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## How to Win More Construction Bids in 2022

#### By Kendall Jones

Are you looking to win more construction bids in 2022? Maybe you're planning to grow and scale your construction business in the new year or perhaps you're just looking to be more efficient in your estimating and bidding process to improve your bid-hit ratio.

What does it take to win more construction bids? Here are a few tips on how to bid smarter by going after the right opportunities to win more work.

#### **Find Quality Construction Leads**

You shouldn't bid on every opportunity that comes your way. You also can't sit around and expect project leads to come to you. Market your business to owners and general contractors you want to work with by showcasing your experience and expertise in your trade.

Reach out to your network to find out about upcoming opportunities. Take the time to get prequalified with general contractors or owners you want to work with, so you can receive more invitations to bid (ITBs). Make sure they know what trades you can perform and the types of projects you are interested in bidding on.

Take a proactive approach by utilizing as many tools as possible to ensure you are receiving quality leads. Word of mouth, bid boards, local contractors associations, and your subs and suppliers are all great sources for learning about upcoming bidding opportunities. Consider investing in a leads service with a searchable database, updated project details, and plans and specifications attached so you can focus on finding the right opportunities for your business.

#### Select the Right Projects to Bid

Winning construction bids on projects your business can't adequately perform can be just as costly as not winning them. Remember, it is never too late to abandon a bid—even after you've started working on it.

Once you start crunching the numbers you might discover that your company won't make a reasonable profit if you were to win the contract. The best thing to do is dump it and move on to the next project.



For example, you may discover during your bid preparation that your company cannot adequately handle the scope and requirements of the project. At that point, you need to make the smart business decision to walk away from the bid.

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#### SKANSKA ECCO III HPA 3 JOINT VENTURE IS SOLICITING COST PROPOSALS FROM NEW YORK DBE SUBCONTRACTORS AND VENDORS Hunts Point Interstate Access Improvement Project Contract 3 NYSDOT Contract No: D900055 Bid Date: July 27, 2022

**Project overview:** The project involves design-build services for the final phase of Hunts Point Access Project to provide improved access between the Hunts Point Peninsula and Sheridan Boulevard and the Bruckner Expressway for automobiles and trucks traveling to and from the commercial business located on the peninsula. This phase will include reconstruction of the at grade and elevated roadways for Bruckner Expressway, Bruckner Boulevard, and Sheridan Boulevard from Phase 2 at Baretto Street north to Phase 1 at the previously reconstructed Sheridan Boulevard.

**Bidding opportunities:** asphalt paving, concrete base pavement, trucking, fills, hauling and disposal, containers, landscaping, structural concrete, ready-mix concrete supply, concrete reinforcement, utilities, structural steel supply and erection, MPT, electrical, ITS, roadway lighting, signs and guardrail, sign structures, deep foundations (pile/micropiles, etc.), line striping, curb and sidewalks, sawcutting, sawcut grooving, bridge demolition, pavement demolition, support of excavation, precast barrier, cast in place barrier, bridge bearings, bridge expansion joints, fence, concrete retaining walls, asphalt milling, trailers, cleaning, furniture, computer services, hazardous material remediation (asbestos, lead, etc.), concrete sealing, contaminated soil disposal, environmental testing, vibration monitoring, settlement monitoring, survey, photography, rodent control, security, BIM modeling, painting, waterproofing, structural steel repairs, crack and spall repairs, bird deterrent system, noise barriers, ornamental fence, utilities, watermain, drainage, downspouts.

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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS AND VENDORS

Design-Build Services to Replace 18 Escalators at 7 Stations Systemwide Project MTA Construction and Development Contract No. E-30641 Bid Date: May 24, 2022

#### **Description of project:**

MTA seeks to retain the services of a qualified design-build team (the "Design-Builder") to perform the design and construction Work for Contract E-30641, which calls for the replacement of eighteen (18) escalators at seven (7) stations in the boroughs of the Bronx, Brooklyn, and Manhattan. (the "Project" or the "Work). The Design-Builder will be responsible for all aspects of design, engineering, scheduling, coordination, construction, and timely completion of the Project. MTA C&D intends to award the design-build contract (the "Design-Build Contract") at the conclusion of the RFP process. The Work under this Contract is to replace the existing escalators at the above-named Stations with new heavy-duty transit escalators, suitable for 24-hour continuous operation. The Work also includes the replacement of the equipment in the escalator machine rooms (EMR), including but not limited to, cleaning, patching and painting EMR floors, walls, and ceiling after the removal and installation of new escalators, replace the existing sump pump, rated at 1/2HP, it requires 120V, 1ph power, from a 20A circuit breaker, and replace new compressor for a fire protection system, rated at 1/2HP, it requires 120V, 1ph power, from a 20A circuit breaker. In addition, the Work includes "state of good repair" Work in the vicinity of the escalators such as repairing floor finish to match existing floor after replacement, repair of existing concrete floor slabs, remove portions of existing concrete curbs, concrete floor, and supports to accommodate proposed escalator extension. All exposed/unpainted steel must be fireproofed and the fire alarm systems, including smoke detectors in the escalator shafts and pits will be replaced.

Many bidding opportunities are available: progress photos, pest control, selective demolition, spall repair and crack repair, sawcutting, rebar supply and installation, survey, masonry, miscellaneous metals, doors, electrical, communications, escalators, plumbing, HVAC, sprinklers, hatches, cleaning, tile, gypsum wall board, metal ceiling panel, architectural panels, artwork modifications, concrete topping, anti-graffiti.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

## SKANSKA

SKANSKA USA CIVIL NORTHEAST

IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS AND VENDORS

Construction of New Canal Street Substation on the 8th Avenue Line Project MTA Construction and Development Contract No. P-36708 Bid Date: May 26, 2022

#### **Description of project:**

The work to be performed under this contract includes the construction of a new underground substation located at the intersection of Thompson Street and 6th Avenue, in the Borough of Manhattan. The scope of the work is summarized as follows:

1. Construction of a below grade steel reinforced substation together with all ancillary facilities including ventilation flues, ingress / egress stairways and connections to the tracks. The substation shall be equipped with power transformers / rectifiers, ventilation equipment, supervisory, control and communications systems, and all associated cables.

2. Installation of a new PLC cabinet at the Greenwich Substation for a SCADA upgrade at the Greenwich Substation and for integration of the Canal Street and 28th Street Substations into NYC Transit Zone 6, and the Command Center at 53rd Street. Connections between the substations shall be via fiber optic and control cables through existing manholes.

3. All requisite surface restoration work, including restoration of the Grand Canal Court.

**Many bidding opportunities are available:** progress photos, pest control, cpm scheduling, rebar supply and installation, crack and spall repair, survey, instrumentation and monitoring, masonry, structural steel, miscellaneous metals, waterproofing, doors, painting, tile, toilet accessories, plumbing, HVAC, hatches, cleaning, H+D soils, arborist, electrical, communications, mpt supplies, fencing, testing and inspections, dumpsters, asphalt concrete paving, curbs and sidewalks.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled



SKANSKA RAILROAD IFL JOINT VENTURE IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS/VENDORS FOR THE

Design-Build Services for Improvements on the Flushing Line Project MTA Construction and Development Contract No. A-46030 Bid Date: May 26, 2022

#### **Description of project:**

The work under the terms of contract A-46030 includes state of good repair improvements at the 61st Street–Woodside Station, replacement of existing escalators at the 61 Street–Woodside Station and the 74th Street–Broadway Station and stripping and painting and the repair of structural defects between 48th Street and 72nd Street in the Borough of Queens.

Many bidding opportunities are available: mechanical, HVAC and control system, electrical, electrical distribution system, communication work, instrumentation and control work, plumbing, fire protection, survey, temporary platforms, scaffolding, stair towers, borings, water work and service connections, drainage, station drainage, track drainage, curb and sidewalk, demolition (architectural and structural), painting, surface cleaning for painting, signage, miscellaneous metals, stairs, railings, guardrails, ladders, gates, metal canopies, catwalks, escalators, roll up / sliding grilles, trim work, access panels / doors, storefront, concrete topping slabs, firestopping, caulking, rough carpentry, doors and hardware, glazing, tile, VCT, gypsum board, division 10, porcelain enamel panels, FRP, precast concrete, detectable warning panels, platform rubbing board, expansion joints, benches, trash receptacles, sandboxes, refuse enclosures, waterproofing, customer information centers, bird deterrent systems, security mirrors, MTA artwork, structural steel, shielding, platform windscreens, concrete crack repairs, concrete spall repairs, structural steel repairs, structural health monitoring, water leak repairs, grout, rainscreen, track basket replacement, trackwork, track components (anchors, clips, etc.), track ties, track rail, traction power, signal work, CBTC, environmental work, mercury containing removals, PCB removals, lead paint removal, H and D, trucking, abatement of bird droppings, asbestos, commissioning, field office furniture, field office computers / equipment, office cleaning, dumpsters, temporary power and lighting, photos, toilets, con ex boxes, CPM schedule, site security, precast barrier, temporary fencing, vibration monitoring, pest control, testing and inspections.

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Selling to the Federal Government Webinar Thursday, May 26, 2022, 1:00 pm-4:00 pm Online

Main Sponsor(s): US Small Business Administration Contact: George Tapia, 610-382-3086, george.tapia@sba.gov

#### george.tapia@sba.gov Fee: Free; registration required Did you know that the federal gove

Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at https://www. eventbrite.com/e/how-to-sell-to-the-federalgovernment-tickets-21790713611 SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning correctly prior to attending the scheduled class.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled



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AirTrain Newark Replacement Project in the cities of Newark and Elizabeth, New Jersey PANYNJ RFP No. 70027 Bid Date: May 26, 2022

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Thursday, May 12, 2022. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

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INVITATION TO BID FOR DBE FIRMS AND NON-DBE TUTOR PERINI CORPORATION, AN EEO EMPLOYER

IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

Raritan River Bridge Replacement Project Contract No. GC.02 in the boroughs of Perth Amboy and South Amboy, Middlesex County, New Jersey New Jersey Transit IFB No. 19-018XR Bid Date: June 14, 2022

Bid Date: June 14, 2022

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, June 10, 2022. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!



SKANSKA KOCH INC.

IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS Raritan River Bridge Replacement Project Contract No. GC.02 New Jersey Transit IFB No. 19-018XR Bid Date: June 14, 2022

Subcontracting opportunities include but are not limited to civil general contracting, concrete, construction engineering, CPM scheduling, demolition, electrical, fender piles, field office, fuel, office trailer fit out, miscellaneous metals, paint, pavement markings, structural steel fabrication, rebar, saw cutting, signs, surveying, trucking, waterproofing, work boats, and tugs. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

DRTHEAST EVENTS FOR YOUR BUSINESS

#### miguel.moralez@sba.gov Fee: Free; registration required

Starting a new business? Looking for capital and finance options? Looking for general advice on starting or maintaining your business? Hear from representatives from the local SBA office and the New Hampshire Secretary of State Corporation Division. This workshop (currently held online during the pandemic) is offered on the first Thursday of every month. To join this free webinar, copy and paste the link below into your browser, then register for tickets for the date of your choice to receive the access code. https://www.eventbrite.com/e/secretary-ofstate-quickstart-and-small-business-administration-programs-tickets-262004180557





#### SBA and SOS Monthly Webinar

Thursday, June 2, 2022, 9:00 am–11:00 am Online Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division Contact: Miguel Moralez, 603-225-1601, How SBA Can Help Your Business Succeed Thursday, June 9, 2022, 9:30 am–10:30 am Online

Main Sponsor(s): US Small Business Administration, Renaissance Economic Development Corporation Contact: Teresa Detelj, 212-264-7060,

#### Man-Li.Lin@sba.gov

#### Fee: Free; registration required

Learn about the SBA's lender match; readiness is all; financing programs including loans: 7(a), 504, microloans, international trade loans, surety bonds; grants for research and development, investment capital, disaster assistance and grants; business education/one-on-one counseling through SCORE, SBDC, and WBC; government contracting assistance that helps you start and grow your business. Presenter: Ms. Man-Li Lin, Economic Development Specialist, US Small Business Administration New York District Office. For access to registration, please visit https://www.sba.gov/events/1705369

#### **CORPORATE OFFICE**

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