

Reducing Risk in Commercial Construction

By Daniel Behrendt

Whoever came up with the saying “time is money” must have worked in construction. Without proper planning, it’s easy to waste both time and cash. The earlier you can spot risks and plan for potential problems, the more likely you are to keep your profits.

Greg Duyka, a senior product training specialist at ConstructConnect, knows a thing or two about this. With twenty-seven years at ConstructConnect and twenty years in estimating and project management, Greg has tackled everything from high-rises to historical restorations. Here are five tips he recommends to reduce your risk, based on his years of real-world experience.

1. Location Matters

Picking the right project location isn’t just about the job site—it’s about what’s surrounding it. Greg advises to be thoughtful about investing in projects that can help support your top and bottom line.

“I once had to manage a job that was a good contract but there was no easy way to get to the site. I ended up having to fly,” Duyka says. “Then I had no manpower. When you go far away from home base you’re dealing with inspectors, suppliers, people that don’t know you.”

When exploring projects in other markets, you also need to consider the qualifications of local crews to help you with that job. “I worked a job where I needed over four thousand feet of curb and gutter poured,” Greg says. “I asked the contractor to meet me on site, and when he got there, he said, ‘I can do this, but I don’t have the tools.’”

Using software like ConstructConnect Project Intelligence can help you discover construction job leads in the markets where you want to work and connect you with qualified contacts.



the Associated General Contractors of America and the American Institute of Architects.

Bid management software tools can also help you better evaluate bids from contractors by evaluating the contractors themselves, based on

2. Know Who You’re Working With

Every project has a team, and every team member—whether they’re owners, architects, or subcontractors—has a reputation. Do your homework on their business practices. Greg suggests going to events hosted by trade groups like

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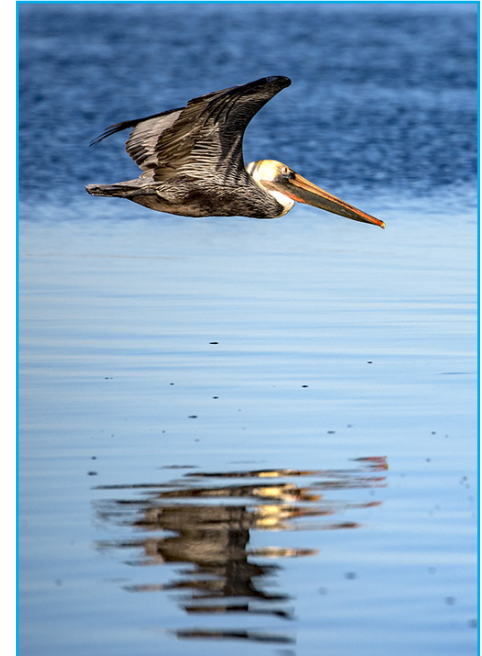
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2025

Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar
Tuesday, March 18, 2025, 1:00 pm–3:00 pm CST Online
Main Sponsor(s): US Small Business Administration
Contact: Patrice Dozier, patrice.dozier@sba.gov
Fee: Free; registration required
SBA is creating a space for Woman-Owned Small Businesses, via WOSB certification! Are you a woman owner of a small business? The federal government’s goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA’s Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions include an overview of the self-certification process, and a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register at <https://www.eventbrite.com/e/woman-owned-small-business-wosb-certification-program-tickets-1123653490839>

8(a) Orientation and SAM Registration Webinar
Wednesday, March 19, 2025, 9:30 am–11:00 am CST Online
Main Sponsor(s): US Small Business Administration
Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov
Fee: Free; registration required
Join the Small Business Administration (SBA)

Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, <https://events.gcc.teams.microsoft.com/event/ec626876-b580-460c-aa0c-dc00f88f8d8e2@3c89fd8a-7f68-4667-aa15-41ebf2208961>

Selling to the Federal Government Webinar
Thursday, March 27, 2025, 12:00 pm–3:00 pm CST Online
Main Sponsor(s): US Small Business Administration
Contact: George Tapia, 610-382-3086, george.tapia@sba.gov
Fee: Free; registration required
Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register online at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-1013616834237> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting.

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