

## FACILITATOR ANSWER KEY

### MOCK BID #1 – Gateway Concrete Solutions

⚠ Intentionally Missing: ADA Compliance Language

#### **What's Missing & Why It Matters:**

✘ Bid #1 – Gateway Concrete Solutions

**Missing:** Explicit ADA compliance language

**Why It's a Problem:**

The scope requires ADA routes, slopes, and corrections at no cost

Owner could be liable for non-compliance

Creates costly change orders post-install

**Teaching Point:**

If ADA is not explicitly acknowledged, it is not enforceable.

### MOCK BID #2 – Midwest Flatwork & Paving

⚠ Intentionally Missing: Phasing & Resident Access Plan

#### **What's Missing & Why It Matters:**

✘ Bid #2 – Midwest Flatwork & Paving

**Missing:** Phasing & resident access plan

**Why It's a Problem:** Property is fully occupied

No limits on closures

No temporary access strategy

High risk of resident complaints, safety issues, and stop-work orders

**Teaching Point:**

In occupied communities, logistics matter as much as price.

### MOCK BID #3 – Arch City Concrete (BEST BID – COMPLETE)

✔ Fully Compliant with Scope

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