

Industry Insights – Construction

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. Probably 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 paying off some debt, 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, CFOs, CEOs, shareholders of those companies. So we're very active in all those associations. We 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 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 compliance 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 SVA 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 talk about companies trying to take a look at growing their organization for 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 incentive plans, cash structure, 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 have done a very good job.