Best Value Job Order Contracts - Healthcare General Building

Mandatory Pre-Bid Meeting

Date: November 18, 2026 Time: 1:30 PM Location: Microsoft Teams Meeting

Firm	Address	Phone Number	Attendee Name	Attendee Email
Harry H. Joh, Inc.	7303 Somerset Blvd., Paramount, CA 90723	562-630-3348	**Jake Morales**	jmorales@hjconst.com
Healthcare Design & Construction	18302 Irvine Blvd., Suite 120, Tustin, CA 92780	714-245-0144	**Joseph De Luca**	JDeLuca@hdcbuilders.com
New Creation Builders	17809 Clark Ave., Bellflower, CA 90706	562-804-0478	**Arthur Magtibay**	am@newcreationbuilders.com
SJD&B, Inc.	20451 Valley Blvd., Walnut, CA 91789	909-481-0001	**Matthew Moon**	matthew.m@sjdandb.com
Vincor Construction Inc.	2651 Saturn St., Brea, CA 92821	714-528-2900	**Joshua Tarzjani**	josh@vincorinc.com



Please Standby

This meeting may be recorded. Please advise if you do not consent to be recorded.

Thank you for attending the Mandatory Pre-Bid Meeting for Best Value Job Order Contracts – Healthcare General Building . We will start the meeting promptly at 1:30 p.m.

JOB ORDER CONTRACTING

Project & Facilities Management



Best Value JOC Healthcare General Building

ePro No. ANE223-ANE2C-6421

November 18, 2026

San Bernardino County in Partnership with Gordian

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Pre-Bid Conference Agenda

1. Roll Call
2. Introduction
3. Best Value JOC Overview
4. Request for Proposal Submission Details
5. JOC Process
6. Bid Considerations & Review
7. Reminders / Questions



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ROLL CALL

INTRODUCTIONS

San Bernardino County

Patricia Banuelos
Project Controls Analyst Lead
Project Controls Team

Luisana Leos-Hernandez
Project Controls Analyst
Project Controls Team

ARMC Project Management Team

Gordian

Leann Black
Senior Account Manager
Gordian

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BEST VALUE JOC OVERVIEW

Best Value JOC – Healthcare General Building

- Traditional JOC is awarded on lowest bid submitted.
- Best Value JOC award is based upon **BEST VALUE AWARD METHOD not LOW BID.**
- Best Value method utilizes multiple factors including but not limited to:
  - Performance History
  - Project Experience
  - References

Best Value JOC – Healthcare General Building

- Best Value JOC are awarded as blanket contracts. No minimum amount or work guaranteed
- Projects are assigned as needed
- Best Value JOC will be utilizing a construction task catalog (CTC) provided by Gordian.

REQUEST FOR PROPOSAL SUBMISSION DETAILS

Solicitation Details

Prior to Bidding Client Cannot:

- Identify or Commit to any Specific Project or Location
- Identify or Commit to any Specific CTC Tasks or Quantities

Contract	Contract Type	Minimum Contract Value	Maximum Contract Value Per Individual Term	Maximum Total Contract Term
BHGBJOC1	General Building “B”	No Minimum Value	3,000,000	1 Year with 2 Options

Solicitation Details
Best Value JOC Pre-Qualification
Important Dates

Task	Date(s)
RFP Released	November 13,2026
Request for Information (RFI) Deadline	November 25, 2026 at 5:00 pm
Request for Proposal Due	December 9, 2026 at 10:00 am

JOC Process

5 Step Job Order Process

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Joint Scope Meeting

Owner schedules a meeting at the site for those involved to discuss project and design details.

Detailed Scope of Work

Owner prepares a Detailed Scope of Work that describes the work the contractor will perform.

Price Proposal

The contractor prepares a Price Proposal by selecting the appropriate tasks from Gordian's Construction Task Catalog® (CTC)

Price Proposal Review

Owner reviews the Price Proposal to ensure the contractor has selected the appropriate tasks and quantities.

Job Order Issued

Once the Price Proposal is approved, the owner issues a purchase order for the contractor to proceed.

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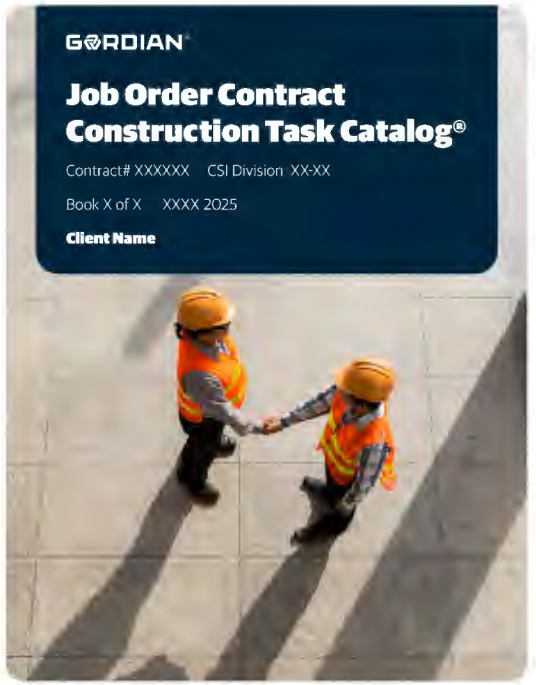
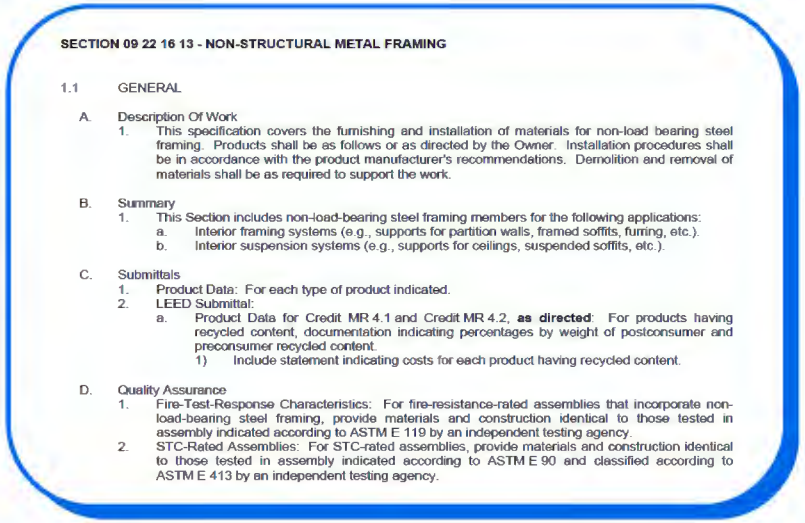
Understanding the Contract Documents

- Front End Documents
- The Construction Task Catalog®
- The Technical Specifications





SECTION 09 22 16 13 - NON-STRUCTURAL METAL FRAMING

1.1 GENERAL

A. Description Of Work
1. This specification covers the furnishing and installation of materials for non-load bearing steel framing. Products shall be as follows or as directed by the Owner. Installation procedures shall be in accordance with the product manufacturer's recommendations. Demolition and removal of materials shall be as required to support the work.

B. Summary
1. This Section includes non-load-bearing steel framing members for the following applications:
   a. Interior framing systems (e.g., supports for partition walls, framed soffits, furring, etc.).
   b. Interior suspension systems (e.g., supports for ceilings, suspended soffits, etc.).

C. Submittals
1. Product Data: For each type of product indicated.
2. LEED Submittal:
   a. Product Data for Credit MR 4.1 and Credit MR 4.2, **as directed**: For products having recycled content, documentation indicating percentages by weight of postconsumer and preconsumer recycled content.
      1) Include statement indicating costs for each product having recycled content.

D. Quality Assurance
1. Fire-Test-Response Characteristics: For fire-resistance-rated assemblies that incorporate non-load-bearing steel framing, provide materials and construction identical to those tested in assembly indicated according to ASTM E 119 by an independent testing agency.
2. STC-Rated Assemblies: For STC-rated assemblies, provide materials and construction identical to those tested in assembly indicated according to ASTM E 90 and classified according to ASTM E 413 by an independent testing agency.

General Rules of the Construction Task Catalog® (CTC):

Unit Prices:

Are for complete and in-place construction.

Include the cost of delivery to project site, unloading, storage and handling.
Delivery height is up to two stories.

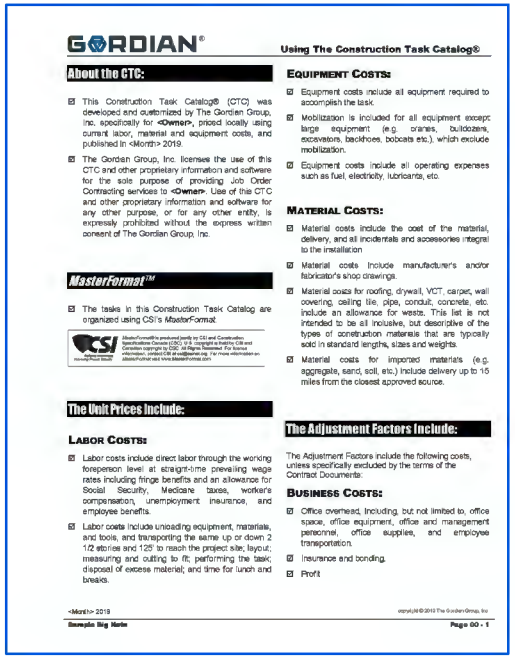
Include sealant and caulk for tasks such as windows, doors, frames, countertops, etc.

Include labor, material and equipment.
Do not add labor to repointing task.

Include testing, calibration, balancing, etc., for new work.

Include all fasteners, bolts, anchors, adhesives, etc., for new work.

Using the CTC



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Using The Construction Task Catalog®

About the CTC:

- This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for **<Owner>**, priced locally using current labor, material and equipment costs, and published in <Month> 2019.
- The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to **<Owner>**. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.

MasterFormat™

- The tasks in this Construction Task Catalog are organized using CSI's *MasterFormat*.

CSI Alliance Member Licensed Product Model

MasterFormat® is produced jointly by CSI and Construction Specifications Canada (CSC) U.S. copyright is held by CSI and Canadian copyright by CSC. All Rights Reserved. For license information, contact CSI at ssi@csinet.org. For more information on MasterFormat visit www.MasterFormat.com

The Unit Prices Include:

LABOR COSTS:

- Labor costs include direct labor through the working foreperson level at straight-time prevailing wage rates including fringe benefits and an allowance for Social Security, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 1/2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the task; disposal of excess material; and time for lunch and breaks.

EQUIPMENT COSTS:

- Equipment costs include all equipment required to accomplish the task.
- Mobilization is included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats etc.), which exclude mobilization.
- Equipment costs include all operating expenses such as fuel, electricity, lubricants, etc.

MATERIAL COSTS:

- Material costs include the cost of the material, delivery, and all incidentals and accessories integral to the installation
- Material costs include manufacturer's and/or fabricator's shop drawings.
- Material costs for roofing, drywall, VCT, carpet, wall covering, ceiling tile, pipe, conduit, concrete, etc. include an allowance for waste. This list is not intended to be all inclusive, but descriptive of the types of construction materials that are typically sold in standard lengths, sizes and weights.
- Material costs for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:

- Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.
- Insurance and bonding.
- Profit

<Month> 2019

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Sample Big Note

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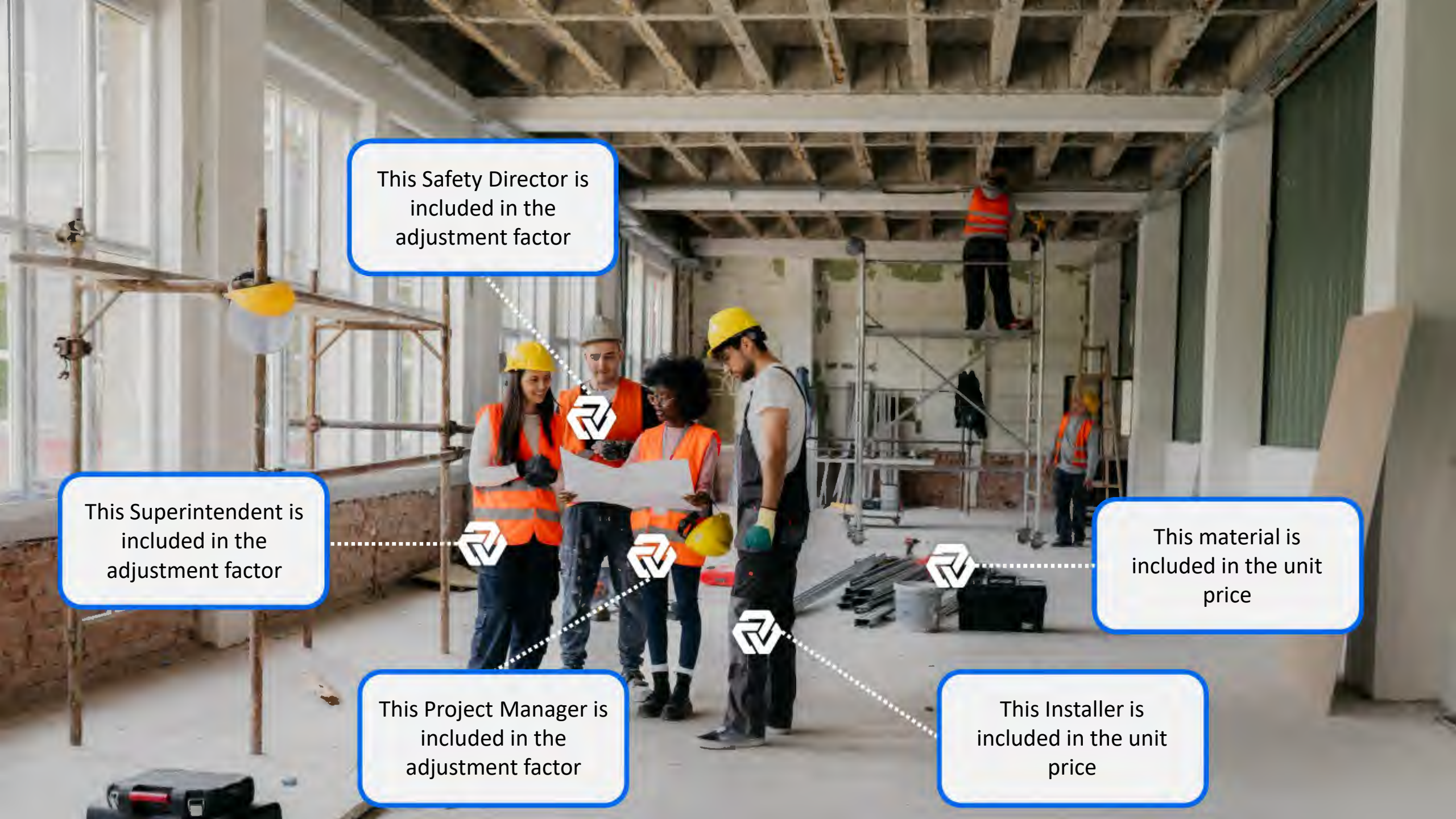
This Safety Director is included in the adjustment factor
This Superintendent is included in the adjustment factor
This material is included in the unit price
This Project Manager is included in the adjustment factor
This Installer is included in the unit price

General Rules of the Construction Task Catalog® (CTC):

Demo price includes loading into truck or dumpster.

If item demolished as part of different task, it will not be paid for separately.

Contractors are paid for installed quantities only. Waste is included in unit price.

Dumpsters are a separate task.

Assembly prices take precedence over component pricing

14’ working height for all work except masonry.

4’ working height for masonry.


This waste is included in the unit price
This equipment is included in the unit price

General Rules of the Construction Task Catalog® (CTC):

Contractors Do Not Get Paid Separately For the Following:

Moving and returning furniture occupying less than 55% of floor area.
Example: moving classroom furniture to paint

Labor for protecting work in place.
Example: a laborer to stay after a concrete pour

Minor barricades and signage.

Portable toilet, field office or field office equipment for contractor's use.

Layout and site engineering for the work itself.


This material is included in the unit price
This Installer is included in the unit price

General Rules of the Construction Task Catalog® (CTC):

Contractors Do Not Get Paid Separately For the Following:

- Insurance and bonds.
- Cost of financing the work.
- Cost Preparation and modification of sketches, drawings, submittals, as-built drawings and other project records.
- Gang boxes and storage containers for contractor's tools, equipment and materials.
- All taxes for which a waiver is not available, including material sales tax and equipment rental.
- Subcontractor's overhead and profit.


The contractor trailer is included in the adjustment factor
These employees are included in the unit price

Construction Task Catalog®

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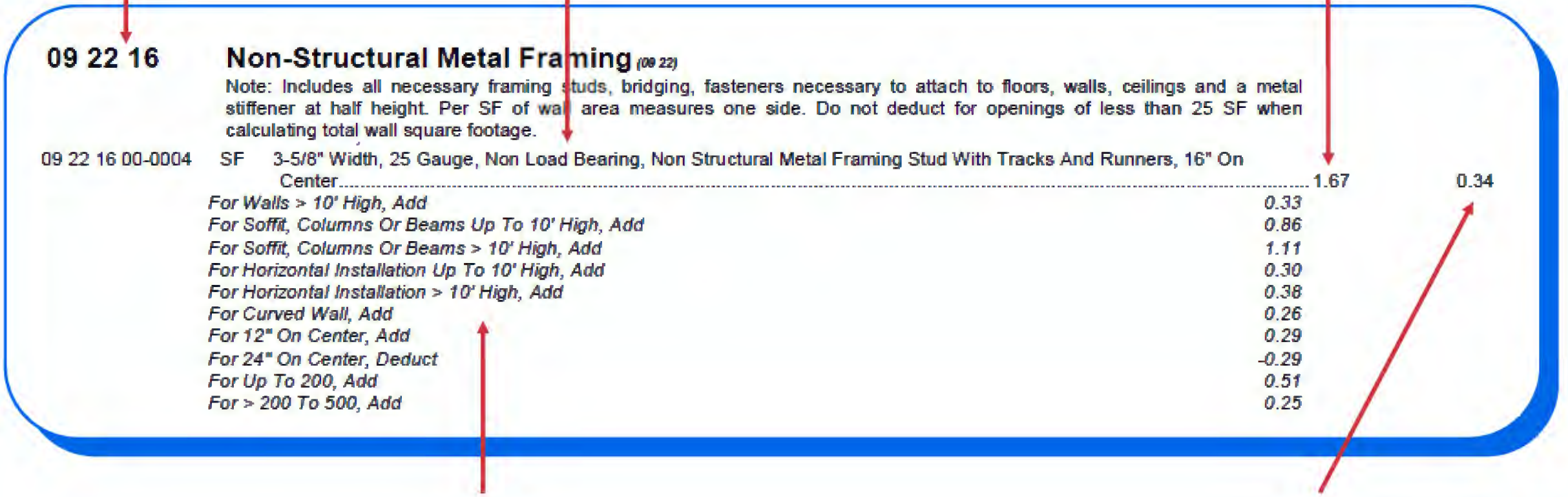
CSI MasterFormat

Full task description

Cost includes labor, material and equipment for your location



09 22 16 Non-Structural Metal Framing (09 22)

Note: Includes all necessary framing studs, bridging, fasteners necessary to attach to floors, walls, ceilings and a metal stiffener at half height. Per SF of wall area measures one side. Do not deduct for openings of less than 25 SF when calculating total wall square footage.

09 22 16 00-0004	SF	3-5/8" Width, 25 Gauge, Non Load Bearing, Non Structural Metal Framing Stud With Tracks And Runners, 16" On Center	1.67	0.34
		For Walls > 10' High, Add	*0.33*	
		For Soffit, Columns Or Beams Up To 10' High, Add	*0.86*	
		For Soffit, Columns Or Beams > 10' High, Add	*1.11*	
		For Horizontal Installation Up To 10' High, Add	*0.30*	
		For Horizontal Installation > 10' High, Add	*0.38*	
		For Curved Wall, Add	*0.26*	
		For 12" On Center, Add	*0.29*	
		For 24" On Center, Deduct	*-0.29*	
		For Up To 200, Add	*0.51*	
		For > 200 To 500, Add	*0.25*	

Modifiers for variations or quantity discounts

Demolition cost (if applicable)

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Bid Considerations & Review

Adjustment Factors

“This is how much I need to be paid for these tasks to be profitable.”

A multiplier applied to the construction task in the CTC.

	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
+	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
+	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
							Total Job Order Price

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Adjustment Factors

Must Bid Two Adjustment Factors

Adjustment Factor 1:

Adjustment Factor (1) is to be applied to that work anticipated to be performed during Normal Working Hours (7:00 a.m. to 5:00 p.m.) Monday through Friday

Adjustment Factor 2:

Adjustment Factor (2) is to be applied to that work anticipated to be performed during Other Than Normal Working Hours (Overtime) (5:01 p.m. to 6:59 a.m.) Monday through Friday and anytime on Saturday, Sunday or County holidays.

Adjustment Factor 2 must be greater than Adjustment Factor 1

Calculating Adjustment Factors

What You Need

- **Historical scope of work and final project proposals**
- **Construction Task Catalog (provided in the solicitation documents)**
- **Overhead costs, including project-related costs**
- **Desired profit margin**

How to Calculate

- **Calculate final cost of historical project.**
- **Add overhead and profit.**
- **Price historical project from CTC using scope of work.**
- **Divide subtotal (historical project, overhead and profit) by direct cost of work from CTC.**

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Calculating Adjustment Factors Example: **Office Renovation**

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Partition Walls

- Demo existing walls back to the metal studs
- Install new walls with an STC rating no less than 47

Doors

- Demo existing door
- Install 3’6”x7’ Door and new hardware

Ceiling

- Demo existing 2”x4”suspendered ceiling
- Install new 2’x4” suspended ceiling

Flooring

- Demo existing flooring
- Install seamless flooring and rubber base

Calculate JOC Adjustment Factor Resource https://www.gordian.com/resources/how-to-calculate-joc-adjustment-factor/

Scan the QR code to see a sample proposal

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Calculating Adjustment Factors Example:
Direct Cost vs. CTC

Direct Cost of Work from Quotes or Estimates

Doors	$6,240.00
Partition Walls	$26,567.00
Ceiling	$16,598.00
Flooring	$16,987.00

Total = $66,392.00

Direct Cost of Work from CTC

Doors	$5,912.59
Partition Walls	$27,456.62
Ceiling	$17,964.49
Flooring	$17,263.79

Total = $68,597.95

Calculating Adjustment Factors Example: **Total Proposed Cost**

A.	Direct Cost of Work From Historical Projects	$66,392.00
B.	Overhead (10%)*	$6,639.20
C.	Subtotal (Cost From Historical + Overhead)	$73,031.20
D.	Profit (10%)*	$7,303.12
E.	Subtotal (Cost From Historical + Overhead + Profit)	$80,334.32
F.	Direct Cost of Work From CTC	$68,597.50
	Adjustment Factor (E / F)	**1.1711**

***Sample Only – Contractors to Determine Appropriate Overhead and Profit**

Tip: Consider the CTC as the starting point at 1.000

Recommendation: Prepare this calculation for more than one sample project

Pricing Comparison

Price from CTC	$98,186.04	$98,186.04	$98,186.04
Adjustment Factor	1.4034	1.1024	0.9800
Project Value OH/P	$137,794.30	$108,240.30	$96,222.32
Sub Cost	($103,159.00)	($103,159.00)	($103,159.00)
OH/P Direct Cost	**$34,635.29**	**$5,081.29**	**-$6,936.68**

***Sample Only. Contractor to determine Adjustment Factor.**
Added Labor, and exaggerated quantities in line tasks will not be accepted.

Filling Out the Bid Form

	Adjustment Factor Name	Adjustment Factor Bid	X Evaluation Weighting	= Evaluation Weighted Total
1.	Normal Working Hours (7:00 a.m. to 5:00 p.m. Monday through Friday) Adjustment Factor	__.____ (Adjustment Factor - Numeric) (Adjustment Factor - Written)	X 0.60	__.____ (Adjustment Factor - Numeric) (Adjustment Factor - Written)
2.	Other than Normal Working Hours (5:01 p.m. to 6:59 a.m. Monday through Friday, Saturday, Sunday and County Holidays) Adjustment Factor	__.____ (Adjustment Factor - Numeric) (Adjustment Factor - Written)	X 0.40	__.____ (Adjustment Factor - Numeric) (Adjustment Factor - Written)
3.	**Sum the Evaluation Weighted Total column.** **This cumulative total is the Evaluation Criteria Figure.**			__.____ (Adjustment Factor - Numeric) (Adjustment Factor - Written)

- To determine the Best Value bidder, the County will divide each bidder's evaluated price by that bidder's qualification score. The bidder with the lowest resulting cost per quality point shall be deemed to represent the Best Value to the County.
- The responsive and responsible bidder who submits a bid with the lowest resulting price per quality point will be deemed the best value bid. The actual number of contracts to be awarded will be determined after the bid opening, based on the needs of the County.

JOC System Service Fee Information

Each awarded Contractor is required to pay a 1% JOC System License Fee on each Job Order.

- Consider as an Overhead cost
- Not itemized separately on Price Proposals
- 1% of the Job Order Price

This fee provides awarded Contractor with ongoing support from the Gordian team, including:

- Access to JOC Information Management System (JOC IMS), Construction Task Catalog® and other proprietary materials.
  - Most advanced cloud-based JOC technology and database in the marketplace
  - Project milestone price proposal tracking
  - Instant access to Tasks and prices; No need to search through old files and estimating books for costs
- JOC best practices and process training
- JOC IMS Software training
- Technical software support
- Enablement, training and marketing materials

Reminders / Questions

Bid Submission Reminder

- Please ensure your attendance of today's meeting is documented.
- All questions concerning this solicitation must be received via ePro.
- Review all RFP documents thoroughly and completely
- Ensure all required RFP documents are:
  - Completed
  - Signed
  - Addendum Acknowledge *(if applicable)*
  - Submitted by the RFP Deadline

Bid Submission Reminder

- Submit Bid Submission: All proposals must be addressed, sealed in an envelope, and received by 10:00 a.m. on December 9, 2026; in the office of the Project and Facilities Management Department – Project Management, 620 South E Street, San Bernardino, California, 92415-0184

- Ensure submission includes:
  1. Sealed envelope labeled with RFP's title and solicitation number, and Bidder's information
  2. One (1) Original RFP Package (Marked)
  3. Three (3) Copies of RFP Package
  4. One (1) USB containing RFP Package

Bid Submission Reminder

Ensure all required attachments are submitted with your RFQ Package:

1. Part One (Separate, sealed envelope labeled as “Part One”)
    1. Demonstrated Management Competency
    2. Financial Condition
    3. Labor Compliance
    4. Safety Record
    5. Demonstrated Experience and Project Approach for Level 1 HCAI Facilities
2. Part Two (Separate, sealed envelope labeled as “Part Two - Fee”)
    1. Non-Collusion Declaration
    2. Bid Bond (Separate, sealed envelope labeled as “Bid Bond”)
    3. Additional Required Forms/ Documents

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Thank You