

The County of Fresno
Department of Public Works and Planning
JOB ORDER CONTRACTING

Class A General Engineering Contract Nos. 23-19-J, 23-20-J, 23-21-J, 23-22-J

Class B General Building Contract Nos. 23-J-05, 23-J-06, 23-J-07, 23-J-08

MANDATORY VIRTUAL PRE-BID CONFERENCE

November 29, 2023



Pre-Bid Conference Agenda

PART I: JOC OVERVIEW, CONTRACT DOCUMENTS, SOLICITATION DETAILS

1. Introduction
2. JOC Overview
3. JOC Benefits
4. JOC Process
5. The Contract Documents
 - a. Front End Documents
 - b. Construction Task Catalog® (CTC) – Understanding the “Big Note.”
 - c. Non-Pre-Priced Tasks
 - d. Technical Specifications
 - e. Software: eGordian
 - f. 1% Contractor License Fee
6. Solicitation Details

Pre-Bid Conference Agenda

PART II: BID FACTORS & CONSIDERATIONS

1. Adjustment Factors
2. Method to Calculate
3. Sample Price: CTC vs. Quote
4. Filling Out the Bid Form
5. Bid Considerations
6. Review of Key Points
7. Bid Submission
8. Questions

Introduction - JOC

- Job Order Contracting (JOC) is an on-call construction services contract where construction work and performance is determined by issuing Job Orders with the contractor during a fixed period of time (one year).
- The individual projects defined by each Job Order will be at different locations and facilities under the jurisdiction of the County of Fresno DPW. JOC is typically used for small to medium sized repair and rehabilitation work, replacement of in kind projects, and minor new construction.
- The contract documents include a Construction Task Catalog[®] containing pre-priced tasks for construction work with preset unit prices. All unit prices are based on local labor, material and equipment costs and are for the direct cost of construction.
- Contracts will be awarded to the lowest responsive, responsible bidders.

Introduction - Contracts

County of Fresno DPW has advertised:

- **Four (4), General Engineering (Class A) JOC Contracts** with a potential maximum value of **\$5,795,275** each and minimum value opportunity **\$0**
- **Four (4), General Building (Class B) JOC Contracts** with a potential maximum value of **\$5,795,275** each and minimum value opportunity **\$0**

Introduction - Contracts

- Contract term will be in place for one (1) year
- Work will be issued under the Job Order Contracting Program
- Work will be administered through the County of Fresno DPW
- Gordian will train & support the County and all JOC Contractors

JOC Overview

Definition

A Job Order Contract Is a Firm, Fixed Priced, Competitively Bid, Indefinite Quantity Contract

- JOC Is Designed to accomplish Small-medium Size, Multi-trade, Minor Construction, Repair and Remodel Projects
- JOC Is a series of individual projects issued as Job Orders under the Base Contract
- Enables contractors to complete a substantial number of individual projects with a **single bid**
- Tasks are based on competitively-bid, **preset prices**

Fundamentally a Different Construction Procurement Relationship

- Contractors are subject to different motivations and behaviors
- Non-adversarial relationship between Owner & Contractor
- Straightforward work Items
- Replacements in Kind

Value

Saves time and money

Provides transparency and auditability

JOC Overview: Umbrella Contract

Part 1 Bidding the Umbrella Job Order Contract

Owner
Advertises
Job Order
Contract



Contractors
Submit
Bids



Owner
Awards
Umbrella
Job Order
Contract

Part 2 Procuring Individual Projects From Owner

Owner
Project A

Subcontracting
Opportunities

Owner
Project B

Subcontracting
Opportunities

Owner
Project C

Subcontracting
Opportunities

DPW JOC Program

CTC Based on the County of Fresno Prevailing Wages

- Contractors Must Pay Prevailing Wages

Provide Bonds:

- Bid Bond - \$25,000
- Payment Bond - \$1,000,000 (initial), increases in increments of \$500K to meet total Job Order value
- Performance Bond – \$1,000,000 (initial), increases in increments of \$500K to meet total Job Order value

Insurance Held On Overall Contract

Differing Site Conditions

- Treated As Additional/Supplemental Job Orders

NO Right of Refusal

- Element of Default

DPW JOC Program

- **This Solicitation Is for eight (8) General Engineering Contracts**
 - Work within Fresno County
 - Four (4), General Engineering (Class A)
 - Four (4), General Building (Class B)
- **Prior to Bidding Fresno County DPW Can Not:**
 - Identify or Commit to Any Specific Project or Location
 - Identify or Commit to Any Specific Quantities or Tasks in the CTC
- **JOC Has a Fixed Term: 1 Year**
- **A Minimum Value Opportunity: \$0**
- **A Pre-established Maximum Potential Contract Amount: \$5,795,275**

DPW JOC Program

Retention

- 5% of every Job Order

Liquidated Damages

- Determined on Each Job Order
 - Sliding Scale Based on Job Order Value
- Defined on the Request for Proposal

JOC Overview:

Why JOC Works For Contractors

Good work is rewarded with more work

- Profit is a function of volume
- Volume is driven by performance
- JOC provides a steady flow of work
- Win a higher percentage of proposed projects
- Easier process for project proposals

Long-term relationship with the County

- Develop partnership with the County

Ability to leverage Subcontractor and Supplier relationships

Ability to sell value, not just compete to be the lowest price

JOC Overview:

Why JOC Works For Contractors

Reduced Risk

- Fixed prices
- No negotiations
- Payment for every element of work performed
- Ability to provide input during scope development
- Eliminates quibbling over change orders
- Reduced chance of claims

Build bond capacity

Larger presence and enhanced reputation in the local community

JOC Overview:

Why JOC Works For The County

- **A Fixed Priced, Fast Track Procurement Process**
- **Job Orders are Lump Sum**
- **The Ability to Accomplish a Substantial Number of Individual Projects with a Single Competitively Bid Contract**
- **Contractor Has A Continuing Financial Incentive To Provide**
 - ✓ Responsive Services
 - ✓ Accurate Proposals
 - ✓ Quality Work on Time
 - ✓ Timely Close Out
- **Future Purchase Orders Tied to Contractor Performance**
 - ✓ No Obligation To Award Specific Projects
 - ✓ The County can Use All Other Methods For Accomplishing Projects

JOC Overview:

Why JOC Works For The County

Increases Transparency

- The County Has the Ability to See and Review the Back-Up Pricing Details

Schedule Flexibility

- No Shelf Life for Prices or Job Orders
- Fast procurement cycle is good for end of fiscal year projects

JOC Overview: The Process



- Joint Scope Meeting With the County, Contractor, and Others to define the Detailed Scope of Work
- The County Issues Request for Proposal for the Agreed Upon Detailed Scope of Work
- Proposal Development
 - Typical Proposal Due Date will be 2 weeks from RFP
- Proposal Review
 - Sit-Down review meeting between County & Contractor
- Issuance of Job Order
- Total Time Goal: Average 3-5 weeks

The Contract Documents:

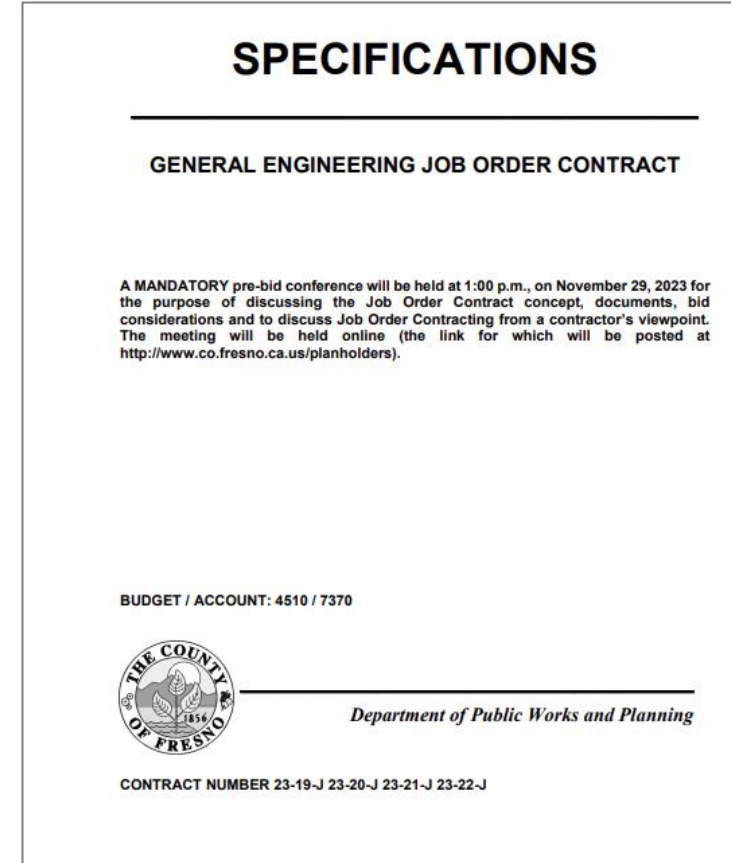


- **Part One:** Special Provisions and Notice to Bidders, Bid Book
- **Part Two:** The Construction Task Catalog®
- **Part Three:** The Technical Specifications

The Contract Documents: Front End Documents – Class A

Part One

- Notice to Bidders
- Special Provisions
- Federal Requirements
- Project Details
- Bid Book
- Bid Form
- Agreement
- Etc.



The Contract Documents: Front End Documents – Class B

Part One

- Notice to Bidders
- Instructions to Bidders
- Proposal
- Bid Security form
- Non-Collusion Declaration
- Equal Opportunity Certification
- Debarment and Suspension Certification
- Nonlobbying Certification
- Disclosure of Lobbying
- Agreement
- Guaranty
- General conditions
- Federal Requirements
- Exhibits & Attachments
- Etc.

Project Manual


**GENERAL BUILDING
JOB ORDER CONTRACT**
Contract #'s 23-J-05, Class B
23-J-06
23-J-07
23-J-08

**The County of Fresno
Department of Public Works and Planning**
2220 Tulare St., 6th Floor
Fresno, California 93721

Bid Documents

Pre-bid Conference: Wednesday, November 29, 2023, 1:00 p.m.
Bid Date: Thursday, December 14, 2023, 1400 hours and 00 seconds

Budget / Account – Various Funding Orgs



Contract #23-J-05
23-J-06
23-J-07
23-J-08

Development Services & Capital Projects Division

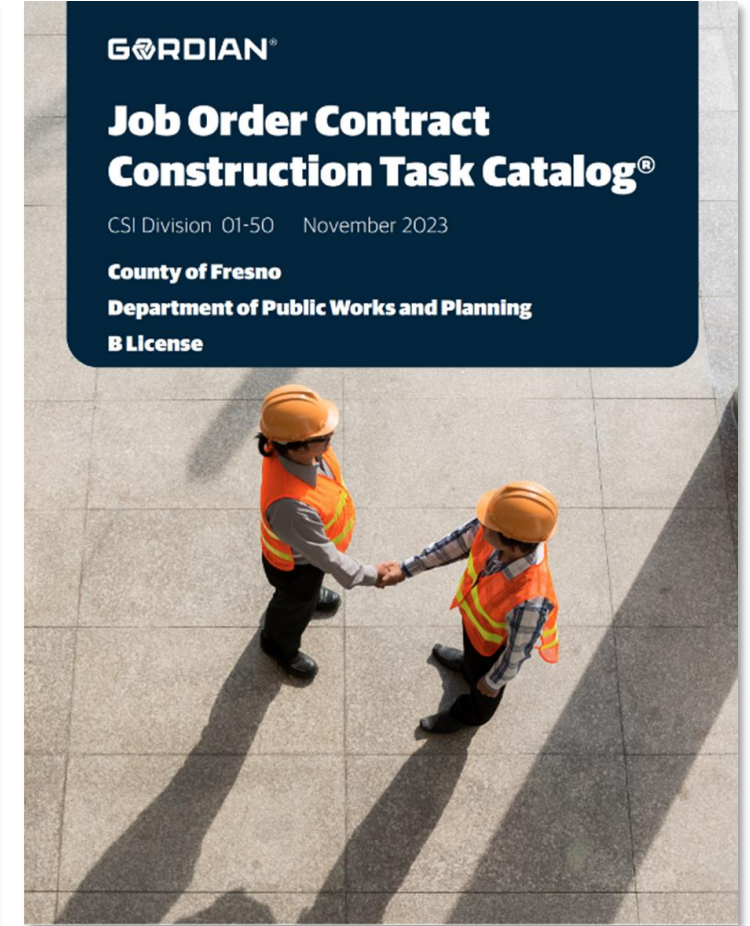
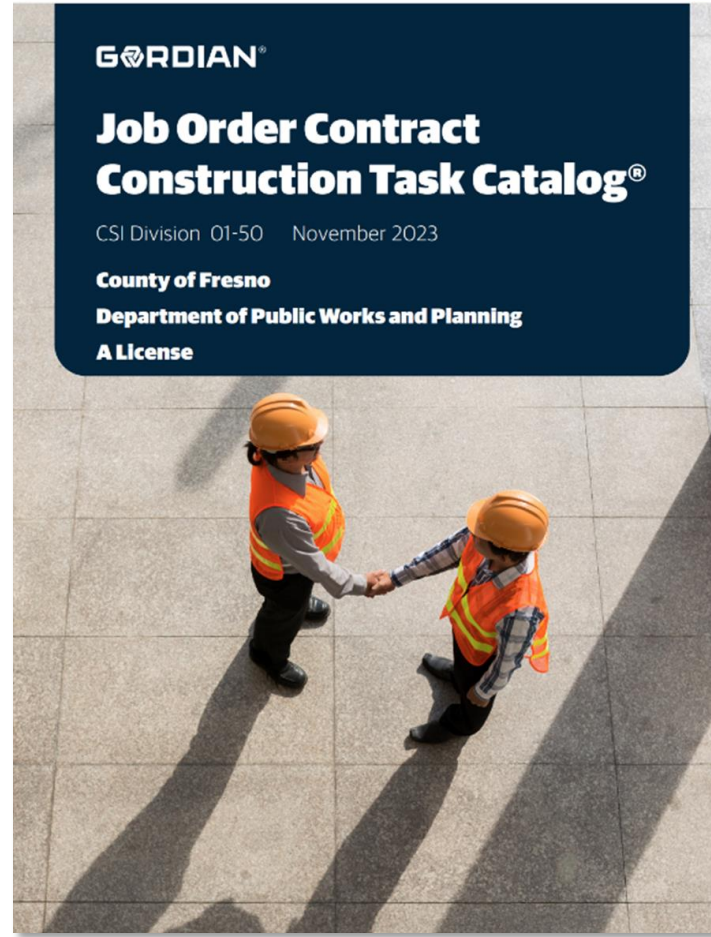
Department of Public Works & Planning

Cover Sheet
00 00 10-1

The Contract Documents: Construction Task Catalog® (CTC)

Part Two: The Construction Task Catalog®

- Catalog of Pre-Priced Construction Tasks
- Organized by Construction Specifications Institute (CSI)
- Based on Local Labor, Material & Equipment Costs
- The tasks represent the “Scope of Work” for the contract



The Contract Documents: Construction Task Catalog®

The CTC - “The Big Note”

- Contractor must review and understand “Using the Construction Task Catalog®”
- Rules of the game
- Make sure you get paid for all appropriate tasks
- Pages 00 – 1 to 00-6 of the CTC
- The Unit Prices Include: Complete and In-place Construction
- The Adjustment Factors Include: Overhead, Profit, Sub Costs, Taxes, Fringe Benefits, Financing, Business Risk, 1% CLF
- Construction Related Costs: Permit Services, Submittal Preparation, Incidental A&E, Vehicles, Temporary Utilities, Excess Waste, Daily & Final Clean-up, Etc.
- General Interpretations

Using
(Summa

The Adjustment Factors include the following costs, unless otherwise specified:

BUSINESS COSTS:

- Office overhead, including, but not limited to, office and employee transportation.
- Insurance and bonding.
- Profit.
- Job Order development services, Owner meeting.
- Subcontractor's overhead and profit.
- Cost of financing the work.
- Business risks such as the risk of a lower than expected performance, and inflation or material cost fluctuations.


PROJECT RELATED COSTS:

- Project trailer, equipment and supplies, and project management and project supervision.
- Services required to complete project filings and filings.
- Preparation and modification of sketches, drawings, and specifications.
- Incidental engineering and architectural services.
- Gang boxes and storage containers for Contractors.
- Basic safety and warning signage, minor barricades, safety harnesses with lifeline or cabling, protective equipment, and other safety requirements.
- Meeting Owner's security requirements.
- All taxes for which a waiver is not available in the Contract Documents.
- Removing and returning Owner's furniture and furnishings fastened to the wall or floor, safes and other items.
- Sealing windows doors, and other openings with materials to protect existing surfaces.
- Working in extreme temperatures (below or above the range specified in the Contract Documents) from inadequate supply of building materials, fuel, or other resources.
- Costs resulting from inadequate supply of building materials, fuel, or other resources.
- Daily clean-up.
- Final professional clean-up.

PRICE VARIATIONS:
Contractors may experience direct costs that are different from those included in the Contract Documents. If a contractor was made to provide accurate, unit prices, it is the Contractor's responsibility to adjust the Adjustment Factors accordingly.

SUMMARY:

- This list is not exhaustive and is intended to provide a general overview of the costs included in the Contract Documents.
- The only compensation to be paid to the Contractor is the unit price for the work shown in the Contract Documents.
- No additional payments of any kind whatsoever shall be made to the Contractor.
- All costs in excess of the unit prices, must be included in the Contractor's bid.



Using The Construction Task Catalog®

About the CTC:

- This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for County of Fresno, priced locally using current labor, material and equipment costs, and published in April 2021.
- The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to County of Fresno. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.

MasterFormat™

- The Tasks in this CTC are organized using CSI's MasterFormat.

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The Unit Prices Include:

LABOR COSTS:

- Labor costs include direct labor through the working foreperson level at straight-time prevailing wage rates including fringe benefits and an allowance for Social Security, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task; disposal of excess material; and time for lunch and breaks.

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County of Fresno Department of Public Works & Planning

EQUIPMENT COSTS:

- Equipment costs include all equipment required to accomplish the Task.
- Mobilization is included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats etc.), which exclude mobilization.
- Equipment costs include all operating expenses such as fuel, electricity, lubricants, etc.

MATERIAL COSTS:

- Material costs include the cost of the material, delivery, and all incidentals and accessories integral to the installation.
- Material costs include manufacturer's and/or fabricator's shop drawings.
- Material costs for roofing, drywall, VCT, carpet, wall covering, ceiling tile, pipe, conduit, concrete, etc. include an allowance for waste. This list is not intended to be all inclusive, but descriptive of the types of construction materials that are typically sold in standard lengths, sizes and weights.
- Material costs for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:

- Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.
- Insurance and bonding.
- Profit.

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Page 00 - 1

The Contract Documents: Construction Task Catalog®

Understanding the General Rules of the CTC

- Unit Prices are for Complete and In-Place Construction
- Unit Prices Include Labor, Material and Equipment. Do Not Add Labor to Repointing Task.
- Unit Prices Include the Cost of Delivery to Project Site, Unloading, Storage and Handling. Delivery Height is up to 2 ½ Stories
- Unit Prices Include Testing, Calibration, Balancing Etc. for New Work
- Unit Prices Include all Fasteners, Bolts, Anchors, Adhesives Etc. For New Work
- Unit Prices for Tasks Such as Windows, Doors, Frames, Countertops Etc. Include Sealant and Caulk

THE GORDIAN GROUP®

Using The Construction Task Catalog®

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CSI
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The Unit Prices Include:

LABOR COSTS:

- ☑ Labor costs include direct labor through the working foreperson level at straight-time prevailing wage rates including fringe benefits and an allowance for Social Security, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- ☑ Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task; disposal of excess material; and time for lunch and breaks.

EQUIPMENT COSTS:

- ☑ Equipment costs include all equipment required to accomplish the Task.
- ☑ Mobilization is included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats etc.), which exclude mobilization.
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- ☑ Material costs for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:

- ☑ Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.
- ☑ Insurance and bonding.
- ☑ Profit.

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County of Fresno Department of Public Works & Planning

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Page 00 - 1

The Contract Documents: Construction Task Catalog®

Understanding the General Rules of the CTC

- Demo Price Includes Loading into Truck or Dumpster.
- If Item Demolished as Part of Different Task, It will Not be Paid for Separately
- Contractor Paid for Installed Quantities Only. Waste is Included in Unit Price
- Assembly Prices take Precedence over Component Pricing
- 14' Working Height for All Work Except Masonry
- 4' Working Height for Masonry
- Dumpsters are a Separate Task

The thumbnail shows a page from the Construction Task Catalog with the following sections:

- THE GORDIAN GROUP** logo at the top left.
- Using The Construction Task Catalog®** header.
- About the CTC:** A section with two bullet points explaining the catalog's development and licensing.
- MasterFormat™** section with a bullet point stating tasks are organized by CSI's MasterFormat.
- CS** logo and a small text box with a disclaimer.
- The Unit Prices Include:** A section with two bullet points detailing labor and material costs.
- LABOR COSTS:** A section with two bullet points detailing labor costs, including fringe benefits and transportation.
- EQUIPMENT COSTS:** A section with two bullet points detailing equipment costs, including mobilization and operating expenses.
- MATERIAL COSTS:** A section with two bullet points detailing material costs, including delivery and shop drawings.
- The Adjustment Factors Include:** A section with one bullet point detailing adjustment factors.
- BUSINESS COSTS:** A section with two bullet points detailing business costs, including insurance and profit.
- Page number **00 - 1** at the bottom right.

The Contract Documents: Construction Task Catalog®

Understanding the General Rules of the CTC:

Contractors Never Get Paid Separately For the Following:

- Moving and Returning Furniture Occupying Less than 55% of Floor Area. For Example, Moving Classroom Furniture to Paint
- Labor for Protecting Work in Place. For Example, a Laborer to Stay After a Concrete Pour
- Minor Barricades and Signage
- Portable Toilet, Field Office, Field Office Equipment for Contractor's Use
- Layout, Site Engineering for the Work Itself

The screenshot shows a page from the Construction Task Catalog (CTC) document. At the top left is the logo for THE GORDIAN GROUP. The page title is "Using The Construction Task Catalog®". The document is organized into several sections, each with a black header bar containing white text. The sections include:

- About the CTC:** This section contains two paragraphs. The first paragraph explains that the CTC was developed and customized by The Gordian Group, Inc. for County of Fresno, priced locally using current labor, material and equipment costs, and published in April 2021. The second paragraph states that The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to County of Fresno. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.
- MasterFormat™:** This section contains one paragraph stating that the tasks in this CTC are organized using CSI's MasterFormat.
- CSI:** A small logo for CSI (Construction Specifications Institute) is shown, with a note that MasterFormat® is produced jointly by CSI and Construction Specifications Institute (CSI) and is a registered trademark of CSI. All rights reserved. For license information, contact CSI at www.csi.com or www.masterformat.com.
- The Unit Prices Include:** This section is divided into two sub-sections:
 - LABOR COSTS:** This sub-section contains two paragraphs. The first paragraph states that labor costs include direct labor through the working foreperson level at straight-time prevailing wage rates including fringe benefits and an allowance for Social Security, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits. The second paragraph states that labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task; disposal of excess material; and time for lunch and breaks.
 - EQUIPMENT COSTS:** This sub-section contains two paragraphs. The first paragraph states that equipment costs include all equipment required to accomplish the Task. The second paragraph states that mobilization is included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats etc.), which exclude mobilization. The third paragraph states that equipment costs include all operating expenses such as fuel, electricity, lubricants, etc.
- MATERIAL COSTS:** This section contains two paragraphs. The first paragraph states that material costs include the cost of the material, delivery, and all incidentals and accessories integral to the installation. The second paragraph states that material costs include manufacturer's and/or fabricator's shop drawings.
- The Adjustment Factors Include:** This section contains one paragraph stating that the Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:
 - BUSINESS COSTS:** This sub-section contains three paragraphs. The first paragraph states that office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation. The second paragraph states that insurance and bonding. The third paragraph states that Profit.

At the bottom of the page, there is a footer with the date "April 2021", the copyright notice "copyright © 2021 The Gordian Group, Inc.", and the page number "Page 00 - 1". The footer also includes the text "County of Fresno Department of Public Works & Planning".

The Contract Documents: Construction Task Catalog®

MINOR		TOTAL DIRECT		DEMOLITION
CSI	UOM DESCRIPTION	UNIT COST	UNIT COST	UNIT COST
		Exterior Improvements		32
		Bases, Ballasts, And Paving		32 10
		Unit Paving		32 14
				32
32 16	Curbs, Gutters, Sidewalks, And Driveways <small>(32 10)</small>			
32 16 13	Curbs And Gutters <small>(32 16)</small>			
	<small>Note: Includes transitions. Demolition Includes two saw cuts (each end) of curbs and gutters for lengths up to 100'. See CSI section 02 41 19 13-00-3 for additional saw cuts within the 100'.</small>			
32 16 13 13	Cast-In-Place Concrete Curbs And Gutters <small>(32 16 13)</small>			
	<small>Note: Includes concrete, forms, rebar, chairs (where necessary), expansion joints.</small>			
32 16 13 13-0001	Concrete Curb, Cast In Place <small>(32 16 13 13)</small>			
	<small>Note: Includes delivered concrete, forms, rebar, chairs (where necessary), expansion joints, finish and curing.</small>			
32 16 13 13-0002	LF 6" X 12" Cast In Place Concrete Curb	7.18		3.23
	<i>For Up To 20, Add</i>	4.03		
	<i>For >20 To 50, Add</i>	2.27		
	<i>For >50 To 100, Add</i>	0.88		
	<i>For >500 To 1,000, Deduct</i>	-0.88		
	<i>For >1,000, Deduct</i>	-1.50		
32 16 13 13-0003	LF 6" X 12" Cast In Place Concrete Curb - Radius	8.18		3.72
	<i>For Up To 20, Add</i>	4.63		
	<i>For >20 To 50, Add</i>	2.61		
	<i>For >50 To 100, Add</i>	1.01		
	<i>For >500 To 1,000, Deduct</i>	-1.01		
	<i>For >1,000, Deduct</i>	-1.72		

CSI MasterFormat

Full description of task

Price includes labor, material + equipment for your location

Demolition price

Section + task notes

Modifiers for variations or quantity discounts

The Contract Documents: Construction Task Catalog®

Include All Appropriate Tasks:

32 16 23 00-0002	4" Cast In Place Concrete Sidewalk	SF	\$5.06	400	\$2,024.00	
	For Quantities 100 to 500, Add	SF	\$2.04	400	\$816.00	
32 11 16 00-0015	4" Crushed Aggregate Base	SF	\$0.63	400	\$252.00	
	For Quantities Under 1000	SF	\$0.18	400	\$72.00	
01 71 13 00-0003	Mobilize Backhoe	EA	\$402.63	1	\$402.63	
31 23 16 36-0006	Excavation by Backhoe	CY	\$3.75	11	\$41.25	
	For Quantities Under 20 CY, Add	CY	\$3.75	11	\$41.25	
31 23 16 36-0028	Loading Excess Materials	CY	\$3.42	13.75	\$47.03	
	For Quantities Under 20 CY, Add	CY	\$3.42	13.75	\$47.03	
01 74 19 00-0029	Hauling to Dump Site	CYM	\$0.51	207	\$105.57	
01 74 19 00-0021	Landfill Dump Fee	CY	\$15.14	13.75	\$208.18	\$4,056.93
						/400
						\$10.14

Compare these prices

* Sample only

CalTrans Specific Tasks in the CTC

- 900+ CalTrans specific Tasks were added to the CTC.
- These Tasks are based on CalTrans standard specifications and include the CalTrans item code.
- All unit prices were calculated using local labor, material and equipment costs.
- Including CalTrans specific Tasks makes it easier to prepare and approve Price Proposals, increases administrative efficiency for both Contractors and Owners, and results in more work being completed.

GORDIAN		Custom Standards And Assemblies 50		50
		CALTRANS Custom Standards And Assemblies 50 89		
		CALTRANS Construction Performance Requirements 50 89 80		
MINOR	CSI	UOM	DESCRIPTION	TOTAL DIRECT UNIT COST
				DEMOLITION UNIT COST
50 Custom Standards And Assemblies				
50 89 CALTRANS Custom Standards And Assemblies <small>(50)</small>				
50 89 80 CALTRANS Construction Performance Requirements <small>(50 89)</small>				
<small>Note: Refer to www.dot.ca.gov for CALTRANS Standard Plans and Specifications</small>				
50 89 81 CALTRANS DIVISION I - GENERAL PROVISIONS <small>(50 89 81)</small>				
50 89 81 01 PAYMENT <small>(50 89 81)</small>				
<small>Note: Includes equipment mobilization, hauling over 25 miles, overtime, specialty labor, specialty equipment, reimbursables and permits per CALTRANS Standard. See CSI section 01 22 16 00-0001 for Reimbursable fees and permits, 01 22 20 00-0000 for specialty labor, 01 22 23 00-0000 for specialty equipment, 01 71 13 00-0000 for equipment mobilization, 01 74 19 00-0129 for hauling >25 miles.</small>				
50 89 81 01-0001	EA		CALTRANS 999990 MOBILIZATION.....	
<small>Note: (One Time Per Job) See CSI section 01 71 13 00-0000 for mobilization of equipment.</small>				
50 89 82 CALTRANS DIVISION II - GENERAL CONSTRUCTION <small>(50 89 82)</small>				
50 89 82 12 TEMPORARY TRAFFIC CONTROL <small>(50 89 82)</small>				
<small>Note: Includes flagging, apparel, temporary traffic control devices, and equipment for flaggers, must comply with the latest California MUTCD per CALTRANS Standard.</small>				
50 89 82 12-0001	EA		CALTRANS 120110 FLASHING ARROW SIGN.....	
50 89 82 12-0002	EA		CALTRANS 120116 TYPE II BARRICADE.....	
50 89 82 12-0003	EA		CALTRANS 120119 TRAFFIC CONE.....	
50 89 82 12-0004	EA		CALTRANS 120120 TYPE III BARRICADE.....	
50 89 82 12-0005	EA		CALTRANS 120140 BARRICADE (LEFT IN PLACE).....	
50 89 82 12-0006	SF		CALTRANS 120149 TEMPORARY PAVEMENT MARKING (PAINT).....	
50 89 82 12-0007	LF		CALTRANS 120151 TEMPORARY TRAFFIC STRIPE (TAPE).....	
50 89 82 12-0008	SF		CALTRANS 120152 TEMPORARY PAVEMENT MARKING (TAPE).....	
50 89 82 12-0009	LF		CALTRANS 120159 TEMPORARY TRAFFIC STRIPE (PAINT).....	
50 89 82 12-0010	EA		CALTRANS 120165 CHANNELIZER (SURFACE MOUNTED).....	

The Contract Documents: Non Pre-Priced Tasks

Use Only if cannot be priced out of the CTC

- Contractor must have permission from the County to use a Non Pre-Priced Task prior to submission
- **Three (3)** Quotes on vendors' or subcontractors' letterhead
- Justification for less than three (3) Quotes

Contractor is paid the amount in the following formula:

For Non-Prepriced Tasks Performed with Contractor's own forces:

A = Direct Labor Cost. The hourly rate for each trade classification not in the CTC multiplied by the quantity

B = Direct Equipment Costs (supported by quotes). The hourly, weekly, or monthly rate for each piece of equipment not in the CTC multiplied by the quantity

C = Direct Material Costs (supported by three quotes).

Total Cost for self-performed work = (A+B+C) x appropriate Normal Working Hours Adjustment Factor

For Non Pre-Priced Tasks Performed by subcontractors:

If the Non Pre-Priced Task will be subcontracted, the CONTRACTOR must submit three (3) independent quotes for the work.

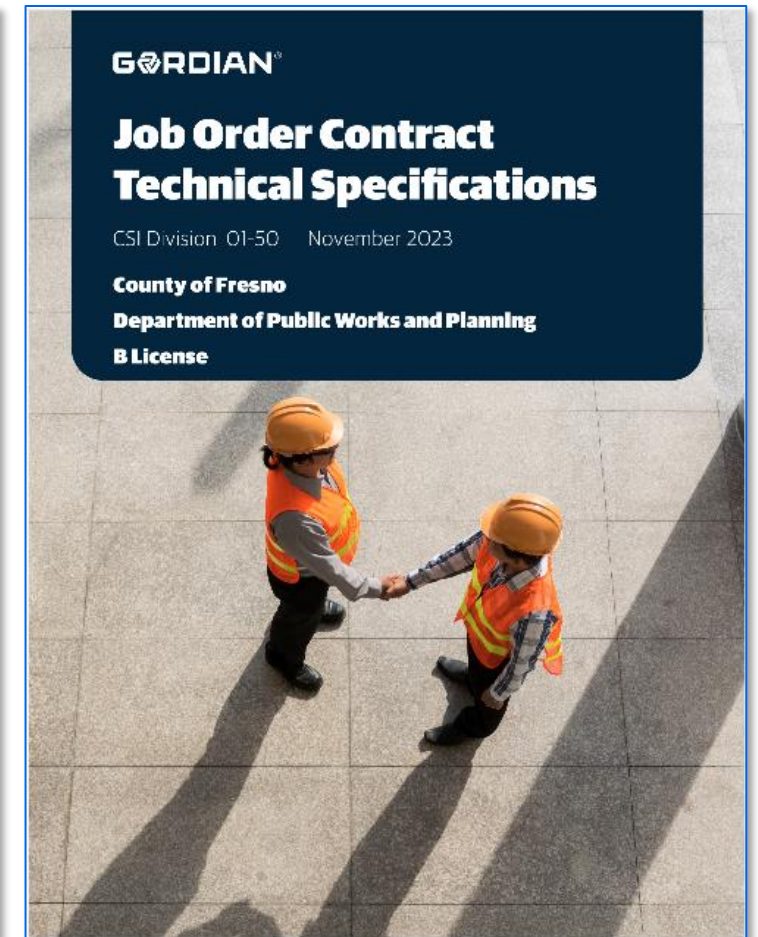
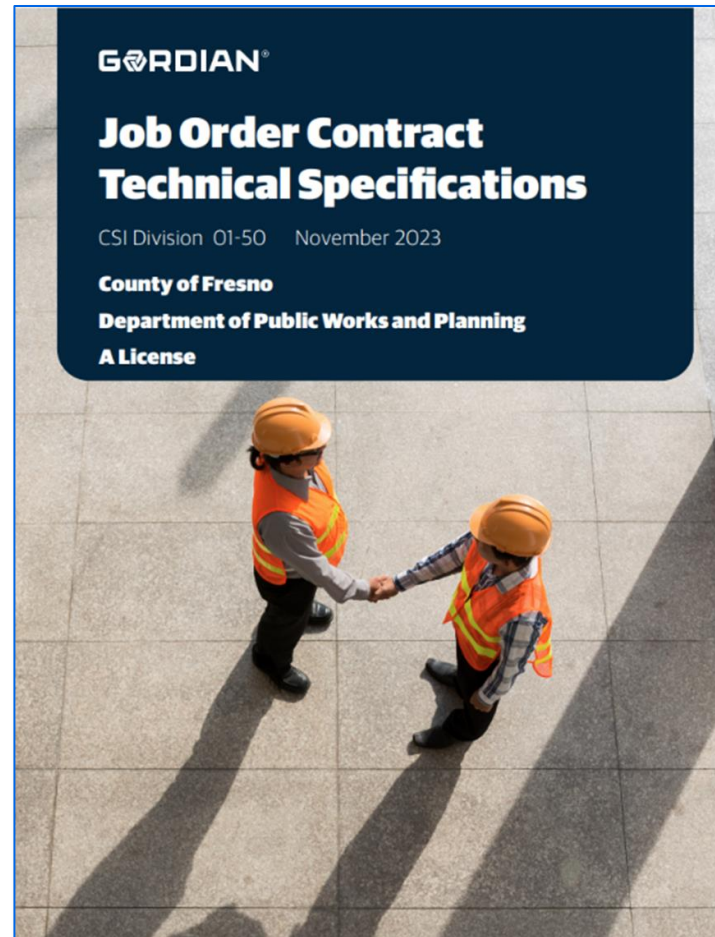
D = Lowest of three subcontractor quotes

Total for Non Pre-priced Tasks performed by subcontractors = D x appropriate Normal Working Hours Adjustment Factor or 1.15 (whichever is less)

The Contract Documents

Part Three – The Technical Specifications

- Specifies Quality of Materials and Workmanship
- Corresponds with Tasks in the Construction Task Catalog®



Solicitation Details:

The screenshot displays two side-by-side data tables from the eGordian software interface. The left table is titled 'Job Orders' and the right table is titled 'Price Proposal List (Data)'. Both tables have search and filter options at the top.

Project Number	Job Order Number	Title	Project Status
02134-007-0182	02134-007-0182-02	Emergency Work - Franklin Park	WIP
02134-007-0182	02134-007-0182-03	Stormwater work at 801-802-803	WIP
02134-007-0182	02134-007-0182-04	WIP	Completed
02134-007-0182	02134-007-0182-05	WIP	Completed
02134-007-0182	02134-007-0182-06	WIP	Completed
02134-007-0182	02134-007-0182-07	WIP	Completed
02134-007-0182	02134-007-0182-08	WIP	Completed
02134-007-0182	02134-007-0182-09	WIP	Completed
02134-007-0182	02134-007-0182-10	WIP	Completed
02134-007-0182	02134-007-0182-11	WIP	Completed
02134-007-0182	02134-007-0182-12	WIP	Completed
02134-007-0182	02134-007-0182-13	WIP	Completed
02134-007-0182	02134-007-0182-14	WIP	Completed
02134-007-0182	02134-007-0182-15	WIP	Completed
02134-007-0182	02134-007-0182-16	WIP	Completed
02134-007-0182	02134-007-0182-17	WIP	Completed
02134-007-0182	02134-007-0182-18	WIP	Completed
02134-007-0182	02134-007-0182-19	WIP	Completed
02134-007-0182	02134-007-0182-20	WIP	Completed

Project Number	Job Order Number	Name	Total \$
02134-007-0182	02134-007-0182-02	Emergency Work - Franklin Park	\$12,507.00
02134-007-0182	02134-007-0182-03	Stormwater work at 801-802-803	\$134,200.00
02134-007-0182	02134-007-0182-04	WIP	\$83,500.00
02134-007-0182	02134-007-0182-05	WIP	\$1,500.00
02134-007-0182	02134-007-0182-06	WIP	\$34,000.00
02134-007-0182	02134-007-0182-07	WIP	\$1,175.00
02134-007-0182	02134-007-0182-08	WIP	\$14,400.00
02134-007-0182	02134-007-0182-09	WIP	\$6,400.00
02134-007-0182	02134-007-0182-10	WIP	\$6,400.00
02134-007-0182	02134-007-0182-11	WIP	\$6,400.00
02134-007-0182	02134-007-0182-12	WIP	\$6,400.00
02134-007-0182	02134-007-0182-13	WIP	\$6,400.00
02134-007-0182	02134-007-0182-14	WIP	\$6,400.00
02134-007-0182	02134-007-0182-15	WIP	\$6,400.00
02134-007-0182	02134-007-0182-16	WIP	\$6,400.00
02134-007-0182	02134-007-0182-17	WIP	\$6,400.00
02134-007-0182	02134-007-0182-18	WIP	\$6,400.00
02134-007-0182	02134-007-0182-19	WIP	\$6,400.00
02134-007-0182	02134-007-0182-20	WIP	\$6,400.00

Internet Based Software Provided with Contract

- eGordian[®] Software Expedites the Job Order Process
 - Price Proposals
 - Subcontractor Lists
 - Tracking Dates
 - Required Job Order Forms
- Training provided

1% Contractor License Fee

Access to JOC Software, Construction Task Catalog[®], other proprietary materials

- Most advanced technology and data in the marketplace.
- Paperless
- Efficient
- Tasks and prices input directly... no fishing through old files and estimating books for costs

JOC process training

Software training

Software support

Included in the Contractor's Adjustment Factor

- Consider with the Bid as an Overhead cost
- 1% of Job Order Price

Solicitation Details – Class A

- **Award Based Upon Competitive Bid**
- **Must Bid Two (2) Sets of Adjustment Factors:**
 - ✓ 1 set for County/State funded projects located at lower elevations
 - ✓ 1 set for County/State funded projects over elevations of 3000 Feet
- **Same Adjustment Factors Apply to All Tasks in the CTC**
 - ✓ Adjustment Factors Must Include All Indirect Costs and Profit
 - ✓ Adjustment Factors Fixed for the Duration of Contract Term
- **Lowest Award Criteria Figure from a Responsive, Responsible Bidder is Determined to be the Lowest Price for award**

Solicitation Details – Class B

- **Award Based Upon Competitive Bid**
- **Must Bid Two (2) Sets Adjustment Factors:**
 - ✓ 1 set for County/State funded projects located in General Facilities
 - ✓ 1 set for County/State funded projects in a Secure Facility
- **Same Adjustment Factors Apply to All Tasks in the CTC**
 - ✓ Adjustment Factors Must Include All Indirect Costs and Profit
 - ✓ Adjustment Factors Fixed for the Duration of Contract Term
- **Lowest Award Criteria Figure from a Responsive, Responsible Bidder is Determined to be the Lowest Price for award**

Solicitation Details – Class A License

Prior to Bidding the Client Cannot:

- Identify or Commit to any Specific Project or Location
- Identify or Commit to any Specific CTC Tasks or Quantities

Contract	License Required	Minimum Contract Value	Maximum Contract Value	Contract Term	Bid Security	Initial Payment & Performance Bonding (Each)
23-19-J	Class A	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000
23-20-J	Class A	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000
23-21-J	Class A	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000
23-22-J	Class A	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000

Solicitation Details – Class B License

Prior to Bidding the Client Cannot:

- Identify or Commit to any Specific Project or Location
- Identify or Commit to any Specific CTC Tasks or Quantities

Contract	License Required	Minimum Contract Value	Maximum Contract Value	Contract Term	Bid Security	Initial Payment & Performance Bonding (Each)
23-J-05	Class B	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000
23-J-06	Class B	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000
23-J-07	Class B	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000
23-J-08	Class B	\$0	\$5,797,725	1 year	\$25,000	\$1,000,000

Solicitation Details

Differing Site Conditions or Changes in Scope

- Priced from Construction Task Catalog®
- Supplemental Job Order
- No Negotiated Change Orders

Filings and Permits

- Fees paid for all [Permits reimbursed 100% - No Markup](#)

CalWORKs program

- Goal of 33% of apprentice hours are performed by participants in state approved apprenticeship programs

Liquidated Damages

- On a Job Order - by - Job Order basis
- Sliding Scale Based on Job Order Value

Department of Industrial Relations (DIR) Registration and Reporting Requirement

Bid Considerations

- Contractors Should Expect To
 - Prepare Incidental Drawings or Sketches for Some Projects
 - Justify Quantity Calculations
 - Explain Detail of Work
 - Prepare Proposals for Some Projects That Might be Canceled
 - Margins on CTC Tasks Vary
 - Some Projects are More Profitable than Others
 - Maintain a Fully Functioning Office
 - Maintain a Fully Functioning Staff
 - Hold Required Licenses, Bonds and Insurance
 - Rebate 1% of each Job Order as a Contractor License Fee for eGordian® software access

Part II: Bid Factors & Considerations



Adjustment Factors

What is an Adjustment Factor?

- The Contractor's competitively bid or negotiated adjustment to be applied to the Unit Prices listed in the CTC
- Contractor's bid factor is used to determine lowest bid
- Adjustment Factors are fixed for the duration of the contract term
- The same adjustment factor apply to all tasks in the CTC
- Adjustment factors must include all indirect costs and profit

Adjustment Factors

Adjustment Factors include (but not limited to):

- All overhead, profit and taxes for the contractor and subcontractor
- Prep and modifications of proposals
- Office trailers and portable toilets
- Construction vehicles and storage devices
- All PPE
- Daily and final clean-up
- Protection of all surfaces
- Site Supervision and management meetings

- **Refer to “Understanding the Construction Cost Catalog[®]” document for comprehensive list of Inclusions**

Adjustment Factors – Class A

There are four Adjustment Factors for this contract as follows:

1. Normal Working Hours (7:00am to 5:00pm Monday through Friday)
2. Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)
3. Normal Working Hours – Work Over Elevations of 3000 Feet (7:00am to 5:00pm Monday through Friday)
4. Other Than Normal Working Hours – Work Over Elevations of 3000 Feet (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)

NOTE:

- Adjustment Factor 2 must be greater than or equal to Adjustment Factor 1.
- Adjustment Factor 3 must be greater than or equal to Adjustment Factor 1.
- Adjustment Factor 4 must be greater than or equal to Adjustment Factor 3.

Adjustment Factors not adhering to these requirements may result in Proposals being deemed non-responsive

Adjustment Factors – Class B

There are four Adjustment Factors for this contract as follows:

1. General Facilities - Normal Working Hours (7:00am to 5:00pm Monday through Friday)
2. General Facilities - Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)
3. Secure Facilities – Normal Working Hours (7:00am to 5:00pm Monday through Friday)
4. Secure Facilities – Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)

NOTE:

- Adjustment Factor 2 must be greater than or equal to Adjustment Factor 1.
 - Adjustment Factor 3 must be greater than or equal to Adjustment Factor 1.
 - Adjustment Factor 4 must be greater than or equal to Adjustment Factor 3.
- Adjustment Factors not adhering to these requirements may result in Proposals being deemed non-responsive

Calculating the Adjustment Factors: Method to Calculate

Use Historical Project Data

- Select a Completed Project - You Know Scope and Direct Costs
- Select multiple projects that you are familiar with based on your trade

Create a Representative Project

- Create a Scope of Work
- Get Sub Quotes or Estimate Cost
- Price Project From CTC
- Add on Overhead and Profit
- Calculate the Adjustment Factor

Calculating the Adjustment Factors: Sample Project: Detailed Scope of Work

10' HDPE Pipe & DI Replacement

- Site Work & Preparation
 - ✓ Saw cut along pipe pathway in the street
 - ✓ Saw cut around drainage inlet
 - ✓ Excavate trench by machine
 - ✓ Excavate trench by hand where machine cannot reach
 - ✓ Removal of existing utility pipe
 - ✓ Hauling of materials and excavation spoils
- Installation of drainage inlet structure
 - ✓ Compaction of trench subbase bottom 3 inches
 - ✓ Install 4' deep concrete drainage inlet structure
 - ✓ Connect HDPE pipe to drainage inlet structure
 - ✓ Sandbags for inlet protection from sediment
- Installation of 10 LF of HDPE Pipe
 - ✓ Compaction of trench subbase bottom 3 inches
 - ✓ Install 10LF of HDPE pipe
 - ✓ Place two sack cement slurry backfill
 - ✓ Backfill trench with native soil
- Paving
 - ✓ Apply tack coat
 - ✓ Machine placed hot mix asphalt for large areas
 - ✓ Hand place hot mix asphalt for small areas
 - ✓ Roll and finish newly applied hot mix asphalt
- **Normal Working Hours Apply**

Calculating the Adjustment Factors: Sample Price: CTC vs. Quote

Direct Cost of Work from CTC

- Paving \$ 33,055.73
- Inlet Installation \$ 8,282.09
- Pipe Installation \$ 13,119.77
- Site Work \$ 11,886.53

TOTAL = \$ 66,344.12

Direct Cost of Work from Quotes or Estimates

- Paving \$ 34,500.00
- Inlet Installation \$ 7,250.00
- Pipe Installation \$ 12,750.00
- Site Work \$ 10,500.00

TOTAL = \$ 65,000.00

Calculating the Adjustment Factors: Sample Price: Putting it all together

Overhead Costs - 6% to 12%

- Scoping
- Proposal Development
- Site Supervision and Management
- Bonds
- Insurance
- Vehicles
- Home Office Support
- 1% CLF

Calculating the Adjustment Factors: Sample Price: Putting it all together

A.	Direct Cost of Work from Quotes	\$65,000.00
B.	Overhead 10%*	<u>\$ 6,500.00</u>
C.	Subtotal (Cost & O/H)	\$71,500.00
D.	Profit 10%*	<u>\$ 7,150.00</u>
E.	Subtotal (Cost & O/H & Profit)	\$78,650.00
F.	Price From CTC	\$66,344.12

Adjustment Factor (= E / F) = 1.1855

*Sample Only. Contractor to determine O/H & Profit.

Prepare this calculation for more than one sample project.

Resources – Contractor Landing Page – Gordian Website

GORDIAN[®]

Industries ▾ Solutions ▾ Resources ▾ Events Company ▾ Login ▾ Q

How to Become a Job Order Contracting (JOC) Contractor

Gordian's **Job Order Contracting (JOC)** solutions create a unique partnership between you, the contractor, the owner and Gordian. We want your business to grow and succeed, and we can help you get there.

GET MORE INFO



"It's allowed our company to virtually double in size. The biggest success we have seen is repeat business, clients saying that was easy and we want to do it again."

Kevin Johnson | Vice President, Johnson-Laux Construction

For Decades, the Gordian Team Has Helped Contractors Succeed and Grow Their Business Through JOC.

From initial project request to construction completion, qualified contractors are motivated to provide stellar service to owners. Gordian's Construction Task Catalog[®] (CTC), a custom Unit Price Book, provides preset pricing, and each project follows a proven five-step JOC process that removes scope ambiguity. This saves time, maximizes resources and puts the emphasis back on the important things: completing quality work and creating lasting relationships.



More Opportunities for Work

JOC is an Indefinite Delivery Indefinite Quantity (IDIQ) construction delivery method that allows many projects to be completed through a single, competitively-awarded contract. If you're awarded a JOC contract, you'll have the opportunity for a steady stream of work. The single-bid process enables projects to start faster, which means less administrative overhead and more work for you and your team.

One Method, Multiple Ways to Get Involved

There are multiple ways to become a Gordian JOC contractor. Some owners prefer to have their own JOC program, and others access Job Order Contracts through cooperative purchasing networks via our **eziQC[®] solution**. Both are great opportunities to form collaborative, long-lasting partnerships with owners.



www.gordian.com/joccontractor

GORDIAN[®]

Adjustment Factor Training-Gordian Website

How to Calculate a JOC Adjustment Factor



By Gordian

Gordian's Job Order Contracting (JOC) is an indefinite delivery, indefinite quantity (IDIQ) construction delivery method that allows many projects to be completed through a competitively awarded contract. Widely popular in the public sector, this single-solicitation process is a stretch from how contractors are accustomed to bidding work.

With JOC, Adjustment Factors (commonly called coefficients) are the primary criteria owners evaluate to award contractors, so it is vital that contractors are well-versed in creating and applying them. This post explores best practices for calculating a JOC Adjustment Factor, including the costs that must be part of a realistic and successful Adjustment Factor, and applying the Adjustment Factor to a bid.

Let's start with the basics.

What is a JOC Adjustment Factor?

To obtain an award for a Gordian Job Order Contract, prospective contractors bid an Adjustment Factor on a unit price book with preset prices called a Construction Task Catalog® or CTC for short. The CTC is used to identify necessary line items to build a price proposal for each and every Gordian JOC project. In effect, by applying the Adjustment Factor, a contractor is saying "This is how much I need to be paid for these tasks to turn a profit."

Calculating an Adjustment Factor is just one facet of becoming a Gordian JOC contractor. [Visit this page to get more info and learn how a Gordian JOC program can help you expand your business.](#)

Before You Calculate a JOC Adjustment Factor

Before you begin developing your Adjustment Factor, we recommend reviewing the first six pages of the CTC, an introduction titled "Using the Construction Task Catalog." Those familiar with Gordian JOC may have heard it referred to as The Big Note. Whatever you call this section, these first six pages are important for you to get familiar with because they establish the rules for a Gordian Job Order Contract. This introduction outlines several critical pieces of information, including what is and what is not included in a JOC Adjustment factor. Following these rules may decide whether you are awarded a contract and how much you stand to profit from a JOC program.

Get an idea of what's in a typical CTC introduction by downloading an example using the button below.

DOWNLOAD SAMPLE INTRODUCTION

www.gordian.com/joccontractor

Using your overhead costs, profit, direct costs from historical projects and price from the CTC, **amounts and percentages**. Boxes C, E, F and H will populate automatically.

A: Direct Cost of Work

B: Overhead (as a %)

C: Overhead (in \$)

D: Profit (as a %)

E: Profit (in \$)

F: Subtotal (Direct Cost + Overhead + Profit)

G: Price from CTC

H: Adjustment Factor

Filling Out the Bid Form – Class A

PROPOSAL - SCHEDULE OF ADJUSTMENT FACTORS AND AWARD CRITERIA FIGURE				
<input type="button" value="Import"/> <input type="button" value="Export"/> \$ \$1.0711				
Number	Item Description	Weighted Multiplier	Adjustment Factor *	Extension
1	Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.50	<input type="text" value="\$1.0230"/>	\$0.5115
2	Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)	0.15	<input type="text" value="\$1.0345"/>	\$0.1552
3	Normal Working Hours Adjustment Factor – Work Over Elevations of 3000 Feet (7:00am to 5:00pm Monday through Friday)	0.25	<input type="text" value="\$1.1234"/>	\$0.2809
4	Other Than Normal Working Hours Adjustment Factor – Work Over Elevations of 3000 Feet (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)	0.10	<input type="text" value="\$1.2345"/>	\$0.1235
4 Items				Total: \$1.0711

* Sample only

Filling Out the Bid Form – Class B

Schedule of Adjustment Factors and Award Criteria Figure - Proposal 2 & 3						
				Import	Export	\$ 1.0664
Number	Item Description	Weighted Multiplier	Adjustment Factor *	Extension		
1	General Facilities - Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.70	\$1.0230	\$0.7161		
2	General Facilities – Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)	0.10	\$1.0345	\$0.1035		
3	Secure Facilities – Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.15	\$1.2340	\$0.1851		
4	Secure Facilities – Other Than Normal Working Hours Other Than Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.05	\$1.2345	\$0.0617		
4 Items				Total: \$1.0664		

* Sample only

Filling Out the Bid Form – Bid Bond Class A & Class B

▫ BID SECURITY

Bid Security Amount
\$25,000.00

Guarantee Method *
Electronic Bid Bond

You must either attach an electronic bid bond here or provide an original bid bond (or other form of bid security authorized by Public Contract Code Section 20129(a)) to the office location according to the instructions in the Notice to Bidders *prior to* the bid opening.

Electronic Bid Bond

! Bid bond verification has not been completed.

Bond ID *

Surety Agency *
Tinubu Surety (formerly SurePath)
Surety 2000

Surety State *

Verify Bid Bond

* Sample only

Bid Considerations:

Contractors Should Expect To:

- Prepare Incidental Drawings or Sketches for Some Projects
 - Justify Quantity Calculations
 - Explain Detail of Work
- Prepare Proposals for Some Projects That Might be Canceled
- Margins on CTC Tasks Vary
- Some Projects are More Profitable than Others
- Lose Money on Some CTC Items and Projects
- Experience Interruptions in Workflow
- Experience Delays in Job Order Issuance for Budget Procedures
- Maintain a Fully Functioning Local Office
- Hold Required Licenses
- Rebate 1% of each Job Order as a Contractor License Fee for eGordian[®] software access

Bid Considerations:

Annual Adjustment Factor Update

Annual Price Adjustment

- Applied annually on the anniversary of the Award Date
- Based on CCI (average of 20 US cities) published by Engineering News Record (ENR)
- Calculation (Based on Solicitation month)
 - $$\frac{\text{Average CCI for Current Year}}{\text{Average CCI for Base Year}} = \frac{\text{The \% Increase or Decrease in Construction Costs}}{\text{Construction Costs}}$$
 - Percentage x Original Adjustment Factors = New Adjustment Factors for Next Year
- **Normal Working Hours**
- **Other Than Normal Working Hours**
- **NPP Adjustment Factors are Fixed for the Duration of the Contract**

Adjustment Factor Considerations

Contractor Volume of Work Directly Related to Performance:

- JOC Is a Performance Based Contract
- Maximize Value of the Contract by Performing at a High Level
- Quality, Timely Completion
- Responsive, Defendable Proposals
- Demonstrated Performance

Pay Higher Prices for Workmanship

- Better Quality
- Timely Completion

Price Escalations During Contract Term

There Are NO Change Orders or Option Periods to Improve the Margin

Bid Considerations: Contractor Adjustment Factor

Importance of Adjustment Factors

- Determines Lowest Bidder AND
- Used to Price Individual Work Orders
- Price Proposal Total Becomes the Lump Sum Job Order Amount

$$\begin{array}{r} \text{Unit Price} \quad \times \quad \text{Quantity} \quad \times \quad \text{Adjustment Factor} \quad = \quad \text{Total for Task} \\ + \\ \text{Unit Price} \quad \times \quad \text{Quantity} \quad \times \quad \text{Adjustment Factor} \quad = \quad \text{Total for Task} \\ + \\ \text{Unit Price} \quad \times \quad \text{Quantity} \quad \times \quad \text{Adjustment Factor} \quad = \quad \text{Total for Task} \\ \hline \text{Total Job Order Price} \end{array}$$

Bid Considerations: Risks of Low Adjustment Factor

Leads to Arguments in Proposal Review

- Unsupportable Tasks
- Exaggerated Quantities

Leads to Delays in Work Order Development

- Takes Longer to Review Proposals

Creates an Adversarial Relationship

- Reduced Volume of Work
- Will Shorten Contract
- Lost Profitability

No Second Chance to Improve your Margin

Review of Key Points

- **Focus on Total Potential Value of Contract**
- **Evaluate Construction Task Catalog[®]**
 - Analyze Unit Prices
 - Know the General Guidelines for Using the CTC
- **Contractor Performance Drives Volume**
 - Ability to Market Program and Services
 - Responsive Service
 - Accurate Proposals
 - Safe and Clean Project Sites
 - High Quality Construction
 - On-Time Completion
 - On Time Close Out

Review of Key Points - The Rewards

JOC Can Be Profitable

- Proportional to Contractor's Performance

Continuing Relationship

- Partnership
- Don't Have to Chase Work

Professionally Rewarding

- Partner in Project Development
- Opportunity to Apply Construction Expertise

How To Obtain A Bid Package

Bidders may fill out a Request to be Added to Planholders List: <https://www.fresnocountyca.gov/Departments/Public-Works-and-Planning/Construction-BiddingOpportunities/Request-to-Be-Added-to-the-Planholders-List-Form>

Requesters will then be listed as a planholder for the project on the website and receive notifications and addenda issued for the project.

Prospective bidders may also select the project on www.BidExpress.com. Those that demonstrate interest in the project will be added to the planholders list, and receive notifications and addenda issued for the project.

Planholder and exchange/publication names may be obtained from the Fresno County website at <https://www.fresnocountyca.gov/planholders>. Electronic copies in “.pdf” file format of the official project plans and specifications and such additional supplemental project information as may be provided at the mandatory pre-bid conference.

The bid documents are available online at: <https://www.bidexpress.com/businesses/36473/home> and bids may be submitted electronically through that website.

If a bidder is unable to submit a bid via Bid Express, Bid books, which contain bid proposal sheets necessary to submit a bid, may be obtained at <http://www.fresnocountyca.gov/planholders>. Paper bids shall be submitted in a sealed, opaque envelope addressed to the Department and labeled with the name of the bidder, the name of the project, the contract number, and the statement 'Do Not Open Until The Time Of Bid Opening.'

Bid Submission Questions

All questions regarding this project shall be in writing and shall be received by the Department of Public Works and Planning, Design Division, **no later than 2:00 P.M. on the seventh (7th) calendar day before bid opening.**

Any questions received after this deadline will not receive a response unless the Department of Public Works and Planning elects to issue an addendum to revise the bid opening date.

In the event that the bid opening date is revised, the deadline for questions will be extended to no later than 2:00 P.M. on the seventh (7th) calendar day before the revised bid opening date.

Questions shall be submitted on the “Contractor Request For Clarification” form provided on the project website at:

Class A General Engineering Contract Nos. 23-19-J, 23-20-J, 23-21-J, 23-22-J

<https://www.fresnocountyca.gov/Departments/Public-Works-and-Planning/Construction-BiddingOpportunities/23-19-J-23-20-J-23-21-J-23-22-J-Class-A-General-Engineering-Job-OrderContract/Request-for-Clarification-Form>

Class B General Building Contract Nos. 23-J-05, 23-J-06, 23-J-07, 23-J-08

<https://www.fresnocountyca.gov/Departments/Public-Works-and-Planning/Construction-BiddingOpportunities/23-19-J-23-20-J-23-21-J-23-22-J-Class-A-General-Engineering-Job-OrderContract/Request-for-Clarification-Form>

BIDS DUE

Sealed bids due for both Class A & Class B: Thursday, December 14, 2023, at 2:00 p.m.

- Bids may be submitted electronically through the **Bid Express** online portal at <https://www.bidexpress.com/businesses/36473/home>
- Or by hard copy to:
 - Fresno County Department of Public Works and Planning (Department)**
 - Office of the Design Engineer**
 - Seventh Floor**
 - Fresno County Plaza Building**
 - 2220 Tulare Street**
 - Fresno, CA 93721**
- Bids will be publicly opened and viewable via a livestream (the link for which will be posted at <http://www.fresnocountyca.gov/planholders>) for the following Contract Numbers
 - **GENERAL ENGINEERING JOB ORDER CONTRACT (Class A):** 23-19-J; 23-20-J; 23-21-J; 23-22-J
 - **GENERAL BUILDING JOB ORDER CONTRACT (Class B):** 23-J-05; 23-J-06; 23-J-07; 23-J-08
- If you have any questions about bid submission, please contact the County at DesignServices@fresnocountyca.gov or calling (559) 600-4241 or (559) 600-4543.

Final Note

- Confirm the Record of your Attendance at this Pre-Bid Meeting
 - Your first & last name
 - Company
 - Phone number
 - Email address
- Presentation and attendance record will be emailed to attendees

QUESTIONS?