



Construction Management Success Stories

By Dan Taylor

In your career as a construction manager, you're bound to hit a rut. You feel as though you've done everything you possibly can to maximize profitability—from improving your bidding process to boosting efficiency through new construction management software—and you've reached a plateau. As a construction manager, you have to keep learning new ways to achieve success. One of the biggest dangers small businesses face is getting sucked into doing things the same way they've always done them. This leads to stagnation and even decline as your competitors find better ways of doing things and lure customers away. From 2011 to 2017, the construction industry ranked ninth among all industries in terms of the number of firms that were considered "high growth;" 1,170 construction businesses met that definition, according to the Brookings Institution. There are a lot of companies that seem to have things figured out.

So, what are they doing that you're not? Take a deep breath, and get ready to step outside your comfort zone. That step is what separates the five percent of incredibly successful companies from the ninety-five percent that simply do what everyone else is doing. The trick to identifying the limitations of your comfort zone is getting outside of your own head and looking at other companies' successes. Pull creative ideas from outside sources, and you'll be well on your way to shaking things up. Below, we'll dive into four examples of construction companies that have enjoyed enormous success. We broke each story down into a key point, the problem they solved, and a final takeaway to help you replicate their success at your own construction management business. Let's get started.



1. Never run out of work
 The problem: "My firm needs to find (and win) more projects."
 The story: It happens to everyone in this industry. Sometimes, the work just dries up. Maybe

it's because the region you serve is having a construction lull. Maybe competition is getting tougher. Or maybe you're just on a run of bad luck. Whatever the reason, you don't have time to feel sorry for yourself—you've got to find work.

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FOR REQUESTS OR ASSISTANCE:
 Alexandra.Cann@GLXConstruct.com

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1. Dechlorination Facility for Oakwood Beach WWTP, Staten Island, NY (NYC DEP Contract No: OB-144; Bid Date: October 17, 2019)
2. Dechlorination Facility for Owls Head WWTP, Brooklyn, NY (NYC DEP Contract No: OH-92; Bid date: October 24, 2019)
3. Performance Enhancements New Rochelle WWTP, New Rochelle, NY (WC DPW Contract No: 16-520; Bid Date: October 30, 2019)

Many bidding opportunities are available: Treatment plant electrical systems, instrument and control system electrical and installation, motor control centers upgrades, fire alarm system installation, HVAC, plumbing, utilities, paving, site demolition, earthwork, timber piles, concrete, rebar, CMU, glass masonry units, precast architectural concrete, FRP, structural steel, fiberglass grating and planks, FRP tanks, insulation, roofing, gutters and downspouts, hatches, doors, windows, concrete topping, painting, louvers, signs, pumps, mixers, PCB, lead, asbestos, controls, fire protection, fire alarm, fans, heat tracing, temporary fence, miscellaneous metals, ballards, railings.

If you are interested in bidding any of these projects, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA
 SKANSKA KOCH INC.

IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS

Rehabilitation of the Approach Viaducts at the Throgs Neck Bridge
 MTA Triborough Bridge and Tunnel Authority Contract No: TN-53
 Bid Date: October 17, 2019

Subcontracting opportunities include but are not limited to Paint, Drainage, Concrete, Rosphalt, Waterproofing, Structural Steel, Field Office, Asbestos and Lead Abatement, Safety Boat, Bearings, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Signs, Surveying, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

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IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

CBTC 8th Avenue Line (59th Street to High Street) "B" Division (IND) Project in the Boroughs of Manhattan and Brooklyn
 MTA NYCT Contract No: S-48006
 Bid Date: October 29, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, October 25, 2019. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

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NORTHEAST EVENTS FOR YOUR BUSINESS

2019

You Are Charging the Wrong Price!
 Thursday, October 17, 2019, 6:00 pm–8:00 pm
 Baruch College, 55 Lexington Avenue, Suite 2-140, New York, NY
 Main Sponsor(s): US Small Business Administration, Baruch College Small Business Development Center
 Contact: Camilla Fortuna, 646-312-4790, sbdc@baruch.cuny.edu
 Fee: Free; registration required

Register now for this free seminar presented by Glenn Emanuel, a faculty member of the Baruch College Zicklin School of Business. So, how did you set your prices? "I figured this is what the market will bear." "Well, my competition is charging X, so I charged X." "My competitor is charging X, so I undercut them!" "It cost me X to make and I want a profit of Y, so I charge this amount." All of the methods above have something in common—they are all wrong. All are costing you money left on the table and all are costing you customers. Come to faculty lecturer Glenn Emanuel's Value Based Pricing seminar and learn in one night how to set prices correctly for now and forever. To register, please contact sbdc@baruch.cuny.edu.

Boots to Business Reboot
 Wednesday, October 23, 2019, 8:00 am–5:00 pm
 Stratton Air National Guard Base, 109th Airlift Wing B, Dining Room, Scotia, NY
 Main Sponsor(s): US Small Business Administration, Arsenal Partnership

Contact: Amy Amoroso, 518-326-6328, aamoroso@arsenallpartnership.com
 Fee: Free; registration required

Boots to Business Reboot is a free two-step training program about entrepreneurship for transitioning service members and their spouses. Participants receive an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Boots to Business is a component of the Department of Defense Transition Assistance Program and is sponsored by the SBA.

How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online
 Thursday, November 7, 2019, 9:00 am–10:30 am
 New Hampshire Secretary of State's Office, 25 Capital Street, Third Floor, Concord, NH
 Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division
 Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov
 Fee: Free; registration required

Are you looking to start your own small business? Are you a business owner and in need of capital or free advice? Join us in the capital city and hear from a Small Business Administration representative about the technical and financial resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through the New Hampshire Quick Start Program for registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

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