

E-Contractor Training Program Workshop

Introduction to Estimating



Workshop Overview

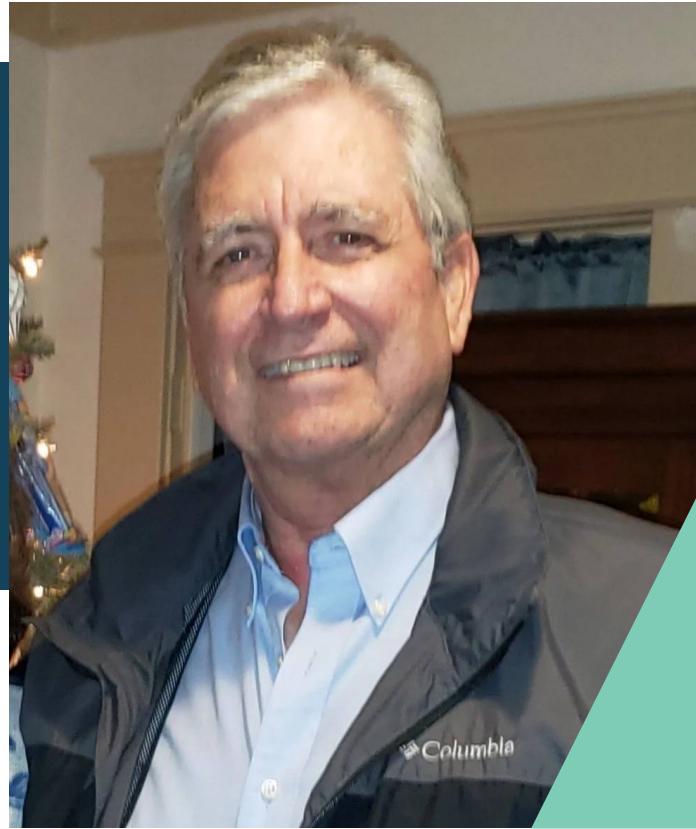
For this Workshop we will walk through the steps followed to prepare the estimate.

This session demonstrates the important components to consider in preparing an estimate, starting with bid strategy and procedures.

For seasoned hard-bid estimators, this will be a review and confirmation of your good bid practices. For contactors new to hard-bid Public Works, this will be eye-opening.

In this workshop, you will learn:

- What does every good estimator need to know?
- The importance of accurate estimating
- Common risk factors
- How to deal with risk (risk analysis)
- How to collect and organize all the information necessary to bid any project



Meet Your Instructor

**Joe Miller, Cornucopia Associates
Construction Consultant**

Mr. Miller has over 45 years of experience in construction, public works, and project consulting. As a Senior Consultant with Lenax Construction Services, he has worked on projects ranging from \$25,000 to over \$10 billion across infrastructure, healthcare, government, military, and aviation sectors. He is a former president of the Los Angeles Chapter of the American Society of Professional Estimators and a frequent college lecturer.

Join Us on Zoom



Register Today

July 15, 2026

3:00pm

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