

OPEN.
HONEST.
TRANSPARENT.
We are all in this together

T-ROC

THE RENOVATORS OF CANADA
www.trocanada.com



WHAT SETS US APART

RENOVATIONS YOU CAN TRUST

- ✔ 10 year warranty on all craftsmanship
- ✔ 1 year call back to ensure you are still satisfied with your renovation
- ✔ Specialized Client software that allows you to see the entire schedule, budget, and pictures of your renovation as it unfolds!
- ✔ A dedicated production team to ensure your renovation comes in on time.



CONSTRUCTION CONTRACTS

TYPES OF CONTRACTS WE USE

At T-ROC we use 3 different types of contracts. The type and size of job will determine which contract we use.

- ✓ Fixed Price Contract
- ✓ Cost Plus Contract
- ✓ Construction Management Contract

FIXED PRICE

We use this contract for small straight forward jobs. Things to watch for:

- ✓ Large deposits are risky. The largest deposit we would recommend paying is 10-20% depending on the size of the job. Kitchen suppliers will usually require a 50% deposit.
- ✓ If the job has not been priced properly, the contractor may cut corners to keep within budget. Be sure to visit the job site and take pictures as the work progresses.
- ✓ If the job is not priced properly the contractor may create change orders to keep going. Everything is verbal.
- ✓ If the job scope does not have very much detail it will be difficult to tell what is included in the scope and what isn't. A common strategy with contractors is to price low with a very vague job description. Once the job starts much of the work isn't included and the price escalates.
- ✓ Watch out for the really low quote – if its too good to be true, it probably is. Take the time to get 3 quotes.

COST PLUS

We use the cost plus contract for mid-size jobs in which the scope isn't completely realized. What is cost plus?



Cost plus is a contract in which the contractor writes a scope of work and attaches a budget to it. The price is variable and the Customer is largely in charge of the budget.



The Contractor will charge a % mark up on all labour and materials and pass on that cost to the customer.



There are no change orders. Through the customers direction the contractor will perform their work for a set hourly rate.



One disadvantage is that you are billed after the work is complete or at regular intervals during the renovation/construction process. As a result your budget can be harder to control. This is a system in which you must stay on top of the contractor and your costs.

CONSTRUCTION MANAGEMENT

We are using this contract for all jobs over \$20,000. What is a Construction Management Contract?

- ✓ The contractor provides a broad scope of work and a budget range that can vary as much as 35% from the mid point to the low point or high point.
- ✓ The construction manager will charge a management fee for completing the work. Each phase of the project is priced individually and signed off for approval by the customer prior to the work beginning. Once completed the customer pays the sub-contractor directly and pays the construction manager separately. The budget is under the control of the customer.
- ✓ In this situation the customer will work closely with the Construction manager and he/she will become more of a construction partner. It will be their job to take the project from start to finish.
- ✓ This system is advantageous when projects are large in scope – over \$20,000. There are no deposits paid to the construction manager.
- ✓ Vendor and trade discounts are passed on to the customer often resulting in a situation where the management fee is less than the discount of the product or service. Example T-ROC receives a 40% discount at Olympia tile.

T-ROC The Renovators of Canada Proposal

September 28, 2016

Mr. and Mrs. Customer
123 Sample Street
Pickering, Ontario

CCDC5A Class D Scope and Estimate for Completion of Main Bathroom Renovation

Scope of Work Details

- Site Supervisor dedicated to supervise and co-ordinate project
- Complete any demolition not completed by Homeowner
- Once demolition is complete, review plans from designer to establish scope of work going forward.
- Complete all electrical and plumbing as required
- Insulate all exterior walls as required
- Complete drywall, taping and plastering
- Prime and paint
- Complete tiling of new shower and tile floor
- All trim and doors
- Complete all finishing details, vanity, sink, toilet, shower glass

Class D Preliminary estimated budget of with a low/high range of \$17,000 to \$27,000 plus HST.

Thank you
Perry Curiston

CCDC 5A

Construction Management Contract
– for Services

2 0 1 0

Name of Project

CANADIAN CONSTRUCTION DOCUMENTS COMMITTEE
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CUSTOMER REVIEWS

“What our Customers
are saying”

We provide complete renovation services and new home construction.

We guarantee our work through our warranty **your biggest investments** – your home and business.



We are really happy with the renovation. We found TROC to be honest, friendly and reliable. In some ways they became family fixtures during the 2 months they were working here!



The job was done professionally, on time, and without major disruption. Clean-up was done daily and much appreciated.



We would recommend The Renovators to anyone looking to improve their home. We had a wonderful remodeling experience with Perry and his team. The design satisfied all our requirements and met our expectation. Everyone we dealt with was very professional. The quality of the material was excellent.
Thank you Perry for making the experience a positive one