

PARTNERING WITH LOCAL SUBCONTRACTORS

Hoffman has long recognized the value clients receive when we actively seek qualified local subcontractors for their projects. Because we do not self-perform any construction trade work and competitively bid 100% of the trade packages, we can maximize local participation, increase competition, and strengthen community support—acting as your ally, your agent, and your advocate throughout.

Key benefits include:

- Creation of local jobs
- Keeping project dollars in the local economy
- Increased community support for the project

HOW LOCAL SUBCONTRACTORS GET INVOLVED

We proactively identify and invite local firms by:

- Using networks such as builders' exchanges and the Associated General Contractors to find qualified local firms
- Placing advance advertising in local publications to announce bid opportunities
- Researching databases to identify local subcontractors and notify them directly
- Working with clients to identify firms that have provided quality service in the past
- Hosting informational meetings during design to communicate objectives and encourage participation
- Researching major projects from the past five years in the surrounding community to gauge subcontractor depth and experience
- Leveraging Hoffman's relationships with suppliers and subcontractors to understand current market conditions

MAXIMIZING PARTICIPATION, MINIMIZING COST

Together with you, we determine whether local preference should apply and what criteria to use for final selections. We also structure bid packages to create maximum opportunity for firms of all sizes:

- Breaking construction into smaller, specific work packages so specialty firms can bid efficiently
- Allowing larger firms to submit combined bids on multiple packages when advantageous

This approach increases the number of bids severalfold, drives healthy competition, and reduces total project cost—resulting in fewer surprises and more building for your budget.

