



# SEMINAR

## Bidding and Performing Prevailing Rate Work

**WHEN:**

November 18, 2020  
8:30am – 10:30am

**WHERE:**

Construction Exchange  
Classroom  
2660 William St  
Cheektowaga, NY 14227

**COST:**

\$15 per person (member)  
\$30 per person  
(nonmember)

Please return with payment  
to:

Construction Exchange  
2660 William Street  
Cheektowaga, NY 14227  
clogan@conexbuff.com  
Fax: (716) 875-4412

This presentation will cover various aspects of bidding and contractual/legal considerations for performing prevailing rate work to include:

- Difference between Estimating and Bidding
- Bidding for different types of contracts
- Bid process to the client
- Bid process to/from the subs/vendors
- Negotiation and award of subcontracts/purchase orders
- Overview of public bidding laws and rules
- Explanation of "lowest qualified bidder"
- Overview of the bid-challenge process: how to avoid a bid challenge and when a bid challenge may be appropriate.
- Discussion of important contract terms found in the general conditions of AIA 201 that should be considered when bidding and performing public work

The presenters for this discussion are Matt Sikora of Turner Construction and Drew Miller of the law firm Webster Szanyi LLP.

### Registration Information

Attendees

1. \_\_\_\_\_ 3. \_\_\_\_\_

2. \_\_\_\_\_ 4. \_\_\_\_\_

Company: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Credit Card #(VS/MC): \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Sec. Code: \_\_\_\_\_

Signature: \_\_\_\_\_ Amount Approved: \_\_\_\_\_

**THANK YOU!**