

Shifting to Public Works Projects

More and more contractors are considering public works projects as a new source of revenue. On the surface, this seems like a great idea. Federal stimulus package aimed at public works and infrastructure development means there could be more government work to go around.

But making the shift to prevailing wage jobs takes preparation. Without proper planning, contractors run the risk of underbidding jobs and, subsequently, losing money or getting slapped with steep penalties for improper record keeping. Establishing protocols for certified payroll and progress billings and having solid audit trails for each transaction are vital if you want to succeed in the government financed construction market. There are many things you can do to prepare your company for a shift to government work

Get Educated - The first thing you should do is get educated about prevailing wage law. Find out what payroll, accounting and reporting requirements are necessary to meet state and federal regulations. Most states have some information posted on their website, which is a great place to start.

Automate Your Accounting Processes - When you perform public works projects you need to have payroll software that supports multi-rate capabilities and different worker's comp rates for different jobs. Sage Master Builder can perform all prevailing wage requirements and will be an integral part of your public works transition plan.

Make the decision to put procedures in place before going after prevailing wage work. If you get solid advice up front, and have SMB configured and ready to automate prevailing wage processes to establish compliance, you'll have the peace of mind to focus on securing government work.

Bid on Projects Based on Your Strengths - On public works projects, the job is awarded to the lowest qualified bidder. And the competition can be tough. Bid too low and you might win the work-but bankrupt your business. Bid too high and you're wasting your time. It's not uncommon to see twenty or thirty contractors bidding on the same public works job.

Since every contractor bidding on a prevailing wage job has to pay their employees the same rate of pay, the wage itself can't be your competitive edge. Because of this, it makes sense to identify your strengths before going after projects. What types of projects do you excel at? Which of your crews perform the fastest? When making the shift to government work, identify the projects that, based on your strengths, will most likely put you in the lowest bidder spot while still turning a profit.

In the competitive world of public works construction, prevailing wage planning isn't an option-it's a necessity.

SMB Version 14 - Customer Appreciation Seminar

This fall Sage Master Builder Version 14 will be distributed. As a development partner with Sage, Wright Office has already obtained a pre-release and have been analyzing the current changes.

Due to the notable changes with this release we would like to hold our Customer Appreciation Seminar once again to demonstrate the revisions to the program face to face with our customers. Some topics that will be covered this year are Sage Master Builder Version 14 installation & new features, the new licensing system, SMB interaction with Vista, the latest user tips & tricks, and much more. There will also be time set aside for your company specific questions and issues and networking with other SMB users.

We would like to hold the seminar in both Lansing and Livonia areas soon after the Labor day holiday, but this will depend on responses. Before we commit to rental space, please drop us an email to let us know if you would plan on attending and which location you would prefer. As usual, cost of the event would be minimal, only to cover our expenses. The more attendees the better for all.

*Please let us know if you are interested by responding to:
service@wrightoffice.com*

Tech Support Calls From Our Customers



I have removed my retention in my progress billing but the retention still appears on my a/r aging report for a prior invoice.

Changing the retention on a progress bill does not update A/R. In this case we just went to the invoice, removed the retention in the "Retain" field. Another method is to change or delete the "Retain Rate" from menu 3-5 jobs. Then select Update, Recalculate Retention. This can also be used when retention is dropped to a lower rate.

I have a city tax on an employee but we can't figure out why it's not calculating on the trial or final compute?.

We checked the payroll calc. The calc method was set to "17-Tables". We then verified the rates were in the tables at menu 5-3 -6. Next we looked at the employee file, and the calculation was assigned. We then looked at the timecard record and the user had the Locale column hidden in time card data entry screen. We changed user default to show the "Locale" column. If a column is hidden, the Locale will not default. This is also true for Certified and Paygroup in payroll timecard lines.