

# Advanced Estimating of Electrical Construction

Sponsored by: Northern California Chapter, NECA  
Member Services Committee

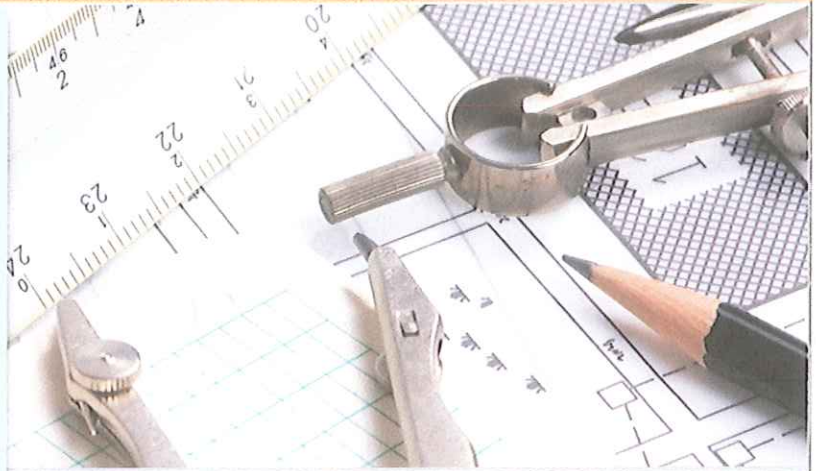
**Dates:** Wednesday & Thursday  
April 18 & 19, 2018

**Time:** 8:00AM - 4:00PM

**Location:** San Joaquin/Calaveras  
Counties Joint Electrical  
Apprenticeship Training Cntr.  
1531 El Pinal Drive  
Stockton, CA 94577

**Cost:** NECA Members \$680.00  
Non-Members \$880.00

**Instructor:** Bob Mooty



## Method of Payment:

- Utilize Education Funds (NorCal NECA Members Only)
- Check Enclosed.

**About the Instructor:** Mr. Mooty began working for an electrical construction firm as an apprentice electrician in 1973 who eventually became President of the firm, with a primary responsibility in estimating and project management. He taught estimating classes for NECA from 1986 through his retirement in 2014. He currently consults with NECA on estimating training and Manual of Labor Units.

**TARGET AUDIENCE:** Individuals with a firm grasp of basic estimating principles and experience preparing bids.

**PREREQUISITE:** Basic Estimating of Electrical Construction

**DURATION:** Two Days

**COURSE DESCRIPTION:** Developed to discuss all phases of the estimating process, this course covers all phases of preparing a competitive bid. Key topics include identifying desirable bid opportunities, analyzing the company's capabilities to insure profitable results, the estimator's role at various stages of the project, writing an effective scope letter, and identifying often hidden costs in the bid documents.

Following this class, participants will be able to:

- Discuss the steps necessary to prepare a competitive bid
- Identify the most desirable bid opportunities
- Discuss cash flow and bonding
- Discuss relevant contract terms
- Identify price adjustment techniques, overhead, and profit
- List the documents required to estimate a construction project

*Participants who complete this course will be awarded 12 Continued Education Hours.*



Complete this registration form and e-mail to:

[juanitas@norcalneca.org](mailto:juanitas@norcalneca.org)

First Name Last Name

E-Mail Address

Company

Telephone Number

Address

City State Zip

Signature

*Note: Registration must be paid prior to class. Classes are subject to cancellation one week in advance in the event sufficient registration is not received.*