

# Before You Bid

## Questions to Consider

**From: Michael Silva, General Manager,  
Builders Exchange of the San Fernando Valley  
General Building contractor and architect**

1. Are the job specifications clear so that your bid can be compared fairly to your competitor's bid? If job specifications are unclear, ask questions.
2. Are you and your subcontractors available during the scheduled work time?
3. When is work scheduled to begin? Materials and labor costs could change if the job is delayed for several weeks or months.
4. Who else is bidding? Are other bidders those who routinely beat your bids or who specialize in this type of job?
5. Are you bidding on the scope of work? You do not want to bid on more or less than what the client wants. Again, clear specifications play an important role.
6. Have you walked the job and thought through the process? Little things can eat up your profit. For example, if the lot is small and you cannot store materials on the job site, you must add in the extra cost of daily materials deliveries.
7. Is the client someone with whom you can work? You should be able to communicate and reach a meeting of the minds on how the project will progress and be completed.
8. Is the job in your area of specialty? Do not feel you must bid on every job.