

Foss Construction Services, Inc.

233 GCR 897

Granby, CO. 80446

jimfoss@fossconstructionservices.com

763-571-3179

Please read all the way to the end.

My named is Jim Foss, Owner and President of Foss Construction Services.

How many of these boxes can the other candidates for estimator / project manager check?

I can check every single one.

See below.

- ☒ 16 years of using OST and QB 10 – 12 hours each day.
 - ☒ We are currently bidding many millions of dollars of drywall work each year.
 - ☒ We have successfully secured many millions of dollars in drywall work each year and run most of it remotely.
 - ☒ 46 years total of estimating and project management, full time, 10 hours or more each day.
 - ☒ Unlike a lot of candidates, I come with no baggage.
 - ☒ 68 years old.
 - ☒ Married to the same woman for 48 years.
 - ☒ 3 grown children.
 - ☒ 3 grandchildren.
 - ☒ My wife and I can work as much or as little as your needs require.
 - ☒ We are always willing to go the extra mile.
 - ☒ No client / project is too big or too small.
 - ☒ Many references available from current clients to past clients.
 - ☒ We are independent and require no training or intervention from our clients except a final review on bid day.
 - ☒ We are 100% ready to review when we claim to be without re-do's or catastrophic mistakes.
 - ☒ I owned and operated a union drywall company in Minnesota from 1988 to 2006.
 - ☒ We are well versed in both the union and non union construction work.
 - ☒ I have a proven track record of making money on my jobs.
- This is due in part to my attention to detail, respect for the client, my responsiveness, and the clients respect for my 46 years of experience.
- ☒ I am always available, and can usually break free from what I am working on. When I am not available, I will always respond with a text that usually says "I will call you back soon"
 - ☒ We all work remotely, and charge \$110.00 per hour.
 - ☒ We usually ask for 2 weeks notice to turn a bid around.
- It doesn't take 2 weeks to do a bid, but we can usually wiggle any bid into our schedule given a 2 week window.
- ☒ If we can't get the bid done by bid day I will always call the general and ask for more time.

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☒ We are all vigilant about making sure all addendums are noted, alternates are bid and that we have a full list of bidders.

☒ I have the wisdom of 46 years of estimating / project management of which there is no substitute.

☒ I can boast no alcohol or drug abuse in my life.

☒ As is a must, I am a problem solver.

☒ I make sure we maintain a great relationship with you and your clients.

☒ I have a squeaky clean reputation – personally and professionally.

☒ I am a great communicator using cell phone, texts, e mails and daily zoom calls.

☒ I am always respectful to everyone.

☒ I take respectful criticism well.

☒ I have trained many others to use OST and QB as well as the ways of estimating and project management.

☒ We do a great job of working remotely.

In many ways working remotely is superior to working in your office.

☒ I don't have any crying babies, children playing, dogs barking in the background.

☒ My environment is very quiet and professional.

☒ My workday is usually from 6 am to 5 pm mt.

☒ That said we always do whatever it takes to get the job done.

This includes limited nights, and weekends.

☒ I will always return a call or text no matter what I might be going thru personally or professionally.

☒ No charge for overtime – ever.

You will not pay for the following

	Estimated cost per year
1) Company truck	\$16,000
2) Gas	\$5,000
3) Vehicle insurance	\$2,000
4) Health insurance	\$15,000
5) Life insurance	\$6,400

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6)	Profit sharing	\$50,000
7)	Bonuses	\$0
8)	Retirement fund	\$0
9)	Time lost due to computer or software issues	\$0
10)	Time spent at lunch	\$28,600
11)	Time spent on e mails and internet not related to your project	\$28,600
12)	Additional office space	\$12,000
13)	Additional computer and office equipment	\$600
14)	Additional ink, toner, paper and all other office expenses.	\$50
15)	Additional cell phone charges	\$1,200
16)	Paid vacation and sick time	\$13,200
17)	Time spent bidding jobs just to keep your estimator busy.	\$100,000
18)	Payroll taxes.	\$10,000
19)	Additional On Center Software costs for programs, yearly updates, and tech support.	\$5,000
		\$293,650
	For those folks that are against remote workers, this is why it is a better deal for you to hire someone remote.	
	Currently our best client last year was invoiced \$140,000 for the entire year. Most of our clients are a fraction of that amount.	