



MINUTES

Kingdom Builders Construction Industry Forum

6 December 2023



ATTACHMENTS

- 1) Briefing Charts

MEETING VIDEO

<https://us02web.zoom.us/j/6481111111?pwd=QlF7Lk5CpdU3WzYYnQk5IXhIPZabehjmdyYUkigGh44NDUuxVQDgnkb0.ibrJlcQ4XoYCP3cJ>

Passcode: &\$A5#k8i

ATTENDANCE 23

WELCOME & PRAYER

Bob welcomed everyone and opened the meeting with prayer at 11:02 am.

DEVOTION "Migdal Edar" Tower of the flock.

In its earliest days, the tower of Migdal Eder was a military structure but in the time of Jesus, it had become the Tower of the Flock where the Levitical shepherds would inspect the sacrificial lambs. Migdal Eder is the place where the spotless lambs were wrapped in swaddling clothes to be inspected for sacrifice at the Temple in Jerusalem. How does Migdal Eder and the Christmas story tie together? Watch this:

<https://www.facebook.com/oneforisrael/videos/the-tower-of-the-flock-revealed-the-trial-of-messiahs-birth-and-the-glory-of-god/416127696431811/>

For more details, visit: www.youtube.com/watch?v=syaZJOMneCM

MEMBER PROFILE VPC Builders | Nick London | www.vpcbuilders.com

- VPC Builders is located in North Carolina. They do custom residential building projects in the NC high country.
- Mission: "To craft a legacy of excellence."
- Operationally, VPC has doubled in size over the past 3 years
- Ministry: Care team that meets once a month. They host an event at least once per quarter, both internal and external in the community.

PEER2PEER BREAKOUT SESSION - "Executing Your Strategic Plan by the Numbers"

Session chaired by Jason Harris, Director of Operations @ Gregory Construction

- How do we know that we are doing things excellently?
- What gets measured gets improved.
- You are measuring things whether informal or formal.

Shared Insights

- Gregory uses EOS or the Traction model.

What are some KPIs and OKRs (key performance indicators, objective known results) that you use in your business?

- Tim @ Troyer Post Buildings; keeps track of 8 indicators per week
- Leads, Closes, Throughput (labor days), weekly revenue & aging A/R.
- Google Reviews.



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- What does “leads” tell you? It is the farthest forward event that he can put a number to. It is a leading indicator.
- Arlan @ Westwood Sheds: Revenue per person-hour.
- Nick @ VPS Builders: Net Promoter Score (NPs). A survey that includes the question “Would you recommend our company to a friend or family member?” 1-10 score.
- Nick @ VPS Builders: Punch List Spend; We make a goal to be at \$2k or less for punch list items. Punch list items are fixes after the Certificate of Occupancy has been issued. They are unplanned expenses.

Are there safety metrics you track? The track

- Gregory tracks “near hits”, which is the number of near hits to person-hours. They also track reportable incidents rates (TRI). As well as days off work or away from work. Person-hours without reportable incident is ok but it is a lagging indicator. It does not tell you what is coming.
- DART (days away, restricted, transferred) to TRIR (total reportable incident rate). This ratio (DART:TRIR) you want to be a zero, for sure under .5. It is a leading indicator for EMR.
- Jason Norris @ JW Grand does building construction in a petro/chemical environment. Experience Modification Rating (EMR) is important. Goal to be less than 1.0. A higher indicator could keep us from being able to bid on jobs.

Besides revenue or gross margin, what else are you tracking?

- Revenue forecast as a percentage of budget.
- Clay Trantham uses software “PlanGuru” to help forecast upcoming 3-4 months. It helps indicate where they need to focus the next quarter work. It integrates to QuickBooks and has shifted their conversations from looking back to looking ahead in a very positive direction way.

How do you measure equity numbers?

- Justin says they use a return on overhead. Equipment does not contribute to overhead. Equipment is a part of a job. Overhead is indirect costs; office, staff, etc. Gregory tracks equipment utilization rate.

How to measure or track quality control? Q/C.

- Troyer tracks “abnormal conditions”.
- Gregory tracks “Rework” which is a lagging indicator for how much they missed and now have to fix.
- Customer complaints per subcontractor.
- Gregory uses an “R score”. Net profit: sales, sales: liabilities, assets, total liabilities to equity. Below a 5, low risk. 6-8, moderate risk, 9+ high risk.
- Put production numbers out to the front lines. Especially if you can create fun competition across teams.
- Gregory uses Payment Performance Bonds. Working Capital / Bonding Collateral is a percentage to know if you can take on new projects without going outside the bonds. Metric came from a bonding agent.
- Do you pass thru only the bond cost or do you charge a premium above the bond cost? Sometimes the customer requires a straight pass-thru.

How many leading indicators for each department?

- 3-7 rule. At least 3 and no more than 7.

2024 KINGDOM BUILDERS TOPICS

After sharing the topics our Forum has addressed over the past two years, Bob asked ideas for topics at future Kingdom Builders meetings. Suggestions included:

- What is a great project management software?



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- Revenue comparison of people in this group; up/down trailing 12 months compared to previous 12 months. Where is the economy going?
- Where do you get information you can use and trust? Different resources (books, websites, social media followings, articles) that benefited you.
- Cyber security in construction specifically.

WRAP UP & CLOSING PRAYER

Bob shared the features on the Kingdom Builders Construction Industry Forum webpage available at <https://www.goodworksinc.org/c12kb>

Next meeting: 6 March 2024 at 11:00 AM ET.

Nick closed the December 2023 Kingdom Builders Construction Industry Forum at 12:30 pm with prayer.

Respectfully Submitted,
Arlan Riehl