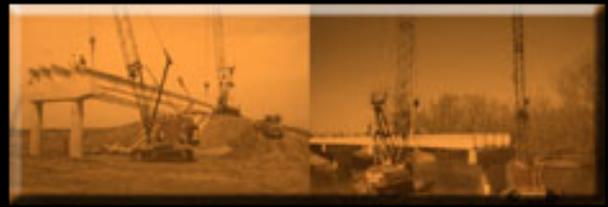




Contact Info 

Welcome to Taylor Construction , Inc.



We are an Iowa-Based Heavy Highway Construction Company

We are a family-owned and operated business. Our business was founded in 1972.

[→ More](#)

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- [◀ About Us ▶](#)
- [◀ Services ▶](#)
- [◀ Crane Rental ▶](#)
- [∨ Employment ∨](#)

Leading changes through innovation



Our Services



Bridges
Pile Driving
Heavy Lifting

[→ More](#)

Employment



Looking for a job?

This is where to find out what we are hiring for and how to apply.

[→ More](#)

Iowa Dept of Transportation

Estimating For Highway Construction

By: Krista Thier

Overview of Workshop

Section 1 – Know the IDOT

Section 2 – Develop a Business Plan

1. Working with the IDOT

* Know the DBE Staff

- <http://www.iowadot.gov/civilrights/documents.htm>

• Know the IaDOT website where opportunities are posted

- <http://www.iowadot.gov/contracts/lettings.html>

What a Contractor Must Do

- When to Look for Bids
- Where to Look for Bids
- How to Communicate your Qualifications
- How to Deliver on your Quote
- Bidding as Prime
- Working Directly with Primes
 - What Information Does the Prime Want
 - Quoting the Primes

2. Develop a Business Plan for IDOT

- Develop Estimating Best Practices:
 - Ask yourself these questions:
 - “What Markets will I Bid or Quote?”
 - “What Knowledge do I have for Bidding and
 - “What Knowledge do I need to attain?”
 - “What Software do I use for Bidding?”

Probability of Winning a Bid

- Success rate typically 15% to 5%
 - 15% success rate
 - * Company that performs \$5 million dollars of will estimate \$33 million of work
 - * \$2.75 million per month
 - 10% success rate
 - * Company that performs \$5 million dollars of work will estimate \$50 million of work
 - * \$4.2 million per month
 - 5% success rate
 - * Company that performs \$5 million dollars of work will estimate \$100 million of work
 - * \$8.3 million per month

Should 33% or 75% of my day go towards Estimating?

Evaluate your goals.

- * What work types do I currently perform and what work types do I want to perform?
- * What are my staffing needs?



What Projects are Appealing?

Decision Based Upon

- Work Type of Construction
- Location
- Contract Amount or Project Size
- Wages
- IDOT/County/City/Private Development
- Architect
- Scheduling

Is the Project still Appealing?

- Decision Based Upon
 - Do I need to Rent Equipment?
 - Do I have Qualified Personnel?
 - Who are the Possible Competitors?
 - Do we have a Competitive Advantage over other competitors?
 - What is Risk Level?
 - Any unusual Spec book requirements?

The Weather Impact

- Construction being a Seasonal Business, can I cover the indirect costs of an office, staff, and vehicle expenses if crew(s) are not working for 5 months?
- What Alternative Revenue Sources can the company pursue?
- Will extreme weather conditions impact revenue stream?



Management

- Can your Team Be Managed and Operated Well?
- Can you and your team Control Overhead Costs?
- Can you or your team get the contracts?
- Can your team provide quality workmanship?
- When the project is complete is there profit?



Staffing

- Training opportunities for skilled and unskilled
- Training opportunities for management/office staff
- Crews planning on traveling

A Contract Arrives, What is Next?

- Know the direct costs. You can lose money if the work schedule goes off tract.
- Set up schedule.
- Attend Pre-Construction Meeting.
- Establish internal change-order prices.

Cash Availability

- Are you Invoicing the Owner or Prime Contractor on a Bi-monthly Basis?
- Are You Taking Discounts on Payables?
- What Cash Flow Constraints are Foreseen in the Near Future with the Contract?
- Any Cash Flow Constraints Expected on Projects being bid?

Crane Safety



Workers stand near a toppled crane Wednesday at the construction site for Apex Concrete, 2400 U.S. 52 South in

Dubuque. The accident killed crane operator Lonnie Plumley, 39, of Dubuque, with A-1 Crane Rental & Machinery.

THE JEREMY PORTER

Dubuquer killed in crane accident

Lonnie Plumley

About

on site

Quality Pays

	* Rating	Point Range
ORGANIZATION/MANAGEMENT: 30%		
A. Superintendent in charge with authority.	5	0-5
B. Coordination with suppliers, other contractors and utilities.	4	0-5
C. Adequate and competent labor force.	3	0-5
D. Processing paperwork.	4	0-5
E. Attitude and cooperation.	9	0-10
WORK PERFORMANCE: 45%		
F. Completion on schedule.	14	0-20
G. Compliance of work.	8	0-10
H. Quality of the finished product.	12	0-15
SAFETY PRACTICES: 15%		
I. Administration and general project safety.	5	0-5
J. Signing and traffic control.	10	0-10
EQUIPMENT: 10%		
K. Equipment on the project.	10	0-10
Total	84	0-100

*(Instructions for completing form on back)

Overview of Workshop

1. Know the IDOT
2. Develop a Business Plan for IDOT
 - A. Types of Work to Perform
 - B. Probability of Winning a Contract
 - C. Weather Impact
 - D. Staffing Needs and Training
 - E. Can Your Company Perform