	31.200	1.5	1.5	2.0	4.850	6.770	0.000	0.550
PAINTER PWR EQMT		BLD		29.700	31.200	1.5	1.5	2.0	4.850	6.770	0.000	0.550
PAINTER PWR EQMT		HWY		30.900	32.400	1.5	1.5	2.0	4.850	6.770	0.000	0.550

http://www.state.il.us/Agency/IDOL/rates/Rates.htm

PILEDRIVER		ALL		32.480	33.980	1.5	1.5	2.0	5.800	5.250	0.000	0.350
PIPEFITTER	N	BLD		32.950	34.600	2.0	2.0	2.0	5.350	7.160	0.000	0.200
PIPEFITTER	S	BLD		30.000	32.000	1.5	1.5	2.0	5.940	7.000	0.000	0.350
PLASTERER		BLD		30.000	31.000	1.5	1.5	2.0	7.250	8.000	0.000	0.250
PLUMBER	N	BLD		32.950	34.600	2.0	2.0	2.0	5.350	7.160	0.000	0.200
PLUMBER	S	BLD		33.250	35.750	1.5	1.5	2.0	5.700	6.100	0.000	0.400
ROOFER		BLD		28.000	30.000	1.5	1.5	2.0	7.150	6.400	0.000	0.200
SHEETMETAL WORKER		ALL		28.080	29.580	1.5	1.5	2.0	6.350	5.050	1.690	0.260
SPRINKLER FITTER		BLD		37.230	40.230	2.0	2.0	2.0	7.550	9.700	0.000	0.810
TERRAZZO FINISHER		BLD		31.240	0.000	1.5	1.5	2.0	5.550	1.360	0.000	0.070
TERRAZZO MASON		BLD		32.530	32.830	1.5	1.5	2.0	5.550	4.480	0.000	0.070
TRUCK DRIVER		ALL	1	28.605	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		ALL	2	29.005	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		ALL	3	29.205	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		ALL	4	29.455	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		ALL	5	30.205	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		O&C	1	22.880	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		O&C	2	23.200	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		O&C	3	23.360	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		O&C	4	23.560	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250
TRUCK DRIVER		O&C	5	24.160	0.000	1.5	1.5	2.0	9.050	4.200	0.000	0.250

Legend:

*M-F>8 (Overtime is required for any hour greater than 8 worked each day, Monday through Friday.
OSA (Overtime is required for every hour worked on Saturday)
OSH (Overtime is required for every hour worked on Sunday and Holidays)
H/W (Health & Welfare Insurance)
Pensn (Pension)
Vac (Vacation)
Trng (Training)

Explanations

MADISON COUNTY

ELECTRICIANS AND ELECTRIC SYSTEMS TECHNICIAN (NORTHWEST) - Township of Godfrey, Foster and Wood River, and the western one mile of Hartford, Ft. Russell and Edwardsville, south to the north side of Hwy. 66 and west to the Mississippi River. This includes SIU-Edwardsville Dental Facility and Alton Mental Health Hospital.

ELECTRICIANS AND ELECTRIC SYSTEMS TECHNICIAN (SOUTHEAST) - Remainder of county not covered by ELECTRICIANS AND ELECTRIC SYSTEMS TECHNICIAN (NW) including SIU-Edwardsville Main Campus.

LABORERS (NORTHWEST) - That area northwest of a diagonal line running from the Mississippi River at the intersection of the waterway known as Wood River at Maple Island, northeast through the highway intersection of Illinois Routes 3 and 143 and following the boundary of Alton/East Alton, then proceeding northeast to the county line at a point approximately one mile west of Illinois Route 159.

PLUMBERS AND PIPEFITTERS (SOUTH) - That part of the county South of a line between Mitchell and Highland including the town of Glen Carbon.

The following list is considered as those days for which holiday rates of wages for work performed apply: New Years Day, Memorial/Decoration

Calculating Loaded Rates

Madison County Prevailing Wage for February 2010

Trade Name	RG	TYP	C	Base	FRMAN	*M-F>8	OSA	OSH	H/W	Pensn	Vac	Trng
LABORER	NW	ALL		27.750	28.250	1.5	1.5	2.0	5.050	8.050	0.000	0.800
LABORER	SE	ALL		26.650	27.150	1.5	1.5	2.0	5.350	8.850	0.000	0.800

$41.65

Legend:

M-F>8 (Overtime is required for any hour greater than 8 worked each day, Monday through Friday.
OSA (Overtime is required for every hour worked on Saturday)
OSH (Overtime is required for every hour worked on Sunday and Holidays)
H/W (Health & Welfare Insurance)
Pensn (Pension)
Vac (Vacation)
Trng (Training)

Union Wage Rates

Schedule D | **Building/Heavy/Highway Agreement** | **Effective 08/01/09 - 07/31/10**

LABORERS LOCAL **0100** **EAST ST. LOUIS**

Total Laborers Rate	42.17

		STRAIGHT TIME	1 & 1/2	DOUBLE TIME
Group 1	laborer	26.650	39.975	53.300
	Foreman A working(3-9 emp) + 50	27.150	40.725	54.300
	Foreman B nonworking(10+ emp) +1.00	27.650	41.475	55.300
	Foreman C general(15+ emp) +1.50	28.150	42.225	56.300
Group 2	+ .50	27.150	40.725	54.300
	welding, burning or cutting with torch			
	Foreman A working(3-9 emp) + 50	27.650	41.475	55.300
	Foreman B nonworking(10+ emp) +1.00	28.150	42.225	56.300
	Foreman C general(15+ emp) +1.50	28.650	42.975	57.300
Group 3	+ .50	27.150	40.725	54.300
	plasterer tender; hazardous materials, lead abatement, asbestos abatement, mold & mildew remediation licenses			
	Foreman A working(3-9 emp) + 50	27.650	41.475	55.300
	Foreman B nonworking(10+ emp) +1.00	28.150	42.225	56.300
	Foreman C general(15+ emp) +1.50	28.650	42.975	57.300
Group 4	work on smoke stacks +1.00	27.650	41.475	55.300
	Foreman A working(3-9 emp) + 50	28.150	42.225	56.300
	Foreman B nonworking(10+ emp) +1.00	28.650	42.975	57.300
	Foreman C general(15+ emp) +1.50	29.150	43.725	58.300
Group 5	dynamite men +1.50	28.150	42.225	56.300
	Foreman A working(3-9 emp) + 50	28.650	42.975	57.300
	Foreman B nonworking(10+ emp) +1.00	29.150	43.725	58.300
	Foreman C general(15+ emp) +1.50	29.650	44.475	59.300

FRINGES	H&W	PENSION	ANNUITY	TRAINING	LECET	SICAP	DEDUCTIONS	LPL	DC Check-off
S.T	5.350	6.850	2.000	0.800	0.420	0.100		0.050	0.500
1&1/2	8.025	10.275	3.000	0.800	0.420	0.100		0.050	0.500
DBL	10.700	13.700	4.000	0.800	0.420	0.100		0.050	0.500

TOTAL FRINGES							
S.T.	15.520	1&1/2	22.620	DBL	29.720		

TOTAL FRINGES USED FOR OVERTIME CALCULATION					
S.T	14.200	1&1/2	21.300	DBL	28.400

	S.T.	1&1/2
Watchman	15.000	22.500
NONWORKING	PLUS FRINGES	

H&W, PENSION AND TRAINING TO LOCAL 100 & 397 FRINGE BENEFIT FUNDS
LECET, SICAP, LPL & DC CHECK-OFF TO SOUTHWESTERN ILLINOIS DISTRICT COUNCIL

Work Assessments: 3% of gross
Work Assessments are to be paid to the Local in the area where work is performed

Calculating Fringe Rates

LOADED LABOR RATE CALCULATIONS

TAXES/INSURANCE	PERCENT
FICA	7.65%
FEDERAL UNEMPLOYMENT	0.80%
STATE UNEMPLOYMENT	3.10%
WORKMAN'S COMP INS	
ANNUAL FEE	
COVERAGE AMOUNT	10.00%
LIABILITY INSURANCE	
FEE	
COVERAGE AMOUNT	1.00%

→ *Federal Unemployment Insurance is contributed by the employer on the first $7,000 paid to each worker in a calendar year. The Federal rate is 6.2%. However, employers who have made all required payments to their state system in a full and timely manner receive a 5.4% "credit", making the effective Federal rate 0.8%.

→ * Workers compensation rates vary by company and occupation. You must contact your insurance agent and insert your own rates here.

→ * Liability insurance rates vary by company and occupation. You must contact your insurance agent and insert your own rates here.

LABOR RATES	LABORER prevailing wage	OPERATOR prevailing wage	FOREMAN prevailing wage	CEMENT MASON prevailing wage	LABOR CLASSIFICATION LABOR CATEGORY	LABOR CLASSIFICATION LABOR CATEGORY	LABOR CLASSIFICATION LABOR CATEGORY
LABORER RATE - REG TIME	$26.65	$29.50	$27.15	$29.25	$0.00	$0.00	$0.00
FRINGES RATE - DOLLARS							
HEALTH/WELFARE	$5.35	$7.80	$5.35	$7.25	$0.00	$0.00	$0.00
PENSION	$8.85	$13.75	$8.85	$10.00	$0.00	$0.00	$0.00
VACATION	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
TRAINING	$0.80	$1.00	$0.80	$0.20	$0.00	$0.00	$0.00
OTHER 1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 2	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 3	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 4	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00

	LABORER prevailing wage	OPERATOR prevailing wage	FOREMAN prevailing wage	CEMENT MASON prevailing wage	LABOR CLASSIFICATION LABOR CATEGORY	LABOR CLASSIFICATION LABOR CATEGORY	LABOR CLASSIFICATIO LABOR CATEGORY
BASE RATE	**$26.65**	**$29.50**	**$27.15**	**$29.25**	**$0.00**	**$0.00**	**$0.00**
HEALTH/WELFARE	$5.35	$7.80	$5.35	$7.25	$0.00	$0.00	$0.00
PENSION	$8.85	$13.75	$8.85	$10.00	$0.00	$0.00	$0.00
VACATION	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
TRAINING	$0.80	$1.00	$0.80	$0.20	$0.00	$0.00	$0.00
OTHER 1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 2	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 3	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 4	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
BASE RATE + FRINGE	**$41.65**	**$52.05**	**$42.15**	**$46.70**	**$0.00**	**$0.00**	**$0.00**
FICA	$3.19	$3.98	$3.22	$3.57	$0.00	$0.00	$0.00
FEDERAL UNEMPLOYMENT	$0.33	$0.42	$0.34	$0.37	$0.00	$0.00	$0.00
STATE UNEMPLOYMENT	$1.29	$1.61	$1.31	$1.45	$0.00	$0.00	$0.00
WORKMAN'S COMP INS	$4.17	$5.21	$4.22	$4.67	$0.00	$0.00	$0.00
LIABILITY INSURANCE	$0.42	$0.52	$0.42	$0.47	$0.00	$0.00	$0.00
LOADED HOURLY RATE	**$51.04**	**$63.79**	**$51.65**	**$57.23**	**$0.00**	**$0.00**	**$0.00**

Estimating spreadsheet available in the District Resource Center

Calculating Fringe Rates

(continued…)

LOADED LABOR RATE CALCULATIONS

TAXES/INSURANCE	PERCENT
FICA	7.65%
FEDERAL UNEMPLOYMENT	0.80%
STATE UNEMPLOYMENT	3.10%
WORKMAN'S COMP INS	
ANNUAL FEE	
COVERAGE AMOUNT	10.00%
LIABILITY INSURANCE	
FEE	
COVERAGE AMOUNT	1.00%

→ *Federal Unemployment Insurance is contributed by the employer on the first $7,000 paid to each worker in a calendar year. The Federal rate is 6.2%. However, employers who have made all required payments to their state system in a full and timely manner receive a 5.4% "credit", making the effective Federal rate 0.8%.

→ * Workers compensation rates vary by company and occupation. You must contact your insurance agent and insert your own rates here.

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LABOR RATES	LABORER prevailing wage	OPERATOR prevailing wage	FOREMAN prevailing wage	CEMENT MASON prevailing wage	LABOR CLASSIFICATION LABOR CATEGORY	LABOR CLASSIFICATION LABOR CATEGORY
LABORER RATE - REG TIME	$26.65	$29.50	$27.15	$29.25	$0.00	$0.00
FRINGES RATE - DOLLARS						
HEALTH/WELFARE	$5.35	$7.80	$5.35	$7.25	$0.00	$0.00
PENSION	$8.85	$13.75	$8.85	$10.00	$0.00	$0.00
VACATION	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
TRAINING	$0.80	$1.00	$0.80	$0.20	$0.00	$0.00
OTHER 1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 2	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 3	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
OTHER 4	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00

Estimating spreadsheet available in the District Resource Center

Calculating Fringe Rates

(continued…)

	LABORER prevailing wage
BASE RATE	**$26.65**
HEALTH/WELFARE	$5.35
PENSION	$8.85
VACATION	$0.00
TRAINING	$0.80
OTHER 1	$0.00
OTHER 2	$0.00
OTHER 3	$0.00
OTHER 4	$0.00
BASE RATE + FRINGE	**$41.65**
FICA	$3.19
FEDERAL UNEMPLOYMENT	$0.33
STATE UNEMPLOYMENT	$1.29
WORKMAN'S COMP INS	$4.17
LIABILITY INSURANCE	$0.42
LOADED HOURLY RATE	**$51.04**

Estimating spreadsheet available in the District Resource Center

Determination of Production Rates

(How long it is going to take you to complete a construction task)

- Historical : determining production based on experience
- Consensus: having discussions with other contractors to estimate required timeframes/manpower
- RS Means Costworks software
  - Useful for specialty construction
  - Calculating manhours/unit of work (ie. hours/square foot)
  - Helps to determine crew size
- Speak with Union Business Agents
- IDOT Contract Construction Daily Processing Rates

http://www.dot.state.il.us/desenv/BDE%20Manual/BDE/pdf/chap66.pdf

Production Rates – IDOT Webpage

(High and low limits of what can be installed in a day.)

MAJOR WORKTYPE	SUB WORKTYPE	DESCRIPTION	UNIT	LOW	HIGH
Roadway	Miscellaneous	Chain Link Fence	foot	300	500
Roadway	Miscellaneous	Concrete Barrier	foot	200	400
Roadway	Miscellaneous	Delineators	each	75	150
Roadway	Miscellaneous	Furnishing and Erecting Row Markers	each	10	30
Roadway	Miscellaneous	Noise Abatement Wall	square foot	800	1000
Roadway	Miscellaneous	Steel Plate Beam Guardrail	foot	300	600
Roadway	Miscellaneous	Steel Plate Beam Guardrail Removal	foot	500	800
Roadway	Miscellaneous	Temporary Concrete Barrier Wall	foot	500	1500
Roadway	Miscellaneous	Woven Wire Fence	foot	500	1000

http://www.dot.state.il.us/desenv/BDE%20Manual/BDE/pdf/chap66.pdf

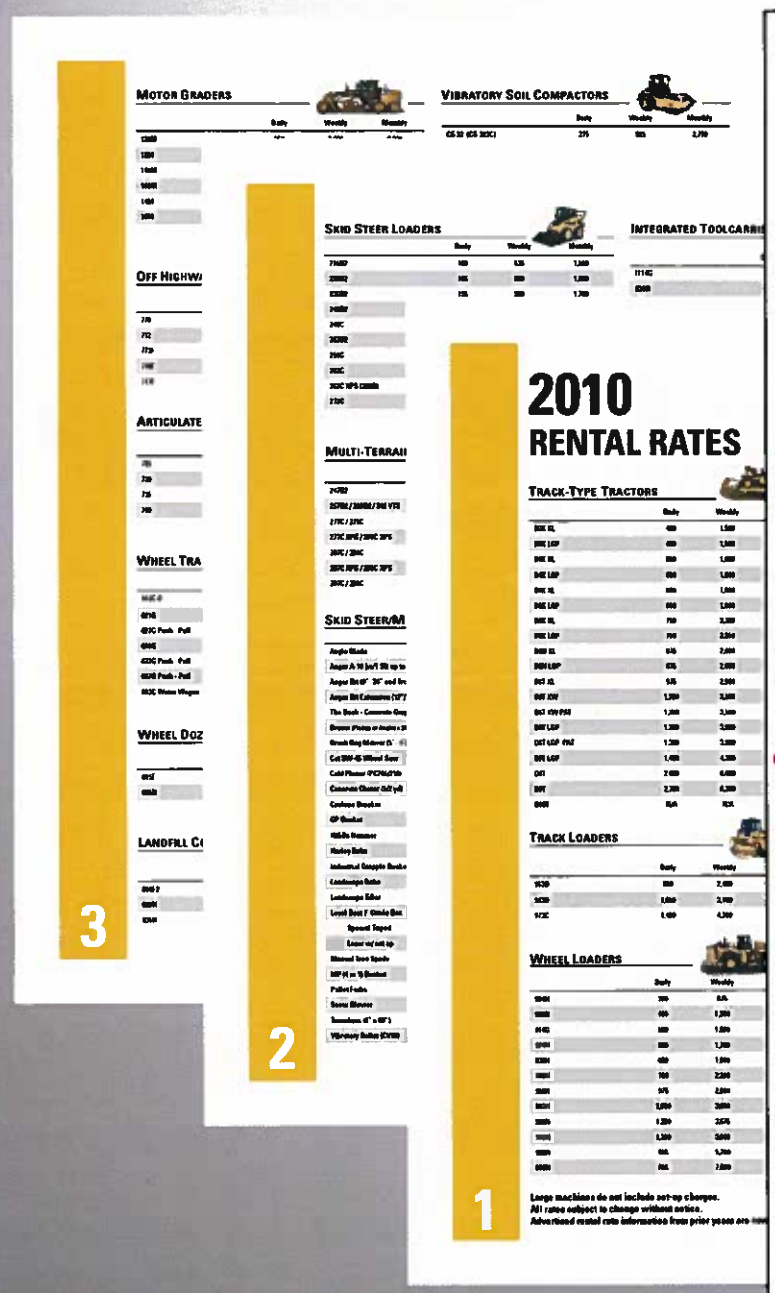
Equipment Rates/Rental

Owned equipment

- Historical – experience to determine the cost of running equipment
- Rental Blue Book using the monthly rates based on 176 hours/month (equivalent to a long term rental rate. Includes costs like fuel & maintenance)
- Contact local rental dealers to determine equivalent rates
  - -RCS Equipment
  - -United Rentals
  - -Sunbelt

Rental Equipment

- Rental Blue Book available on IDOT intranet at the Resource Center (Except in East St. Louis)
- Contact local rental dealers
  - -Usually does not include delivery, fuel, maintenance



Hydraulic Excavators

	Daily	Weekly	Monthly
301.8C	250	700	1,950
302.5C	275	800	2,200
303C CR	300	900	2,500
303.5C CR	300	900	2,500
304C CR	350	1,100	3,300
305C CR	400	1,200	3,600
307D SB	500	1,400	3,750
308D CR	550	1,500	3,950
312DL	550	1,600	4,700
314D LCR	550	1,600	4,700
315DL	700	2,000	5,750
320DL	750	2,200	6,600
321D LCR	825	2,450	7,300
324DL	950	2,800	8,300
329DL	1,000	3,000	8,900
329D Long Reach	1,250	4,100	12,600
328D LCR	1,000	3,000	8,900
336DL	1,200	3,500	10,500
345DL	1,600	4,700	14,000
374DL	2,500	7,500	22,500
390DL	3,350	10,000	30,000
M318D	900	2,700	8,000
M322D	1,100	3,200	9,600

http://www.altorfer.com/images/2010rentalrates.pdf

Equipment Cost Calculation Example

Equipment: Caterpillar 320DL Excavator

	Daily	Weekly	Monthly
Rental:	$750	$2,200	$6,600
Hours:	8	44	176
Rate/HR:	$93.75	$50.00	$37.50
Fuel/HR:	$19.25	$19.25	$19.25
Total Hourly Cost:	*$113.00*	*$69.25*	*$56.75*

Fuel: $2.75/GAL
Consumption: 7GAL/HR

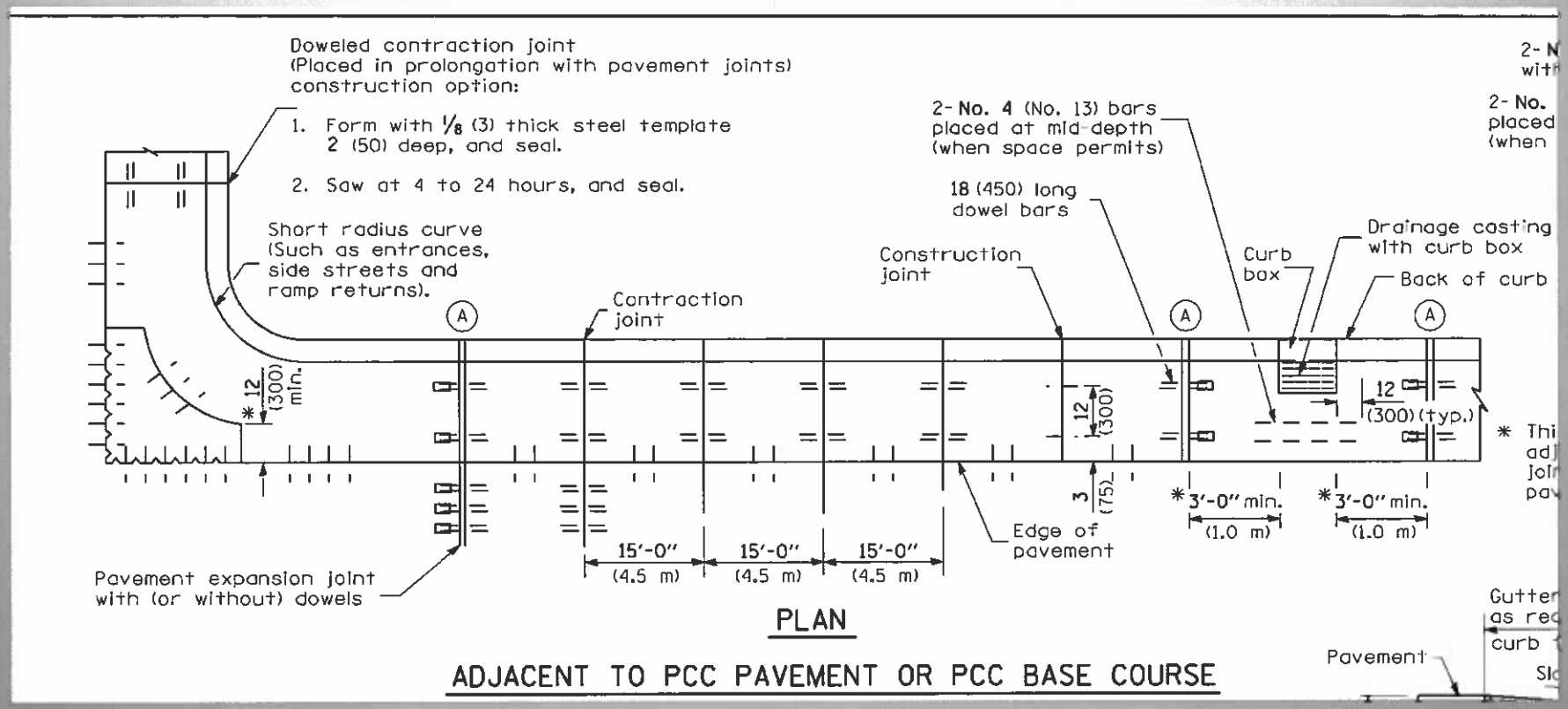
Note:
Rates will likely not include delivery or maintenance

Material Costs

- Get firm quotes
  - Let the vendor know what the specifications for the materials are (ie. Concrete mix design, seed type, etc.)
  - Tell the vendor what kind of quantities you are ordering
  - Let the vendor know the Letting number and line item you are bidding on
  - Be sure to get prices from vendors in the area that the project is located in
- Read the plans and specifications and be sure to include all items included in the line item
- Be sure to get materials from IDOT approved vendors
  - List of certified vendors is available on the IDOT webpage

http://www.dot.state.il.us/materials/materialslist.html

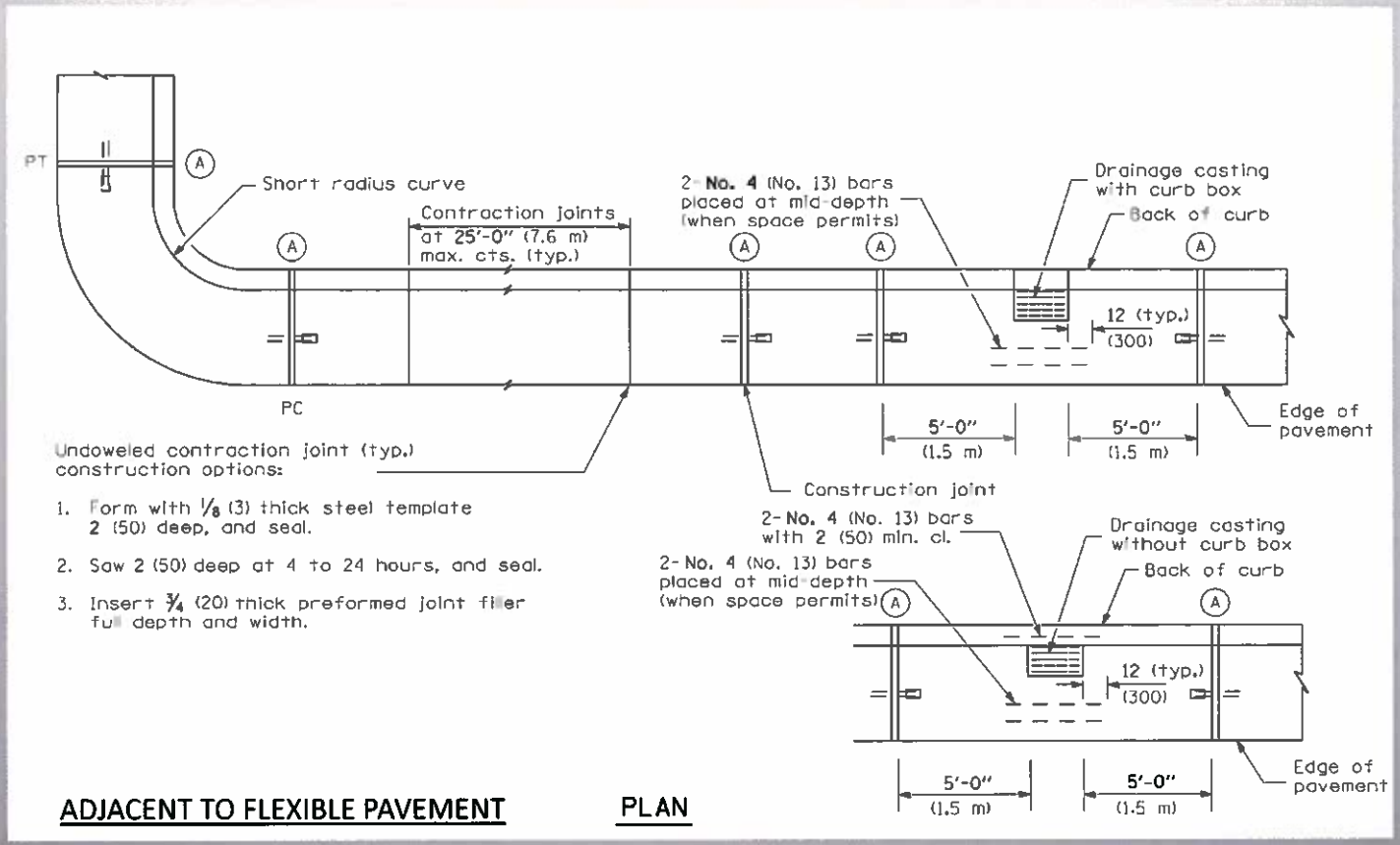
Concrete C&G Materials Estimate Example 1



Materials to include in IDOT standard Curb and Gutter estimate:

- Concrete
- Expansion joint material
- Dowel Bars and expansion caps
- Deformed tie-bars between pavement and C&G
- Deformed rebar adjacent to inlet castings
- Sawcutting and joint sealant

Concrete C&G Materials Estimate Example 2



Material requirements for C&G are **DIFFERENT** when adjacent to flexible pavement (HMA).....

Highway Standards are located on the IDOT webpage at:
http://www.dot.state.il.us/desenv/hwystds/rmpdf211.html

Calculating Overhead Costs

Income:		
Construction Income		
Hauling	$ 1,000,000	
Concrete	1,500,000	
Asphalt	1,250,000	
Total Construction Income		$ 3,750,000
Material Sales		
Concrete	$ 225,000	
Aggregate	125,000	
Asphalt	150,000	
Total Material Sales		$ 500,000
Total Income		$ 4,250,000
Cost of Goods Sold		
Wages	$ 1,900,000	
Payroll Taxes	171,000	
Employee Benefits	95,000	
Insurance	135,000	
Materials	425,000	
Rent	122,000	
Contract Labor	275,000	
Total Cost of Goods Sold		$ 3,123,000
Gross Profit		$ 1,127,000
General and Administrative		
Advertising	$ 15,000	
Auto	25,000	
Charitable Contributions	5,000	
Depreciation	90,000	
Dues and Subscriptions	5,000	
Employee Benefits	21,250	
Insurance	25,000	
Interest	22,000	
Licenses and Permits	5,000	
Office Supplies	18,000	
Payroll Taxes	38,250	
Professional Fees	22,000	
Rent	60,000	
Repairs	42,000	
Tools	9,000	
Travel	7,500	
Utilities	48,000	
Wages (administrative)	425,000	
Total General and Administrative		$ 883,000
Net Income		$ 244,000

Overhead Expenses

79% direct costs (fixed)

21% overhead (fixed)

6% profit (variable)

Overhead Application:

Option 1.) Percentage of Sales -
Overhead equals 21% of gross profit based on $4.25 mill of sales
Net income equals 6% of gross profit based on $4.25 mill of sales
Calculate cost for project,
then add % for overhead, and a % for profit

Option 2.) Cost per Hour -
Wages would indicate 40 employees
Each employee works 2,000 hours
Total Direct Labor Hours equals 80,000
General and Administrative costs $883,000
General and Administrative costs $11.04 per hour
Figure hours for the job,
then add $11.04 per hour for overhead

Overhead Cost Example:

Overhead Applied to Job Total

Calculated cost of the job: $45,000
Calculated Direct Costs: 79%
Overhead Costs = $45,000 - ($45,000 x 0.79) = $9,450
Total Costs = $45,000 + $9,450 = $54,450
Bid Number with 6% profit = $54,450 + ($54,450 x 0.06) = <u>$57,717</u>

Overhead Applied to Hourly Rate

40 employees
Each employee works 2,000 hours
Total Direct Labor Hours equals 80,000
General and Administrative costs $883,000
$883,000/80,000 hours = $11.04 per hour
<u>Add $11.04 to each labor hour worked on the job regardless of rate</u>

Note:

Overhead costs will vary dramatically depending upon the type and size of business

Profit

Profit ≠ The amount of money added to a job to cover unknown costs

Profit = [prof-it]–noun 1. Often, profits. a. pecuniary gain resulting from the employment of capital in any transaction. b. the ratio of such pecuniary gain to the amount of capital invested. c. returns, proceeds, or revenue, as from property or investments. 2. the monetary surplus left to a producer or employer after deducting wages, rent, cost of raw materials, etc.: *The company works on a small margin of profit.* 3. advantage; benefit; gain.

Only by understanding your actual costs can you hope to make money on a project.

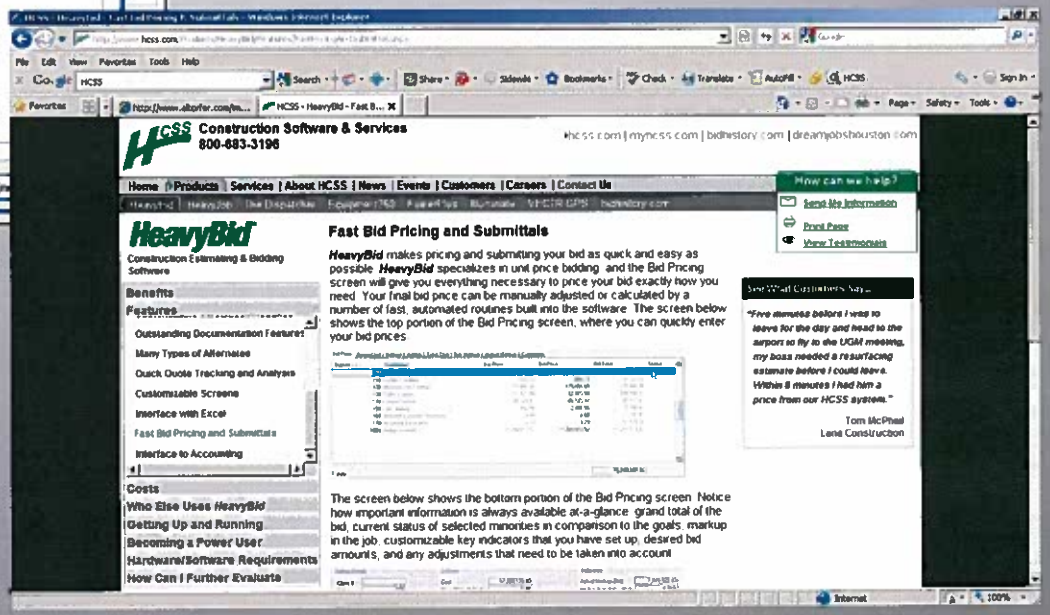
Note:

- 6% is a typical profit margin on large heavy highway projects
- Smaller projects may allow up to 15% profit
- Experience will dictate the profit you need in your job to be a successful low bidder

Methods for Preparing Bids: Commercial Estimating Software

HCSS, Hard Dollar, and others…

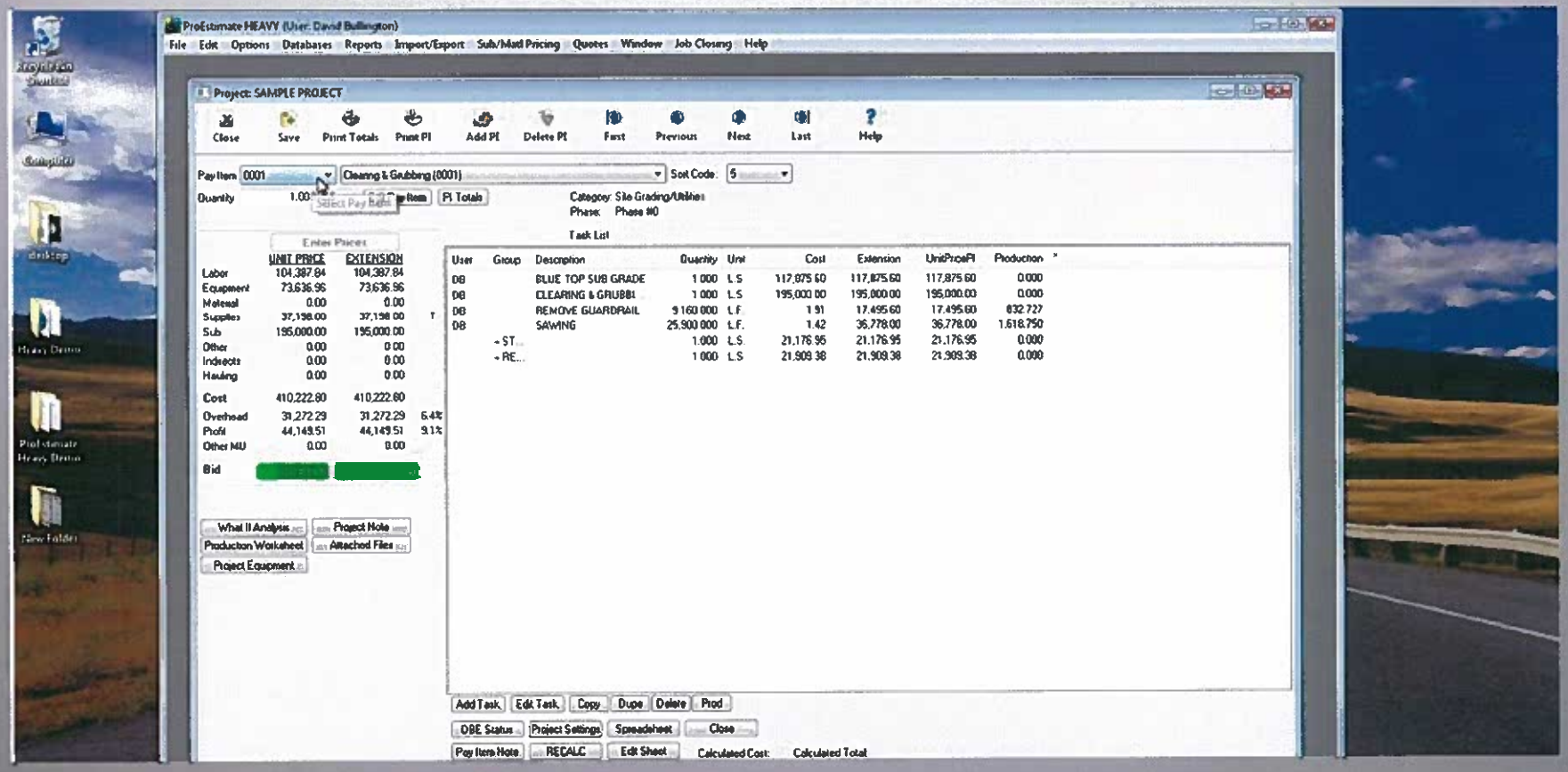
http://www.harddollar.com/estimating-software



http://www.hcss.com/Products/HeavyBid/

Methods for Preparing Bids
IDOT Estimating Software

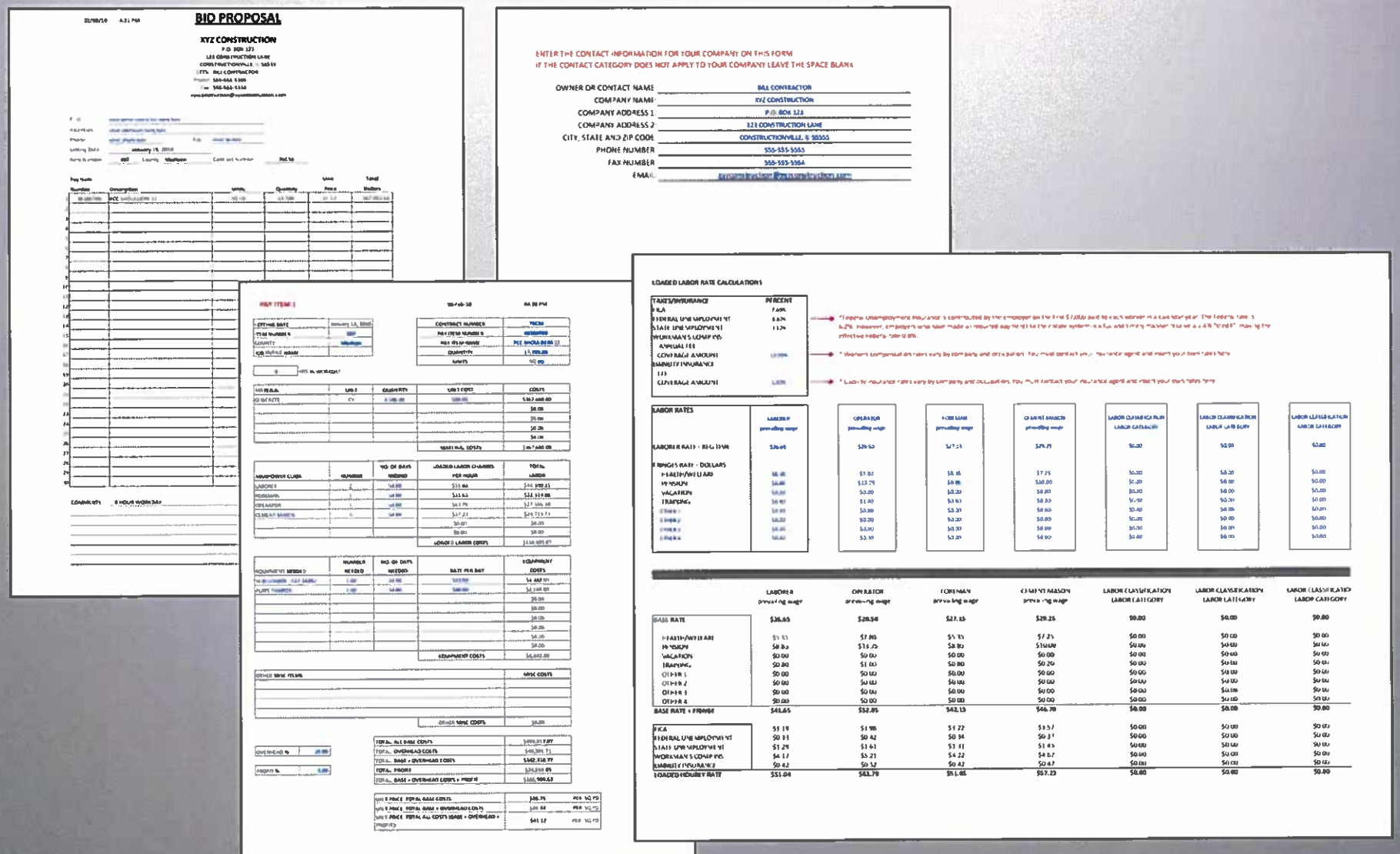
Oman Systems Inc.



http://www.omanco.com/ProEstimateHeavy.asp

Methods for Preparing Bids

IDOT Bidding & Estimating Spreadsheet



Methods for Preparing Bids

IDOT Bidding & Estimating Spreadsheet (continued…)

IDOT Bidding and Estimating Spreadsheet 2-8-10.xlsx - Microsoft Excel non-commercial use

ENTER THE CONTACT INFORMATION FOR YOUR COMPANY ON THIS FORM
IF THE CONTACT CATEGORY DOES NOT APPLY TO YOUR COMPANY LEAVE THE SPACE BLANK.

OWNER OR CONTACT NAME:	BILL CONTRACTOR
COMPANY NAME:	XYZ CONSTRUCTION
COMPANY ADDRESS 1:	P.O. BOX 123
COMPANY ADDRESS 2:	123 CONSTRUCTION LANE
CITY, STATE AND ZIP CODE:	CONSTRUCTIONVILLE, IL 55555
PHONE NUMBER:	555-555-5555
FAX NUMBER:	555-555-5554
EMAIL:	xyzconstruction@xyzconstruction.com

PROPOSERS CONTACT INFO | PROPOSAL FORM | LOADED LABOR RATES | LABOR COSTS | PIN 1 | PIN 2 | PIN 3 | PIN 4 | PIN 5 | PIN 6 | PIN 7 | PIN 8 | PIN 9

Methods for Preparing Bids

IDOT Bidding & Estimating Spreadsheet (continued...)

LOADED LABOR RATE CALCULATIONS

TAXES/INSURANCE	PERCENT
FICA	7.65%
FEDERAL UNEMPLOYMENT	0.80%
STATE UNEMPLOYMENT	3.10%
WORKMAN'S COMP INS	
ANNUAL FEE	
COVERAGE AMOUNT	10.00%
LIABILITY INSURANCE	
FEE	
COVERAGE AMOUNT	1.00%

→ *Federal Unemployment Insurance is contributed by the employer on the first $7,000 paid to each worker in a calendar year. The Federal rate is 6.2%. However, employers who have made all required payments to their state system in a full and timely manner receive a 5.4% "credit", making the effective Federal rate 0.8%.

→ * Workers compensation rates vary by company and occupation. You must contact your insurance agent and insert your own rates here.

→ * Liability insurance rates vary by company and occupation. You must contact your insurance agent and insert your own rates here

LABOR RATES	LABORER prevailing wage	OPERATOR prevailing wage	FOREMAN prevailing wage	CEMENT MASON prevailing wage	LABOR CLASSIFICATION LABOR CATEGORY	LABOR CLASSIFICATION LABOR CATEGORY	LABOR CLASSIFICATION LABOR CATEGORY
LABORER RATE - REG TIME	$26.65	$29.50	$27.15	$29.25	$0.00	$0.00	$0.00
FRINGES RATE - DOLLARS							
HEALTH/WELFARE	$5.35	$7.80	$5.35	$7.25	$0.00	$0.00	$0.00
PENSION	$8.85	$13.75	$8.85	$10.00	$0.00	$0.00	$0.00
VACATION	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
TRAINING	$0.80	$1.00	$0.80	$0.20	$0.00	$0.00	$0.00
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Methods for Preparing Bids

IDOT Bidding & Estimating Spreadsheet (continued…)

PAY ITEM 1 — 08-Feb-10 — 04:38 PM

LETTING DATE	January 19, 2010
ITEM NUMBER	007
COUNTY	Madison
JOB ID/FILE NAME	

CONTRACT NUMBER	76C34
PAY ITEM NUMBER	48300700
PAY ITEM NAME	PCC SHOULDERS 12
QUANTITY	13,789.00
UNITS	SQ YD

8 HRS IN WORKDAY

MATERIAL	UNIT	QUANTITY	UNIT COST	COSTS
CONCRETE	CY	4 586.00	$80.00	$367 680.00
				$0.00
				$0.00
				$0.00
				$0.00
			MATERIAL COSTS	$367 680.00

MANPOWER CLASS	NUMBER	NO. OF DAYS NEEDED	LOADED LABOR CHARGES PER HOUR	TOTAL LABOR
LABORER	2	54.00	$51.04	$44 100.85
FOREMAN	1	54.00	$51.65	$22 414.86
OPERATOR	1	54.00	$63.79	$27 556.10
CEMENT MASON	1	54.00	$57.23	$24 723.76
			$0.00	$0.00
			$0.00	$0.00
			LOADED LABOR COSTS	$118 695.07

EQUIPMENT NEEDED	NUMBER NEEDED	NO. OF DAYS NEEDED	RATE PER DAY	EQUIPMENT COSTS
SKID LOADER CAT 242B2	1.00	54.00	$83.00	$4 482.00
PLATE TAMPER	1.00	54.00	$40.00	$2 160.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
			EQUIPMENT COSTS	$6,642.00

OTHER MISC ITEMS	MISC COSTS
OTHER MISC COSTS	$0.00

OVERHEAD %	10.00
PROFIT %	1.00

TOTAL: ALL BASE COSTS	$493,017.07
TOTAL: OVERHEAD COSTS	$49,301.71
TOTAL: BASE + OVERHEAD COSTS	$542,318.77
TOTAL: PROFIT	$24,650.85
TOTAL: BASE + OVERHEAD COSTS + PROFIT	$566,969.63

UNIT PRICE: TOTAL BASE COSTS	$35.75	PER SQ YD
UNIT PRICE: TOTAL BASE + OVERHEAD COSTS	$39.33	PER SQ YD
UNIT PRICE: TOTAL ALL COSTS (BASE + OVERHEAD + PROFIT):	$41.12	PER SQ YD

LOADED LABOR COSTS $118,695.07

PROPOSERS CONTACT INFO | PROPOSAL FORM | LOADED LABOR RATES | LABOR COSTS | PIN 1 | PIN 2 | PIN 3 | PIN 4 | PIN 5 | PIN 6 | PIN 7 | PIN 8 | PIN 9 | PIN

Ready

PAY ITEM 1 08-Feb-10 04:38 PM

LETTING DATE	January 15, 2010
ITEM NUMBER	007
COUNTY	Madison
JOB ID/FILE NAME	

CONTRACT NUMBER	76C56
PAY ITEM NUMBER	48300700
PAY ITEM NAME	PCC SHOULDERS 12
QUANTITY	13,789.00
UNITS	SQ YD

8 HRS IN WORKDAY

MATERIAL	UNIT	QUANTITY	UNIT COST	COSTS
CONCRETE	CY	4,596.00	$80.00	$367,680.00
				$0.00
				$0.00
				$0.00
				$0.00
			MATERIAL COSTS	$367,680.00

MANPOWER CLASS	NUMBER	NO. OF DAYS NEEDED	LOADED LABOR CHARGES PER HOUR	TOTAL LABOR
LABORER	2	54.00	$51.04	$44,100.35
FOREMAN	1	54.00	$51.65	$22,314.88
OPERATOR	1	54.00	$63.79	$27,556.10
CEMENT MASON	1	54.00	$57.23	$24,723.73
			$0.00	$0.00
			$0.00	$0.00
			LOADED LABOR COSTS	$118,695.07

EQUIPMENT NEEDED	NUMBER NEEDED	NO. OF DAYS NEEDED	RATE PER DAY	EQUIPMENT COSTS
SKID LOADER - CAT 242B2	1.00	54.00	$83.00	$4,482.00
PLATE TAMPER	1.00	54.00	$40.00	$2,160.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
			EQUIPMENT COSTS	$6,642.00

OTHER MISC ITEMS	MISC COSTS
OTHER MISC COSTS	$0.00

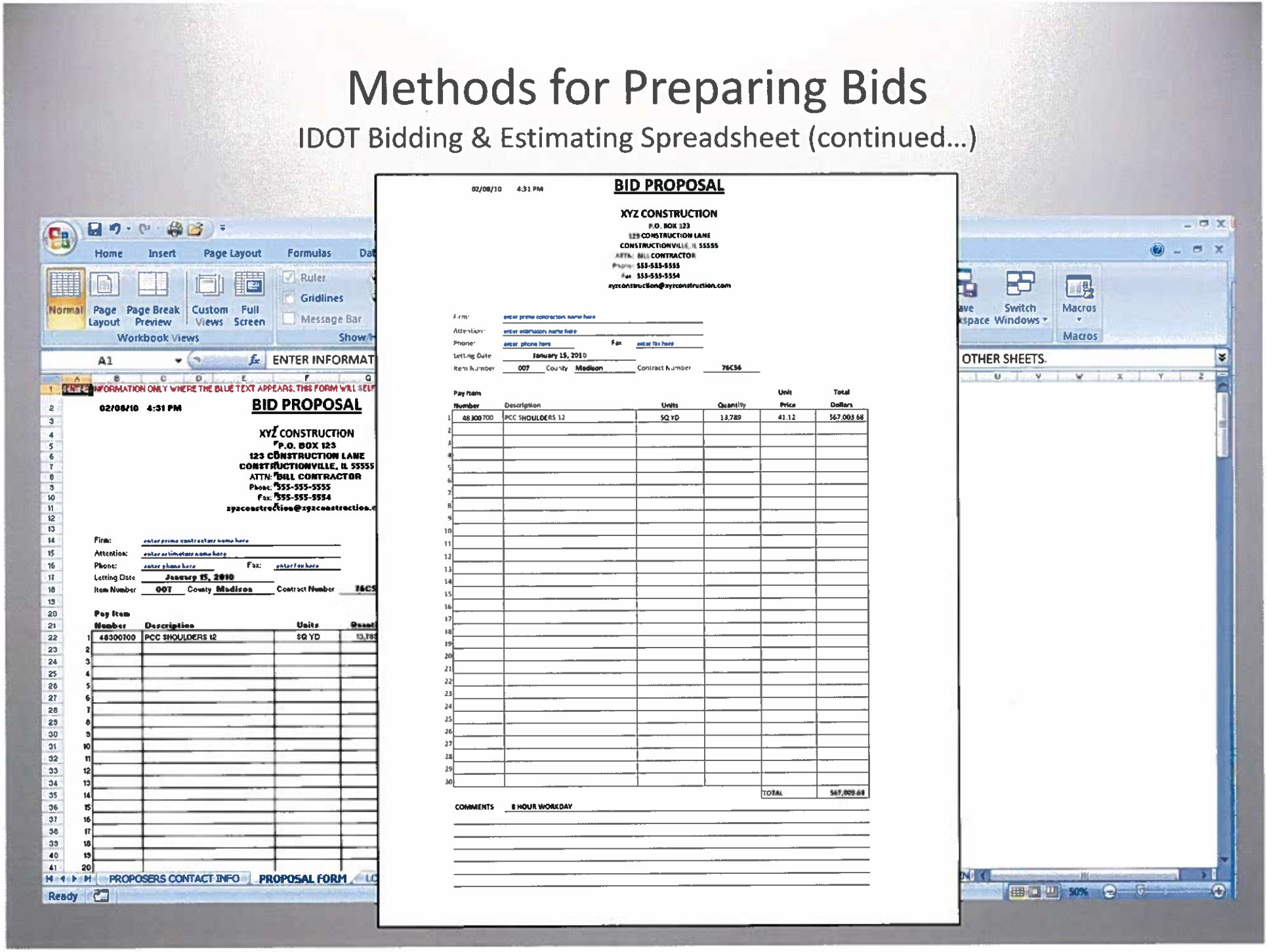
OVERHEAD %	10.00
PROFIT %	5.00

TOTAL: ALL BASE COSTS	$493,017.07
TOTAL: OVERHEAD COSTS	$49,301.71
TOTAL: BASE + OVERHEAD COSTS	$542,318.77
TOTAL: PROFIT	$24,650.85
TOTAL: BASE + OVERHEAD COSTS + PROFIT	$566,969.63

UNIT PRICE: TOTAL BASE COSTS	$35.75	PER SQ YD
UNIT PRICE: TOTAL BASE + OVERHEAD COSTS	$39.33	PER SQ YD
UNIT PRICE: TOTAL ALL COSTS (BASE + OVERHEAD + PROFIT):	$41.12	PER SQ YD

Methods for Preparing Bids

IDOT Bidding & Estimating Spreadsheet (continued…)



Qualifications for Proposals

Things to consider including in proposal

- Include signature locations for both prime and subcontractor
- Consider language controlling scope of work

  Example: *"Proposal cannot be modified without written permission from the subcontractor."*
- Define if traffic control (or other incidentals) are included in the bid
- Define exclusions (what you are specifically NOT providing.)

  Example: *"Quality Control testing and layout are not included with this proposal."*
- Define assumptions

  Example: *"This proposal assumes one (1) mobilization. Additional mobilizations will be billed at $1500/mobilization."*
- Remind Prime contractor of obligations

  Example: *"3% of sub-contract amount is due 2 weeks prior to starting work in conformance with IDOT special provisions."*

The End

Concluding Thoughts…

- *Workshop Information*
  - *Will be posted on the IDOT Website*
  - *You have copy of handout*
  - *Spreadsheet is available also for you to have at your office*

- *IDOT Bidding and Estimating Spreadsheet* is available on the D-8 Resource Center computers

- Bidding and estimating assistance will be available at the D-8 Resource Center and by appointment before every letting.

- Contact ESI or Hutson & Associates for bidding and estimating assistance
- Example bid

Dave Clark
ESI Consultants, LTD
(217) 348-1900
dclark@esiconsultantsltd.com

Mike McCormick
Hutson & Associates, Inc.
618-433-9229
mmccormick@hutsonassociates.com