

STEVENS
CONSTRUCTION
INSTITUTE, INC.

MANAGEMENT ADVISORS TO CONSTRUCTION CONTRACTORS

Ideas 6 – 10 of Top Ten Tips for 2010

Fighting Unfair Competition

By Matt Stevens

10 – Get politically active. Ask your associations to step up their efforts to make qualified contractors the preferred choice for 2010.

9 – Small projects never go away. They are not advertised as heavily nor is there a long list of bidders. Find these modest projects wherever you can. All relationships and marketing methods should be considered in finding them.

8 – Value engineering proposals submitted at bid time generate interest from construction buyers. Their economy is the same as your economy and it is slow. You have the years of experience and the reputation that gives clients confidence in your proposed value idea. They like you are sensitive to cost expended versus value received.

7 – Suggest to owners that their job should have a bonding or bonding qualified requirement. This means if a contractor cannot qualify for a surety bond, he is not allowed to bid. Said differently, if a peer does not have the character, capacity and capital (the 3 C's of bonding) to construct your type of work, he has no business proposing.

6 – Follow government money. The good news about the American Reinvestment and Recovery Act's \$787 billion is there is money available to build work. Not all of it is dedicated to building infrastructure and shelter (most of it is non-construction and slow to disburse), but some funds are committed to construction, and this is good for contractors.

Email us at clientservices@stevensci.com the top 5 tips for 2010 for fighting unfair competition.

Matt Stevens is a management advisor who works only with construction contractors. He has over 30 years of industry experience and has been practicing since 1994. His firm Stevens Construction Institute, Inc. delivers research, advice and seminars (www.stevensci.com). Matt worked with **FMI Corporation** as a management consultant from 1997 to 2002. **McGraw Hill** has published his book, *Managing a Construction Firm on Just 24 Hours a Day*. Book is available at your favorite bookstore. For our book bundle (*book, CD of 50 excel templates and 10 on-line classes*) [click here](#). Sign up for his free monthly newsletter at www.contractorsblog.com or www.stevensci.com