

What can you (the contractor) do?

Your Business Questions

Contract Revenue	Obviously the highest price you can get is crucial Can you get a performance bonus? Establish terms – no work without signed change, add-on or overtime orders
Forecasted Margin	What cost reductions can you plan into the bid? Suitable margins on change, add-on or overtime orders – Everything is marked up
Labor	Start work with less people Determine daily trades and material coordination the day before – take people off-site when not Terminate unreliable workers – a smaller crew of good people is better than having unreliable workers Keep good crews together Demand high quality signed time sheets by employees and supervisors
Material and Equipment	Credit is typically more important than price Have developer pay for materials Check working condition of equipment ahead of time Must be on-time
Overhead	Charge for supervision Safety is less expensive
Billing	Bill on time – period. Check on status before end of the month Signed change, add-on or overtime orders billed and paid on the same schedule
Payment	Pull your people when payments are delayed File your liens – don't negotiate them away
Retainage	No combination of Bond and Retainage Reduce Retainage percent Get paid after you are completed, not the entire project – same with bonds

If you have a question about this, or you'd like to privately evaluate one of your clients, just call or email me. dmschwartz@jacquard.com