



Port of Stockton Job Order Contracting Informational Meeting



Port of Stockton
CALIFORNIA

What We'll Cover



Introductions



Port of Stockton Overview



Job Order Contracting Overview



Opportunity Information



Next Steps



Q&A



Mandeep Singh

Account Manager, PacNorth, Gordian



Monica Ratanpal

Junior Account Manager, PacNorth, Gordian



Mariel Taylor

Contractor Outreach Specialist, Gordian

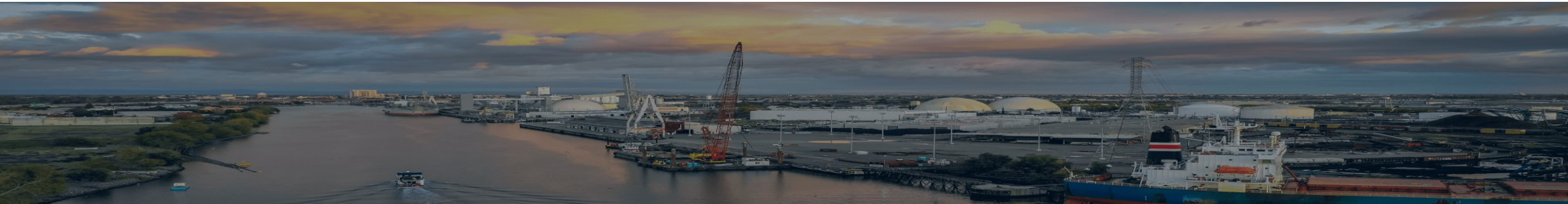
Gordian Team



Port of Stockton Team

Rod Iwashita, PE, F.ASCE, BC.PE

Director of Engineering and Facilities



Port of Stockton Overview



Port of Stockton



Mission Statement: The Stockton Port District connects local and regional economies with global markets by providing world-class port infrastructure and services, and creating opportunities that foster economic development and job growth.

- **Major inland port** located 75 miles inland in the California's Central Valley, serving as a deep-water seaport and logistics hub.
- **Handles millions of tons annually** of diverse cargo, including steel, cement, fertilizers, rice, oils, and ammonia.
- **Supports over 10,000 jobs** regionally through port operations and related economic activity.
- **Continued growth & development** with available land and infrastructure for future expansion

Typical Construction Procurement Challenges



Repetitive and Complex Bidding Process



Unpredictable Workload



Administrative Burden



Time



Capitalizing on Long-Term Relationships



Job Order Contracting (JOC):

Indefinite Delivery/Indefinite Quantity (IDIQ)

Single, Competitively-Awarded Contract

**Contractors bid an Adjustment Factor applied in
Gordian's Construction Task Catalog**

**Enables contractors to work multiple projects without
repetitive bidding and foster long term relationships
with public sector clients.**

Construction Delivery Methods

**In-House
Staff**

**Construction
Management
(CM) at Risk**

**Unit Price
Contracts**

**Design-Bid-
Build**

**Time and
Materials**

Design-Build

**Job Order
Contracting**

How JOC Works

How JOC Delivers Faster, More Predictable Work



Components of a Gordian JOC Program



Data

- Localized unit price book for each JOC contract
- Over 275,000 accurate construction tasks with preset prices
- Prices update annually



Technology

- Easily manage the functions of the job order development process

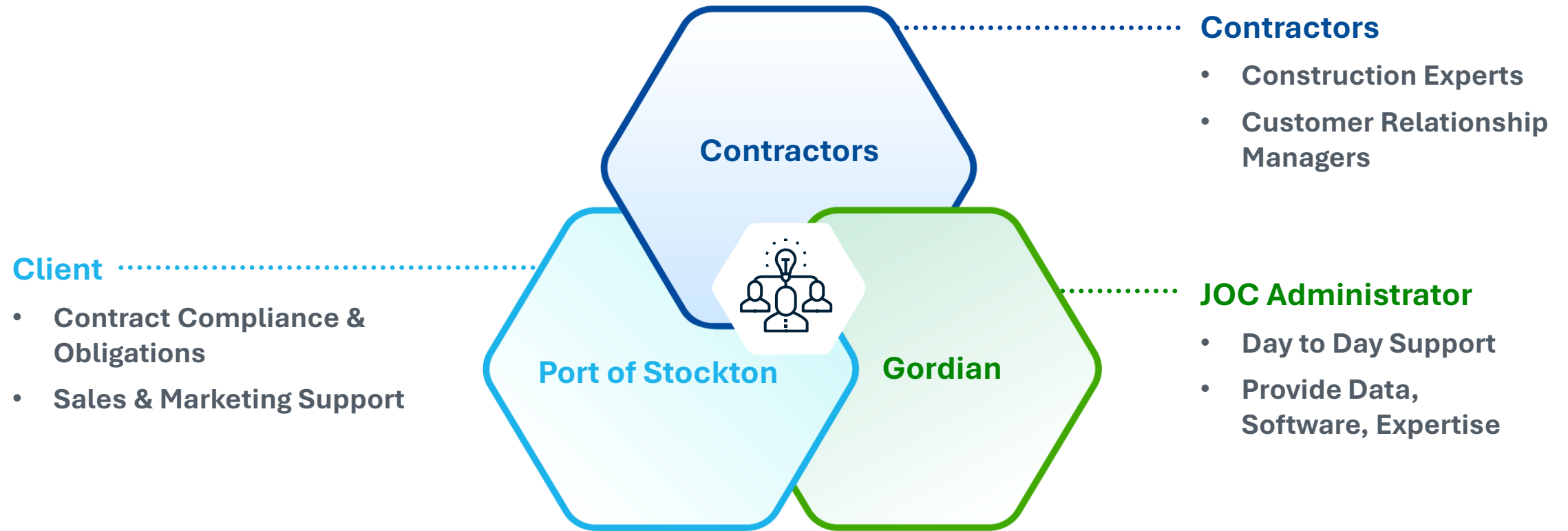


Expertise

- Local field personnel to ensure JOC program success



Stakeholders



5 Step Job Order Process

1

Joint Scope Meeting

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

2

Detailed Scope of Work

Gordian helps the owner prepare a Detailed Scope of Work that describes the work the contractor will perform.

3

Price Proposal

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

4

Price Proposal Review

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

5

Job Order Issued

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

Most Successful JOC Project Types



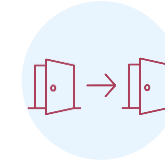
Renovations



Repairs



Alterations



Replacement in-kind



Time sensitive



Emergency work



Maintenance

Installing a Memorial to Fallen Heroes



City of San Mateo, California

- **2023:** The City of San Mateo wanted to consolidate six disparate veterans memorials into one tribute to fallen soldiers and emergency personnel
- Project completed using Cooperative JOC via Sourcewell
- Installed stainless steel monoliths and engraved bricks
- \$241,000 project finished in six months



Project won a 2024 Award of Merit in Job Order Contracting

How You Win Work

How Contractors Can Participate



Bidding a Job Order Contract

PART 1

Bidding the Umbrella Job Order Contract



PART 2

Procuring Individual Projects from the Port of Stockton



Poll

What is your average win rate with your current procurement methods?

A

10% - 20%

B

20% - 30%

C

30% - 40%

D

40% and above



JOC Program Benefits:

JOC Contractors have reported a win rate of 60-70%!



High performance drives more projects and accelerates volume



Build strong partnerships through open communication



Collaborate to define project scope for improved outcomes



What Contractors Are Saying About JOC

➡ Speed

“Most jobs that are sent out to the public for bid, you could easily be looking at a year before you start the project. With JOC, we're having some **jobs start as fast as three weeks** from when we receive the scope.”

Brant Riner
Structured Construction

➡ Consistency

“Job Order Contracting has been great for our company because it's given us **consistent work** that we can **depend on, fair pricing** and a chance to shine in terms of production, quality and repeat business.”

Bhavik Paryani
Paryani Construction

➡ Partnerships

“It's a good atmosphere to work in because **you and the client are on the same team**. If you can build a level of trust with your clients, you'll have a **successful program.**”

Darrin Terrazas
Newton Construction

Key Takeaway:

➡ JOC delivers faster projects, repeat work, and stronger partnerships

How You Get Paid



Construction Task Catalog®



Unit Price Book of pre-priced construction tasks



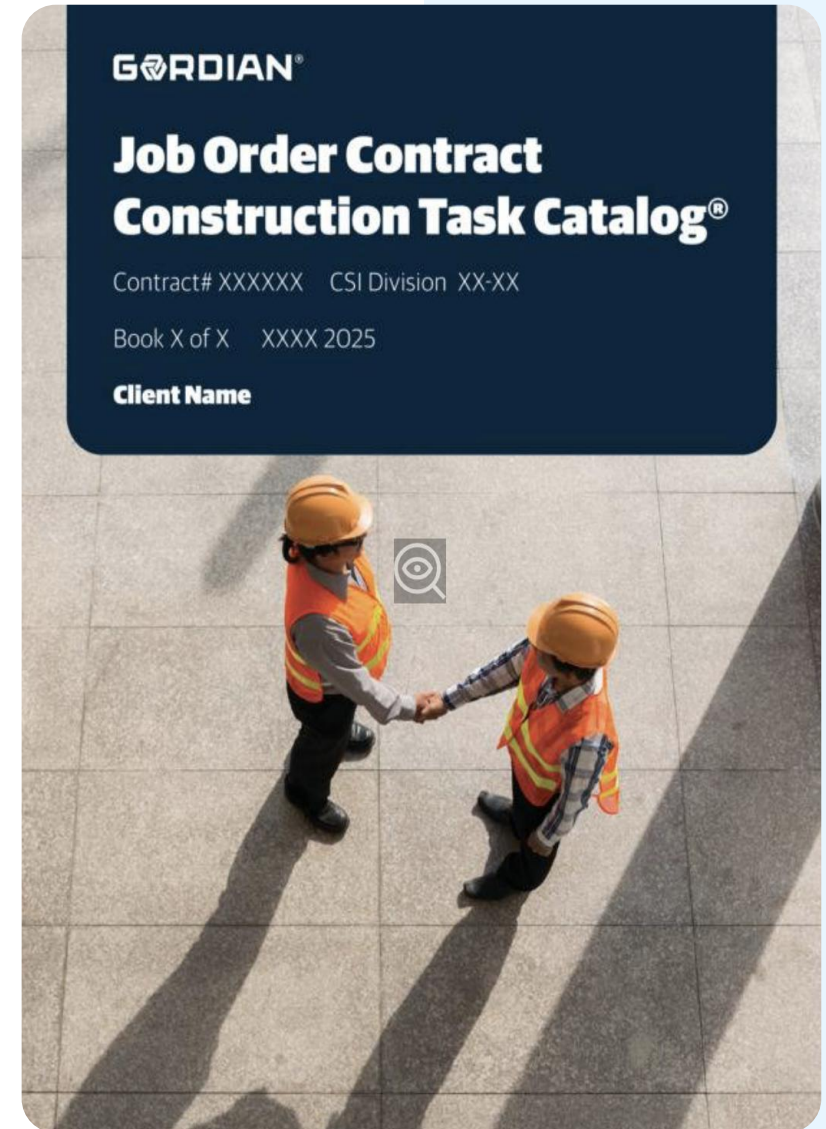
Organized by Construction Specifications Institute (CSI)



Based on local labor, material and equipment costs



Tasks represent the “Scope of Work” for the contract



Guidelines for Using the CTC



Explains what materials, labor and equipment are already included in each task price



Includes equipment and delivery cost guidelines



Identifies what is included in your adjustment factor



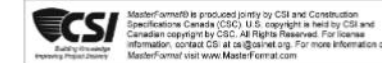
Defines restricted and confined spaces

About the CTC:

- ☑ This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for Los Angeles County Metropolitan Transportation Authority (METRO), priced locally using current labor, material and equipment costs, and published in July 2025.
- ☑ 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 Los Angeles County Metropolitan Transportation Authority (METRO). 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 CTC are organized using CSI's MasterFormat.



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 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task;

2025

Los Angeles County Metropolitan Transportation Authority (METRO)

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.

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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
		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

0.34

Modifiers for variations
or quantity discounts

Demolition cost
(if applicable)

Adjustment Factor: How Contractors Are Compensated

1

A multiplier applied to the construction task in the CTC. Unit Price x Quantity x Adjustment Factor = Total for Task

2

Individual bid opportunities may request various Adjustment Factors based on Client needs. Example: Secure Areas, Other Than Normal Working Hours, etc.

3

Should include a company's overhead, profit and operating costs to determine what is needed to be successful under a JOC program.

4

Administrative Fee should be calculated into the Adjustment Factors.

Adjustment Factors: Putting It All Together

Category	CSI MasterFormat	UOM	Adjustment Factor			
Lighting						
29	26 51 13 00-0060	EA	4 T8 Lamps, 2' x 4', Prismatic Lensed, Lay-In/Troffer Fluorescent Fixture			
			Qty	Unit Price	Factor	Total
			Installation	48.00 X \$196.74	X 1.0000	\$9,443.52
			Demolition	48.00 X 21.2	X 1.0000	\$1,017.60
30	26 51 13 00-0155	EA	4 T8 Lamps, 4' Length, Industrial Fluorescent Fixture			
			Qty	Unit Price	Factor	Total
			Installation	12.00 X \$180.51	X 1.0000	\$2,166.12
			Demolition	12.00 X 18.2	X 1.0000	\$218.40
31	26 53 00 00-0006	EA	Single Face, Die-Cast Aluminum Housing, LED Exit Sign (Lithonia LQC)			
			Qty	Unit Price	Factor	Total
			Installation	4.00 X \$146.75	X 1.0000	\$587.00
			Demolition	4.00 X 18.19	X 1.0000	\$72.76
Subtotal for Lighting:						\$13,505.40

How to Calculate an Adjustment Factor



Best Practices For Calculating your Adjustment Factor

Step 1

Review the CTC Introduction (Pages 1-6)

- Using the Construction Task Catalog or "The Big Note"
- Establishes rules for JOC
- Clarifies what is and is not included in an Adjustment Factor
- Following these rules impacts contract award and profitability

Step 2

Examine Annual Business Costs

- Office space, personnel, equipment, vehicles, fuel
- Job order development, owner meetings, admin costs
- Insurance, bonds, indemnification (Note: Payment & performance bonds are reimbursable)

Step 3

Consider Project-Related Costs

- Labor
- Equipment
- Materials & supplies
- Overhead & profit
- Any other items impacting project costs

Important Note: Your Adjustment Factor Must Include All Necessary Costs

1. Direct & indirect costs (not included in CTC prices)
2. Overhead & profit
3. Subcontractor overhead & profit

Job Order Contract Construction Task Catalog®

Contract# XXXXXX CSI Division XX-XX

Book X of X XXXX 2025

Client Name



Calculate Your JOC Adjustment Factor:



**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.

Calculate Your JOC Adjustment Factor: (Step 1)

Using your historical scope of work and finalized project proposals, calculate your actual costs and jot down the total amount.

Administration Building & Shop Renovation

Doors and Hardware

- Replace 12 interior doors, hinges and hardware
- Doors shall be 3x7, solid core wood doors
- Grade 2 locksets with knobs
- Replace 2 push bar exits and door closers on exit doors

Lighting

- Replace all lay-in troffer fixtures on first and second floors, 48 in total
- Replace 4 exit fixtures
- Replace 12 industrial fixtures in shop area

Plumbing

- Replace 8-bathroom sinks, 8 faucets, and 8 toilets in men's and women's bathrooms in admin building and shop area
- Replace 4 water fountains

Calculating Adjustment Factors

Direct Cost Example:

Direct Cost of Work from Quotes or Estimates	
Plumbing	\$34,645.00
Doors & Hardware	\$22,867.00
Lighting	\$20,865.00
Total	\$78,377.00

Calculate Your JOC Adjustment Factor: (Step 2)

Using the same scope of work, price it out using the CTC provided with the solicitation. Jot down the total amount.

Administration Building & Shop Renovation

Doors and Hardware

- Replace 12 interior doors, hinges and hardware
- Doors shall be 3x7, solid core wood doors
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Historical Direct Cost and CTC Comparison: (Step 3)

Compare your historical direct cost proposal amounts against the CTC direct cost of work.

Direct Cost of Work from Quotes or Estimates	
Plumbing	\$34,645.00
Doors & Hardware	\$22,867.00
Lighting	\$20,865.00
Total	\$78,377.00

Direct Cost of Work from CTC	
Plumbing	\$37,530.45
Doors & Hardware	\$23,465.65
Lighting	\$21,925.50
Total	\$82,921.60

Adjustment Factor In Action (Calculated)

A.	Direct Cost of Work From Historical Projects	\$78,377.00
B.	Overhead (10%)*	\$7,837.70
C.	Subtotal (Cost From Historical + Overhead)	\$86,214.70
D.	Profit (10%)*	\$8,621.47
E.	Subtotal (Cost From Historical + Overhead + Profit)	\$94,836.17
F.	Direct Cost of Work From CTC	\$82,921.60
Adjustment Factor (E / F)		1.1436

Sample Only –
Contractors to
Determine
Appropriate Overhead
and Profit

Tip: Consider the
CTC as the
starting point at
1.0000

Recommendation: Prepare
this calculation for more
than one sample project

Port of Stockton JOC Opportunity



Port of Stockton JOC Program



- Contractor Types
 - General Construction (including buildings)
 - Electrical
 - Civil Site Work
 - Marine
- Multiple Contract Awards Available
- Contract has a 3-year base term, plus (2) one-year options. Five - year contract opportunity.
- TWIC Compliance Requirement

Port of Stockton JOC Program Next Steps

Estimated timelines. Other important dates will be available in the Solicitation.



**Solicitation
Documents
Available**

June 22nd



**Pre-Proposal
Virtual Meeting**

July 9th



**Proposals
Due**

July 24th

Download bid documents on June 22nd - [Request for Proposals \(RFPs\) & Bid Announcements | Port of Stockton](#)



GORDIAN

Mandeep Singh

Account Manager, PacNorth

Mandeep.singh@gordian.com



GORDIAN

Monica Ratanpal

Junior Account Manager, PacNorth

M.ratanpal@gordian.com



GORDIAN

Mariel Taylor

Contractor Outreach Specialist

Mariel.taylor@gordian.com

Contact Information



GARDIAN[®]

Thank you!