

# WATSON - PRE-BID INTELLIGENCE REPORT

**Project:** South Shore Community Church - Auditorium & Offices Building Addition - Sarasota, Florida

**Review Stage:** PRE-BID MANAGEMENT REVIEW

**Documents Reviewed:** Architectural Progress set 03/31/2026; Supplemental Drawings Bid Issue 09/03/2026; Project Manual / Specifications 09/03/2026; Scope Items to Include in Bid dated 09/24/2026; related South Shore analytical and product-research sources used by the existing pre-bid assessment.

**Issue:** WATSON - Pre-Bid Intelligence / Bid Viability, Document Confidence, Commercial Exposure, and Estimating Effort Position

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## 1. Pre-Bid Decision Basis and Position

WATSON evaluates whether the opportunity justifies continued estimating effort and commercial pursuit. It separates **Bid Viability** from **Document Confidence** so that a project can be strategically attractive while still having an incomplete or conflicting pricing basis.

**Recommended Position: MANAGEMENT REVIEW.** Do not treat South Shore as a routine bid. The project is sufficiently defined to support estimating activity, but the document package contains multiple independent conditions capable of changing product identity, installation method, labor, accessory scope, substrate responsibility, or procurement. Management review is appropriate before additional estimating resources are committed or an unqualified proposal is released.

The strongest negative factors are the unresolved Stair 1 system, multiple finish-schedule issue dates without complete written reconciliation, undefined VCT1, broad and inconsistent floor-preparation obligations, conflicting PT1/PT2 grout requirements, lack of dedicated finish-floor plans, unresolved concrete-finish responsibility, and product-identification conflicts affecting WM1, WF1, and LVP1.

| Bid Viability | Document Confidence | Recommended Position | Estimating Effort |
|---------------|---------------------|----------------------|-------------------|
| 44 / 100      | 82 / 100            | MANAGEMENT REVIEW    | EXTREME           |

## 2. Documents Reviewed

| Document / Source                | Issue / Date                         | Pre-Bid Relevance                                                                                                          |
|----------------------------------|--------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| Architectural Drawings           | Progress / 03.31.2026                | Earlier architectural basis. Finish information does not fully reconcile with later SP.71 information.                     |
| Supplemental Drawings            | Bid Issue / 09.03.2026               | Later finish schedule and stair information; principal source for many room-by-room finish assignments.                    |
| Project Manual / Specifications  | Issued for Construction / 09.03.2026 | Division 09 installation, product, substrate, testing, transition, and specialty-system requirements.                      |
| Scope Items to Include in Bid    | 09/24/2026                           | Later written bid direction that adds scope information but does not fully establish hierarchy over all earlier documents. |
| Manufacturer / Industry Research | Current to assessment                | Used by the existing pre-bid assessment to test product identity, availability, labor pressure, and market sensitivity.    |

### 3. Decision Model and Scoring

Bid Viability measures whether South Shore warrants continued pursuit. Document Confidence measures how strongly the available evidence supports that conclusion. The model does not treat missing information as automatically negative unless the missing information itself creates a pricing or commercial exposure.

| Evaluation Area                          | Weight | Score | Weighted   | South Shore Assessment                                                                                                                                                    |
|------------------------------------------|--------|-------|------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Document Completeness & Coordination     | 15%    | 40    | 6.0        | Later supplemental and specification issues coexist with an earlier Progress architectural set; hierarchy remains incomplete and dedicated finish-floor plans are absent. |
| Scope Definition & Quantifiability       | 15%    | 55    | 8.3        | SP.71 establishes many room assignments, but Stair 1, VCT1, PT3, transitions, concrete finishes, and certain exact limits remain unresolved.                              |
| Product & Specification Certainty        | 10%    | 45    | 4.5        | CT1 and several products are identifiable, but VCT1 is undefined and WM1/WF1/LVP1 contain identity or construction conflicts.                                             |
| Existing Conditions / Substrate Exposure | 10%    | 25    | 2.5        | Tile, resilient, and wood sections impose overlapping correction duties without a single bounded preparation matrix or known slab-condition baseline.                     |
| Schedule, Phasing & Logistics            | 10%    | 50    | 5.0        | General scheduling and occupancy requirements exist, but a complete flooring-specific turnover or phasing basis is not established.                                       |
| Contract & Commercial Exposure           | 10%    | 55    | 5.5        | Unresolved scope allocation can become commercial exposure if qualifications are restricted.                                                                              |
| Procurement & Material Exposure          | 10%    | 45    | 4.5        | Several products are current, but exact construction, manufacturer, or system identity is not consistently controlled by the project documents.                           |
| Owner / GC / Payment Exposure            | 5%     | 50    | 2.5        | No verified payment-history or counterparty credit basis was established; held neutral pending separate diligence.                                                        |
| Current Market Conditions                | 5%     | 45    | 2.3        | Input-cost and labor pressure increases the cost of document uncertainty and reduces tolerance for unbounded allowances.                                                  |
| Estimating Effort vs. Opportunity        | 10%    | 30    | 3.0        | Material clarifications and product checks create an inefficient preconstruction burden before a clean pricing basis is reached.                                          |
| TOTAL                                    | 100%   |       | 44.0 / 100 | MANAGEMENT REVIEW - pursuit should depend on strategic value and ability to qualify unresolved conditions.                                                                |

#### Document Confidence Score

**82 / 100 - High confidence in the risk conclusion.** Confidence is supported by multiple direct project sources and product verification. It is reduced by the absence of a confirmed bid date, complete flooring-specific schedule constraints, counterparty/payment information, and final written design clarifications.

#### Critical Bid Gates

| Gate                                            | Status          | Decision Effect                                                                                                  |
|-------------------------------------------------|-----------------|------------------------------------------------------------------------------------------------------------------|
| Conflicting governing pricing documents         | TRIGGERED       | Progress and Bid Issue finish information do not fully reconcile; Stair 1 alone has multiple incompatible bases. |
| Critical product definition incomplete          | TRIGGERED       | VCT1 lacks a defensible manufacturer/product/system; LVP1 exact construction also remains unresolved.            |
| Unquantifiable substrate / preparation exposure | TRIGGERED       | Different finish sections transfer overlapping correction duties without a unified measurable boundary.          |
| Critical product unavailable / obsolete         | NOT TRIGGERED   | Active product families exist, although identity/configuration conflicts remain.                                 |
| Schedule demonstrated impossible                | NOT ESTABLISHED | Insufficient flooring-specific sequencing evidence to declare the schedule impossible.                           |
| Scope predominantly assumption-driven           | PARTIAL         | Core room finishes are identifiable, but several high-impact systems still depend on clarification.              |

## 4. Document Readiness Assessment

Presence is not treated as readiness. WATSON asks whether each source can be relied on as a clean pricing basis without silent reconciliation.

| Document / Source                            | Status              | Finding                                                                                                          | Bid Effect                                                    |
|----------------------------------------------|---------------------|------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|
| Architectural drawings - 03/31/2026 Progress | CONFLICTING         | Contains earlier finish information that does not fully match later SP.71.                                       | Do not silently combine with later information.               |
| Supplemental drawings - 09/03/2026           | USABLE WITH CONTROL | Later finish and stair information is more current, but does not expressly resolve every earlier condition.      | Use with written hierarchy / conflict controls.               |
| Project Manual / Specifications - 09/03/2026 | USABLE WITH CONTROL | Defines Division 09 product and execution requirements, including specialty systems and preparation obligations. | Strong execution source; does not cure drawing conflicts.     |
| Scope Items to Include in Bid - 09/24/2026   | USABLE WITH CONTROL | Adds later bid direction, including DensShield at tile walls, without fully establishing hierarchy.              | Read with, not silently substitute for, earlier sources.      |
| SP.71 Finish Schedule                        | PARTIALLY USABLE    | Strong room-location source, but Stair 1, VCT1, and several finish-location issues remain unresolved.            | Primary location basis subject to listed exceptions.          |
| Dedicated finish-floor plans                 | NOT IDENTIFIED      | No dedicated 09/03/2026 graphic finish-floor-plan series was identified in the existing assessment.              | Increases reliance on schedule, room plans, and details.      |
| Stair finish documents                       | CONFLICTING         | SP.71 and Section 09 65 13 do not define one consistent Stair 1 system.                                          | Critical gate.                                                |
| Product procurement basis                    | INCOMPLETE          | VCT1 is undefined; WM1/WF1/LVP1 require manufacturer/design reconciliation.                                      | Cannot release all products directly from the current record. |

### Document Readiness Position

The set is estimatable but not procurement-ready and is not suitable for an unqualified fixed-price proposal. South Shore crosses the threshold from normal bid coordination into management-level pursuit because several unresolved conditions affect the definition of what is actually being bought, not merely how it is drawn.

## 5. Flooring Scope Certainty

| Scope Element            | Certainty    | Document-Driven Position                                                                                                                                                 |
|--------------------------|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| CT1 carpet tile          | HIGH         | Mohawk Group Art Exposure / Academic View BT433, 24 x 24, with scheduled office/conference/collaboration locations; final pattern/direction still requires coordination. |
| LVP1                     | MODERATE     | Mohawk Elan Valley II, Morning Mist 16 is identified, but exact construction and the Stair 1 application remain unresolved.                                              |
| VCT1                     | LOW          | SP.71 schedules VCT1 at Upper Stair 2 but Section 09 65 19 does not identify a complete VCT1 product or system.                                                          |
| WM1 walk-off carpet      | LOW-MODERATE | Abrasive Action II #02578 is identifiable, but manufacturer/backing/color require reconciliation.                                                                        |
| WF1 specialty wood floor | LOW-MODERATE | Project assembly description and current Connor Pro Forma I identity do not cleanly align.                                                                               |
| PT1 / PT2 tile           | MODERATE     | Products are identified, but grout-joint requirements conflict between product and execution language.                                                                   |
| PT3 backsplash           | LOW          | Product is specified for the Break Room, but exact extent/height/termination is not established by SP.71.                                                                |
| Stair 1                  | LOW          | Ground schedule = RFI; upper schedule = LVP1; specification = complete Johnsonite Stairwell Management System.                                                           |
| Transitions              | LOW-MODERATE | Reducers/edge strips are required, but profile/height/color remain condition-specific and not fully scheduled.                                                           |
| Concrete finishes        | LOW          | PC/C/CS/SC appear in schedules without a complete flooring-trade product system or clear responsibility basis.                                                           |

## 6. Execution, Substrate, and Commercial Exposure

South Shore is primarily a scope-definition and responsibility-allocation project. The documents establish performance obligations without one measurable commercial boundary for the flooring subcontractor.

| System               | Documented Requirement                                                                                                                             | Pre-Bid Exposure                                                                                                |
|----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| Tile                 | Section 09 30 00 assigns correction of minor holes, cracks, depressions, rough areas, and removal of bond-inhibiting contaminants.                 | No single quantified limit separates routine patching from major remediation.                                   |
| Resilient            | Section 09 65 19 requires ASTM F710 compliance, moisture/bond testing, filling cracks/holes/depressions, and grinding/leveling certain conditions. | Open-ended slab correction can migrate into the flooring price unless bounded.                                  |
| WF1                  | Section 09 64 00 requires dryness testing, levelness within 1/8 in. in 10 ft., and corrective grinding/filling.                                    | Specialty system height and slab tolerance can create corrective-work and transition impacts.                   |
| Tile-wall interfaces | 09/24/2026 scope direction requires DensShield at walls receiving tile.                                                                            | Backer responsibility must be isolated from standing flooring exclusions and priced only if expressly assigned. |

### Schedule / Occupancy / Logistics

The Project Manual permits Owner occupancy of completed areas before overall Substantial Completion and requires construction scheduling by story or separate area. That creates sequencing exposure, but the existing flooring record does not establish a complete flooring-specific turnover schedule, number of mobilizations, storage plan, or work-hour basis. Logistics therefore remain an unresolved pricing variable.

### Alternate / Bid Form Exposure

The reviewed documents identify one explicit alternate: Deduct Alternate No. 1 - exterior battens. The existing alternates assessment found no direct flooring impact. Unresolved Stair 1, VCT1, PT3, prep, transition, and concrete-finish conditions remain clarifications or qualifications - not bidder-created alternates.

### Commercial Position

The larger commercial danger is scope migration. If proposal or subcontract language forces the flooring contractor to absorb inconsistencies, concealed substrate work, product substitutions, or post-bid design reconciliation without adjustment, the correct position moves from Management Review toward No-Bid.

## 7. Procurement and Product Intelligence

| Item                            | Current Research / Document Position                                                                                                      | Pre-Bid Effect                                                                         |
|---------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|
| LVP1 - Mohawk Elan Valley II    | Multiple current Elan Valley II constructions exist in the identified size/color family.                                                  | Availability is not the core problem; exact governing construction must be identified. |
| WM1 - Abrasive Action II #02578 | Current technical data identifies the product family with multiple backing configurations.                                                | Confirms product family but manufacturer/backing/color must be confirmed.              |
| WF1 - Connor Pro Forma I        | Current Connor identity does not cleanly match the project description of a maple hardwood / plywood / resilient athletic-floor assembly. | Genuine system-identification risk requiring manufacturer/design reconciliation.       |
| VCT1                            | No complete VCT1 product basis is established in the reviewed Division 09 record.                                                         | Cannot be responsibly priced as a final procurement item from the abbreviation alone.  |

## 8. External Industry Research

External research is used only where it materially affects the decision. Project-document evidence remains controlling; market and journal sources test whether unresolved project conditions are commercially significant in the current environment.

| Source                                       | Finding                                                                                                                                                                             | Decision Relevance                                                                                             |
|----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|
| Aldossari, Buildings (2024)                  | Peer-reviewed bid/no-bid research ranked client ability to pay, clarity of scope, project cash flow, need for work, and qualified labor among critical contractor decision factors. | Supports heavy weighting of scope clarity and labor availability rather than a simple plan-completeness check. |
| Empirical Bid/No-Bid Research                | Bid/no-bid decisions are multi-factor decisions involving project, client, consultant, competitor, and market conditions.                                                           | Supports weighted viability plus independent bid gates instead of one arbitrary score.                         |
| AGC - Sept. 10, 2026                         | Inputs to new nonresidential construction increased materially year over year.                                                                                                      | Raises the penalty for late product clarification, redesign, quote expiration, and scope added after bid.      |
| AGC / NCCER Workforce Survey - Sept. 3, 2026 | Most respondents reported hourly craft openings and continuing difficulty filling positions.                                                                                        | Supports conservative labor assumptions where stair systems, prep, phasing, or rework may expand after bid.    |
| AGC - Oct. 2, 2026                           | Construction wage growth and low construction unemployment indicate continued labor-cost pressure.                                                                                  | Confirms labor-cost pressure while labor-sensitive unknowns remain.                                            |
| BLS Metro Employment - Aug. 2026             | Sarasota-area unemployment provides local labor-market context.                                                                                                                     | Local context does not override construction-specific labor-shortage indicators.                               |

### Research Interpretation

External research does not create a No-Bid by itself. It makes South Shore less tolerant of ambiguity. When material inputs and construction wages are under pressure, late changes to products, stair assemblies, or substrate remediation have a larger commercial consequence. That strengthens - rather than creates - the Management Review position.

## 9. Bid Exposure Register and Final Position

| Issue                           | Project Evidence                                | Probability | Impact    | Control                                   | Decision Effect   |
|---------------------------------|-------------------------------------------------|-------------|-----------|-------------------------------------------|-------------------|
| Stair 1 system conflict         | SP.71; SP.35/SP.36; 09 65 13                    | High        | High      | Written RFI / segregated pricing          | Critical negative |
| Finish-schedule hierarchy       | A5.0 Progress vs SP.71 Bid Issue                | High        | High      | Written supersession                      | Critical negative |
| VCT1 undefined                  | SP.71 vs 09 65 19                               | High        | High      | Complete product issue                    | Critical negative |
| Floor prep / substrate boundary | 09 30 00; 09 64 00; 09 65 19; 09 68 13          | High        | High      | Qualification / allowance / defined limit | Critical negative |
| PT1/PT2 grout conflict          | 09 30 00 Part 2 vs Part 3                       | High        | Med.-High | Written joint-width clarification         | Negative          |
| WM1 manufacturer conflict       | Project information vs current data             | High        | Med.      | Architect confirmation                    | Negative          |
| WF1 system-name conflict        | Project description vs current product identity | High        | High      | Manufacturer/design reconciliation        | Negative          |
| LVP1 exact construction         | Multiple active constructions                   | High        | Med.      | Confirm exact product code                | Negative          |
| Core room finish assignments    | SP.71 + Division 09                             | High        | Positive  | N/A                                       | Positive          |

## 10. Final WATSON Position

### Recommended Position: MANAGEMENT REVIEW

South Shore should not be automatically rejected because the core flooring and tile program is identifiable and the major product families can be researched. It should also not be treated as a normal Bid. The concentration of high-impact unresolved conditions means management must decide whether the client relationship, project value, backlog need, and probability of award justify the extraordinary preconstruction effort and qualification burden.

### Conditions Required to Move to Conditional Bid / Bid

| Required Condition                                                                                                      | Bid Control if Unresolved                                                           |
|-------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Written reconciliation of Stair 1 for every tread, riser, landing, nosing/edge, skirting, and grip component.           | Do not treat Stair 1 as ordinary LVP; segregate and qualify the system.             |
| Written confirmation that SP.71 is the governing finish-location schedule, with exceptions expressly listed.            | Maintain all conflicts until written hierarchy is established.                      |
| Complete VCT1 manufacturer, product, size, color, thickness, and installation system.                                   | Do not substitute LVP or another stair system by assumption.                        |
| Defined floor-preparation and moisture-mitigation boundary separating routine installation prep from major remediation. | Carry only expressly priced preparation; qualify additional remediation.            |
| Governing PT1/PT2 grout-joint widths and confirmed PT3 backsplash limits.                                               | Do not price conflicting or locationless tile work without clarification.           |
| Written confirmation of WM1 manufacturer/backing, WF1 complete system, and exact LVP1 construction.                     | Do not release or lock product pricing on an unresolved identity.                   |
| Transition and elevation details sufficient to establish accessory type and responsibility at material changes.         | Final profile must match actual interface; avoid one generic transition assumption. |

### Automatic Downgrade Conditions

Move toward **NO-BID** if proposal/subcontract language will not permit qualification of unresolved conditions; if all substrate remediation must be included without measurable limits; if Stair 1 or WF1 must be priced before a governing assembly is issued; or if post-bid document changes are deemed included without price/time adjustment.

### Estimator's Pre-Bid Position

Do not invest additional estimating effort as though South Shore were a clean bid. Continue only as a deliberate management-approved pursuit with hard scope controls. The documents support an estimate, but they do not support false precision. Known work should remain separated from unresolved design, product, and substrate exposure until written project direction is issued.

### Report Boundary

This WATSON report is a pre-bid decision-support assessment. It is not a quantity takeoff, proposal, procurement authorization, product submittal, legal opinion, or final contract-scope certification.