

# Construction Industry Services

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The construction industry is unique and challenging. The rewards can be great; the failures, devastating. As a result, the contractor must constantly be alert to changing conditions. The construction industry requires considerable short-term and long-range planning—not only for the actual construction process, but also in meeting the company's goals for bonding, adequate bank financing and taxes. Effective interplay between these areas will help enhance your profitability.

SSB understands that the construction industry requires specialized knowledge, technology and expertise. Our team of trained business advisors will work with you to identify your short-term and long-range needs and develop a plan that will help you and your business succeed in this uniquely challenging industry.



## Financial Services

- Recommendations to improve working capital to help increase bonding and financing capacities
- Analysis of bidding procedures
- Overhead analysis
- Development of cost information to support contract claims and extra work orders
- Guidance on insurance needs
- Evaluation, development and installation of accounting and job cost systems
- Preparation of budgets and projections
- State contractor prequalification and licensing reports
- Financial statements prepared according to present industry standards—an important tool in determining your bonding capacity and in obtaining financing

## Tax Services

- Coordination of business and personal tax planning
  - Income and cost recognition methods, look-back regulations and alternative minimum tax provisions
  - Multistate issues—nexus, sales and use tax, franchise, income and other taxes
- Equipment leasing company considerations
- Structuring of business entities

## Wealth-building Services

- Business continuation/succession planning
- Analysis of potential acquisitions and mergers
- Estate planning

CPAs  
*and Strategic Advisors*

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