

The National Electrical Contractors Association  
& the Oregon-Columbia Chapter, NECA, Present:

## Advanced Estimating of Electrical Construction

Tuesday, October 23, 2018 - Wednesday, October 24, 2018, 8:00 am - 4:00 pm,  
Oregon-Columbia Chapter, 601 NE Everett St, Portland, OR 97232  
\$680 per-person for Chapter Members

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
- Describe how a company's capabilities can be analyzed to insure profits
- 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

This course will be facilitated by Bob Mooty.

Send in Registration using a check:

Name \_\_\_\_\_ Job Title \_\_\_\_\_  
NECA Member Number \_\_\_\_\_ NECA Chapter Affiliation \_\_\_\_\_  
Company \_\_\_\_\_ Street Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone \_\_\_\_\_ Email \_\_\_\_\_

**\*Required for online course registration**

Enclosed is my check for \$ \_\_\_\_\_

Please make check payable to the Oregon-Columbia Chapter and mail to: 601 NE Everett, Portland, Oregon 97232

Questions? Call Kelli at 503-233-5787 or email [kelli@orecolneca.org](mailto:kelli@orecolneca.org)

- Use Ed Funds (Oregon-Columbia Chapter Members Only)

Recommended Hotel: Double Tree Hilton,  
1000 NE Multnomah Street  
Portland, Oregon 97232  
Phone: 503.284.8553

**Cancellation Policy:** Full refunds are available up to 30 days before the program, a \$75 fee, plus the cost of any materials received, will be assessed for cancellations up to 7 days before the program, and cancellations less than 7 days before the program will result in a full forfeiture of the fee. Substitutions can be provided at any time.

Participants who successfully complete this course will be awarded 12 Continuing Education Hours.



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