

Profit Happens Here...



We Understand That

Project

Pre-Planning

10 Ideas for Improving Project Profitability

Examples Specific to Electrical Contractors

By: David Brown

A Hands-On Approach

www.dbrownmanagement.com



D.BROWN
MANAGEMENT

About The Profit Happens Here... Series

The *Profit Happens Here...* series is the result of codifying the experiences of our senior consultants into modules that can help our clients grow, change and train their teams more effectively. These modules are delivered in a variety of formats including books, training classes, one-on-one coaching, speaking topics, etc.

We are constantly adding new modules and enhancing existing ones based on feedback, client projects, changing industry conditions and input from new team members. Current modules include:

Construction Documentation Overview	Construction Financial Basics
Schedule Management	Integrating Accounting and Operations
Pre-Planning	Construction Financials (Advanced)
Impacted Productivity	Work-In-Progress Management
Production Tracking	Process Documentation
Customer Service and the Project Team	Implementing a Project Management System
Change Orders	Organizational Planning
Talent – “People Processes”	Valuation of a Contracting Business
Profit Dynamics	Indirect Cost Management
Cash Flow and the Project Team	Opportunities and Challenges of Growth
Priorities – Time Management and Projects	Marketing Strategies for Contractors
General Project Management Overview	Construction Software Selection
Keeping Your Project On-Track	Implementing Accounting Software
Effective Project Review Meetings	

If you are interested in learning more please go to our website or contact us

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About D. Brown Management

Headquartered in Northern California, D. Brown Management provides a comprehensive scope of general management solutions to construction clients nationwide, including strategy, planning, operations, field productivity, workflow, financial management, technology, and marketing. With D. Brown Management, organizations can improve processes, productivity, and ultimately profitability.

Working with us is like having a very well-rounded, hands-on General Manager working closely with you to solve a variety of business problems on an as-needed basis.



About The Author



DAVID BROWN is the Founder and President of D. Brown Management. Beginning his construction career in 1988 as an electrician, Dave quickly worked his way up the ranks to foreman, superintendent, and project manager before moving to executive management. In addition to managing client projects nationwide he frequently speaks to groups such as CFMA, Electric West, the Engineering & Utility Contractors Association (EUCA), and the Western Electrical Contractors Association (WECA) about how to increase profitability. Recent speaking engagements have addressed integrating accounting and operations, production tracking, change order management, construction technology, and cash flow.

CONSTRUCTION EXPERIENCE: Includes commercial, residential, industrial, underground construction, airports, telecommunications and traffic operations systems for private, public, federal and military owners.

Introduction – Project Pre-Planning

More than 35% of the time during a normal construction day is spent on activities other than actual installation.

– RS Means Cost Data

This is the amount of time spent moving around the jobsite, mobilizing and cleaning up every day, studying the plans, laying out the work, as well as any other activities not directly related to actual installation.

This “non-installation” time is spread evenly over the course of the typical project. A few minutes here, a few minutes there, day-by-day, distributed over the entire crew. More than half of this “non-installation” time is spent on plans, layout, and material logistics.

What if you could shift those activities to the front of the project, to the “Pre-Planning” stage? Could those activities be done more efficiently as a dedicated task, rather than in the field a few minutes before going to work? How much money could you save in efficiency if more of the work was pre-planned? Could you get your crew to work a few minutes earlier? Could you minimize trips from the work areas to the job office / gang box if things were better planned?

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