RESPONSIBLE BIDDER LANGUAGE

Contractors and developers expect competition during the bidding process. It is the nature of the construction industry. It is unacceptable though when competitors take unfair advantage of lax policies in the bidding process. These contractors occasionally win bids because they "game" the system.

They cheat. And that hurts your business. This happens when unethical contractors compete against you with underhanded construction industry practices: Bid low **now,** make it up **later** on change orders, use substandard materials or pay unfair and under-the-table wages. You can help to halt these unfair practices with Responsible Bidder Language.

SAFEGUARD YOUR BUSINESS AGAINST UNETHICAL CONTRACTORS!

Good Business Philosophy

Responsible Bidder Language specifies that construction bids go to the lowest **responsible bidder.** It acknowledges that price is important but only one factor in deciding. The Illinois Economic Policy Institute captures the essence of responsible bidder language by noting that it is "an acknowledgment that governments should consider benefits in addition to costs. It is a qualifications-based approach that works within the low-bid system to provide the highest possible quality at the lowest possible cost."

In real-world bidding, this translates into municipal officials considering other elements besides cost. They should ask whether the low bidder:

- Complies with environmental, labor and safety mandates.
- Hires within the community while emphasizing women and minority participation.
- Demonstrates how it offers worker training that improves skill levels and implements "safety first" protocols.

The above are valid considerations that every contractor should be willing to answer.

The Importance of Responsible Bidder Language for Contractors & Developers

Responsible Bidder Language protects communities from unfair business practices. It also enhances municipal executives' reputation as stewards of the public trust and guardians of tax revenue by promoting a fair, objective and transparent bidding process.

Fair-minded contractors and developers have consistently urged for a level playing field in the construction industry.

Responsible Bidder Language establishes the rules that participants must follow on that "playing field."

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