Managing Job Cost Risks in the Construction Industry

July 27, 2021

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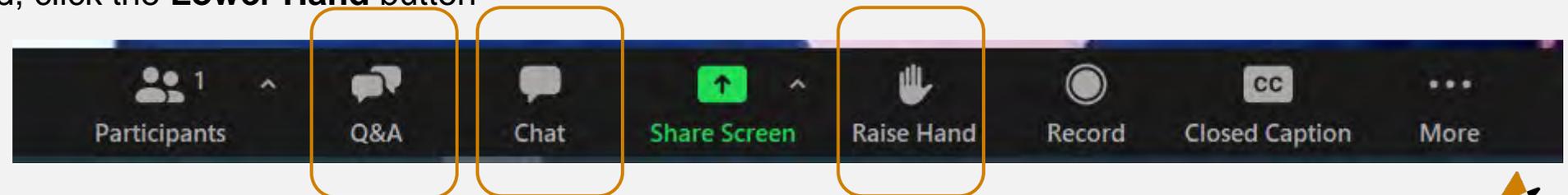# Zoom Webinar Tips

- **Ask Questions in Q&A Box**
  - Click the **Q&A button** to open the window
  - Type your response in the text field
  - Click Send
- **Chat**
  - Click the Chat button to open the chat panel
  - Type your message in the Text box at the bottom of the panel
  - Press Enter to send your message
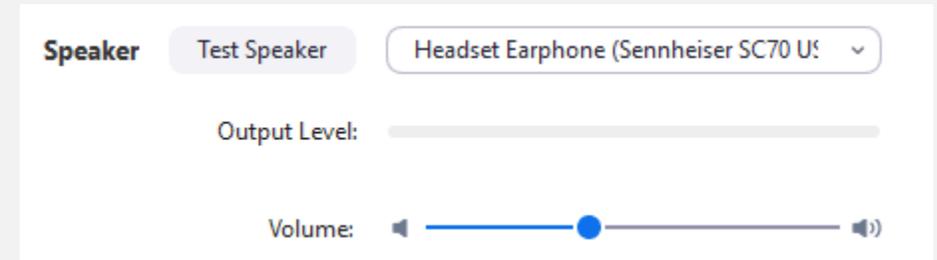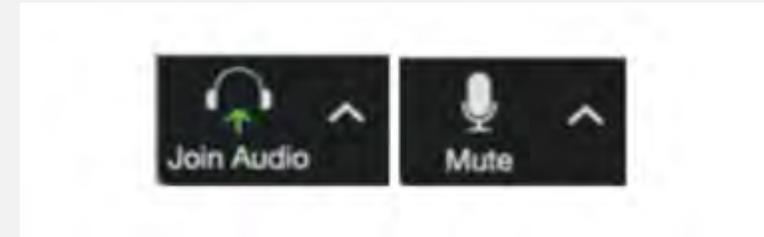- **Raise Your Hand**
  - Click the **Raise Hand** button at any time to indicate to the host know that you have a question or need assistance
  - To lower your hand, click the **Lower Hand** button

Adjust Audio Speakers

- In the meeting controls, click the arrow next to Mute/Unmute in lower left corner

- Click Audio Options - this will open your audio settings

- Click Test Speaker to play a test tone

- If you cannot hear it, select a different speaker from the menu or adjust the Volume

Today's Presenters

Scott Stafford, Partner
Scott.Stafford@amLLP.com

Scott is an audit partner and the National Construction Practice Leader for Armanino. He has more than 20 years of experience in providing assurance and consulting services to the industry.

Ryan Prindiville, Partner
Ryan.Prindiville@amLLP.com

Ryan is a partner in consulting and on the Construction Leadership Team. His experience includes strategy, management consulting, technology, process improvement, product innovation, and operations.

Scott Brandt, CPA, CCIFP
Audit Partner at BSW LLC
sbrandt@bswllc.com

Scott is an audit partner and the Construction Industry Group Leader. He specializes construction related entities including multi-company consolidations that involve complex accounting and auditing issues.
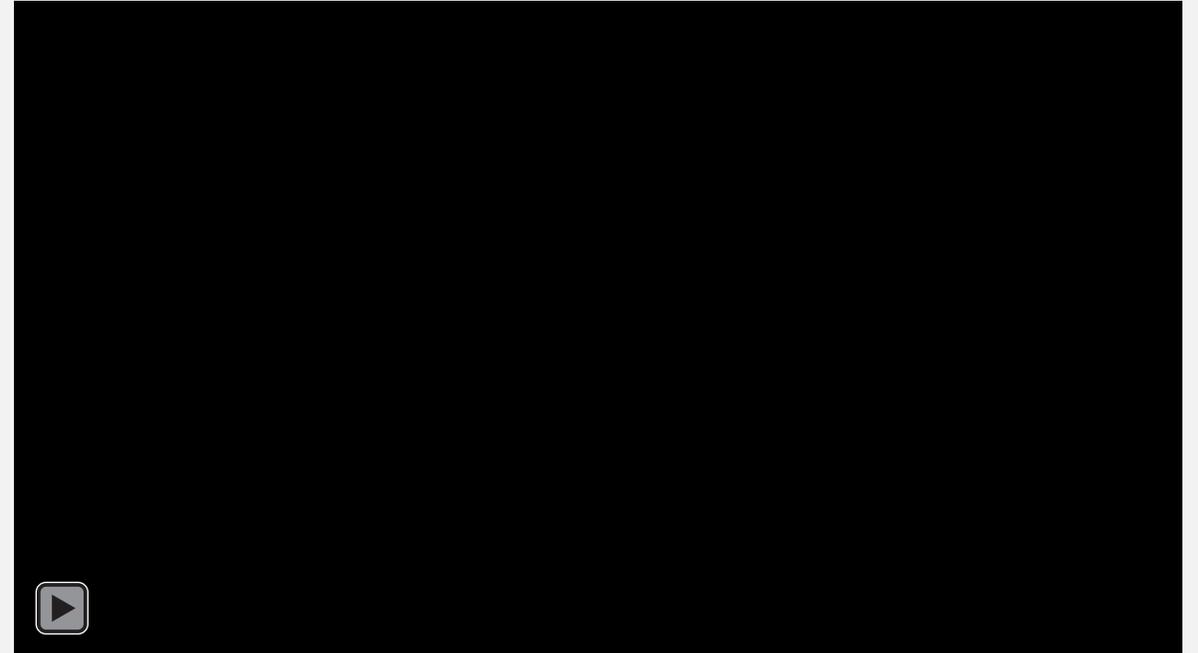
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Today's Agenda

- Learn best practices around job cost reporting to enable collaboration between your finance and production teams

- Improve data visibility so you can maintain and update job schedules

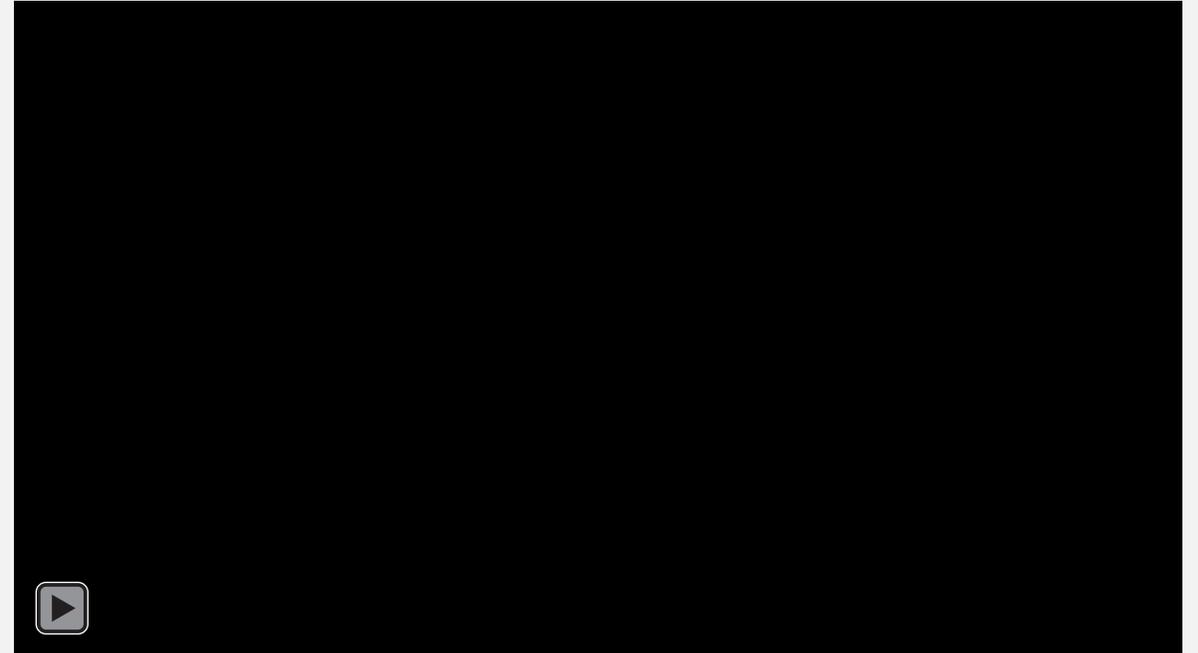- How to make the right decisions from your data

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Fireside Chat Topic: The Role of the Project Manager and Finance

- Can you discuss the roles between the Project Managers and Finance teams in regard to jobs?

- Do your teams define a job as being done in the same way?

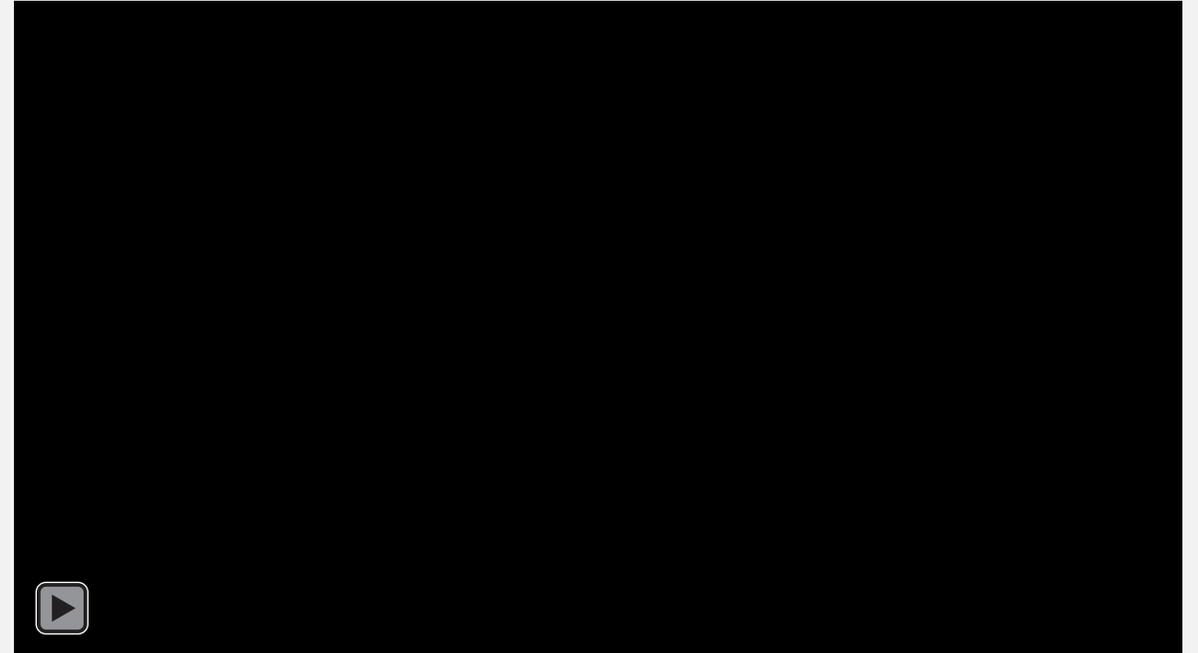# Fireside Chat Topic - Technology – Improve Data Visibility

- As an auditor, what do you typically see at a construction company?

- What do you wish that more construction companies would pay attention to?

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Fireside Chat Topic - How to make the right decisions to be effective

- What are some of the screaming red flags that you've seen?

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Common Red Flags

Jobs that are in a significant under billing position

Cash flow is impacted

A bad job estimate – did we miss a billing?

Experiencing project margin fade

Change order – let's figure out how to get right sized

Understand historic margin estimates from job history. Look back and know why things go wrong.

Right incentives in place across the business between PMs and Finance.

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What Can You Do? / Why & How Take Action?

Evaluate your performance to actual on jobs?
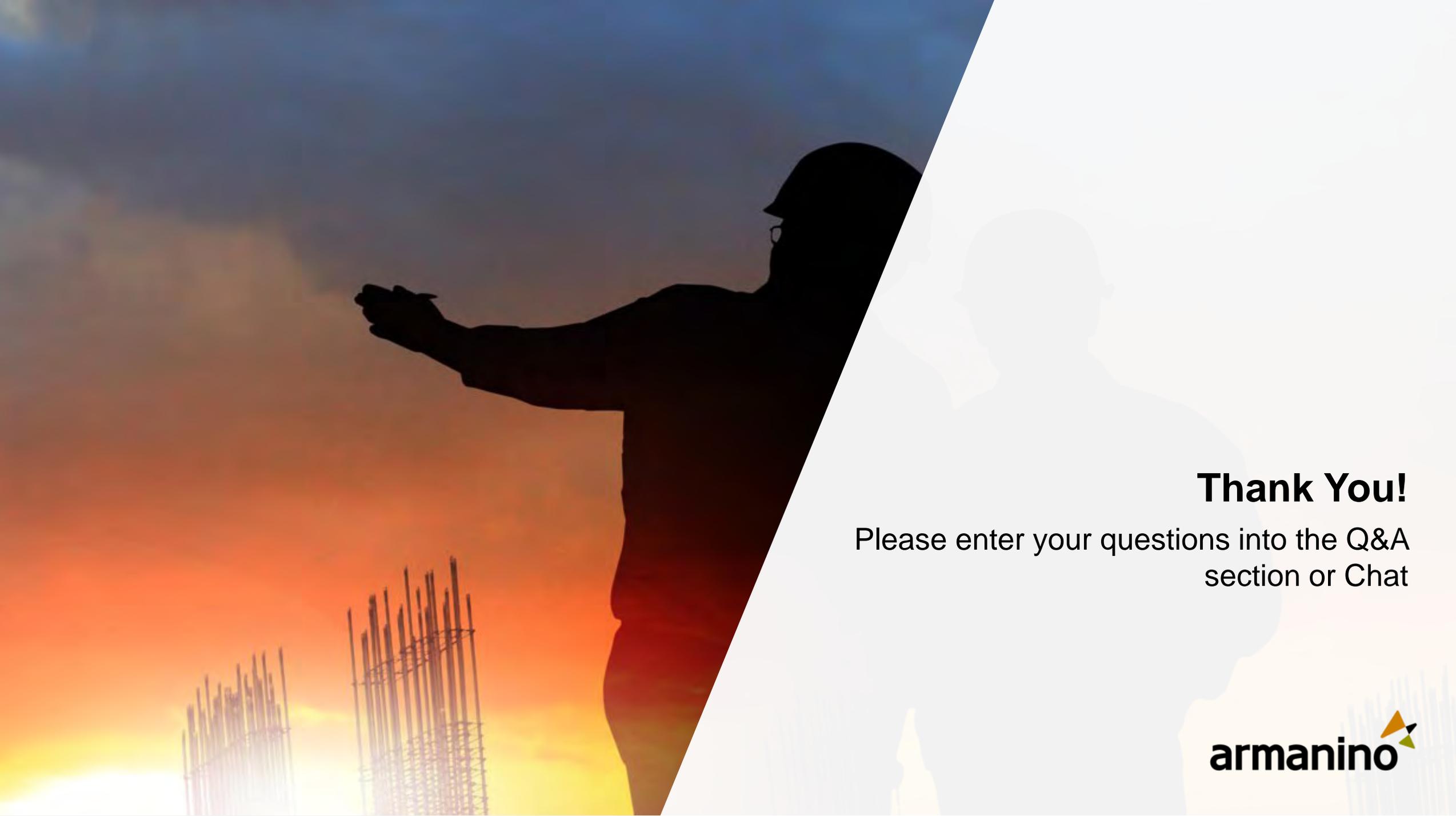
Do a gap assessment on your ecosystem

Roadmap for improvement

Know your plan

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Thank You!

Please enter your questions into the Q&A section or Chat

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Construction Resources

Appendix

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Construction Industry

- Article: Top Construction Trends Impacting the Industry

- Article: Gaining Control of Your Job Estimate History

- eBook: 6 Ways Real Estate Companies Fuel Growth

- Web: Armanino's Construction Industry Page

- Web: Sage Intacct for Construction

- Web: Dynamics 365 Project Construction

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Armanino Overview

PURPOSE

To be the **most innovative** and **entrepreneurial** firm that makes a **positive impact** on the lives of our **clients**, our **people** and our **communities**.
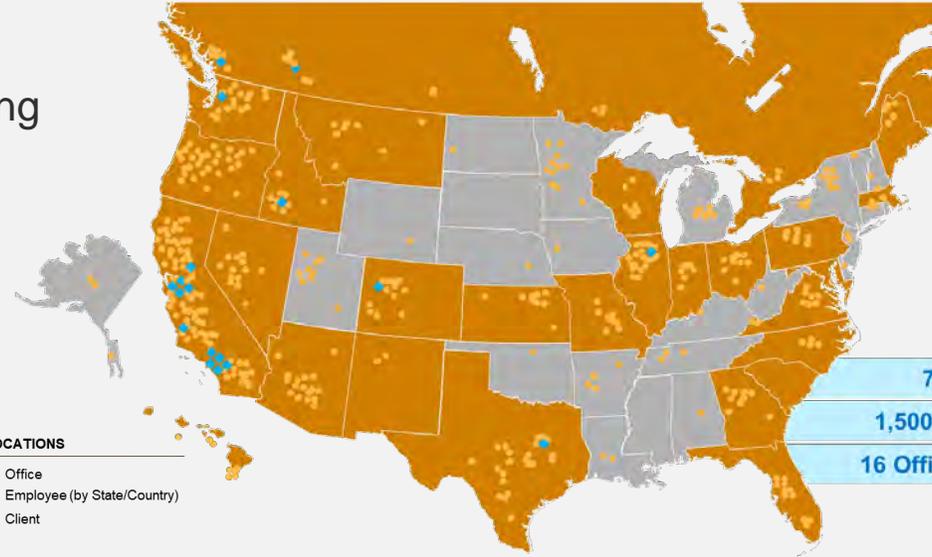
SNAPSHOT

- 1,500+ Employees
- 21st Largest CPA & Consulting Firm in the Nation
- Team Members Across U.S.
- Top 3 Largest Niche: Real Estate

AMF MEDIA GROUP
A Division of Armanino

INTERSECT
An Affiliate of Armanino

LOCATIONS

CALIFORNIA
- San Ramon
- San Jose
- San Francisco
- Folsom
- Los Angeles (2)
- Irvine
- El Segundo
- Woodland Hills
- San Luis Obispo

ILLINOIS
- Naperville

TEXAS
- Dallas

WASHINGTON
- Seattle

IDAHO
- Boise

COLORADO
- Denver

CANADA
- Vancouver

LOCATIONS
- ◆ Office
- ■ Employee (by State/Country)
- ● Client

- 7,000+ Clients
- 1,500+ Employees
- 16 Office Locations

RECOGNITION & AWARDS

BEST of Accounting — CLIENT SATISFACTION — DIAMOND AWARD 5 — 2016-2020

INSIDE PUBLIC ACCOUNTING — TOP 100 FIRMS 2020

accountingTODAY BEST FIRMS FOR TECHNOLOGY 2019

INSIDE PUBLIC ACCOUNTING — BEST OF THE BEST FIRMS 2020

Bob Scott's — 2020 TOP 100 VARS

INSIDE PUBLIC ACCOUNTING — FASTEST-GROWING FIRMS 2020

2020/2021 INNERCIRCLE for Microsoft Business Applications

sage Intacct — VAR Partner of the Year 2020

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Armanino Technology Solutions

Enterprise Resource Planning (ERP)

ERP software is the cornerstone of any complex organization's suite of tools and at Armanino, we've leveraged our experience and expertise to build an ERP approach that ensures our clients best utilize their systems.

Customer Relationship Management (CRM)

Industry specific solutions. We ensure your front office and back-office applications are unified ERP-CRM as one system, enabling visibility across your entire organization and optimizing your business processes.

Financial Close

Armanino's consulting team approaches the financial close process holistically, taking into account current systems, corresponding processes, and control environments, enabling our clients to achieve efficiency.

Financial Planning & Analysis (FP&A)

We work with our clients to understand their objectives, then utilize industry best practices to design budgeting, forecasting and financial reporting processes to meet their specific needs.

Integrations

Armanino's integration expertise will ensure that your cloud applications are integrated in a way that is optimized to meet your business goals and ensures your data is flowing seamlessly between your most important systems.
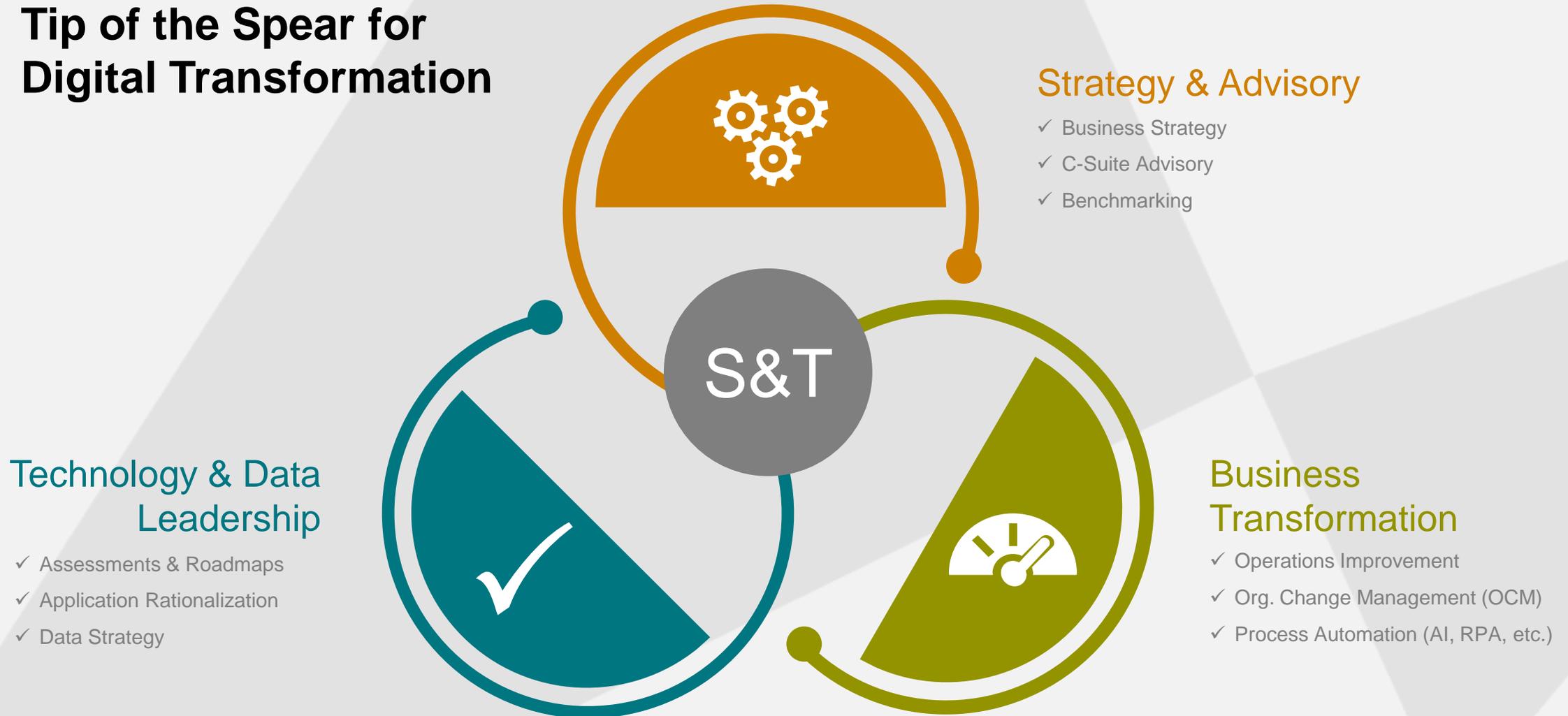
Data Analytics

We follow a proven methodology and approach to provide modern data and analytics solutions for our clients to automate and improve use of data across the firm, through both off the shelf solutions and custom dashboards and integrations.
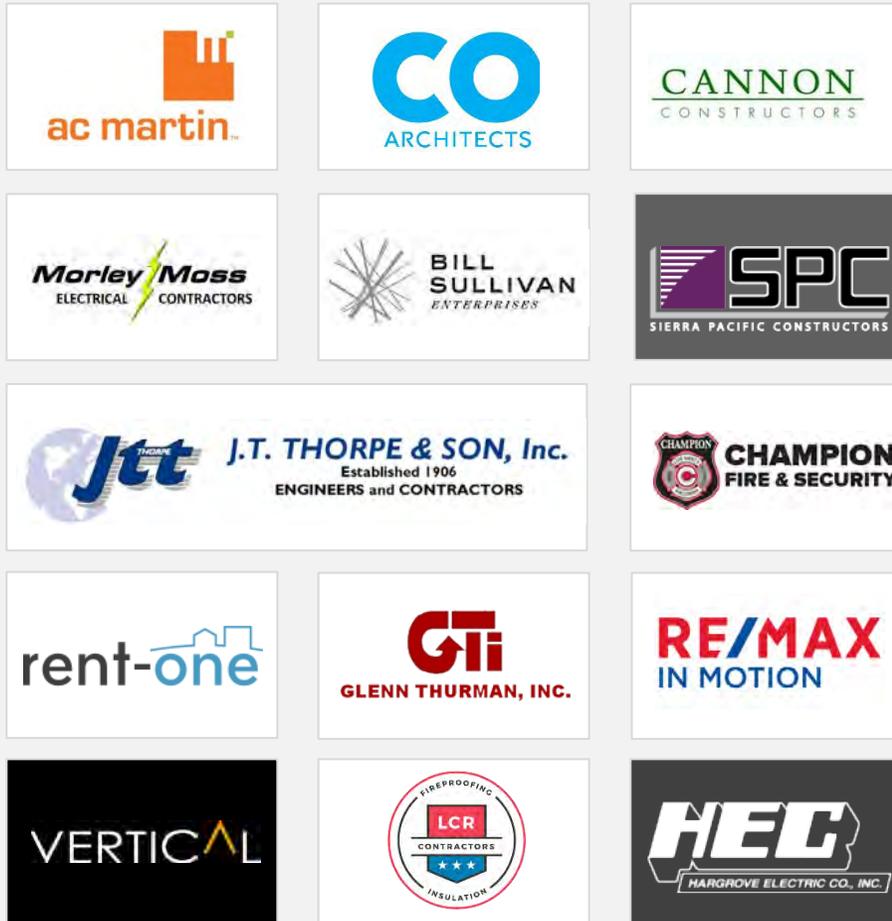
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Strategy & Transformation Consulting Practice

Tip of the Spear for Digital Transformation

Strategy & Advisory
- ✓ Business Strategy
- ✓ C-Suite Advisory
- ✓ Benchmarking

Technology & Data Leadership
- ✓ Assessments & Roadmaps
- ✓ Application Rationalization
- ✓ Data Strategy

Business Transformation
- ✓ Operations Improvement
- ✓ Org. Change Management (OCM)
- ✓ Process Automation (AI, RPA, etc.)

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Sample Real Estate Clients

CONTRACTORS / ARCHITECTS / ENGINEERS

OWNERS / OPERATORS