

Blueprint for Multifamily Quotes

Exploring Challenges of Scaling into Multifamily Work

Merritt Gant
President
True Air Technologies

Wes Hodgden
President - Director of Operations
Midwest Radon | AQP, Inc

Introduction

- Multifamily projects are high stakes.
 - Big rewards with plenty of risk...
 - Financial Risk
 - Liability Risk
- Strong bids build trust and win projects.
- Our Goal Today: Define a process for bid preparation and define challenges that should be considered when preparing your bid.

Do Your Homework

Before even visiting the property, some preliminary research can be helpful.

- Research property records, building plans, prior radon results.
- Identify construction type: slab, crawl, basement.
- Consider building age, HVAC systems, renovations.
- Walk in informed to avoid surprises.

Leave No Stone Unturned

The Pre-Construction Site Walk

- Explore basements, utility rooms, chases, rooftops.
- Look for penetrations, joints, sump pits.
- Ask about occupancy, electrical capacity, routing preferences.
- The more questions asked, the more confidence gained.

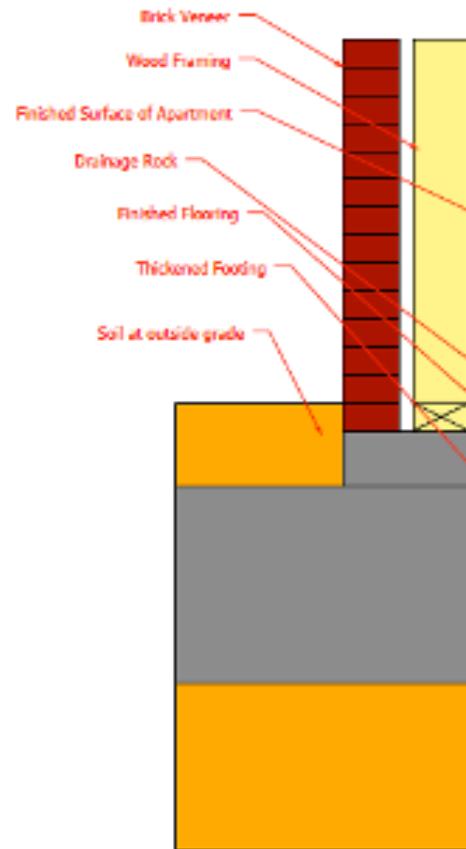
Challenges & Considerations ...

Larger Footings

Does this system need to be interior or exterior?

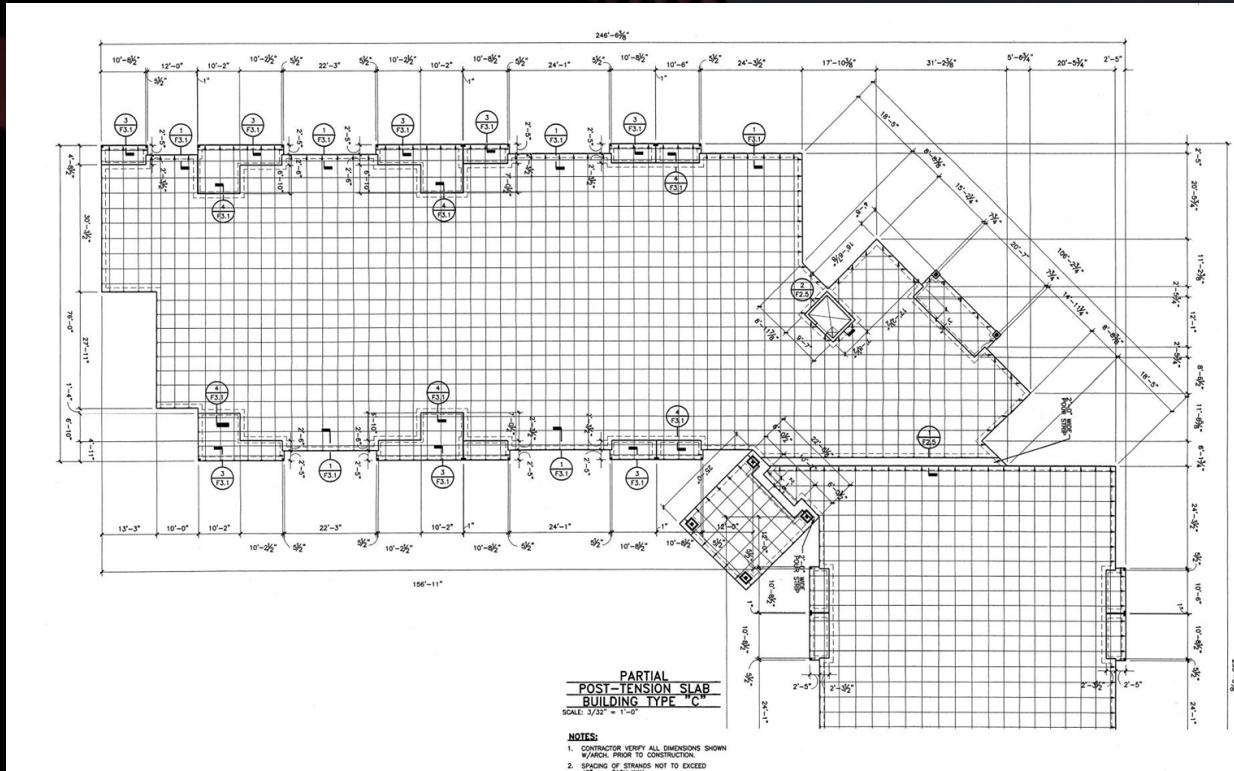


Huntington Downs Site Analysis and Foundation Excavation



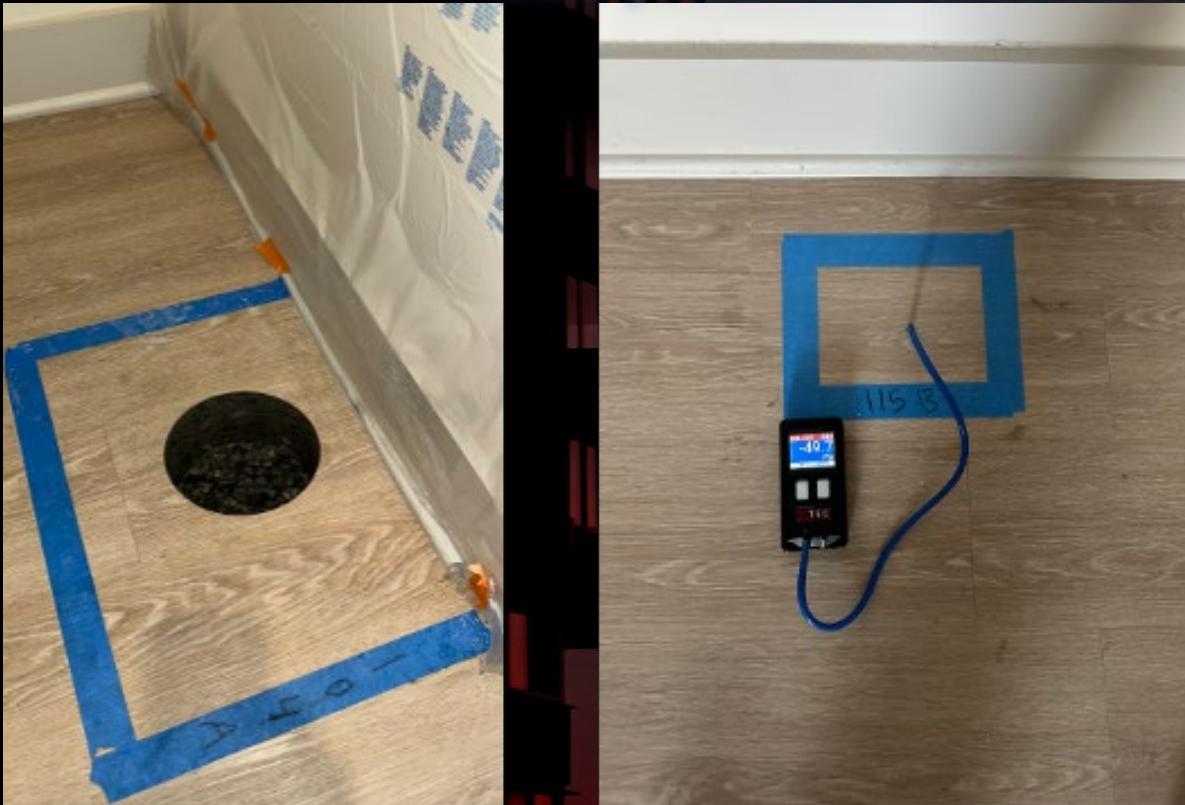
Post Tension Slabs

Where should you drill/core?



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Flat Roofs - Rubber Roofs

Who's going to cut through it? Who's paying for it?



Other Considerations & Challenges Specific to Multifamily Projects

- Preliminary Diagnostics - PFE Testing – When?
- Resident Notification - Ensuring Access
- Electrical Considerations
- Permits? Engineering?
- Underground Utilities? Ground Penetrating Radar?
- System Monitoring (Manometers, Alarms, Etc)
- Clearance Testing?

Put in the Work

Preparing the Bid

- Go beyond numbers: create diagrams and drawings.
- Show suction points, fan locations, pipe routing.
- Use photos with markups to explain design.
- Visuals often sell the job better than price.

Aim High and Miss Low

- Who is your client? What is their motivation? What do they value?
- Don't underbid – value your expertise.
- Factor in contingencies for hidden issues.
- Thoroughness = fewer change orders.
- Confidence reduces risk for clients.

Pulling It All Together

The Four Keys:

1. Do your homework.
2. Leave no stone unturned.
3. Put in the work.
4. Aim high and miss low.

Strong bids = trust + credibility + success

Summary

- Preparation and professionalism are everything.
- Research first, ask questions, diagram your solution.
- Price with confidence —don't sell yourself short.
- Well prepared bids demonstrate value and win projects.