UNITED PAVING CO.
WHEN INTEGRITY COUNTS

What Your Asphalt Paving Contractor Needs to Know

To Provide the Right Proposal the First Time

A successful paving project starts with a well-defined scope of work. This guide will help you identify the key factors your paving contractor needs to develop a proposal that meets your goals and expectations - saving time, reducing revisions, and helping ensure your project is done right the first time.

1. **CURRENT PAVEMENT CONDITIONS**: What pavement issues have you observed? Pooling water, dry / brittle asphalt, erosion, severe cracking, tree root damage, ADA issues, staining, a sinkhole, loose gravel, etc.

2. **PROJECT GOALS**: What are your short-term and long-term objectives? Understanding your goals - whether they involve positioning the property to sell, investing as an owner long-term, safety concerns, or lease / lender requirements, we can recommend solutions that align with your property's needs and priorities.

3. **BUDGET**: What budget have you allocated for this year's paving needs? Learning your budget doesn't mean using it all, it means allowing us to recommend the most effective scope that fits within it. If the ideal long-term solution exceeds your budget, we can identify the highest-priority work and develop a strategic, multi-year plan.

4. **AESTHETICS**: Clarify what you want the end result to look like. Do you want it to look like new (picture an asphalt overlay or a full removal/replacement) or are you okay with asphalt patching of pavement failures? Your desired appearance helps us recommend repair methods that balance aesthetics and goals.

5. **PAST REPAIRS**: What maintenance or repairs have been performed on your pavement? Learning the history helps us understand how your pavement is performing, what the best course of action is, and what additional costs we should be anticipate. For example, if you know there is Petromat to be removed, we can factor in the added disposal costs so you can budget for it in advance.

6. **ACCESS/PHASING**: What access needs should we consider when planning your project? Whether you have the ability to close off the entire property for 24 hours, or you must ensure comfortable access for tenants, customers and operations during the project, understanding your requirements allows us to plan the most appropriate phasing strategy and explain associated costs for additional moves/mobilizations.

7. **SCHEDULING REQUIREMENTS**: Are there operational needs that will affect when the work can be performed? Consider trash days, landscaping/tree trimming, and other projects going simultaneously. To minimize disruption, some projects are scheduled during weekends, holidays, or after normal business hours. While these accommodations can help keep your property operational, they typically involve additional labor and material costs.

8. **TIMEFRAMES**: Knowing your proposal deadline and anticipated construction timeframe helps us provide accurate pricing and recommendations when you need them. Budgetary estimates for future projects may include allowances for anticipated cost changes. Construction dates are confirmed upon contract execution and are subject to scheduling availability.

9. **APPLES TO APPLES BIDS**: We can develop the scope and site plan for your other contractors as well so we can bid the same specifications for an apples-to-apples comparison. Choosing the final contractor will be easier and fair to you and the competing companies. If you already have the scope of work, please share it - without pricing or contractor information. Any additional recommendations can be presented separately.

The time you invest in planning today will deliver lasting value tomorrow and our team is here to support you every step of the way.