



Sacramento Area Flood Control Agency (SAFCA)

**Job Order Contracting
JOC 025, JOC 026, JOC 027, JOC 028
Pre-bid Conference**

June 2026

Pre-Bid Conference Agenda

- JOC Overview
- JOC Contract Documents
- JOC Process
- Solicitation Details
- **Understanding the Construction Task Catalog® (CTC)**
- Calculating the Bid
- Bid Considerations & Review
- **Contractor Adjustment Factors**
- Risk of Low Adjustment Factors
- Questions

Job Order Contracting (JOC)

Definition

- Indefinite delivery/indefinite quantity process (IDIQ)
- Enables facility owners to complete a substantial number of individual projects with a **single, competitively-awarded bid**
- Construction Tasks are based on **preset costs in a Unit Price Book (UPB)**
- Contractors bid an Adjustment Factor to be applied to **UPB**, resulting in on-call, competitively bid and awarded contractors that are available to perform work at agreed upon prices

Value

- Saves time and administrative costs on construction procurement
- Provides transparent and auditable procurement process that ensures diversity/inclusion
- Fundamentally different construction procurement relationship
 - Contractors are subject to different motivators and behavior
 - Non-adversarial relationship between Owner and Contractor

How Job Order Contracting Works

Part 1

Bidding the Umbrella Job Order Contract

Owner
Advertises
Job Order
Contract



Contractors
Submit
Bids



Owner
Awards
Umbrella
Job Order
Contracting
Contract

Part 2

Procuring Individual Projects from Owner

Owner
Project A

Owner
Project B

Owner
Project C

Subcontracting
Opportunities

Subcontracting
Opportunities

Subcontracting
Opportunities

The Process



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 SAFCA
 - Good work is rewarded with more work
 - Develop partnership with the SAFCA
- Ability to leverage subcontractor and supplier relationships
- Ability to sell value, not just compete to be the lowest price

Why JOC Works For Facility Owners

- Fast-tracked project delivery with preset prices
- Lump sum task orders
- Ability to complete a substantial number of individual projects with a single competitively-bid contract
- Contractor has continuing financial incentive to provide:
 - Responsive services
 - Accurate Price Proposals
 - Quality work
 - Timely close out
- Future Purchase Orders tied to contractor performance
 - No obligation to award specific projects
 - SAFCA can use all other methods for accomplishing projects

Why JOC Works For Facility Owners

Can increase use of local businesses

- Responsiveness requires the prime to use multiple local subcontractors
- No bonding requirement for the sub, faster payment, and less red tape, thereby expanding business opportunities for small businesses

Increased transparency

- SAFCA can see and review the back-up pricing details

Schedule flexibility

- No shelf life for prices or Task Orders
- Fast procurement cycle is good for end-of-fiscal-year projects

Why JOC Works For Facility Owners: *Quality Contractors*



About the CTC:

- ☑ This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for **Sacramento Area Flood Control Agency**, priced locally using current labor, material and equipment costs, and published in June 2025.
- ☑ 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 **Sacramento Area Flood Control Agency**. 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.



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;

2025

Sacramento Area Flood Control Agency

Using The Construction Task Catalog®

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.
- ☑ 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.

Using the Construction Task Catalog® (Summary) – Adjustment factors Inclusion

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

BUSINESS COSTS:

1. Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.
2. Insurance and bonding.
3. Profit.
4. Job Order development services, Owner meetings, and other administrative services required by the Contract Documents.
5. Subcontractor's overhead and profit.
6. Cost of financing the work.
7. Business risks such as the risk of a lower than expected volume of work, smaller than anticipated Job Orders, poor Subcontractor performance, and inflation or material cost fluctuations.

PROJECT RELATED COSTS:

8. Project trailer, equipment and supplies, and portable toilets for Contractor's use.
9. Project management and project supervision.
10. Services required to complete project filings and obtain permits.
11. Preparation and modification of sketches, drawings, submittals, as-built drawings, project photographs and other project records.
12. Incidental engineering and architectural services.
13. Gang boxes and storage containers for Contractor's tools, equipment and materials.
14. Basic safety and warning signage, minor barricades (e.g., construction tape, etc.) and personnel safety equipment (e.g., hard hats, safety harnesses with lifeline or cabling, protective clothing, safety glasses, face shields, etc.).
15. Meeting Owner's security requirements.
16. All taxes for which a waiver is not available including material sales tax and equipment rental.
17. Removing and returning Owner's furniture and furnishings (e.g. chairs, tables, pictures, etc. but excluding modular furniture, furnishings fastened to the wall or floor, safes and other furniture requiring disassembly).
18. Sealing windows doors, and other openings with plastic to contain construction dust and debris within the work area, or to protect existing surfaces.
19. Working in extreme temperatures (below or above normal) or adverse conditions such as rain, wind, sleet or snow. Costs resulting from inadequate supply of building materials, fuel, electricity, or skilled labor.
20. Costs resulting from inadequate supply of building materials, fuel, electricity, or skilled labor.
21. Daily clean-up.
22. Final professional clean-up.

PRICE VARIATIONS:

Contractors may experience direct costs that are different than the unit prices set forth in the Construction Task Catalog. While diligent effort was made to provide accurate, unit prices, it is the Contractor's responsibility to review and analyze the unit prices, and to calculate, prior to bidding, the Adjustment Factors accordingly.

SUMMARY:

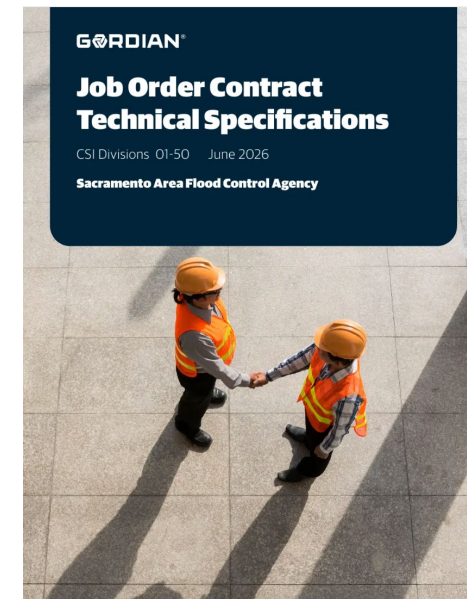
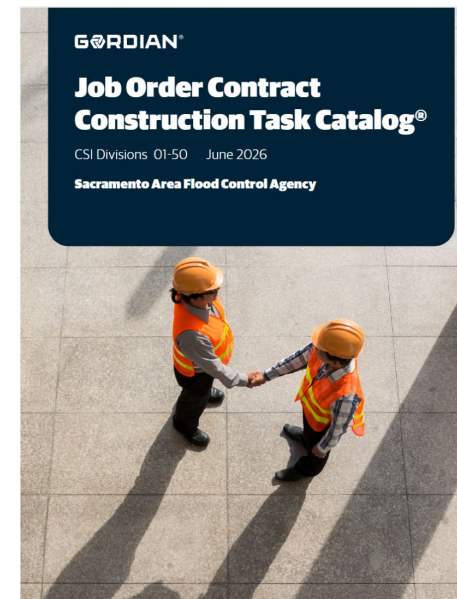
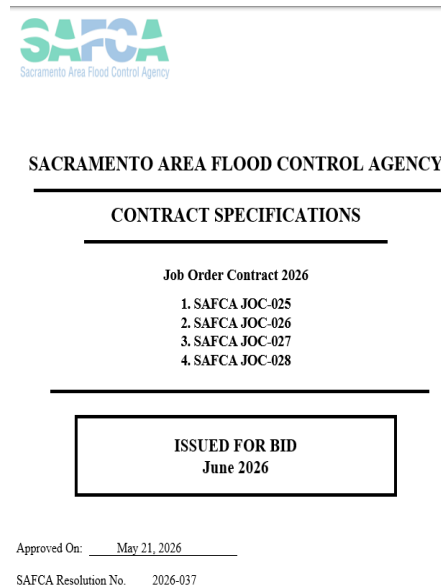
1. This list is not exhaustive and is intended to provide general examples of costs to be included in the Contractor's adjustment Factors.
2. The only compensation to be paid to the Contractor for Tasks will be: Unit Price X Quantity X Adjustment Factor.
3. No additional payments of any kind whatsoever will be made.
4. All costs in excess of the unit prices, must be included in the Adjustment Factors.

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Contract Documents

- Front end documents
- Construction Task Catalog®
- Technical specifications



Front End Documents

- Notice to Contractors
- Proposal – Bid Forms
- Division I – General Requirements
- Special Provisions
- Bond Forms
- General Conditions



SACRAMENTO AREA FLOOD CONTROL AGENCY

CONTRACT SPECIFICATIONS

Job Order Contract 2026

1. SAFCA JOC-025
2. SAFCA JOC-026
3. SAFCA JOC-027
4. SAFCA JOC-028

ISSUED FOR BID
June 2026

Approved On: May 21, 2026

SAFCA Resolution No. 2026-037

Bidding Process

- Award Based on Competitive Bid
 - **SAFCA Bidders Must Bid 2 Adjustment Factors:**
 - Normal Working Hours in Non-Secured Facility: 6:00am to 8:00pm Monday to Friday
 - Other Than Normal Working Hours in Non-Secured Facility: 8:01 pm to 5:59 am Monday to Friday, and all-day Saturday, Sunday and Holidays
 - Adjustment Factors Apply to All Tasks in the CTC
 - Each Adjustment Factor is Weighted to Create an Evaluation Criteria Figure
 - It is intended that four contracts will be awarded to the four lowest responsible bidders.

Bidding Process

Evaluation Based on Competitive Bid

- All Adjustment Factors Apply to All Tasks in the CTC
- Bids will be rejected as non-responsive if the 'Other than Normal Working Hours' Adjustment Factors are not greater than the 'Normal Working Hours' Adjustment Factors.
- Each Adjustment Factor is Weighted to Create an Evaluation Criteria Figure
- Lowest Evaluation Criteria Figure From a Responsive, Responsible Bidder is successful!

Solicitation Details – SAFCA

Prior to bidding, SAFCA cannot:

- Identify or commit to any specific project or location
- Identify or commit to any specific CTC tasks or quantities

Contract	License Re	Minimum Contract Value	Maximum Contract Value	Contract Term	Payment & Performance Bonding (Each)
JOC 025	General Engineering Contractor “A”	None	\$2,000,000.00	1 Year	\$2,000,000.00
JOC 026	General Engineering Contractor “A”	None	\$2,000,000.00	1 Year	\$2,000,000.00
JOC 027	General Engineering Contractor “A”	None	\$2,000,000.00	1 Year	\$2,000,000.00
JOC 028	General Engineering Contractor “A”	None	\$2,000,000.00	1 Year	\$2,000,000.00

Solicitation Details

- SAFCA intends to award up to four (4) Job Order Contracts to the four lowest responsive, responsible bids.
- To be eligible to have a bid accepted on the JOC; the Bidder must confirm in the Vendor Submissions section of the bid attesting that the Bidder reviewed the information in this pre-bid presentation in its entirety.
- **Each bidder may submit one and only one bid for each solicitation.**
- If a bidder submits more than one bid for each solicitation; that bidder will be disqualified, and those bids will be returned to the bidder unopened.

Solicitation Details

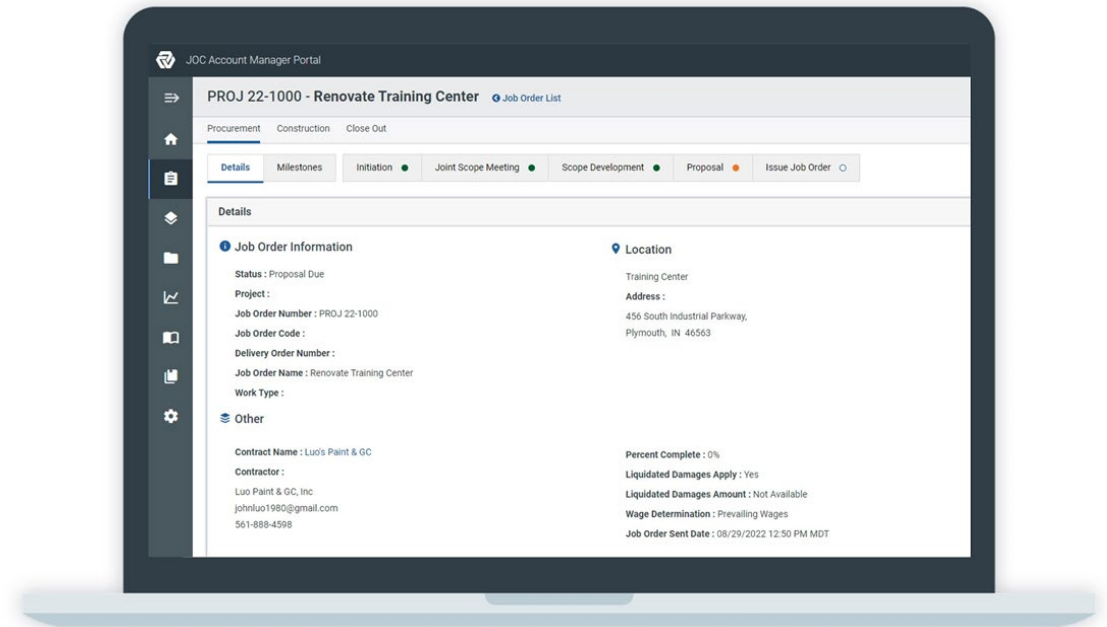
- Differing Site Conditions or Changes in Scope
 - Priced from Construction Task Catalog[®]
 - Supplemental Task Order
 - No Negotiated Change Orders
- Filings and Permits
 - Fees paid for all Permits reimbursed 101% - To cover the CLF
- Liquidated Damages
 - Value of Job Order Liquidated Damages

• \$0 to \$10,000	\$100/Day
• \$10,001 to \$50,000	\$250/Day
• Over \$50,000	To Be Determined by the Agency
- Bid Security: \$25,000

Solicitation Details

Cloud software provided with Contract

- Gordian Cloud expedites the Job Order process
 - Price Proposals
 - Subcontractor lists
 - Tracking dates
 - Required Job Order forms
- Training provided



1% Contractor License Fee

- Access to Gordian Cloud, 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
- Gordian Cloud software training
- Software support
- Included in the Contractor's Adjustment Factor
 - Consider with the Bid as an Overhead cost
 - 1% of Job Order Price

Bid Considerations

- Expect to prepare incidental drawings or sketches to justify quantities and explain details
- You may prepare Price Proposals for projects that are canceled
- Margins on CTC tasks vary
- Projects profitability may vary
- Expect to maintain a fully-functioning local office
- You must hold required licenses
- Rebate 1% of each Task Order as a contractor license fee for Gordian Cloud software access

Construction Task Catalog®

- Catalog of pre-priced construction tasks
- Organized by Construction Specifications Institute (CSI)
- Based on local labor, material and equipment Costs
- The tasks represent the scope of work for the contract

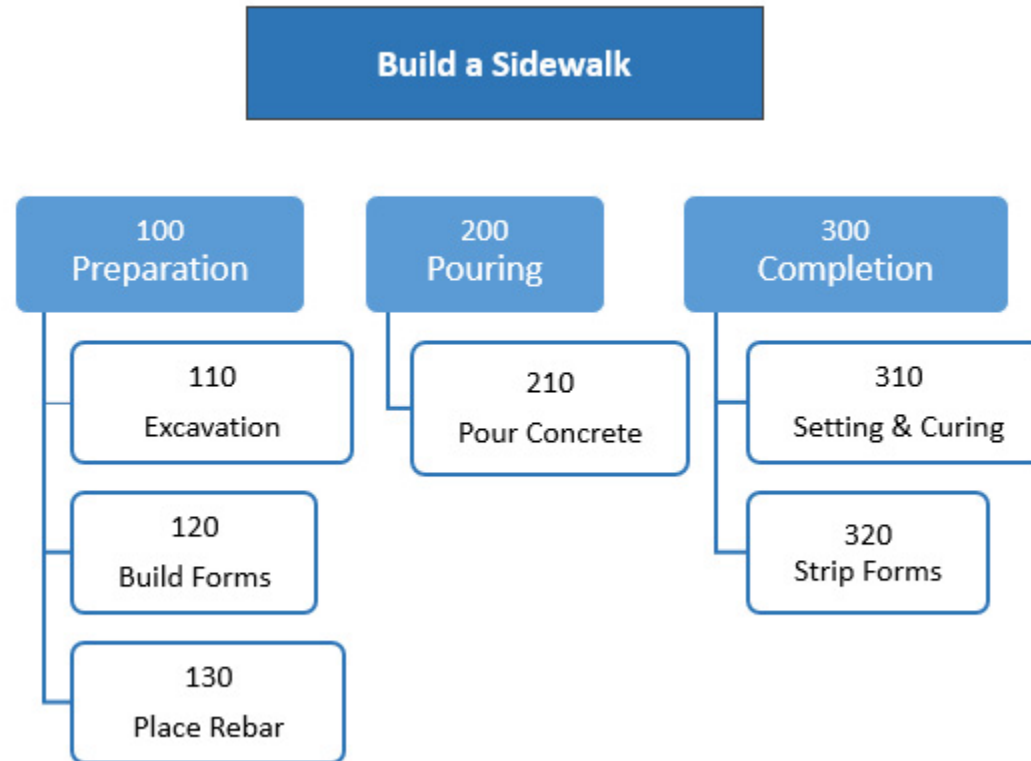


Technical Specifications

- Specifies quality of materials and workmanship
- Corresponds with tasks in the Construction Task Catalog®



Understanding the Construction Cost Catalog®



Construction Task Catalog®

CSI Number

32 16 23

Sidewalks (32 16)

32 16 23 00-0001

Cast In Place Concrete Sidewalk Assemblies (32 16 23)

Note: Includes finish grading, delivered concrete (up to 3500 PSI) by chute, formwork, 1/4" radius joints and edges, polyethylene sheeting, control joints, expansion joints, sealer, screed, broom finish, and curing. Excludes excavation, base, base compaction and welded wire reinforcement. For bar or fiber reinforcing, add bar or fiber reinforcing tasks. See CSI section 02 41 13 13-0000 for sidewalk removal, 03 05 13 00-0001 for color additive, 03 21 00 00-0000 for reinforcing steel, 03 31 13 00-0079 for buggies, 03 31 13 00-0086 for small quantity purchases, 03 37 16 00-0001 for pumping with boom truck, 31 23 16 36-0000 for excavation, 32 11 23 16-0001 for base course.

Section Note

Install/LF

32 16 23 00-0002

SF 4" Cast In Place Concrete Sidewalk

Task

9.28

For Up To 100, Add

4.02

For >100 To 500, Add

1.14

For >1,000 To 5,000, Deduct

-0.68

For >5,000, Deduct

-1.48

For 3,500 PSI Concrete, Add

0.12

For 4,000 PSI Concrete, Add

0.20

For 4,500 PSI Concrete, Add

0.23

For Welded Wire Reinforcement, Add

0.90

Modifiers

Understanding the Construction Cost Catalog®

Include All Appropriate Tasks:

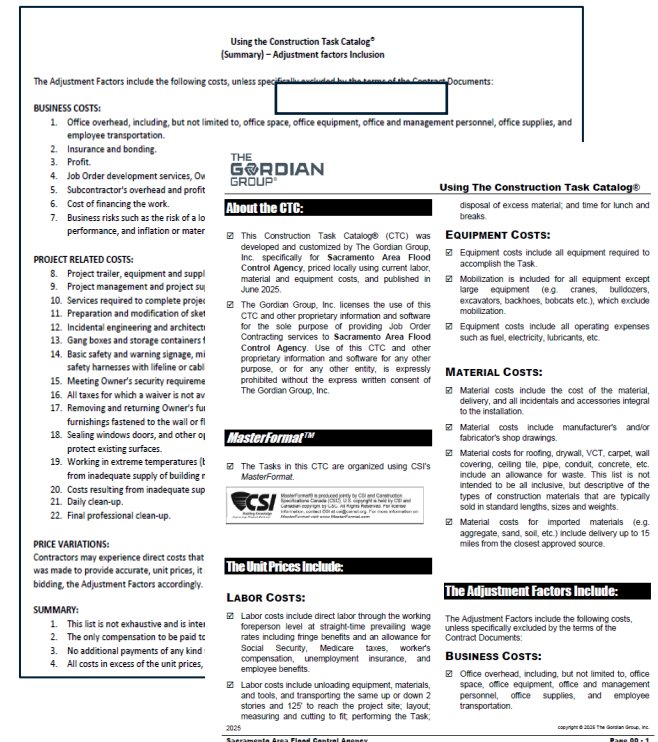
32 16 23 00-0002	4" Cast In Place Concrete Sidewalk	SF	\$9.28	400	\$3,712.00	
	For Quantities 100 to 500, Add	SF	\$4.02	400	\$1,608.00	
32 11 23 16-0004	4" Crushed Aggregate Base	SF	\$1.38	400	\$552.00	
	For Quantities Under 1000	SF	\$0.38	400	\$152.00	
01 71 13 00-0003	Mobilize Backhoe	EA	\$4.76	1	\$4.76	
31 23 16 36-0006	Excavation by Backhoe	CY	\$7.27	22	\$159.94	
	For Quantities Under 20 CY, Add	CY	\$2.91	22	\$64.02	
31 23 16 36-0012	Loading Excess Materials	CY	\$5.89	28	\$164.92	
	For Quantities Under 20 CY, Add	CY	\$5.89	28	\$164.92	
01 74 19 00-0029	Hauling to Dump Site	CYM	\$0.74	207	\$153.18	
01 74 19 00-0039	Recycle Dirt Drop Off Fee	CY	\$39.29	28	\$1,100.12	\$8,860.09
01 55 26 00-0164	Cones	EA	2.43	133	323.19	400
01 22 20 00-0003	Traffic Control	HR	87.63	8	701.04	22.15

* Sample only

Compare these prices

Understanding the Construction Cost Catalog®

- 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



Understanding the Construction Cost Catalog®

- Unit prices are for complete and in-place construction
- **Unit prices include labor, material and equipment – direct cost**
- **Unit prices include cost of delivery to project site, unloading, storage and handling. Delivery height is up to 2 Stories & 125'**
- 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

Understanding the Construction Cost Catalog®

- Demo price includes loading into truck or dumpster
- If item is demolished as part of different task, it will not be paid for separately
- **Contractor paid for installed quantities only**
- **Waste 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 and include delivery, hauling and dump fees**

Understanding the Construction Cost Catalog®

Your 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
- Job Order development services, owner meetings, and other administrative services required by the Contract Documents
- Subcontractor's costs-overhead and profit
- Cost of financing the work
- Business risks such as the risk of a lower-than-expected volume of work, smaller than anticipated Job Orders, poor Subcontractor performance, and **inflation or labor/material cost fluctuations. For one (1) year.**

Understanding the Construction Cost Catalog®

Your Adjustment Factors include:

PROJECT RELATED COSTS:

- **Project trailer, equipment and supplies, and portable toilets for Contractor's use**
- **Project management and project supervision. Services required to complete project filings and obtain permits**
- Preparation and modification of sketches, drawings, submittals, as-built drawings, project photographs and other project records
- Incidental engineering and architectural services
- Gang boxes and storage containers for Contractor's tools, equipment and materials
- Basic safety and warning signage, minor barricades (e.g., construction tape, etc.) and personnel safety equipment (e.g., hard hats, safety harnesses with lifeline or cabling, protective clothing, safety glasses, face shields, etc.)
- Meeting Owner's security requirements
- All taxes for which a waiver is not available including material sales tax and equipment rental
- **Costs resulting from inadequate supply of building materials, fuel, electricity, or skilled labors**

Non Pre-Priced Tasks

- Contractor must have permission from the SAFCA to use a Non-Pre-priced Task prior to submission
- Two (2) Quotes on vendors' or subcontractors' letterhead
- Justification for less than two (2) Quotes
- Contractor is paid the amount in the following formula:

Contractor Performed Duties

A= The number of hours for each labor classification and hourly rates

B= Equipment costs (other than small tools)

C= Two independent quotes for all materials

Total Cost for self-performed work = (A+B+C) x the appropriate Adjustment Factor (Only if A & B cannot be priced out of the CTC)

Subcontractor Performed Duties

D= Subcontractor Costs (supported by two quotes)

Total Costs of Non-Pre-Priced Task = D x the appropriate Adjustment Factor

Non-Pre-Priced Cont.

Material Price Spike Adjustment:

For the purpose of this clause, a "**major spike**" is defined as a spike in a specific material cost of more than **25% above what the cost of that material was on the date the Construction Task Catalog®** was issued. In the event a major spike occurs in a specific material cost, the Contractor may submit a request for a price modification to a Unit Price or individual Job Order. In order to initiate such a request, the Contractor shall:

- Identify the specific material that has experienced a major spike,
- Identify pre-priced task(s) or Job Orders that require the material experiencing a major spike, and
- Demonstrate that the spike exists by **submitting a minimum of two (2) quotes on material supplier letterhead** to show that the current price meets the "major spike" definition above.

Method to Calculate

Use historical project data

- Select a completed project
 - Known scope and direct costs
- Price project from CTC
- Add overhead and profit
- Calculate the Adjustment Factor

Sample Project: Detailed Scope of Work

- **Interior Renovation**

- Doors and Hardware
 - Replace 12 interior doors, hinges and hardware
 - Doors shall be 3x7, solid core wood doors
 - Grade 2 locksets with knobs
 - Replace 2 push bar exist devices and door closers on exit doors
- Interior Lighting
 - Replace all lay-in troffer fixtures on first and second floors. 48 in total
 - Replace 4 exit fixtures
 - Replace 12 industrial fixtures in shop area
- Plumbing Fixtures
 - Replace 8-bathroom sinks, 8 faucets, and 8 toilets in men's and women's bathroom in admin building and shop area
 - Replace 4 water fountains
- Replace Boiler
 - Demo existing boiler and as much piping and venting to accommodate new boiler. Install a new 1028 mbh oil-fired cast-iron boiler. No access for packaged boiler. Must field assemble sections. Provide new piping as required.

- **Normal Working Hours Apply**

Sample Project: Price Proposal

[illegible]

Work Order #:	000001 Florida 2014
Title:	Florida Sample Renovation
Contractor:	The Gordian Group
Proposal Value:	\$66,344.12
Proposal Name:	Florida Sample Renovation

Boiler:	\$33,055.73
Doors and Hardware:	\$8,282.09
Lighting:	\$13,119.77
Plumbing:	\$11,886.53
Work Order Proposal Total	\$66,344.12

Contractor's Price Proposal Detail - Category					
Date: February 03, 2012					
Contract Number: P14-0246					
Work Order Number: 14022224-02-PREBID					
Work Order Title: 14022224-02-PREBID Project					
The Contractor: TSC Insurance Group					
Proposal Value: \$75,754.75					
Proposal Name: 1" Thick Insulation					
Item	Seq.	Item	Unit	Description	Line Total
Category: Other					
1	25	100	EA	1" SPF Denatured 1" Thick Wenge Marine Expansion Seal	\$75.75
Quantity: 1000.000					

[illegible][illegible]

Subtotal for Category - Lighting:	\$10,611.
Category - Plumbing	

Cost Proposal Detail - Category
Page

Cost Proposal Detail - Category
Page 8 of 10

Sample Price: CTC vs. Quote

Direct Cost of Work from CTC

- Replace Boiler \$ 33,055.73
- Doors/Hardware \$ 8,782.09
- Lighting \$ 13,119.77
- Plumbing \$ 11,886.53

TOTAL = \$ 66,344.12

Direct Cost of Work from Quotes or Estimates

- Replace Boiler \$ 38,500.00
- Doors/Hardware \$ 8,250.00
- Lighting \$ 13,750.00
- Plumbing \$ 11,500.00

TOTAL = \$ 72,000.00

Sample Price: Putting it all together

• A.	Direct Cost of Work from Quotes	\$72,000.00
• B.	Overhead 10%*	<u>\$7,200.00</u>
• C.	Subtotal (Cost & O/H)	\$79,200.00
• D.	Profit 10%*	<u>\$7,920.00</u>
• E.	Subtotal (Cost & O/H & Profit)	\$87,120.00
• F.	Price From CTC	\$66,344.12
•	Adjustment Factor (= E / F) = 1.3132	

*Sample Only. Contractor to determine O/H & Profit. [Prepare this calculation for more than one sample project.](#)

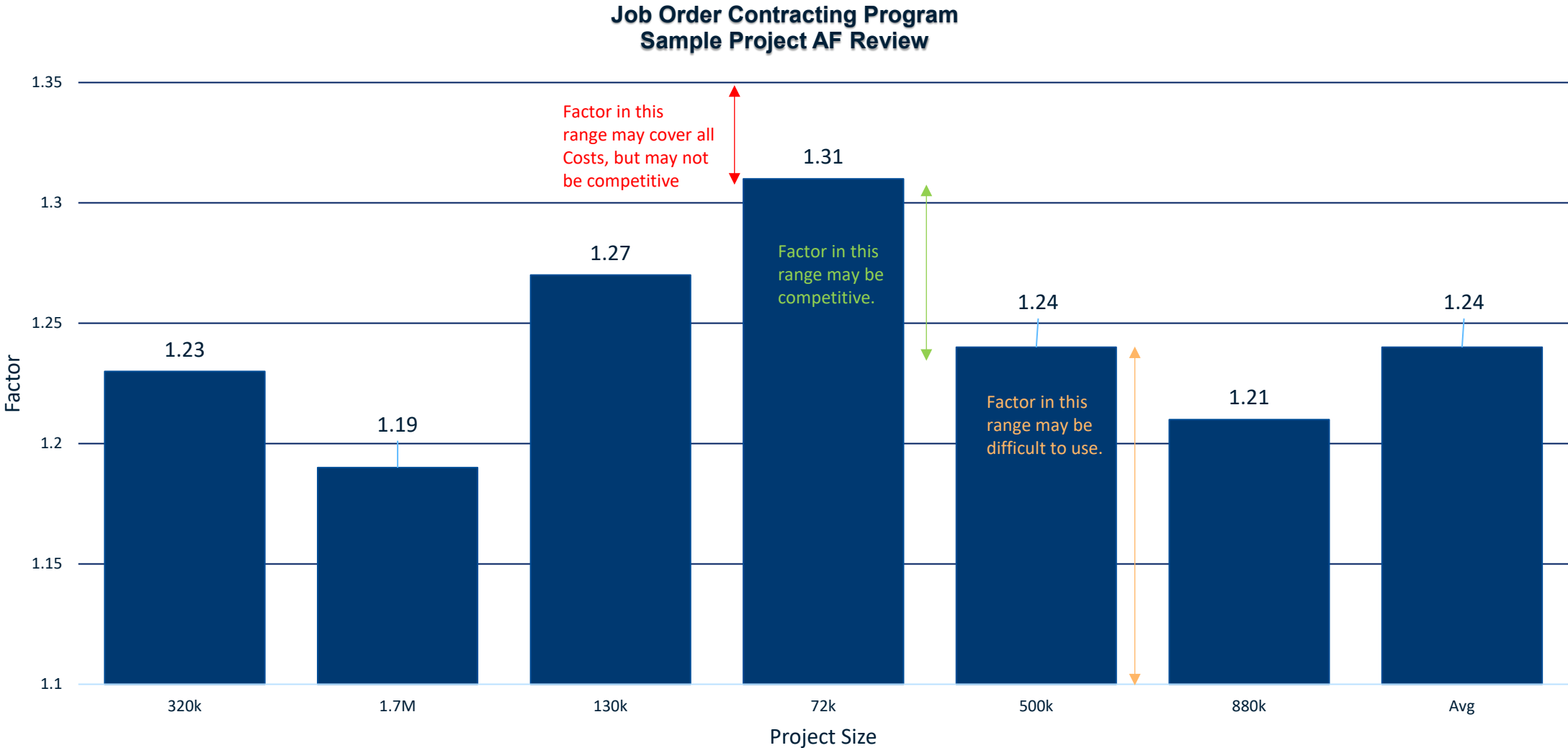
Sample Price: Putting it all together

CTC	\$66,344.12	\$66,344.12
Adjustment Factor	1.3132	0.904
Project Value OH/P	87,123.10	59,975.08
Sub Cost	(72,000.00)	(72,000.00)
P&OH Direct Cost	15,123.10	(12,024.92)

*Sample Only. Contractor to determine adjustment factor.

Added in Labor, and exaggerated quantities in line tasks will NOT BE ACCEPTED!

Sample Price: Putting it all together



Filling Out the Bid Form – SAFCA

Line Item	Description	Work Di...	Unit of Measure	Adjustme...	Total	Columns
1	Normal Working Hours (utilize four decimal places e.g., "1.2345")	0.8	Adjustment Factor			
2	Other than Normal Working Hours (utilize four decimal places, must not be lower than Item 1)	0.2	Adjustment Factor			
Total					\$0.00	

Contractor Adjustment Factor

Importance of Adjustment Factors

- Determines lowest bidder
- Used to price individual Work Orders
- Price Proposal total becomes the lump sum Job Order amount

	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
+	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
+	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
							Total Job Order Price

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 contract value

- \$ 2,000,000.00
- **Evaluate Construction Task Catalog[®]**
- Analyze unit prices
- Know 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

Bids Due

- Each bid must be submitted electronically no later than 2:00 PM on the day of the bid, on the table provided in the Pricing Proposal tab of the OpenGov portal.
- Each bid must be accompanied by security in the form of a bid bond issued by a corporate surety, a certified check or cashier's check payable to SAFCA, or cash for an amount not less than \$25,000.

Bid Due Date:

- July 30, 2026, 2:00 PM (Local Time)

Questions:

- Contract Documents are available for download at <https://procurement.opengov.com/portal/saccounty/projects/265428>.
- Bidder may submit one and only one bid per solicitation. If a bidder submits more than one bid for a solicitation; then that bidder will be disqualified, and those bids will be returned to the bidder unopened.
- Direct pre-bid questions to Jennifer Heredia, Contract Specialist, via the Q&A tab in the portal.
- ALL PRE-BID QUESTIONS MUST BE **Friday, July 17, 2026 by 5PM**. Questions received after that time will not be answered. Responses will be by addenda to the bid documents.