

TRADESCOPE ESTIMATING

TradeScope Estimating
Electrical & HVAC Estimating - Bid Support for Contractors

Sample Bid Estimate - HVAC / Mechanical

Westgate Retail Center - Suite 140 Tenant Improvement - 4,200 sf, Fort Pierce, FL [SAMPLE PROJECT]

SAMPLE DOCUMENT. Westgate Retail Center is a fictional project created by TradeScope Estimating to demonstrate the format and depth of our deliverables. The drawings, quantities and prices are all invented. No client information appears in this document.

Project	Westgate Retail Center - Suite 140 Tenant Improvement - 4,200 sf, Fort Pierce, FL [SAMPLE PROJECT]
Documents	Permit set dated 02/18/2026. Mechanical sheets M-001 notes and legend, M-101 floor plan, M-401 schedules. Architectural, electrical and plumbing read for coordination. [ALL INVENTED]
Prepared for	Sample Mechanical Contractor
Date	March 14, 2026
Bid due	March 24, 2026

\$109,926

301 labor hours | 20 tons

How the number builds up

Material and equipment at cost	\$56,866
Sales tax at 7.0%	\$3,981
Material sell - cost + tax + 20% markup	\$73,016
Labor 301.1 hrs @ \$78/hr	\$23,483
Permit allowance	\$1,650
Subtotal	\$98,149
Overhead and profit at 12%	\$11,778
TOTAL	\$109,926

Detail by section

1. EQUIPMENT AND RIGGING - \$36,430 material, 74.0 hrs

Description	Qty	Unit	Material	Hrs
RTU-1 and RTU-2 - 7.5 ton packaged rooftop units, 208/3/60, with economizer, smoke detector and roof curb. ALLOWANCE, not vendor quoted	2	ea	\$22,800	32.0
RTU-3 - 5 ton packaged rooftop unit, same accessories. ALLOWANCE	1	ea	\$8,900	14.0
Curb adapters where the new units land on the existing openings - M-101 keynote 4 calls for them at two of the three positions	2	ea	\$1,880	10.0
Rigging and setting three units by crane, including the road closure permit the general contractor arranges	1	lot	\$2,850	18.0

2. DUCTWORK AND AIR DEVICES - \$13,759 material, 153.7 hrs

Description	Qty	Unit	Material	Hrs
Galvanised supply and return trunk duct, fabricated, with hangers, sealant and external wrap - 1,180 lbs at the schedule's gauge	1,180	lb	\$4,779	61.4

R-6 insulated flexible duct runouts, 8 ft maximum per run as the M-001 legend requires	420	ft	\$1,932	29.4
Supply diffusers, 24x24 lay-in, aluminium with opposed blade damper - THIRTY-ONE counted off M-101	31	ea	\$2,418	23.2
Return and transfer grilles - fourteen counted	14	ea	\$868	9.1
Exhaust fans at the restrooms and janitor, roof mounted, with backdraft dampers and roof caps	3	ea	\$2,070	13.5
Exhaust ductwork, galvanised, with insulation where it runs through unconditioned space	180	ft	\$1,692	17.1

3. PIPING AND CONDENSATE - \$2,447 material, 22.9 hrs

Description	Qty	Unit	Material	Hrs
Condensate drain piping, Type L copper with 1in insulation, routed to the nearest approved receptor per P-101	210	ft	\$1,827	17.9
Condensate pumps at the two units without gravity fall	2	ea	\$620	5.0
Refrigerant line sets are NOT required - all three units are packaged. Carried at zero and stated so nobody assumes it was missed	1	lot	\$0	0.0

4. CONTROLS, BALANCING AND CLOSEOUT - \$4,230 material, 30.5 hrs

Description	Qty	Unit	Material	Hrs
Programmable thermostats with remote sensors, one per unit, wired to the unit controller	3	ea	\$1,020	10.5
Smoke detector shutdown wiring and test - required by M-001 note 3 at each unit over 2,000 CFM. TWO of the three units qualify	2	ea	\$370	8.0
Test, adjust and balance by an independent agency, with a written report. ALLOWANCE	1	lot	\$2,600	0.0
Start-up, owner demonstration and O&M manuals	1	lot	\$240	12.0

Plus 20 hours of coordination not tied to a single section.

What this number assumes

1. AIRFLOW WAS CROSS-CHECKED AGAINST INSTALLED TONNAGE. The scheduled CFM divided by 20 tons lands at 398 CFM per ton, which is where it should be - so the diffuser count and the equipment schedule agree with each other rather than just with themselves.
2. FLEXIBLE DUCT IS CAPPED AT 8 FT PER RUN by the M-001 legend, so the balance of each runout is fabricated trunk. That single note moves the labor materially and is easy to miss.
3. ALL THREE UNITS ARE PACKAGED, so no refrigerant line sets are carried. That line is shown at zero rather than omitted, so nobody assumes it was overlooked.
4. SMOKE DETECTOR SHUTDOWN IS CARRIED AT TWO UNITS, not three. M-001 note 3 requires it only above 2,000 CFM and the 5 ton unit is below that threshold.
5. EQUIPMENT IS AN ALLOWANCE AND NOT VENDOR QUOTED. Three units at \$31,700 is the largest single item in the price and it should be quoted before this becomes a firm bid.

Excluded

- Manual J, S and D calculations, engineering and stamped design.
- Electrical power to the units, disconnects and roof receptacles - that is the electrical contractor's scope and is priced separately.
- Structural steel, roof curbs beyond the adapters listed, roofing, flashing and patching.
- Gas piping, fire dampers where not shown, and the building automation system head end.
- Permit fees. An allowance is carried.