

Government Construction Bidding Insights

By Sydney Paschall

Federal government construction contracts are a great way for commercial construction firms to make money. The total construction spending from all government levels totaled \$476 billion in 2023. That's almost a twenty-five percent increase from \$383 billion in 2022.

Government contracts are the main source of income for many construction firms. Other firms bid on a mix of public and private jobs. However, there are rules when it comes to public construction contracting. These rules differ between agencies. It is important to know the rules for public construction contracts.

How Government Construction Contracts Work
 Winning a public contract is determined by cost. There are different delivery methods for contracts. Most common is "Design-Bid-Build." This happens after the architect and plans have been selected. Then, the project is advertised and general contractors can submit bids and proposals.

For public projects, the "lump sum" contract is used most. General contractors receive bids from trade contractors and submit the full project bid for a set price. Bids and proposals must be sealed and submitted by the bid date. Then, all submitted bids are opened and read aloud.

The winner of a government construction project for bid is the lowest responsive bidder. A responsive bidder has met all the legal conditions and specifications. They have the skills, ability, and finances to complete the project.

The "Design-Bid-Build" method is number one for government building contracts. However, there are other ways to win public building jobs. These include procurement, contracting, and project delivery.

Government Contract Prequalification
 Public agencies sometimes want general contractors to be prequalified for a job. Prequalified means one must qualify in advance to take part in something. This rule applies on a project-by-project basis. Rules differ among public entities and states. It is important to know and follow the rules.



- Get security approvals for your workers
- Register with System for Award Management (SAM) before bidding
- Know your North American Classification System (NAICS) code

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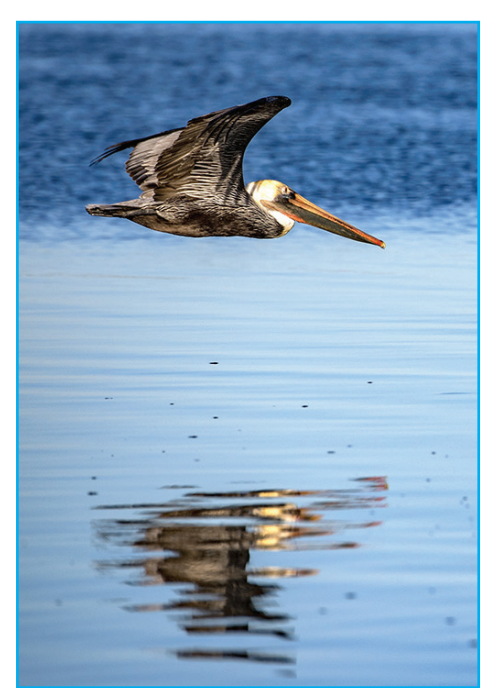
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 Wednesday, April 17, 2024, 9:30 am–10:30 am CDT Online
 Main Sponsor(s): US Small Business Administration
 Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov
 Fee: Free; registration required

Join the Small Business Administration (SBA) Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, visit <https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947>

Federal Contracting: Woman-Owned Small Business (WOSB) Program Webinar
 Thursday, April 18, 2024, 9:00 am–10:00 am CDT Online
 Main Sponsor(s): US Small Business Administration
 Contact: <https://www.eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537>
 Fee: Free; registration required
 Welcome to the WOSB webinar series! Are

you a woman owner of a small business? The federal government's goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA's Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions will include an overview of the self-certification process, as well as a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register for this free webinar at <https://www.eventbrite.com/e/welcome-to-wosb-webinar-tickets-482397041537>

Selling to the Federal Government Webinar
 Thursday, April 25, 2024, 12:00 pm–3:00 pm CDT 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.

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