

# 2024 Bid Opportunities Survey- Western Colorado

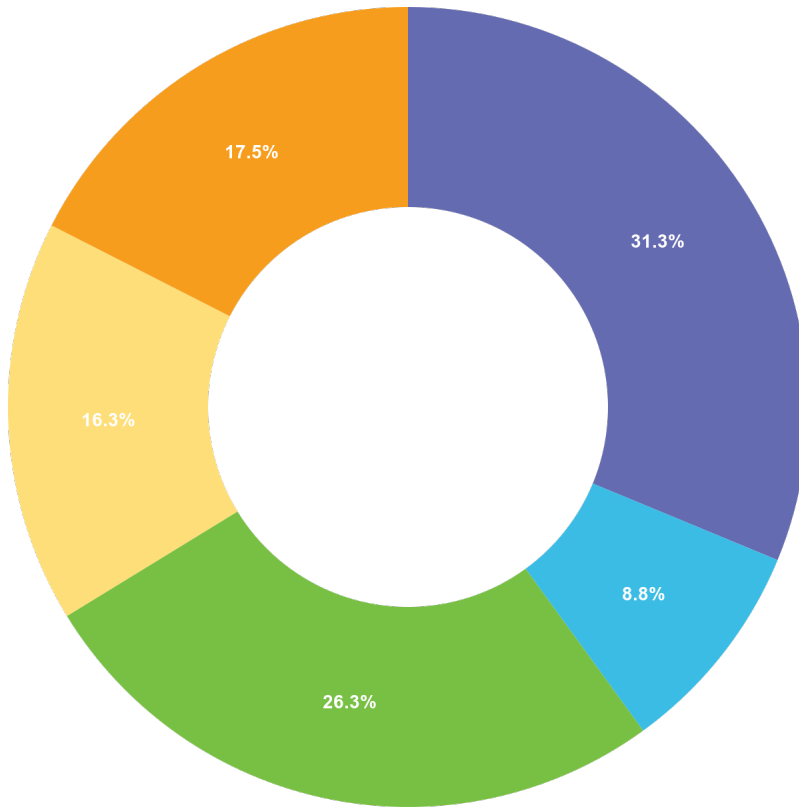
In recent years, project owners have been claiming there are few or no contractor bids on public project opportunities.

Western Colorado Contractors Association (WCCA) would like to help project owners understand why there are few or no bids on certain project opportunities, and how we can use the information to create a better collaboration between the public entities and the construction community.

Please take a few moments to answer a few questions about the procurement and bid opportunities to help project owners understand why there is a deficit and how to gain more bids. This survey is anonymous, and the results will be pushed back out to all project owners in Western Colorado.

Questions are derived from past meetings with contractors and project owners trying to find solutions.

**Q1** Why would your company not bid on a project that directly applied to your profession? (Select all that apply)

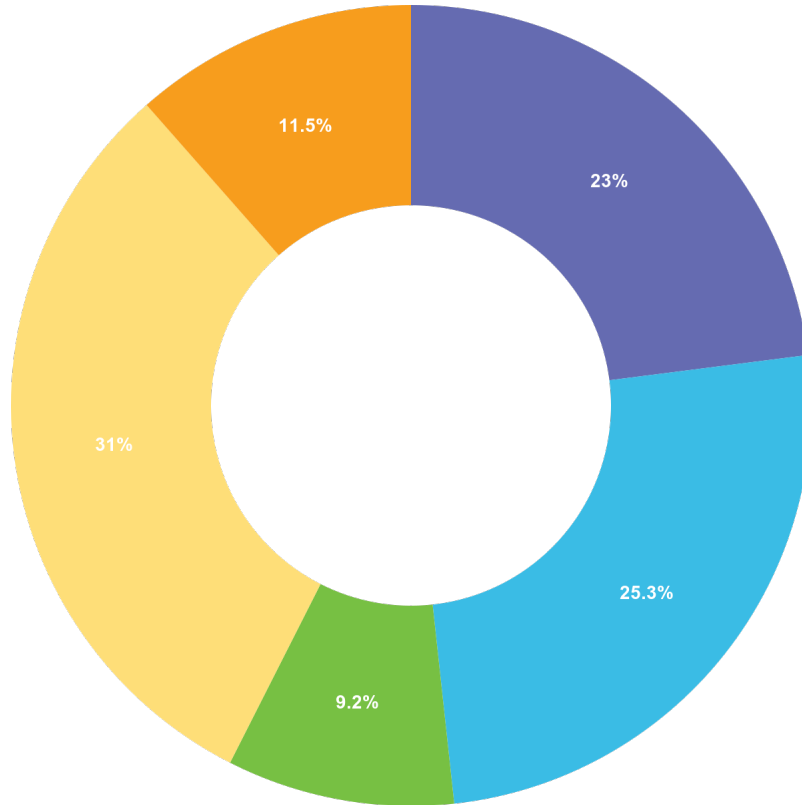


Answered: 45 Unanswered: 0

Choice	Total
Busy with other work during the performance time	25
Not qualified for the requirements to bid (ie: required certifications)	7
Did not know about the opportunity.	21
Relationship/communication between project owner and contractors	13
Other	14






Q2 What would help increase the number of bids submitted on project opportunities?

(Select all that apply)



Answered: 45 Unanswered: 0

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Choice	Total
 Longer lead times between bid and performance period	20
 Flexible construction project schedules	22
 More outlets for bid advertisement	8
 More complete project specifications before bid advertisement	27
 Other	10

**Q3** Could you name project owners who have had good/bad examples of bid opportunities and why?

Thursday, May 23, 2024 at 10:19 PM UTC

Without naming specific entities, the best owners we have worked for have adequate and complete plans and specs. They also allow substantial time to complete the project, not subjecting the contractor to unreasonable time frames. They also have flexible start times to begin construction.

The worst owners are completely opposite of the above.

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Thursday, May 23, 2024 at 8:14 PM UTC

Cities and Counties. Projects are getting smaller. They like to have tight timelines. This is fine if they put the bids out early enough. Late in the Spring is just that, Late.

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Thursday, May 23, 2024 at 5:00 PM UTC

Shaw Construction

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Thursday, May 23, 2024 at 4:28 PM UTC

none comes to mind at this time

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Thursday, May 23, 2024 at 4:16 PM UTC

CDOT has no good examples. Local government is a mixed bag. Private owners often expect contractors to have unit prices available as if they were shopping at a store.

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Friday, May 17, 2024 at 9:23 PM UTC

I am not sure I understand this question but in general, staying away from any project that has BABA requirements is a good idea.

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Tuesday, May 14, 2024 at 7:42 PM UTC

CDOT - with new automated system for generating bid-to-award-to-contracts-to-NTP, there is not enough time to prepare a proper start to a project. With the EXCESSIVE amount of paperwork requirements and material order lead times, a project cannot be started within 30-45 days of award.

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Tuesday, May 14, 2024 at 3:39 PM UTC

Eagle River WSD used to only advertise in newspapers. They are coming around. Eastern Colorado small towns don't advertise well unless the engineers get the word out through BidNet or ConstructConnect.

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Tuesday, May 14, 2024 at 3:09 PM UTC

The Bureau of Reclamation has great bid opportunities because they have a full spec, detailed plans, and clear guidelines for proposals.

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Tuesday, May 14, 2024 at 3:08 PM UTC

CDOT poorly trained and uncooperative project teams = Bad

City of Fruita has a single preferred contractor and had stated that "they only have one contractor they will work with" they will award to this contractor even when not low = Bad

City of Montrose Scott Murphy could literally put on classes for every other municipality on how to treat contractors, (they always have multiple bidders and projects come in under budget) attitude is everything!!! = Excellent!!!!

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Tuesday, May 14, 2024 at 2:45 PM UTC

I'm not a fan of municipalities that use Bidnet type systems for submitting proposals

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Tuesday, May 14, 2024 at 2:41 PM UTC

City and County do not abide by their own rules through the bidding process.

Shaw does not support or protect subcontractors.

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Tuesday, May 14, 2024 at 2:41 PM UTC

Entities that hard bid project versus other contract means such as CM/GC.

City of GJ, Mesa County, and CMU with bid duration of 2 weeks and immediate start which doesn't allow for contracting and procurement process.

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Monday, May 13, 2024 at 1:28 PM UTC

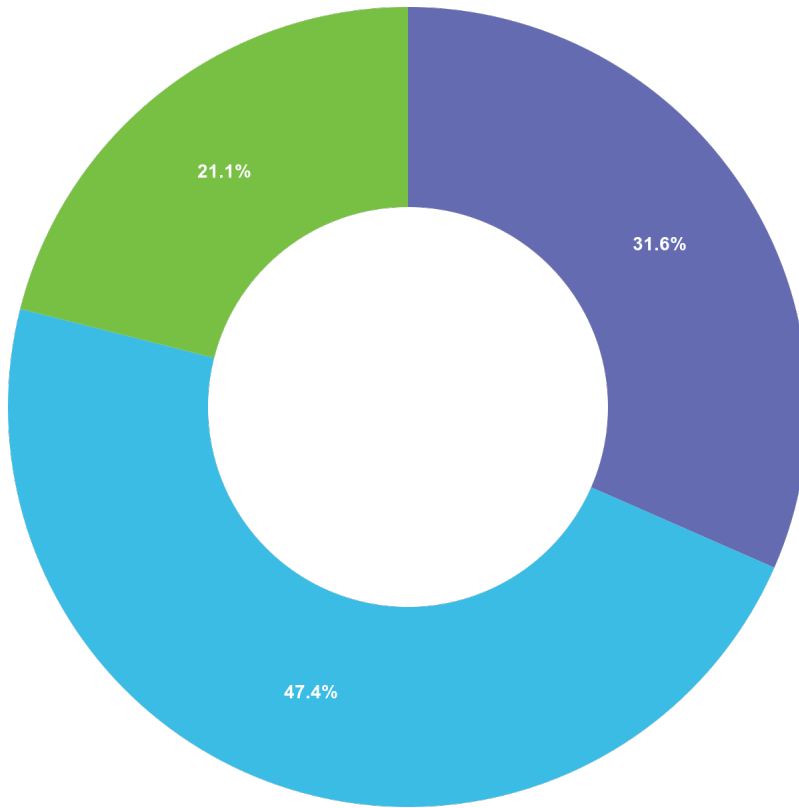
NO

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**Answered:** 14 **Unanswered:** 31

**Q4** To help with the bidding process, would your company be willing to be a part of a project owner's Project Constructability Review Panel to review projects before they are set to go to bid? (select all that apply)

\*If you say yes and would like to be contacted for a future Project Review Board, please contact WCCA Staff directly at 970-245-1384 to be added to a list of volunteers for this purpose.



Answered: 38 Unanswered: 7

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Choice	Total
Yes	12
No	18
Other	8

**Q5** Any other comments or suggestions to help improve project bidding processes?

Tuesday, May 28, 2024 at 3:07 PM UTC

Do not post projects where the owner obtains the required equipment directly from the manufacture - we will never bid on projects with owner provided mechanical equipment

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Thursday, May 23, 2024 at 10:19 PM UTC

Owners need to become "team" members with the contractor. Only by working together can a project be successful for all parties. We have seen too many times when an Owner positions themselves in a "us against them" status. This only creates friction on the project leading to bad projects. We also see countless projects where the design is inadequate. Once the contractor notifies the Owner or engineer, they take to position that the Contractor is responsible. Not only is this inaccurate, as according to the law, but it, again, creates friction. Owners need to accept the responsibility for their portion of the contracting process.

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Thursday, May 23, 2024 at 4:28 PM UTC

Having bid docs attached to the plans, it seems there are projects advertised on "BidNet" before they make to WCCA

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Thursday, May 23, 2024 at 4:16 PM UTC

Owners need to budget for professional services to identify materials sources and potential subcontractors. Also, please remind owners that while everyone wants the highest quality work at the lowest price in the fastest time, you can only choose 2 of those three parameters on your projects. (Quality + speed = high cost; Quality + low cost = slower time, etc.) Unreasonable expectations are the biggest barrier to success.

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Thursday, May 23, 2024 at 4:09 PM UTC

The state of Colorado needs to require licenses for ALL subcontractors. This would eliminate the low ballers that don't pay the proper fees, taxes. It would force them to become legitimate or go to work for someone that is.

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Friday, May 17, 2024 at 9:23 PM UTC

All too often, we see municipalities put out project requirements that are not enforced during construction.



An example might be that the schedule (or interim milestone dates) may be listed as part of the project requirements but are then waived or not enforced during construction.

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Wednesday, May 15, 2024 at 1:28 AM UTC

Offer more affordable training

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Tuesday, May 14, 2024 at 10:34 PM UTC

the local towns here in Delta County are very un organized in there Pre bid meetings -- some have had a \$1000 liquidated damages on a 150K job -- so you bid to make sure of that --then get under bid by alot -- then see the low bidder go 60 days over completion date and never get hit with the penalty for the over run --- gets old seeing get beat by cut rate work and they never get held accountable

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Tuesday, May 14, 2024 at 7:42 PM UTC

"Bid award" to "construction start" needs more flexibility, with greater contractor input.  
Unbelievable excessive paperwork is driving smaller companies and subcontractors away from CDOT work.

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Tuesday, May 14, 2024 at 3:46 PM UTC

More discussion prior to the bid

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Tuesday, May 14, 2024 at 3:08 PM UTC

Municipalities who treat contractors fair and with respect get multiple bids and projects that match budget expectations, municipalities who disrespect contractors through attitude or self performance dont get bids because the contractors don't want to work with someone who slaps them in the face.

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Tuesday, May 14, 2024 at 2:41 PM UTC

N/A

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Monday, May 13, 2024 at 1:28 PM UTC

NO

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**Answered:** 13 **Unanswered:** 32