**Managing Company Risk with energy code: 3 hours**

**The Top Reasons Contractors Fail:** Looking through the windshield and not the review mirror.

* Managing your cashflow. How a company can be profitable and still fail.
* Construction costs vs Overhead. Knowing your Companies Overhead, breakeven point. Don’t squander your profits by not control your general overhead costs.
* Labor Burden Rate. Knowing the company’s true cost of having employees.

**Residential Construction Performance Guidelines:** Setting the project owner’s expectations about industry standards.

* If there is not an expectation for performance set up front the project owner will set their own.
* Placing performance guidelines in your contracts for both owners & subcontractors and providing a clear scope of work will increase communication and reduce errors.
* Review sample contracts, warranty language, and dispute resolution.

**Energy Conservation training:**

* Review of current energy code with Utah state amendments and the 5 pathways to meet code. Discuss 2021 IRC chapter 11 and potential energy code changes.
* Seal it tight and ventilate it right. There are some incredible new products on the market with a relatively low cost that can make a big difference in the energy efficiency of your buildings, new or existing.
* Making sure your HVAC contractor is sizing the equipment and ducting correctly. The biggest complaint that owners have after they move in is their HVAC system. Know a few simple questions to ask and what to do to keep owners happy.