

Seawall Contractor Bid Comparison Worksheet

For Cape Coral waterfront owners. Fill in one column per written bid, then compare like with like.

Your address / canal: _____ Canal type (fresh / tidal salt): _____ Your wall length (linear ft): _____

Planning range: our cost guide uses roughly **\$400–\$900 per linear foot** for a full replacement. That is an estimate, not a quote. Divide each bid by its linear feet to get price per foot, and ask what is missing from any bid far below the range.

1. Side-by-side bid grid

Item	Bid A	Bid B	Bid C
Company name & contact			
License looked up on DBPR by me? Active, name matches contract, right category	☐ yes Lic #	☐ yes Lic #	☐ yes Lic #
Insurance certificate General liability + workers' comp, sent by agent	☐ GL ☐ WC	☐ GL ☐ WC	☐ GL ☐ WC
Employees or subcontractors?			
Scope: repair or replace? New wall removed, or built in front of old?			
Material Concrete panels, vinyl, aluminum, riprap			
Linear feet & wall height			
Cap Size and reinforcement			
Tiebacks / anchors Number, type, spacing			
Embedment, backfill & filter fabric			
Return walls / ends tied in?			
Engineer-designed drawings?	☐ yes ☐ no	☐ yes ☐ no	☐ yes ☐ no
Permit pulled by whom? Fees included? Contractor named on it?			
Dock / lift / davit removal & reinstall	☐ incl. ☐ extra	☐ incl. ☐ extra	☐ incl. ☐ extra
Debris haul-off & cleanup	☐ incl. ☐ extra	☐ incl. ☐ extra	☐ incl. ☐ extra
Yard, pavers, irrigation restored?	☐ incl. ☐ extra	☐ incl. ☐ extra	☐ incl. ☐ extra
Access: land or barge?			

1. Side-by-side bid grid (continued)

Item	Bid A	Bid B	Bid C
Estimated start date & duration			
Payment schedule Milestones? Deposit %?			
Lien waivers at each payment?	☐ yes ☐ no	☐ yes ☐ no	☐ yes ☐ no
Change-order pricing if conditions are worse			
Written warranty Length, and what it excludes			
Quote expires on			
Extras not in the price			
Total price (\$)			
Price per linear foot (\$) Total ÷ linear feet			
Inside \$400–\$900/ft planning range?	☐ yes ☐ no	☐ yes ☐ no	☐ yes ☐ no
Red flags noticed (see page 3)			

Compare scope before price. A low bid may leave out the cap, tiebacks, permits or dock work. Ask every contractor to itemize so the columns match.

2. Questions to ask every contractor

1. Which license are you working under for this job, and can I look it up?
2. May I see your insurance certificate, sent directly from your agent?
3. Who will pull permits, and what do they cost?
4. Will an engineer design or review the plan, and will I receive the drawings?
5. How will you access the site: land or barge? What gets disturbed?
6. How long will the job take, and what could delay it?
7. What is the payment schedule?
8. What warranty do you provide, in writing?
9. May I call recent customers with similar walls in my area?
10. What happens if you find conditions worse than expected? How are change orders priced and approved?

3. Red flags: walk away or slow down

- ☐ Cannot or will not give a license number, or the DBPR record does not match.
- ☐ No certificate of insurance, or an expired one.
- ☐ Pressure to sign today, or a price available only "right now".
- ☐ A big deposit demanded before a permit is issued, or a request for cash.
- ☐ A quote with no itemization, no wall length, or no material specifications.
- ☐ Offers to skip the permit, or asks you to pull one as owner-builder so they can work unlicensed.
- ☐ Door-knocking or storm-chaser behavior after a hurricane, especially from out-of-area companies with no local address.
- ☐ No written warranty, or vague promises that something will "last forever".
- ☐ Bad-mouthing every other contractor without explaining the technical difference.
- ☐ No references or no past projects they can show you in the area.

4. Payment protections checklist

- ☐ **Deposit:** Florida law does not cap deposits, but sets deadlines (permit application within 30 days, work started within 90 days after permits) when the initial payment is more than 10 percent of the price. Ask how the deposit fits those rules.
- ☐ **Milestones:** permit issued, materials delivered, wall installed, cap poured, final inspection passed, written into the contract.
- ☐ **Never pay in full** before the work is complete and the final inspection has passed.
- ☐ **Traceable payments:** check or bank transfer, with receipts. Be suspicious of cash-only deals.
- ☐ **Lien waivers** at each payment; unpaid suppliers or subcontractors can place a lien even if you paid the contractor.

Permits: seawall replacement and most major repair work needs permits, and wall placement toward the water can trigger more review. Confirm requirements with the City of Cape Coral (or Lee County if unincorporated). Keep the permit, drawings, inspection sign-offs and warranty.

5. My decision

	Notes
Bid I trust most, and why	
Open questions to follow up	
Date I will decide	

6. Notes

Site visit dates, who said what, measurements, and promises to get in writing.

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

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