

BECOME A BETTER BIDDER

Hear from three top general contractors and their estimating departments.

SPEAKERS:

- **Jay Vahsholtz**, Chief Estimator, Lease Crutcher Lewis
- **Gabriel Fox**, Chief Estimator, Mortenson Construction
- **Reed Oxsen**, Estimator, Andersen Construction Company LLC

In order to be a valuable partner, there are a lot of things that subs need to take into consideration. While we will provide some questions for our panel to help begin the discussion, we will also welcome questions from our ZOOM audience, both live or sent in advance.

HOW DO I:

- Build a relationship with the GC as soon as I start to look at and plan to bid the job?
- Find out who is the correct contact?
- Find the right person to review my bid assumptions with?
- Ask all the right questions?
- Find out specific things that can affect my scope?
- Find out how many other companies I am up against?
- Improve my scope letter? Will someone review it for me now and the future?
- Get bid results, and how do I get them quickly?
- Become a sub of choice?

OTHER QUESTIONS:

- What is the GC's process for getting bidders on private jobs? Public jobs?
- Some projects are just about low bid, but many are not. Who decides, and how does my relationship become important at this point?
- Has COVID changed what the owner is looking for, how they want to build their jobs, or how they are funding their jobs? What else has changed because of COVID?

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WEDNESDAY, FEBRUARY 17, 2021

7:00-9:00 AM

ZOOM WEBINAR

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