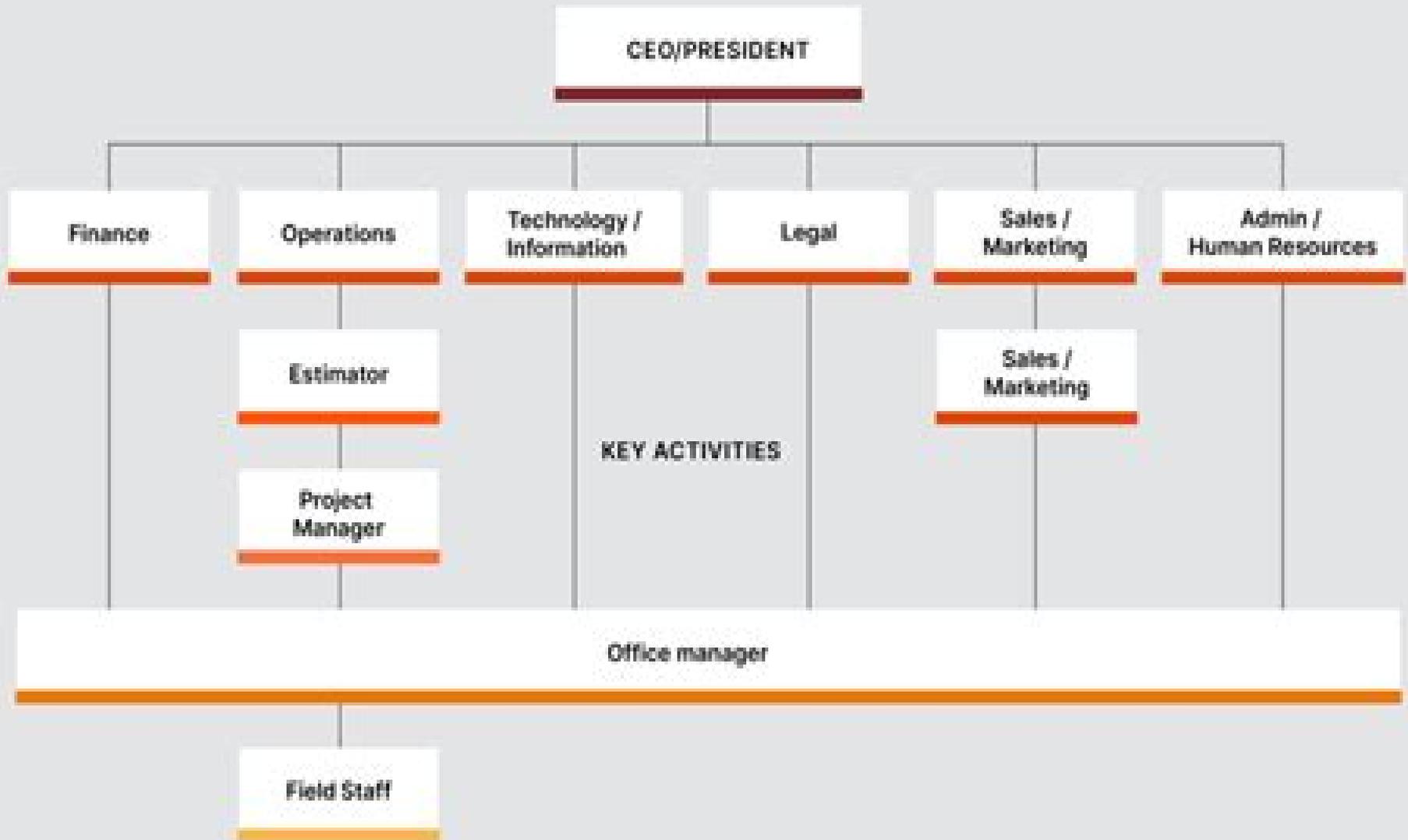


Organizational Chart for Small Contractor



Business Management For The General Contractor

Nick B. Ganaway



Business Management For The General Contractor:

Business Management for Contractors Paul Jackson Cook, 1988 Focuses on the manager's role in ensuring that the company fulfills contracts, realizes a profit and shows steady growth. Offers guidance on planning, company growth, financial controls and industry relations. *Construction Business Management* Nick Ganaway, 2007-06-01 Only 43 per cent of U S construction firms remain in business after four years. Why? Inadequate management according to the U S Small Business Administration. This is surprising because most construction firms are formed by ambitious construction project managers, executives and tradesmen who have excelled at what they have been doing. But as experienced as these entrepreneurs may be, they are not likely prepared to take on the full range of responsibilities forced on them in managing the business of construction in its entirety. While this business failure rate and its causes are based on U S experience, available data from a number of other industrialized countries shows they are similar. This book describes in detail what the business side of the construction equation requires of the construction firm owner. The contractor who quickly learns these requirements can identify and avoid or manage around the pitfalls that cause the high failure rate in our industry and put his or her construction firm on a level playing field with the best run companies in the business. The detailed duties of the owner, whether in the U S, U K, Australia or Canada, are a common theme throughout the book. The author, Nick Ganaway, speaks peer to peer and the book is sprinkled with supporting examples from his own experience. He is immersed in the industry and this book is based on the things I've learned, used and refined as a light commercial general contractor in the course of starting and operating my own construction firm for 25 years. The contractor doing 5 million or 50 million or more in annual sales or the equivalent amount in other countries, or the entrepreneur who is just starting up, can use the tried and proven material in this book to build a business that is profitable, enjoyable and enduring. Additionally, the book devotes a chapter to specializing in chain store construction. *Construction Business Management* Nick B. Ganaway, 2006-10-06 Less than half of construction firms are still in business after four years. Make sure your company thrives with essential and very readable guidance from a pro with 25 years success. Find out what it takes to build all aspects of a business that's profitable, enjoyable and enduring. Here are just a few of the things you'll learn from this book: The duties of the owner of a successful construction business. Essential terms and conditions to include and exclude in contracts. Commandments to follow to ensure you're paid what you're owed, including step-by-step change order procedures to avoid disputes and non-payment. Strict dos and don'ts of mechanics liens, including when an owner goes bankrupt. What must be done administratively before breaking ground on every project. How to select, hire and keep golden employees. Effective marketing, even the smallest contractor can afford. How to identify the accountants, lawyers and insurance agents that are right for you. The what, when, where and why of licensing and registration. The advantages of specializing, including the opportunities in chain store construction. Whether you're a contractor, a key employee, a subcontractor, a student or a facility executive, you'll find many ideas you can immediately add to

your management and leadership toolbox Adopting even a single one of them will pay dividends now and throughout your career

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Managing a Construction Firm on Just 24 Hours a Day Matt Stevens,2006-11-09 This detailed overview of the construction contracting business delivers an invaluable collection of best practices forms templates and checklists designed to reduce risks and increase profits Contractors will learn everything they need to know about the make or break areas of estimating pricing bidding project management and financial management The author is well known in the industry with a weekly newsletter website online digest regular column for Contractor magazine and 70 plus seminar bookings for 2006 Extensive examples and illustrations help readers apply the insights offered

Business Model for a General Contractor to Offer Integrated Facility Management Services Brad Oliva,2002

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Building Contractor's Exam Preparation Guide John E. Traister,C. Keeler Chapman,1996 Pass your state county or city contractor s exam with confidence This book includes sample questions and the correct answers from actual state county and city exams across the country

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Managing the Profitable Construction Business Thomas C. Schleifer,Kenneth T. Sullivan,John M. Murdough,2014-03-31 Take control of your construction contracting business and manage it through the natural highs and

lows of the construction market Learn from a team of construction business veterans led by Thomas C Schleifer who is commonly referred to as a construction business turnaround expert due to the number of construction companies he has rescued from financial distress His financial acumen combined with his practical hands on experience has made him a sought after private consultant His experience and no nonsense philosophy have truly given him a unique perspective Important topics covered include Understanding the primary areas of construction business failure in the next decade Minimizing business risk with real world examples Developing a positive and competent management attitude and strategy Discover how to maneuver through this complicated and risky industry by using the authors research and proven success strategies to sustain and grow your business

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