

THE MCGRAW-HILL
CONSTRUCTION
BUSINESS
HANDBOOK

ROBERT F. CUSHMAN, Esq.
JOHN P. BIGDA, Esq.

Second Edition

Construction Business Handbook

Robert Frank Cushman, John P. Bigda



Construction Business Handbook:

The McGraw-Hill Construction Business Handbook Robert Frank Cushman, John P. Bigda, 1985 **Construction Business Handbook** Robert Frank Cushman, 2004 New Know the ins and outs of business and legal issues facing the construction industry This comprehensive guide saves valuable research time by having all relevant information regarding business contracting and legal issues available at your fingertips Over 50 construction attorneys and professionals contribute their years of knowledge and experience on issues such as taxes insurance finance bonds contract analysis and procurement contract rights handling claims arbitration and bankruptcy **Managing the Profitable Construction Business** Thomas C. Schleifer, Kenneth T. Sullivan, John M. Murdough, 2014-02-21 Take control of your construction contracting business and manage it through the natural highs and lows of the construction market Learn from a team of construction business veterans led by Thomas C Schleifer who is commonly referred to as a construction business turnaround expert due to the number of construction companies he has rescued from financial distress His financial acumen combined with his practical hands on experience has made him a sought after private consultant His experience and no nonsense philosophy have truly given him a unique perspective Important topics covered include Understanding the primary areas of construction business failure in the next decade Minimizing business risk with real world examples Developing a positive and competent management attitude and strategy Discover how to maneuver through this complicated and risky industry by using the authors research and proven success strategies to sustain and grow your business **Building a Successful Construction Company** Paul Netscher, 2014-08-08 How you can make your construction company more profitable A must read before you price your next project Many construction companies fail despite the hard work and knowledge of their managers and owners Some companies even start well earning good profits building successful projects and the company grows only for it all to come crashing down often leaving a mountain of debts behind So why do construction companies fail Is it due to bad luck This book explores important aspects of managing a construction company that impact its success and profitability Obviously managers should have an understanding of running a business as well as the appropriate technical skills But it is usually more than this The chapters in this book focus on the importance of selecting the right project how to find projects tendering correctly winning the project delivering the project avoiding unnecessary costs increasing revenue financial and contractual controls managing the company the importance of good people growing the company and ensuring the company has a good reputation The chapters are set out in an easy to read format filled with practical tips which provide a step by step guide to growing profits remaining profitable and running a successful construction company **Construction Business Management** Nick Ganaway, 2007-06-01 Only 43 per cent of U S construction firms remain in business after four years Why Inadequate management according to the U S Small Business Administration This is surprising because most construction firms are formed by ambitious construction project managers executives and tradesmen who have excelled at

what they have been doing But as experienced as these entrepreneurs may be they are not likely prepared to take on the full range of responsibilities forced on them in managing the business of construction in its entirety While this business failure rate and its causes are based on U S experience available data from a number of other industrialized countries shows they are similar This book describes in detail what the business side of the construction equation requires of the construction firm owner The contractor who quickly learns these requirements can identify and avoid or manage around the pitfalls that cause the high failure rate in our industry and put his or her construction firm on a level playing field with the best run companies in the business The detailed duties of the owner whether in the U S U K Australia or Canada are a common theme throughout the book The author Nick Ganaway speaks peer to peer and the book is sprinkled with supporting examples from his own experience He is immersed in the industry and this book is based on the things I ve learned used and refined as a light commercial general contractor in the course of starting and operating my own construction firm for 25 years The contractor doing 5 million or 50 million or more in annual sales or the equivalent amount in other countries or the entrepreneur who is just starting up can use the tried and proven material in this book to build a business that is profitable enjoyable and enduring Additionally the book devotes a chapter to specializing in chain store construction

Illustrated Handbook of Construction Business Management ,2021 *Mastering the Construction Startup* Nick B. Ganaway,2025-06-17 Equips startup contractors with the tools to build resilient infrastructure in the construction industry For construction professionals starting their businesses success depends on more than just skill and dedication Mastering the Construction Startup provides an essential blueprint for creating the foundational infrastructure every contractor needs to achieve sustainable growth and upon which every strategic decision will be made Written by industry expert Nick B Ganaway this real world guide details how to strategically align people systems and processes with business goals to proactively address risks reduce errors and build lasting operational resilience Grounded in decades of general contracting experience and research each concise and accessible chapter breaks down the key components of sustainable success such as such as identifying elements of a solid legal and financial base establishing relationships with essential professionals and creating a culture that attracts and retains the best talent Throughout the book Ganaway often engaging directly with the reader offers expert insights on everything from the role of the contractor to elements of leadership to advantages of niche contracting Empowering contractors to set up their companies for success during the challenging early years and beyond Mastering the Construction Startup Provides a structured step by step framework for building business infrastructure in the construction industry Discusses the causes for contractor failure and how to avoid them Features checklists sample forms and a unique Summary Checklist for Startup Businesses to ensure nothing critical is overlooked Contains case studies highlighting common startup pitfalls including a personal account of a major business crisis and recovery Offers detailed strategies for securing funding and presenting confidently to lenders and investors Explains various risk management techniques to help contractors avoid common industry

pitfalls and legal challenges Mastering the Construction Startup A Business Infrastructure Guide is perfect for trade school and college courses in construction management and entrepreneurship and a must have resource for contractors project managers and subcontractors at all levels *The Elements of Building* Mark Q. Kerson,2014-01-02 The book is concerned with the business of residential construction including the maintenance restoration renovation and construction of private homes and related properties Business Management. Handbook. Improve Your Construction Business 3 Derek Miles and John Ward Claes-Axel Andersson,1996 This third in the Improve Your Construction Business series focuses on financial control and office administration areas which are frequently neglected by contractors who are generally more interested in the technical aspects of building work This handbook covers both financial and business management and includes guidelines on the costing of plant and equipment as well as an introduction to accounting and marketing and advice on efficient office organization The workbook contains exercises in management and skill tests The author demonstrates by the use of specific tools such as *NASCLA Contractor's Guide to Business, Law and Project Management, Oregon Construction Contractors* NASCLA Staff,2016-04-10 Part 1 Focuses on planning and starting your business This section will help you formulate a business plan choose a business structure understand licensing and insurance requirements and gain basic management and marketing skills Part 2 Covers fundamentals you will need to know in order to operate a successful construction business This section covers estimating contract management scheduling project management safety and environmental responsibilities and building good relationships with employees subcontractors and customers Part 3 Provides valuable information to assist you in running the administrative function of your business Financial management tax basics and lien laws are covered Effective management of these areas of business is vital and failure proper attention can cause serious problems Handbook of Construction Contracting: Plans, specs, building Jack Payne Jones,1986 This book covers the whys and hows of sound construction with step by step instructions showing how to handle the details in all construction

Construction Contracting Richard H. Clough,Glenn A. Sears,S. Keoki Sears,Robert O. Segner,Jerald L. Rounds,2015-03-04 The definitive contracting reference for the construction industry updated and expanded Construction Contracting the industry s leading professional reference for five decades has been updated to reflect current practices business methods management techniques codes and regulations A cornerstone of the construction library this text presents the hard to find information essential to successfully managing a construction company applicable to building heavy civil high tech and industrial construction endeavors alike A wealth of coverage on the basics of owning a construction business provides readers with a useful checkup on the state of their company and in depth exploration of the logistics scheduling administration and legal aspects relevant to construction provide valuable guidance on important facets of the business operations This updated edition contains new coverage of modern delivery methods technology and project management The field of construction contracting comprises the entire set of skills knowledge and conceptual tools needed to successfully own

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Construction Contractor's Handbook of Business and Law Robert Frank Cushman, G. Christian Hedemann, Peter J. King, 1992-01-01

Contractor's Management Handbook James Jerome O'Brien, Robert G. Zilly, 1971 In their brief preface the editors describe an urgent and pent up need for repair and construction in the US and predict great challenges to the industry in the coming decade The original edition of the Handbook was published in 1971 and it has been updated and revised in its coverage of regulations including construction and tax law safety standards liability bonding insurance and risk management financing acquisition and accounting methods the use of on site computers to schedule and track projects and motivating workers increasing productivity increasing business during slow periods Printed on acidic paper unfortunate in a book that could be useful for another 20 years

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How to Start a Construction Business Meir Liraz, 2019-03 This guide will walk you step by step through all the essential phases of starting a successful construction based business To profit in a new construction business you need to consider the following questions What business am I in What do I sell Where is my market Who will buy Who is my competition What is my sales strategy How much money is needed to operate my firm How will I get the work done What management controls are needed How can they be carried out And many more This guide will help you answer all these questions and more Here's what's in the book Things to consider before you start crucial things you must consider before you start pouring in your hard earned money Ignore it at your own peril How to plan and start your new construction business complete step by step instructions this is must know must do information ignore it and you stand a good chance to fail You get specifically designed instructions for each phase How to develop winning marketing strategies for your construction business How to plan and execute a results driven advertising program tips and

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Start Your Own Construction and Contracting Business Gregg Kuehn, Entrepreneur Press, 2013 This guide shows contractors how to price their services to recover expenses and still have money for capital expenses and profits

Markup & Profit Michael C. Stone, 2012 In order to succeed in a construction business you have to be able to price your jobs to cover all labor material and overhead expenses and make a decent profit But calculating markup is only part of the picture If you re going to beat the odds and stay in business profitably you also need to know how to write good contracts manage your crews work with subcontractors and collect on your work This book covers the business basics of running a construction company whether you re a general or specialty contractor working in remodeling new construction or commercial work The principles outlined here apply to all construction related businesses You ll find tried and tested formulas to guarantee profits with step by step instructions and easy to follow examples to help you learn how to operate your business successfully Includes a link to free downloads of blank forms and checklists used in this book

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Law Handbook Robert Frank Cushman, James J. Myers, 1999-07 This comprehensive one stop reference brings you up to date with the current state of the business of construction and construction law Written by an unrivaled panel of over 30 construction industry professionals each chapter examines in detail a major legal or business issue from the perspective of the parties involved You ll find strategies and solutions for every key concern including Drafting and negotiating construction contracts Understanding the duties and liabilities of each of the parties to a project Participating in every aspect of design build project from financing to management Identifying and allocating risk Calculating construction claims Understanding the surety s rights and obligations Bankruptcy procedures and other solutions for financially distressed enterprises and much more Construction Law Handbook is an indispensable resource for attorneys architects engineers public and private owners bankers accountants and other key industry players who need fast access To The latest information on construction law and practice It s like having a team of 77 construction experts on call

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Table of Contents Construction Business Handbook

1. Understanding the eBook Construction Business Handbook
 - The Rise of Digital Reading Construction Business Handbook
 - Advantages of eBooks Over Traditional Books
2. Identifying Construction Business Handbook
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Construction Business Handbook
 - User-Friendly Interface
4. Exploring eBook Recommendations from Construction Business Handbook
 - Personalized Recommendations
 - Construction Business Handbook User Reviews and Ratings

- Construction Business Handbook and Bestseller Lists
- 5. Accessing Construction Business Handbook Free and Paid eBooks
 - Construction Business Handbook Public Domain eBooks
 - Construction Business Handbook eBook Subscription Services
 - Construction Business Handbook Budget-Friendly Options
- 6. Navigating Construction Business Handbook eBook Formats
 - ePub, PDF, MOBI, and More
 - Construction Business Handbook Compatibility with Devices
 - Construction Business Handbook Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Construction Business Handbook
 - Highlighting and Note-Taking Construction Business Handbook
 - Interactive Elements Construction Business Handbook
- 8. Staying Engaged with Construction Business Handbook
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Construction Business Handbook
- 9. Balancing eBooks and Physical Books Construction Business Handbook
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Construction Business Handbook
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Construction Business Handbook
 - Setting Reading Goals Construction Business Handbook
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Construction Business Handbook
 - Fact-Checking eBook Content of Construction Business Handbook
 - Distinguishing Credible Sources

13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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