

in 2008 most companies lost 40% of their equities so today they want to get back to that right so they need a plan to do that again very entrepreneurial I'll be lack a little bit of good solid business practice habits so that's where I think we come in and do a very good job with that

what's the plan on an annual basis what's the initiatives could be cash flow could be being awesome debt a certainly tax structure today with the Trump tax act is a huge incentive for contractors so it's those kinds of outside opportunities that we need to talk to our clients about we participate in probably six or seven different construction associations and unless you do that I don't think you really have any understanding of what the issues are with contractors CFO CEOs shareholders of those companies so we're very active in all those associations you do a lot of articles which provides expertise through knowledge to construction company owners we do a lot of presentations and we're very visible so I think we're we're very knowledgeable

about the issues certainly today with the lack of labor everything else like that how do you strategize what's really the business model for your company as you take a look at trying to generate opportunities with work with a lack of labor force out there as an example there's a lot of good implyin s-- advisor firms out there we think we do an outstanding job in regard to that I think the banks and the bonding companies who offer credit to construction companies certainly look at an SBA statement with a high degree of confidence that those numbers are put together right so we have some very good people I feel and a team to be able to provide that kind of service the compliance part of it the consulting part of it is what's most important because as you talked about companies trying to take a look at growing their organization or the right amount of people that takes a little bit different perspective and I think over a period of time being involved in associations having a chance to do some special projects in regard to

help companies grow either with
management extent of plans cash not a
structured tax structure all those kinds
of things are really valuable to
construction companies and I think
that's where SVA and the professionals
we have a done a very good job