

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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High Line x Moynihan Connector Project

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Construction Services for High Line x Moynihan Connector Project

Description of Project: The work under this contract consists of an elevated pedestrian walkway connecting the existing High Line Spur at 10th Avenue and 30th Street to the intersection of Dyer Avenue and 31st Street. The walkway will connect the existing High Line to Manhattan West Plaza. It is approximately 600 linear feet and 14,000 square feet. Skidmore, Owings & Merrill (SOM) is the design architect for the project. Thornton Tomasetti (TT) is the structural engineer for the project. The proposed connector design includes steel, precast, and timber elements with immersive plantings, lighting, drainage, and finishes along the walkway. The timber structure is a Warren Truss design, running north-south along Dyer Avenue.

Available Opportunities and Bidding Dates:

The following bid opportunities are becoming available:

- Site Work—bids due 12/23/21
- Ornamental Metals—bids due 1/7/22
- Miscellaneous Metals—bids due 1/5/22
- Waterproofing—bids due 1/12/22
- Landscaping—bids due 1/14/22

If you are interested in Turner Construction's prequalification process and bidding information on this project, please contact Turner's Project Manager Adam Bukberg via email at abukberg@tcco.com and Purchasing Agent Glenn Dickerson via email at gdickerson@tcco.com.

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NORTHEAST EVENTS FOR YOUR BUSINESS

2022

Fee: Free; registration required

Learn about contracts and risk management, including the significance of: contracts and mutual assent; risks and responsibilities of the contractual relationship; assessing business risk for working with letter agreements, memoranda of understanding, documents of intent, and other less formal contract documents; understanding key contractual elements and clauses to mitigate risk and spot issues on which to seek legal assistance; and working effectively with counsel. Register at <https://register.gotowebinar.com/register/5792904974023513358>

Selling to the Federal Government Webinar
Thursday, January 27, 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
Fee: Free; registration required

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-federal-government-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.

SBA and SOS Monthly Webinar
Thursday, January 6, 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, 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/monthly-workshop-on-sba-programs-resources-at-sos-tickets-138501643143>

Contracts and Risk Management for Small Business Owners and Entrepreneurs Webinar
Thursday, January 13, 2022, 12:30 pm–1:30 pm Online
Main Sponsor(s): US Small Business Administration, Pace University Small Business Development Center
Contact: Teresa Detelj, 212-618-6655, aflamm@pace.edu