



Logical Construction Concepts

Simplifying the Business Side of Construction for contractors in Northern & Central California

10 Tips for General Contractors on How to Choose New Subcontractors

Talk about risk! You know as well as anyone what happens when you contract with a new sub. How many things can go wrong? Think about the last time you found the bad one. They had at least one of several undesirable traits:

- Unreliable and didn't show up per the schedule
- Poor Quality in workmanship
- Bad behavior by crews like not cleaning up the job site
- Over-billed work or billed for work not complete
- Unlicensed or uninsured

Here are 10 suggestions to help you with new subs that are easy and cost-effective.

1. Check with the Better Business Bureau at <http://search.bbb.org/>. This is free.
2. Check Credit at any of several websites including Dun & Bradstreet (<http://www.dnb.com/us/>) or Equifax (<http://www.equifax.com/>). The cost is minimal.
3. Check with the Contractor's Licensing Board (in California go to www.cslb.ca.gov/). This is free
4. Talk with local builders you may know in the area. Free!
5. Check with GC clients on their last 5 jobs. Free!
6. Check with the GC's client on the last 5 jobs. Free!
7. Talk with other subcontractors who worked on the job immediately after your prospective subcontractor worked on the last 5 jobs. Free!
8. Check the subcontractor's website, in any. Check their referral list. Free!
9. Check membership and references with the local Builders Exchange (there is a good list at <http://www.beac.com/links-ca.html>).
10. Interview your subcontractor. Interview the project manager, superintendent, and/or the foreman that will work the first job.

Most of these can be done by someone on your staff. It will take some time, BUT the alternative is to do nothing and risk a potential nightmare. Forewarned is forearmed!

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