



County of San Luis Obispo Job Order Contracting (JOC) Pre-Bid Meeting

JOC 2026

April 23rd, 2026 at 1:30 p.m.

GARDIAN[®]

Agenda

- **Kickoff and Introduction – SLO County Staff**
- **Qualification Submission and Details – SLO County Staff**
- **Job Order Contracting (JOC) Process – Gordian**
- **Understanding the Construction Task Catalog® (CTC) – Gordian**
- **Submission Reminders – SLO County Staff**
- **Questions**

SLO County Staff and Gordian Support Team



SLO County

Responsible for the development, oversight, and administration of the SLO County Airport JOC Program.

- **Michael Montero**, Project Manager
- **Daniel Ambriz**, Capital Project Manager
- **Tim Padayachee**, Design and Construction Division Manager

Gordian Program Support

Responsible for all aspects of JOC program Implementation at Gordian and in support of the SLO County Airport.

- **Randy Horn**, *Customer Engagement*
- **Mary-Neil Jackson**, *Senior Manager, Contractor Engagement*
- **Mariel Taylor**, *Contractor Outreach Specialist*
- **Shonna Ybarra**, *Program Development Manager*

Gordian Operations Team

Responsible for the local Account Management staff who will conduct training for the SLO County Airport and Contractor staff, assist in the procurement of individual projects and management of the SLO County Airport JOC Program.

- **Mike Morales**, *Construction Account Manager*
- **Mark Persico**, *Senior Account Manager*
- **Maria Martinez**, *Regional Director*

Solicitation Schedule



Event	Date
In Person Mandatory Pre-Bid Conference	4/23/2026 D361 (3rd Floor) 1:30 pm
Questions Deadline	5/1/2026 3:00 pm (Public Purchase)
Bid Submission Deadline	5/7/2026 D120 (1 st Floor) 3:00 pm
Bid Opening	5/7/2026 Public Meeting 3:15 pm



Job Order Contracting (JOC) Overview

Job Order Contracting (JOC)

Definition

- Indefinite delivery/indefinite quantity process (IDIQ)
- Enables owners to complete a substantial number of individual projects with a **single, competitively-awarded bid**
- Construction tasks are based on **preset costs in Gordian's Unit Price Book (UPB), the Construction Task Catalog®**
- Contractors bid an Adjustment Factor to be applied to **CTC**, resulting in on-call contract.

Value

- Saves time and administrative costs on construction procurement
- Fundamentally different construction procurement relationship
 - Collaborative relationship between Owner and Contractor
 - Allows Owners and Contractors to expedite work
 - Contractors and Owners build lasting partnerships
 - Provides transparency and auditability

How Job Order Contracting Works

Part 1 Bidding the Umbrella Job Order Contract

Owner
Advertises
Job Order
Contract



Contractors
Submit
Bids



Owner
Awards
Umbrella
Job Order
Contracting
Contract

Part 2 Procuring Individual Projects from Owner

Owner
Project A

Subcontracting
Opportunities

Owner
Project B

Subcontracting
Opportunities

Owner
Project C

Subcontracting
Opportunities

Most Successful JOC Project Types



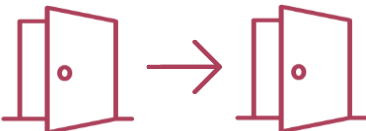
Maintenance



Repairs



Renovations



Replacement
in-kind



Emergency
work



Time sensitive
projects



Alterations

5 Step Job Order Process

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

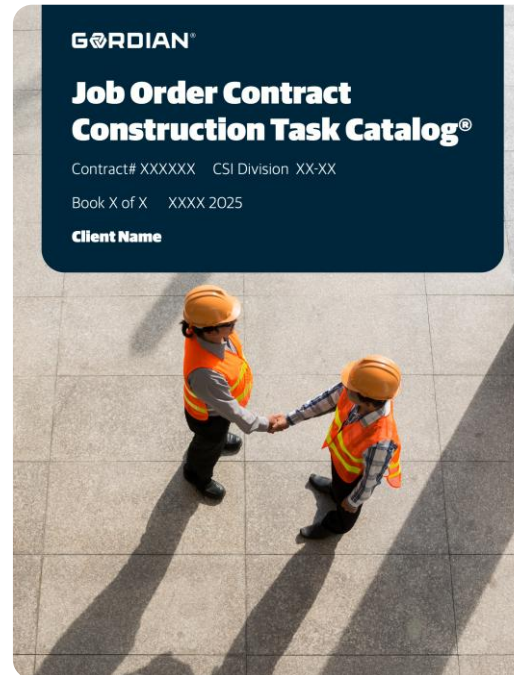
Once the Price Proposal is approved, the owner issues a purchase order for the contractor to proceed.

The Contract Documents



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.

Front End Documents



- **Volume 1 – Bid Package**
 - **Section 00010:** Invitation to Bidders
 - **Section 00100:** Instructions to Bidders
 - **Section 00300:** Bid Form
 - **Section 00400:** Supplements to Bid Form
 - **Section 00500:** Agreement
 - **Section 00600:** Bond Requirements, Forms and Guarantees
 - **Section 00610:** Engineer Certification Page
 - **Section 00700:** General Conditions
 - **Section 00800:** Construction Site Management and Water Pollution Control
 - **Contract Appendices:** A - I
- **Volume 2 – Construction Task Catalog[®] (CTC)**
- **Volume 3 – Technical Specifications**

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

Unit Prices:

Are for complete and in-place construction.

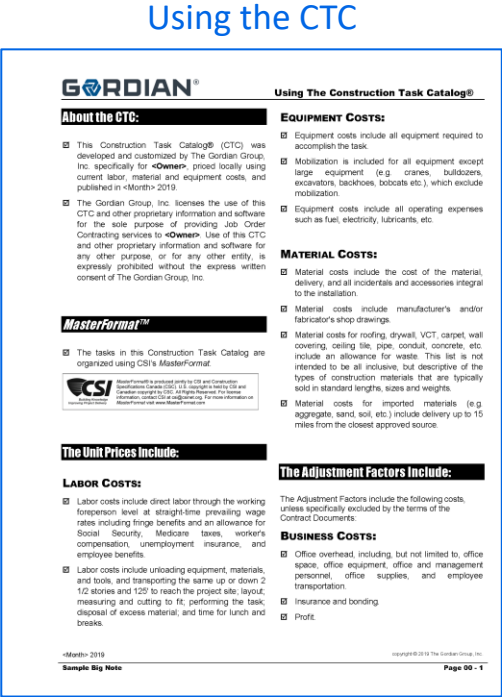
Include the cost of delivery to project site, unloading, storage and handling.
Delivery height is up to two stories.

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.



This Safety Director is included in the adjustment factor

This Superintendent is included in the adjustment factor

This Project Manager is included in the adjustment factor

This material is included in the unit price

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 equipment is included in the unit price

This waste 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.

A photograph of a construction site on a rooftop or high-rise floor. Two workers in high-visibility vests and hard hats are working with large white panels. The scene includes scaffolding, rebar, and various construction materials. Two callout boxes with blue borders and white backgrounds are overlaid on the image. Each callout box contains text and is connected to a white geometric logo by a dotted line. The background shows a city skyline under a clear sky.

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®

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
	<i>For Walls > 10' High, Add</i>	0.33	
	<i>For Soffit, Columns Or Beams Up To 10' High, Add</i>	0.86	
	<i>For Soffit, Columns Or Beams > 10' High, Add</i>	1.11	
	<i>For Horizontal Installation Up To 10' High, Add</i>	0.30	
	<i>For Horizontal Installation > 10' High, Add</i>	0.38	
	<i>For Curved Wall, Add</i>	0.26	
	<i>For 12" On Center, Add</i>	0.29	
	<i>For 24" On Center, Deduct</i>	-0.29	
	<i>For Up To 200, Add</i>	0.51	
	<i>For > 200 To 500, Add</i>	0.25	

Modifiers for variations or quantity discounts

Demolition cost (if applicable)

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
							<hr/>	
							Total Job Order Price	

Adjustment Factors

Adjustment Factors for:

**General Facilities -
NORMAL
WORKING
HOURS**

**General Facilities -
OTHER THAN
NORMAL
WORKING
HOURS**

**Secure Areas -
NORMAL
WORKING
HOURS**

**Secure Areas -
OTHER THAN
NORMAL
WORKING
HOURS**

Remember:

- ✓ Adjustment factors apply to all tasks in the Construction Task Catalog®.
- ✓ Awards will be based on your combined Adjustment Factor using the Award Criteria Figure Formula.
- ✓ No Adjustment Factor may be less than the first Adjustment Factor for Projects in General Facilities to be performed during Normal Working Hours.
- ✓ Professional cleaning services are expected to be in Adjustment Factor

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.**

Calculating Adjustment Factors Example: **Office Renovation**

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" suspended ceiling
- Install new 2'x4" suspended ceiling

Flooring

- Demo existing flooring
- Install seamless flooring and rubber base

Scan the QR code
to see a sample
proposal



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)	<hr/> \$73,031.20
D.	Profit (10%)*	\$7,303.12
E.	Subtotal (Cost From Historical + Overhead + Profit)	<hr/> \$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

JOC Program Benefits for Contractors



One bid response



Transparent process



Project volume driven by performance



Paid a unit price for every task performed



Ability to value engineer and collaborate



Increased bond capacity

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

Additional Resources

Available on Gordian website:

- <https://www.gordian.com/resources/how-to-bid-a-joc-contract/>
- <https://www.gordian.com/resources/joc-102-for-contractors/>

Submission Reminders



Bid Submission Reminder

- ✓ Please ensure your attendance of today's meeting is documented.
- ✓ All questions concerning this solicitation must be received via email or per direction in the bidding documents.
- ✓ Submit Bid Submission in person D120 (1st Floor)
- ✓ **Submissions due: 5/7/2026, at 3:00 pm**
- ✓ **Bid Opening Public Meeting: 5/7/2026, at 3:15 pm**
- ✓ Direct questions to **Public Purchase:**
Questions are due on or before 5/1/26 at 3pm

GARDIAN[®]

Thank you!
Questions & Answers