



## HVAC & Metals Institute

# Job Cost Awareness

***This course was developed to teach non-management employees the true costs of operating a sheet metal business, and the need to be competitive and cost conscious.***

*This course is taught utilizing "The Business Side of the Sheet Metal Business" manual*

***This course was designed by SMACNA to give Sheet Metal Workers an idea as to the operation of the business side of a Sheet Metal company.***

### **Topics covered include:**

- Company Structure
- Bidding & Cost Awareness
- Marketing Opportunities and Contract Options
- Calculating Actual Field Payroll Costs
- Other Direct Costs
- Calculating Shop Overhead
- Automation
- General & Administrative Overhead
- A Look At Why So Many Contractors Fail
- The Financial Side of The Business
- Operations
- Planning and Job Scheduling
- Change Orders
- Changing Work Volume
- Non-Union Competition

### ***Schedule (1 night class)***

- Thursday, December 10<sup>th</sup> 5:00 – 8:00pm

***Call to register, space is limited - (503)257-1022***