

Why You Should Consult with a Professional Construction Manager

Construction management refers to a process of discrete steps that facilitate overall planning, coordination and control of a project from start to finish. Its purpose is to produce a functionally and financially viable project that is completed on time, within budget and to the required quality standards.

You should consult with a professional Construction Manager if your project:

- Requires Construction Expertise. Our highly qualified, multi-disciplinary staff includes construction & waterproofing experts, licensed architects and engineers & cost estimators.
- Requires Professional Specifications. As construction experts, we investigate and capture all existing defective conditions into a comprehensive and meticulous scope of work, complete with associated costs. This allows for informed decision making, and avoids design changes and rework. It is virtually impossible to evaluate contractor bids in the absence of professional specifications.
- Involves multiple trades. There can be significant financial advantages to obtaining bids directly from specialty trade contractors, rather than from a general contractor. In addition, quality is directly related to careful oversight and proper integration of building systems.
- Is large. The higher the \$-value, the greater the cost-savings opportunities. Because we buy millions of dollars a year in construction, our negotiating power translates into savings for our clients.
- Involves water intrusion and/or exterior renovations. High-risk projects require professional risk and contract management to protect the association from liability.

Savings Opportunities. The earlier a construction manager is retained, the better. Most savings opportunities are identified during the planning and preconstruction phases when a comprehensive and accurate scope of work is established and the budget defined. Every scope decision has cost implications that need to be explored and weighed for value against schedule. Many GCs only have experience in the construction phase, when changes to the project plan must be done through expensive change orders. In addition, due to our approach to bidding, change order management and cost controls, we save our clients significantly on contracted costs. We strategize the best way to perform the maximum amount of work possible within your budget.

Risk Management. Risk, which is essentially anything that can go wrong, is inherent in construction. As your agent, our job is to identify project risks, advise on how best to manage those risks, and protect your association from liability. This can include financial risks from cost overruns; from uncontrolled change orders or unstable market pricing; unforeseen conditions such as hazardous materials; the potential for construction defects, accidents or mistakes; unrealistic expectations; and insurance disputes. Correcting deficient work is expensive and can negatively impact a GC's bottom line and unfortunately, many GCs will not call your attention to their own mistakes. You cannot rely on the building inspector to protect your interests. As independent construction experts, Stonemark's own highly experienced project managers will physically inspect the work to make sure it is in accordance with the contract documents, is of

Stonemark Construction Management

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highest quality, and is what you paid for. An association's duty to maintain property values and avert future liability and rework should take precedence over the desire to try to reduce costs of a major project by attempting to handle it without professional management.

As your representative - with your best interests in mind - Stonemark pledges to:

- Guide you in developing the best project plan to achieve your goals
- Advise you on the best qualified and most appropriate project team
- Provide and balance critical budget and quality controls
- Coordinate multiple issues, including insurance, legal, and contracts
- Act as project liaison to coordinate all required trades, identify problems in advance, mitigate change orders and ensure quality
- Be a valuable educational resource for the manager and board and homeowners
- Accelerate and manage the schedule – time is money!

At Stonemark, we believe that a construction manager should not be paid on a % of construction – this is an incentive to drive up the cost of your project, and is a conflict of interest. We provide fixed, stipulated fees that are not tied to a percentage of construction costs, eliminating any conflict of interest. Our services typically save our clients money well in excess of our fees and any incremental costs we bring to a project are, at a minimum, offset by the savings we generate.

We provide a very high level of professionalism and expertise with a focus on managing the overall project as your representative so that your association benefits on every level from risk management expertise in contract and insurance issues to improved quality, budget and schedule controls. We encourage teamwork and pledge total integrity and transparency in all our processes.

"I was a board member during the multi-year, extensive repair project for Surfside III HOA. We had a LOT going on! We had to get in people's homes, tear out walls, pipes, leaving them without showers and toilets. There was no way we could have handled without Stonemark. First of all, their investigation and assessment services actually reduced the scope of work, and provided creative alternates that were less expensive and still solved our problems. They were great support for the board, assisted with managing our homeowners, and produced newsletters that communicated complex, and unpopular, project news in a way that got everyone on board as much as possible, making our job much easier. They provided wise funding assistance and their careful budget management enabled us to stretch our dollars to perform repairs in more buildings than we had anticipated. We recommend them to any association!

- treasurer, Surfside III

Stonemark Construction Management specializes in large, complex projects involving engineering challenges and water infiltration issues. We're proud to have managed capital improvements and defect analysis & repairs for 7200+ residences without a defect. Associations should look carefully at their project and consult with a qualified construction manager to determine how best it should be accomplished at an acceptable risk. Stonemark creatively strategizes repair plans to maximize the value received within financial means.

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