



# CLT

## Terminal Lobby Expansion

# CLT

## Terminal Lobby Expansion

---



A JOINT VENTURE



**LAURENE, RICKHER & SORRELL, PC**  
Consulting Structural Engineers



**TELEDYNE  
BROWN ENGINEERING**  
Everywhereyoulook™

---

CLT - Terminal Lobby Expansion



IN ASSOCIATION WITH TRS&I



---

# AGENDA

1.

• Project Overview

2.

• Schedule

3.

• Schematic Estimating Training

4.

• Questions

5.

• Meet and Greet





IN ASSOCIATION WITH T.R.S.&I



Edison Foard  
Construction Company



R.J. LEEPER  
Construction, LLC



GS&P/NC, P.C.  
AN AFFILIATE OF  
GRESHAM  
SMITH AND  
PARTNERS







IN ASSOCIATION WITH TRS&I



GS&P/NC, P.C.  
AN AFFILIATE OF  
GRESHAM  
SMITH AND  
PARTNERS







GS&P/NC, P.C.  
AN AFFILIATE OF  
GRESHAM  
SMITH AND  
PARTNERS







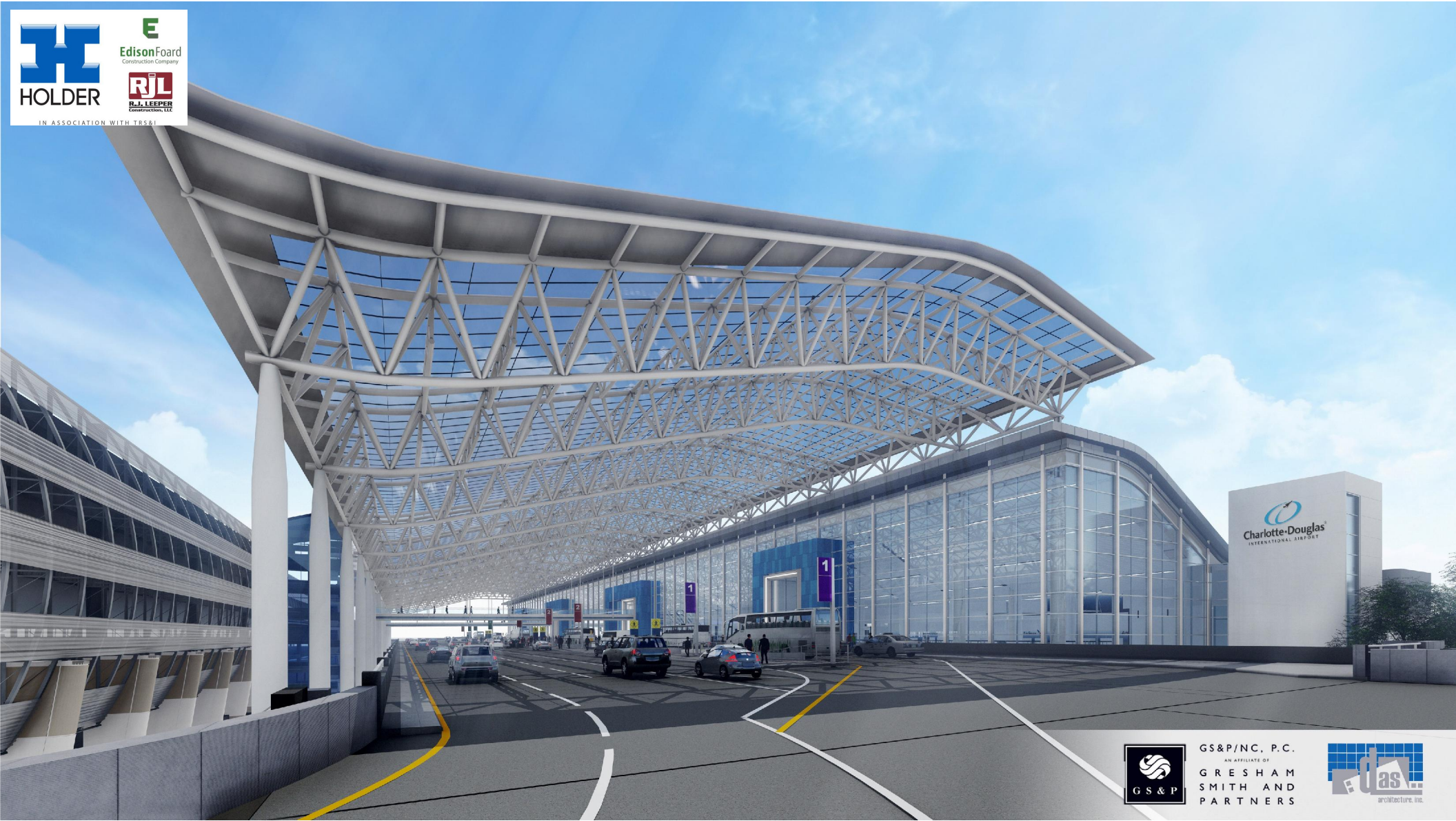
IN ASSOCIATION WITH TRS&I



Edison Foard  
Construction Company



R.J. LEEPER  
Construction, LLC

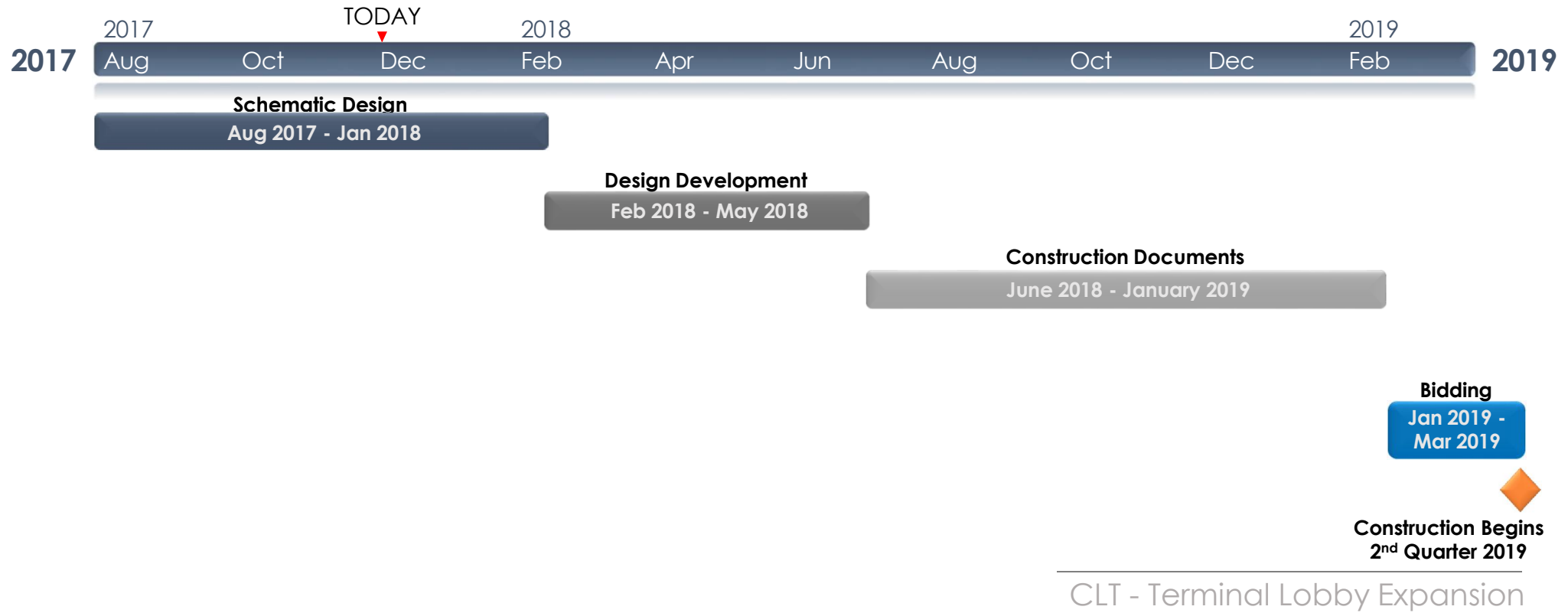


GS&P/NC, P.C.  
AN AFFILIATE OF  
GRESHAM  
SMITH AND  
PARTNERS





# PRECONSTRUCTION SCHEDULE





# Schematic Estimating

| Item      | Type(s) of Estimating during the project phases | % of Accuracy |
|-----------|---|---------------|
| 01        | Concept Estimating ( <i>ROM</i> )               | 25-50%        |
| <b>02</b> | <b>Schematic Estimating</b>                     | <b>15-20%</b> |
| 03        | Design Development Estimating                   | 10%           |
| 04        | Construction Design Estimating                  | 5%            |

# Objectives

- Benefits of schematic estimating
- How to approach schematic estimating
- How to review and apply administrative costs to your estimate.
- How to evaluate the scope of work to determine cost to consider in your estimate
- Questions to ask
- Estimating Tools



# Benefits of Schematic Estimating

- Understanding the project
- Getting on the radar of the Prime contractor or General contractors
- Setting up your staffing
- Working towards a backlog

# Approach to schematic estimating

- Understand it is a budget
- Use it as a time to learn and understand the project
- Set yourself up for success
- Working towards a backlog



# Administrative Costs

- Cost of Escalation
  - Does the General Contractor want you to carry escalation
  - When do you submit your bid vs. when you begin work
  - Material costs
  - Fuel costs
- Labor Costs
  - Labor rates for day work vs. nighttime work
  - Number of labors and skill set
  - Factor in raises if work is taking place in the future
- Miscellaneous Costs
  - Parking
  - Material storage
  - Full time safety supervisor
  - Badging -

## Administrative Costs (*cont.*)

- Insurance & Bonding
  - Primes
  - Subcontractors
- Investing in Estimating Software
  - Saves time, money, hassle
  - Research the software that works best for your type of firm
- Validation Date of Estimate
- Communications



## Approach to your scope

- Ask the General Contractor
- Provide detail
  - Breakouts for different scopes (ie. Paint vs drywall vs flooring vs windows)
  - Provide quantities and unit rates
- Projecting cost for non-specified materials
  - Clarify materials and unit rates
  - Think of the assemble and exclude what you are not picking up
- Not everything will be shown in detail. Fill in the gaps and ask questions

# Things to Ask

- Project Basics
  - Duration – Is there a schedule?
    - 5 year start to finish date
    - Starts in 2019
  - Work Conditions
    - Normal and after hours work
    - Phased Construction
  - Parking Conditions
- Is there an RFI date?
- Can I walk the jobsite?
- Are there any areas you need broken out?
- What prime contractors are looking at the project?

# Estimating Tools

- Technology
  - Bluebeam
  - Onscreen Takeoff
  - Revit and/or Navisworks
  - Google Earth
- Pricing Evaluations
  - Sub-Prime Evaluations
  - Hoisting Evaluations





IN ASSOCIATION WITH TRS&I

---

# Recap

1. • Project Overview
2. • Schedule
3. • Schematic Estimating Training
4. • Questions
5. • Meet and Greet



---

# QUESTIONS?



**Rachelle Latimer**  
TRS&I Group  
rlatimer@trsigroup.com  
704.548.5370



**Bobby McKinsey**  
Holder Construction  
bmckinsey@hefljv.com  
704.357.4204

Visit the website for future outreach and training events!

[WWW.HEFLCONSTRUCTION.COM](http://WWW.HEFLCONSTRUCTION.COM)

---

CLT - Terminal Lobby Expansion