Section I: Course Description

**Department:** Landscape Horticulture (LHO)  
**Curriculum:** Landscape and Environmental Horticulture  
**Course Title:** Maintenance Estimating & Bidding  
**Course Number:** LHO238  
**Type Of Course:** Vocational Preparatory  
**Course Length:** 1 Quarter  
**Credit Hours:** 3  
**Lecture Hours:** 33  
**Lab Hours:** 0  
**Class Size:** 20  
**Prerequisites:** LHO 137 or instructor’s permission

**Division:** Hospitality and Service Occupations  
**Revision:** S. Hilderbrand  
**Effective Date:** December 2000  
**Status:** Active

Course Description

Estimating material cost and quantity for bidding individual jobs and writing annual contracts. Includes a design of efficient residential and commercial landscapes. Addresses specifications and maintenance practices. Provides an understanding of business operations.

Section II: Student Learning Outcomes

**Student Learning Outcomes**

1. Computation – Apply math to estimating the costs of maintenance for industrial, residential and commercial projects.
2. Personal Responsibility – Work to provide specifications and costs for a variety of maintenance systems.
3. Critical Thinking and Problem-Solving – Use critical thinking methods to develop cost effective bids.
4. Information Literacy – Be aware of available suppliers, reference materials, and industry organizations to help further academic and personal goals.

Section III: Course Objectives

**General Course Objectives**

At the end of the course the student will be able to:

1. Create accurate bids and estimates from blueprint drawings.
2. Develop skills to identify high maintenance landscapes by having students work on a multitude of blueprint drawings.
3. Gain self-starting techniques and organization in forming a job planning take-off (draft).
4. Understand the relationship of high quality business practices to the success of a landscape maintenance company.

Section IV: Course Outline

Topical Course Outline

Topical Outline:

<table>
<thead>
<tr>
<th>Hours</th>
<th>Approx.</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. Calculation of quantities, volume and area</td>
<td>5</td>
</tr>
<tr>
<td>II. Take-off of blueprint drawings</td>
<td>15</td>
</tr>
<tr>
<td>III. Define and formulate specifications</td>
<td>4</td>
</tr>
<tr>
<td>IV. Calculation of labor and equipment usage</td>
<td>5</td>
</tr>
<tr>
<td>V. Work scheduling by season for maintenance jobs</td>
<td>1</td>
</tr>
<tr>
<td>VI. Pricing systems, bids and estimates</td>
<td>2</td>
</tr>
<tr>
<td>VII. Business procedures, sales and selling</td>
<td>1</td>
</tr>
</tbody>
</table>

Total 33