

**Course Objectives/Course Outline**  
**Spokane Community College**

---

---

**Course Title: Bidding and Estimating**

**Prefix and Course Number: AGHRT 234**

---

**Course Learning Outcomes:**

**By the end of this course, a student should be able to:**

- Differentiate between bidding and estimating
- Estimate costs associated with typical landscape projects
- Prepare bids for typical landscape projects
- Interpret contracts
- Select proper risk management tools for typical landscape projects

**Course Outline**

- I. Overview of Landscape Industry
- II. Contract Law
- III. Contracts
- IV. Bidding
- V. Maintenance Practices
- VI. Landscape Construction
  - A. Plant Material
  - B. Site Prep
  - C. Drainage
  - D. Paving
  - E. Retaining Walls
  - F. Water Features
  - G. Rock Features
  - H. Wood Construction
  - I. Irrigation
- VII. Estimating Process
  - A. Working off drawings and specs
  - B. Quantitative measurements
- VIII. Materials
- IX. Labor
  - A. Production Rates
  - B. Crew Rates
  - C. Labor burden
  - D. Overtime
  - E. Travel and Load
- X. Equipment
  - A. Equipment Production Rates
  - B. Equipment Costing
- XI. Markups
  - A. Overhead
  - B. Contingencies
  - C. Profit Margin
  - D. Taxes
- XII. Scheduling
- XIII. Liens
- XIV. Bonding
- XV. Insurance