

SPECIAL RISK CONSIDERATIONS

Bob Partl, CPE

When assembling an estimate, there are special considerations that should be looked at that can (and will) affect your bottom line. Here are a few questions that estimators (for any discipline) should be asking themselves.

- 1) In which season will the construction be taking place? The schedule is a very important part of preparing an estimate. Will you need to adjust your labor rates? Will your productivity be slower due to adverse weather conditions? If it is a very fast paced project, determine the time for your work in the construction schedule.
- 2) What is the availability of the materials that will be used on this project? Can you get them in a reasonable amount of time (not slowing down the project) or will you have to move your men somewhere else while waiting on equipment or materials? Moving men and equipment from one job to another can severely affect your estimate.
- 3) Will you have a qualified work force to man the job or will you have to hire new personnel and train them to your company standards?
- 4) What is the complexity of the project? Is your company used to doing this type of work or will this be a new type of project? Do you have the right type equipment and the experience to do the project?
- 5) Does the Construction Manger have the ability to coordinate the project to make it a successful project for all subs?
- 6) Is your scope of work clearly defined? Have you reviewed all the drawings (not just the drawings for your trade), specifications and addendum?
- 7) Make sure you look at the job conditions. Adjust your bid if there will be any unusual circumstances.
- 8) Safety is a very big portion of a bid that is sometimes overlooked. Make sure your employees will have safe working conditions.
- 9) Work as a team on an estimate. Two sets of eyes are always better then one. Someone else may see some thing that you overlooked that could be very costly.