



Gilbane Rising Contractors Program

Session Two
Prequalification with Gilbane

April 12th, 2022



Welcome!

Just a couple of housekeeping items before we get started.

IMPORTANT: Your Zoom Name:

Please "rename" yourself using the following convention:

Your State_Your Name_Your Company

For example: NY_John Rooney_Gilbane

Click the participants tab, then "more" next to your name. Click Rename.

Regions:

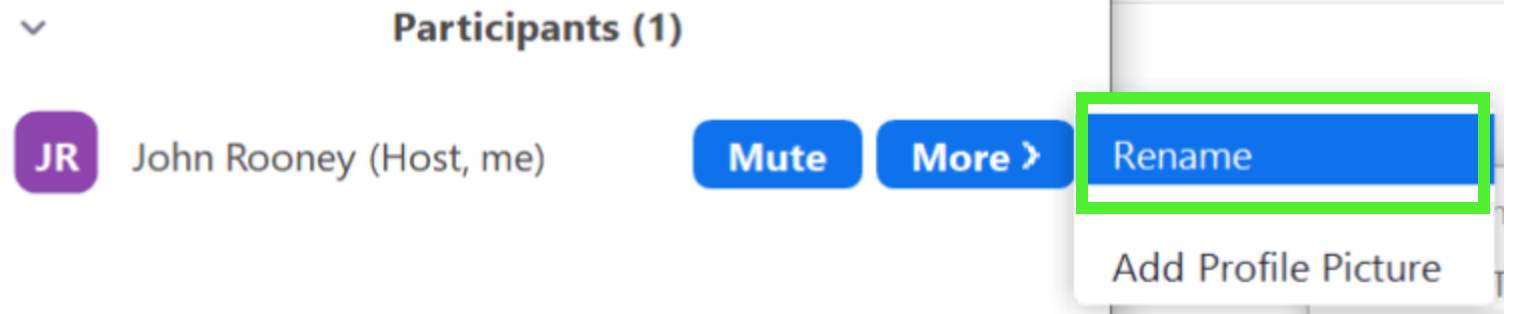
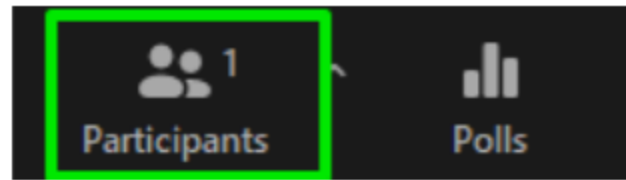
NY (New York)

MARO (Mid-Atlantic/DC)

SE (Southeast/Florida)

OH (Cleveland/Columbus)

MW (Chicago and Milwaukee)



Ground Rules & Expectations for this Zoom Session



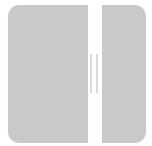
This one-hour session **will be recorded**.



Ask questions in the chat, we will break to pose follow-up questions to the panel throughout the session.



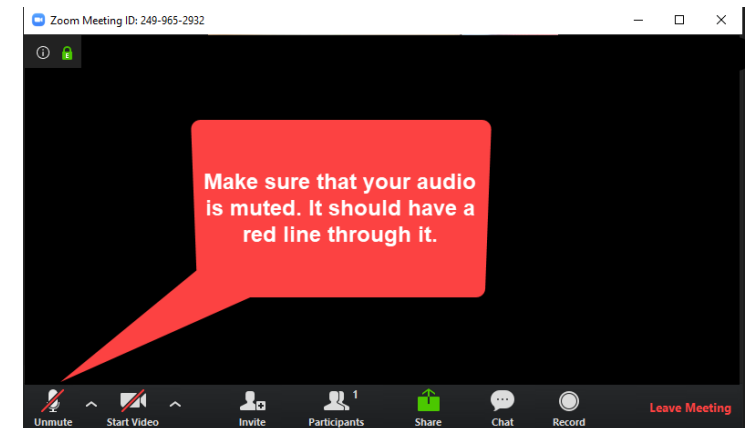
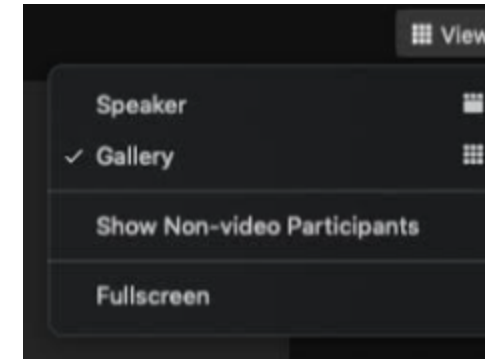
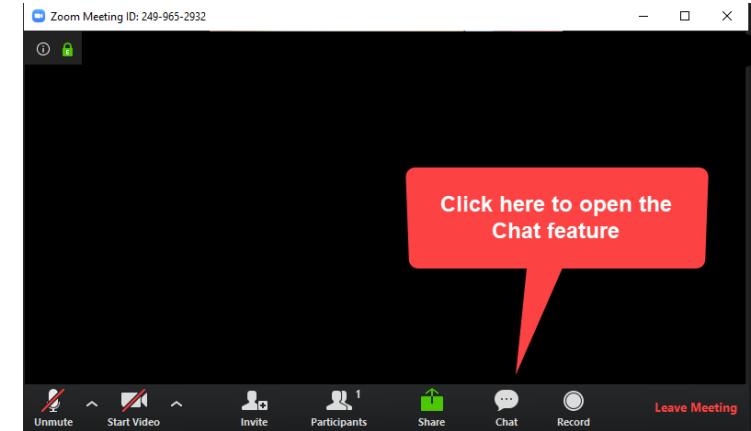
For the best viewing experience, select **Gallery View** in upper right-hand corner.

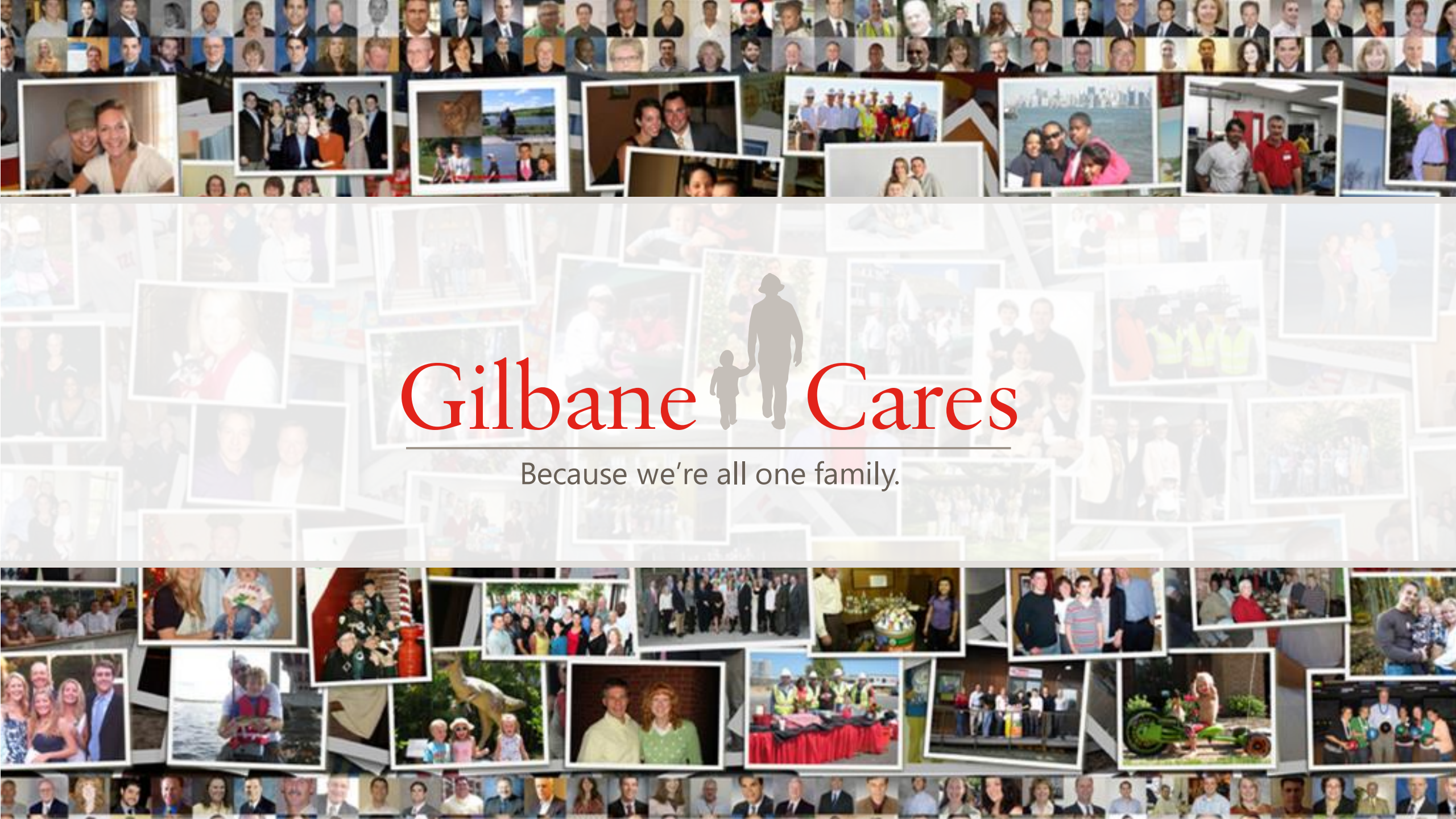


You can **expand/contract** the viewing windows by sliding the handle between panels.



Please **stay on mute** during initial presentation.





Gilbane Cares

Because we're all one family.

Introductions



Travis Okel

Purchasing Manager
TOkel@GilbaneCo.com
614-948-4013



Wendy Conway

Director of Insurance Operations
WConway@GilbaneCo.com
401-588-3115

Agenda

- Gilbane Cares
- Introductions
- Gilbane Prequalification
 - Why
 - What does it take
 - Risk Mitigation
 - How often
 - Resources to help



Three Key Takeaways

1. Prequalification helps Gilbane connect YOU with the right opportunities.
2. Understanding your financial statements and the story they tell is key to passing ANY prequalification, not just Gilbane's.
3. Having a surety program in place will position you for growth.

Three Things to Avoid

1. Watch your liquidity and debt ratios. It's not all about profitability and revenue.
2. Understand your EMR (if you have one). If it's over 1.0, know why (and be able to explain how you've addressed it)
3. Don't seek out projects that are too big. Contractors do not fail from starvation, they fail from overeating.

Need Help During the PQ Process

Prequalification Administrators

- Sandy Showalter - Mid Atlantic, New England, Federal (sshowalter@gilbaneco.com)
- Yvonda Royster— West, Southwest, Midwest/Central (yroyster@gilbaneco.com)
- Jesse Saladis— New York (jsaladis@gilbaneco.com)

Prequalification Help Email – PQHelp@gilbaneco.com someone will respond within 24 hours (usually by end of day).

Why Prequalify?

- Gilbane:
 - Our success is dependent on success of our trade partners
 - Contractual obligations
 - Industry best practice
 - Risk mitigation
- Trade Partner:
 - Most don't die from starvation but from over-eating
 - Connected with the right opportunities
 - Resource connection
 - Risk mitigation



What is Involved in Prequalification?

- A Gilbane review of:
 - Financials
 - Safety
 - Insurance
 - Experience



What documents should you have ready?

- Current W-9 form
- Most recent fiscal year-end financial statements
- Experience Modification Rating
- OSHA 300/300A forms
- References for bank, bonding agent and insurance
- Sample Certificate of Insurance
- Project details (two current and two significant projects)

Take the poll



What documents should you have ready?

- Current W-9 form
 - > www.irs.gov
 - > <https://www.irs.gov/forms-pubs/about-form-w-9>

Form W-9 (Rev. October 2018) Department of the Treasury Internal Revenue Service		Request for Taxpayer Identification Number and Certification	
		▶ Go to www.irs.gov/FormW9 for instructions and the latest information.	
e. ins on page 3.	1	Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.	
	2	Business name/disregarded entity name, if different from above	
	3	Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.	
		<input type="checkbox"/> Individual/sole proprietor or single-member LLC	<input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate

What documents should you have ready?

- Most recent fiscal year-end financial statements
 - Preferred:
 - Third-party prepared financials
 - Three levels:*
 - Audited
 - Reviewed
 - Compiled
 - Include:*
 - Opinion letter
 - Notes
 - Supplemental schedules
 - In the case of providing internal financials:
 - Accrual Based Balance Sheet
 - Accrual Income statement (Profit & Loss) Statement
 - Statement of Cashflows is also a benefit
 - NOT Cash Based
 - NOT Tax Returns

Using QuickBooks? You can run internal financials on your own from most accounting software. BUT....

Take the poll

Understand your Financial Statements

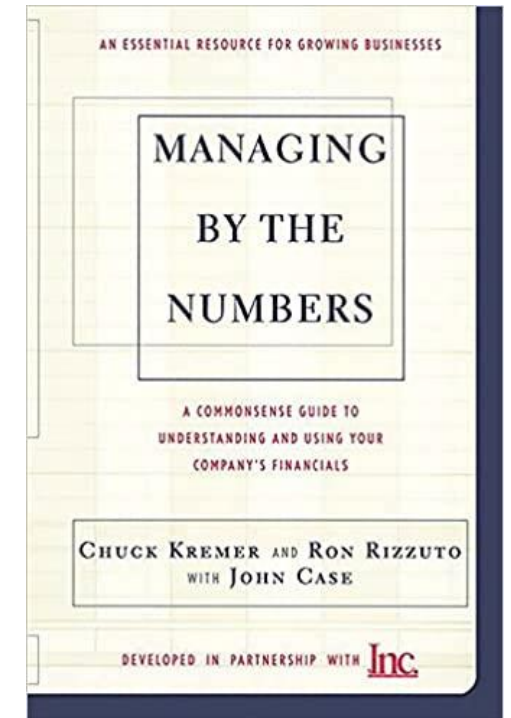
- The Balance Sheet – a snapshot in time of your assets, liabilities, and equity, divided into Short Term (due within one year) and Long Term
- The Income Statement – The flow of money in and money out, demonstrating profitability (revenues against expenses)
- The Statement of Cash Flows – Breaking the money flow down further into operations, investments, and financing. (Are you making money from operations? Are you paying it all back out in financing?)

Understand your Financial Statements

- It's important to understand the picture your financial statements paint
- Main Categories of Financial Health
 - Liquidity (How do your assets compared to your liabilities? How much cash do you keep?)
 - Debt
 - Profitability (Are you profitable, and how much equity do you leave in the business?)
 - Capacity (How much revenue do you do? What is your backlog?)

Resources:

BOOK: Managing By The Numbers: A Commonsense Guide To Understanding And Using Your Company's Financials: [Link](#)



What documents should you have ready?

- Experience Modification Rating (EMR)
 - Workers Compensation
 - Managed Care Organization
 - Third Party Administrator

Most common:

NCCI - National Council on
Compensation Insurance

Typically issued in advance of expiration date

Can take a variety of formats, letter/certification
Issued in relation to the median of 1.0.

Lagging indicator

If you are a NEW business, you may not have an EMR.
Supply the OSHA 300 log and let your PQ Admin know.

Current policy coverage status: Active
Coverage effective date: 11/13

Policy period	7/1/20 - 7/1/21	7/1/19 - 7/1/20
Published EM	0.99	0.99
EM cap	NO	NO
Current EM	0.99	0.99
EM cap	NO	NO
Rating plan	GRTRO	GRTRO
Discount programs	DFSP	DFSP

Effective Rating Date

EMR
Multiplier

4/1/2019

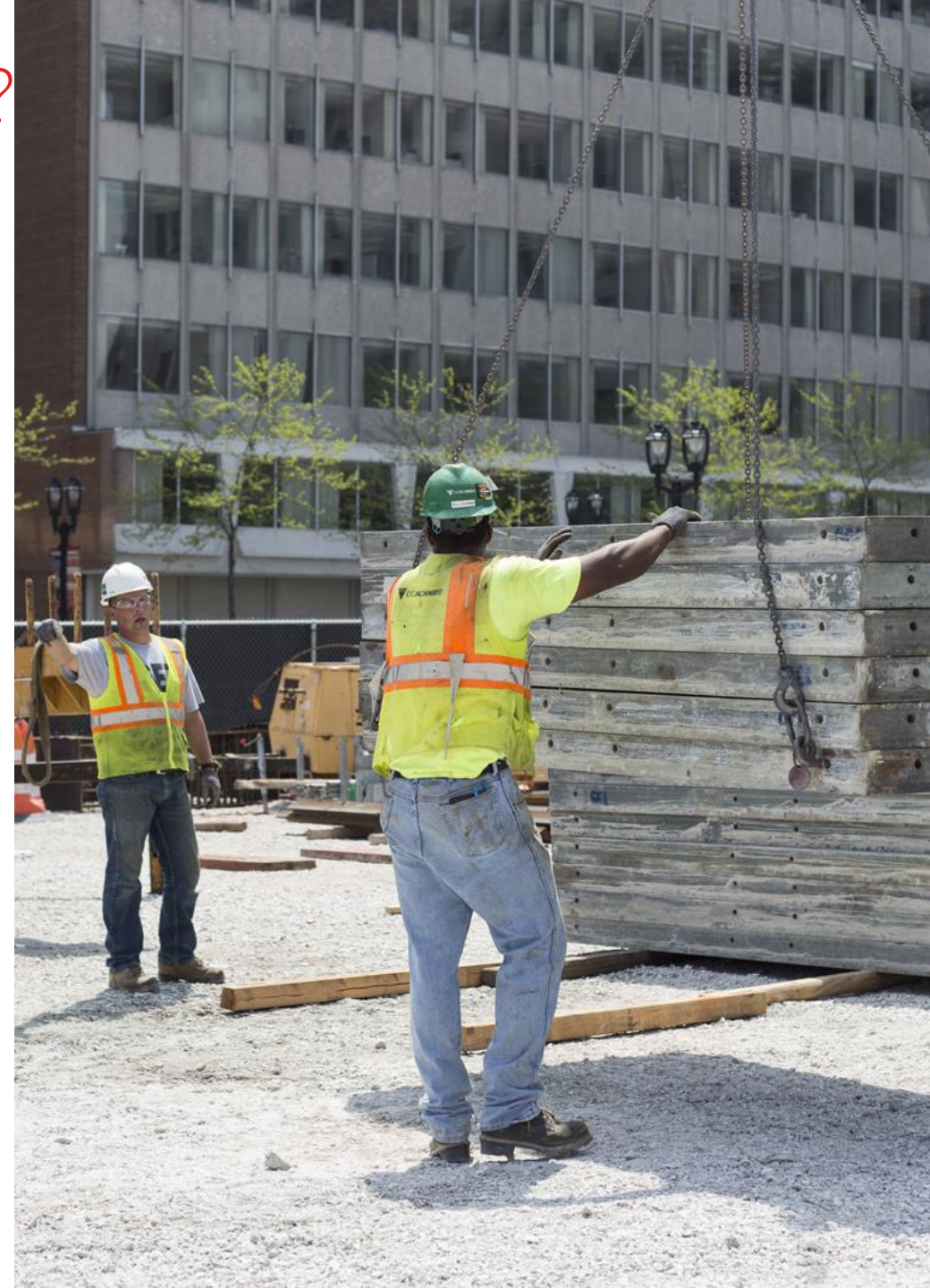
.49

4/1/2018

.46

What documents should you have ready?

- OSHA 300/300A Forms
 - <https://www.osha.gov/>
 - <https://www.osha.gov/recordkeeping/forms>
- For tracking actual injuries - completed by firm



What documents should you have ready?

- References for bank, bonding agent, and insurance
 - Surety company (*NOT your broker or agent's name)
 - Aggregate bonding limit
 - Single-project bonding limit



What documents should you have ready?

- Sample Certificate of Insurance

ACORD® CERTIFICATE OF LIABILITY INSURANCE										DATE (MM/DD/YYYY) [Issue Date]	
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.											
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).											
PRODUCER [Name and address of Insured]								CONTACT NAME: [Agent Contact Name]			
								PHONE (A/C, No, Ext): [Agent Phone Number]		FAX (A/C, No): [Agent Phone Number]	
INSURED [Name and address of Insured]								E-MAIL ADDRESS: [Agent Email Address]			
								INSURER(S) AFFORDING COVERAGE		NAIC #	
								INSURER A: [Insurer's Name] & AM Best Rating			
								INSURER B: [Insurer's Name] & AM Best Rating			
								INSURER C: [Insurer's Name] & AM Best Rating			
								INSURER D: [Insurer's Name] & AM Best Rating			
								INSURER E: [Insurer's Name] & AM Best Rating			
COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:											
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.											
INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS				
GENERAL LIABILITY	GENERAL LIABILITY			[Policy #]	[Eff Date]	[Exp Date]	Per Claim/Occ	\$	1,000,000		
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						General Agg	\$	2,000,000		
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						Prod & Comp Opp Agg	\$	2,000,000		
							Personal & Adv. Injury	\$	1,000,000		
	AGGREGATE LIMIT APPLIES PER:						Medical Expense	\$	5,000		
	POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						Fire Damage				
AUTOMOBILE LIABILITY	AUTOMOBILE LIABILITY			[Policy #]	[Eff Date]	[Exp Date]	COMBINED SINGLE LIMIT	\$	1,000,000		
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)				
	<input type="checkbox"/> ALL OWNED AUTOS						BODILY INJURY (Per accident)				
	<input type="checkbox"/> HIRED AUTOS						PROPERTY DAMAGE				
	<input checked="" type="checkbox"/> SCHEDULED AUTOS										
	<input type="checkbox"/> NON-OWNED AUTOS										
	<input type="checkbox"/> AUTOS										
UMBRELLA LIAB	UMBRELLA LIAB			[Policy #]	[Eff Date]	[Exp Date]	Per Claim/Occ	\$	5,000,000		
	<input checked="" type="checkbox"/> EXCESS LIAB						Aggregate	\$	5,000,000		
	<input type="checkbox"/> CLAIMS-MADE										
	<input type="checkbox"/> RETENTION \$										
WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			[Policy #]	[Eff Date]	[Exp Date]	<input checked="" type="checkbox"/> WC STATUTORY LIMITS				
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)						EL Each Accident	\$	500,000		
	<input checked="" type="checkbox"/> N						EL Disease Policy Limit	\$	500,000		
	<input type="checkbox"/> Y/N						EL Disease Each Accident	\$	500,000		
	DESCRIPTION OF OPERATIONS below										
	Professional Liability Insurance [Retro Date: _____]		X	[Policy #] If coverage required by contract	[Eff Date]	[Exp Date]	\$1,000,000 per claim \$1,000,000 annual Aggregate				
	Pollution Liability Insurance [Retro Date: _____] if claims made	X	X	[Policy #] If coverage required by contract	[Eff Date]	[Exp Date]	\$5,000,000 per occurrence \$5,000,000 annual aggregate				
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES RE: Work performed at the following project: <Project Name & Project #>											
The following are named as additional insureds on any general liability, auto liability, pollution liability, excess liability and umbrella liability insurance policies represented on this certificate: (i) the Construction Manager [and its partners if Construction Manager is a joint venture or members if it is an LLC] , (ii) Owner, (iii) both Owner and Construction Manager's officers, directors and employees, (iv) any person or entity requested by Construction Manager or Owner and (v) and any other person or entity required to be added as an additional insured by the Contract Documents. On all policies, regardless of type, a waiver of subrogation has been issued on behalf of (i) the Construction Manager [and its partners if Construction Manager is a joint venture or members if it is an LLC] , (ii) Owner, (iii) both Owner and Construction Manager's officers, directors and employees, (iv) any person or entity requested by Construction Manager or Owner and (v) and any other person or entity required to be added as an additional insured by the Contract Documents.											
CERTIFICATE HOLDER						CANCELLATION					
Gilbane Building Company 950 Main Avenue, Suite 1410 Cleveland, OH 44113						SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.					
						AUTHORIZED REPRESENTATIVE [Signed by Authorized Rep]					

What documents should you have ready?

- Project details (two current and two significant projects)
 - Name
 - Location
 - Contract With
 - Contract Amount
 - Scope of Work
 - Date Completed
 - Reference Contact
 - Reference Email



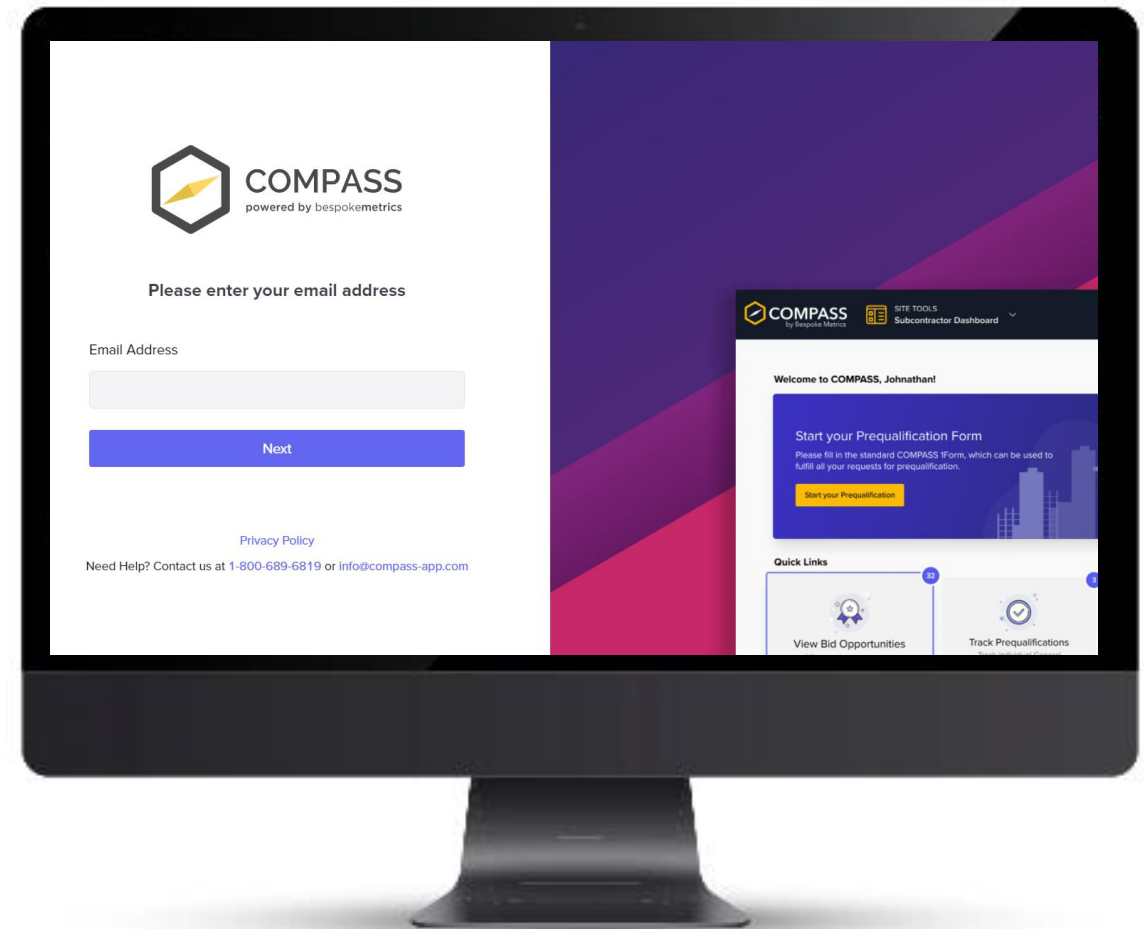
Risk Mitigation Plans

- Insurance
 - Need to carry limits as shown, included additional premiums in bid if necessary
- EMR
 - Connect with Gilbane Safety if EMR over 1.00 to review company and project specific plans
 - Group ratings; other options
- Bonding
 - When and Why
 - Bid Bond vs Payment & Performance Bond
 - Insurance session to cover in detail



How Often Should You Prequalify?

- Best practice:
 - Check your information before every bid event
- Minimum requirement:
 - Annually: To reassess status and realign for opportunities
 - Timing: Based on fiscal year end of financials + 17 months
 - Typical end of calendar year = May expiration



Resources

- Gilbane:
 - Presenters / Champions / Mentors / PQ Admins
 - Locally:
 - Small business resources
- We can help connect if needed!**

Questions on your PQ Status?

- > Ask your champion to connect you with a risk manager for a discussion.



Mock Prequalification

Prequalify on

<https://compass-app.com/auth/login>



The Subcontractor Experience



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



Beta User

You Have Been Invited to Join a Company in COMPASS

To: Dave Warford,

Reply-To: staging@compass-app.com

Inbox - Bespoke Metrics September 14, 2021 at 4:26 AM



Robert Ross Contracting



You've been invited by **Ross Construction** to prequalify in COMPASS.



Ross Construction has invited you to start your prequalification process with COMPASS. Please complete the prequalification by Mar 18, 2022.

There is an annual fee for COMPASS. If your company is a paid subscriber, there is no additional cost.

COMPASS is Bespoke Canada's new prequalification system and is a secure, third-party application powered by Bespoke Metrics built to provide you with the most advanced and efficient way to satisfy all of your data requests.

[Register Now](#)

Need help? Contact us at 1-800-689-6819 or info@compass-app.com

Trouble with the link above? Copy and paste the following into your browser:
http://compass-app.com/2314asdfa_asdf23-asfasd_2342xx



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



COMPASS
powered by bespokemetrics

Please enter your email address

Email Address

Next

[Privacy Policy](#)

Need Help? Contact us at [1-800-689-6819](tel:1-800-689-6819) or info@compass-app.com



English



SITE TOOLS
Subcontractor Dashboard

RJ

Welcome to COMPASS, Johnathan!

Start your Prequalification Form

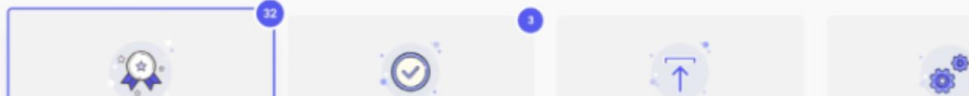
Please fill in the standard COMPASS 1Form, which can be used to fulfill all your requests for prequalification.

Start your Prequalification

COMPASS Q Score



Quick Links





Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



English

Create Your COMPASS Account

First Name *

Dave

Last Name *

Warford

Email *

dwarford@davewarford.com

Phone Number *

555-555-5555

Job Title *

Risk Manager

Create a Password *

Confirm Password *

Next

[Privacy Policy](#)

Need Help? Contact us at 1-800-689-6819 or info@compass-app.com



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



Where do you perform work?

 USA



[Cancel and Logout](#)

[Continue](#)

[Privacy Policy](#)

Need Help? Contact us at [1-800-689-6819](tel:1-800-689-6819) or info@compass-app.com



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



Join Your Company

[← Return to Country Selection](#)

Please search for your company below.

If your company is not in the system, [click here to register](#).

Company not showing up? [Click here to register your company](#).

[Cancel and Logout](#)

[Request to Join Company](#)

[Privacy Policy](#)

Need Help? Contact us at [1-800-689-6819](tel:1-800-689-6819) or info@compass-app.com



Company Registration

[← Return to Country Selection](#)

Please enter your company details below.

If your company is already registered, [click here to search](#).

Legal Company Name *

Warford Electrical

Tax Number (9 Digits) *

555555555

Head Office Address *

Texas 8 Beltway

City *

Houston

State *

Texas

Zip Code *

66643

Number of Employees *

11 to 20 Employees

Annual Revenue *

1.5 to 2.5 Million

Please select your company's primary and additional trades
(CSI Masterformat 2016)

Unique Tax ID (FEIN) must be provided.



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

Legal Company Name *

555555555

Head Office Address *

Texas 8 Beltway

City *

Houston

State *

Texas

Zip Code *

66643

Number of Employees *

11 to 20 Employees

Annual Revenue *

1.5 to 2.5 Million

Please select your company's primary and additional trades
(CSI Masterformat 2016)

Primary Trade *

03 00 Concrete

03 30 Cast-in-Place Concrete x

03 50 Cast Decks and Underlayment x

+ Add Additional Trade



I have read and agree with the [COMPASS Terms and Agreements](#).

[Cancel and Logout](#)

[Create My Company](#)

[Privacy Policy](#)

Need Help? Contact us at [1-800-689-6819](tel:1-800-689-6819) or info@compass-app.com



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

Site Tools
Dashboard

English

DW Dave Warford
Warford Electrical

Start your Prequalification form!

Please fill in the standard COMPASS 1F requests

[Start your Prequalification](#)

Start or Continue your prequalification submission.

Q Score will be calculated after submission.

Q Score

View Details

View Bid Opportunities

View and manage your invitations to bid on projects

Track GC Prequalifications

Track individual General Contractor Prequalification Requests

Share my Prequalifications

Share your completed prequalification form and COMPASS Q Score

Manage your Profile

Setup your offices, employees and configure how your company is viewed by general contractors



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



COMPASS
by Bespoke Metrics



Site Tools
COMPASS 1Form



English



Dave Warford
Warford Electrical

Getting Started

Complete these steps to prequalify

01

INVITE YOUR TEAM

Add team members

02

PREQUALIFICATION FORM

Start your 1Form

03

AUTHORIZE GCS

Share your profile

04

GET YOUR Q SCORE

View your breakdown

Your Prequalification Team!

New team members will get an email notification indicating they have been added to a team. Once they have accepted the request, they will be shown on your team.

Add Team Members

No team to add, skip to the next step >

Invite additional team members to aid in prequalification completion.

Prequalification Team



Dave Warford

Submission History



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

Browser window showing a modal dialog titled "Invite Team Members".

Modal Title: Invite Team Members

Instruction: Enter a comma-separated list of email addresses of team members you would like to invite and set their role.

Email Input:

Role Input:

Buttons: CANCEL, SEND INVITE(S)



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

+

COMPASS

by Bespoke Metrics

Site Tools

COMPASS 1Form

English

DW

Dave Warford

Warford Electrical

Getting Started

Complete these steps to prequalify

01

INVITE YOUR TEAM

Add team members

02

PREQUALIFICATION FORM

Start your 1Form

03

AUTHORIZE GCS

Share your profile

04

GET YOUR Q SCORE

View your breakdown

Fill out your Prequalification Form

Looks like you haven't started the 1Form yet, let's get started.

Start your Prequalification

Download Blank 1Form

Progress Details

Last Saved

—

Saved By

—

Submission History



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



COMPASS 1 FORM



1Form - COMPASS Qualification

Complete your qualification by filling out the questions in each section. After each section has been reviewed and marked complete, you can submit your qualification

Business

Last updated: —
Updated by: —

Edit

Finance

Last updated: —
Updated by: —

Edit

Health and Safety

Last updated: —
Updated by: —

Edit

Prequalification sections can
be completed individually.



Submit



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



[< Back to Sections](#)

Business

1. Company Information

2. Add

3. Bus

4. Cor

5. Rel

6. Employee Details

7. Employee Turnover

8. Tradespeople and Unions

9. Subcontracting

10. Senior Executive Experience

11. Legal

12. Largest Current Projects

13. Largest Completed Projects

14. Average Contract Value

15. Backlog Breakdown

16. Diversification by General Contractor

17. Diversification by State

High Importance
Questions are clearly
marked.



Company Information

Last saved 1 minute ago, 7:53 pm, April 10th 2022



High Importance Question

This question is deemed critical, failure to answer will result in weak Q Scores and qualifications. Please provide accurate and complete responses.

What year was your company founded?

Year

Please specify your business type

Select an option

Please attach your W-9

Drag file(s) here or [upload](#)



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

COMPASS 1 FORM

[< Back to Sections](#)

Health and Safety

1. Health and Safety Lead
2. Experience Modification Rate (EMR)
3. OSHA 300
4. Convictions or Fines
5. Health and Safety Program
6. Orientation Program
7. Other Health and Safety Documents
8. Review

Last saved 1 minute ago, 8:00 pm, April 10th 2022

OSHA 300

High Importance Question

This question is deemed critical, failure to answer will result in weak Q Scores and qualifications. Please provide accurate and complete responses.

Please provide the following incident information for the last 3 available years

Year #1

Year

2028

Total Hours Worked

123

First Aid Cases

1

OSHA Recordable Incidents

0

Days Away, Restricted or Transferred

1

OSHA Lost Time

Fatalities

Average Number of Employees

OSHA Inspections

OSHA Violations / Citations

Attach your OSHA 300



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

COMPASS 1 FORM

[< Back to Sections](#)

Finance

1. Fiscal Year End
2. Balance Sheet and Income Statement
3. Revenue Growth
4. Financial Statement Attachments
5. Banking
6. Bonding
7. Insurance Policies
8. Review

Last saved 2 minutes ago, 7:56 pm, April 10th 2022

Balance Sheet and Income Statement

High Importance Question

This question is deemed critical, failure to answer will result in weak Q Scores and qualifications. Please provide accurate and complete responses.

Please provide details for your latest externally prepared financial statements

Audit Type

Select an option

Fiscal Year

Year

Currency

Select an option

Balance Sheet Details

Assets

Cash and Short Term Investments

\$

Net Accounts Receivables

\$

Liabilities

Accounts Payable

\$

Short Term Debt

\$



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

COMPASS 1 FORM

[< Back to Sections](#)

Finance

1. Fiscal Year End
2. Balance Sheet and Income Statement
3. Revenue Growth
4. Financial Statement Attachments
5. Banking
6. Bonding
7. Insurance Policies
8. Review

Last saved April 10th 2022 

Review your Finance Section

We've identified a few items below that you may want to address to strengthen your application to have a better chance to be qualified. Based on your answers, there are **High Importance Fields Missing** present, please review them below

High Importance Questions

Leaving these questions blank will negatively impact your chances to be qualified. Please review and reconsider to ensure you are in the best position to succeed.

Fiscal Year End

[Review](#)

End of Section review identifies missing answers throughout section.

[< Back to Section Menu](#)



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

Web browser window showing a confirmation dialog box.

Confirm

☒ I confirm that all information entered is accurate and acknowledge that leaving any high importance questions blank may impact my qualification and Q Score

[Go back and review](#) [I acknowledge and submit](#)



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics




COMPASS 1 FORM



Thank You For Your Submission!

Select which companies can view your financial data

GENERAL CONTRACTOR	ACCESS TO FINANCIAL
 Gilbane	<input checked="" type="checkbox"/>
History Contracting Ltd.	<input type="checkbox"/>
Top Site Contracting	<input type="checkbox"/>
TTR Builders	<input type="checkbox"/>
Valdez-Jones	<input type="checkbox"/>

Full control over access to
Financial statements and
information.



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



Site Tools
COMPASS 1Form



English



Shaun Singleton
Young Ltd

Getting Started

Complete these steps to prequalify



INVITE YOUR TEAM
Add team members



PREQUALIFICATION FORM
Update your 1Form



AUTHORIZE GCS
Share your profile



GET YOUR Q SCORE
View your breakdown



Your Q Score is **Strong!**

The Q Score is COMPASS' assessment of Subcontractor Risk based on key Business, Finance, and Health & Safety variables. General Contractors use the Q score as a determining factor during your prequalification. Providing information that is out of date and/or failing to complete the 1Form in full will impact your Q score negatively. Once your 1Form is completed, your Q Score could take up to 2-3 business days to generate.

View a [Detailed Breakdown](#) of your Q Score and learn how to improve your score and ranking.

Submission History

2022

April 8th 2022 2:19 PM EDT
Submitted by Shaun Singleton

View

April 8th 2022 2:18 PM EDT
Submitted by Shaun Singleton

View



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

INVITE YOUR TEAM
Add team membersPREQUALIFICATION FORM
Update your 1FormAUTHORIZE GCS
Share your profile04 GET YOUR Q SCORE
View your breakdown

Your Q Score is **Strong!**

The Q Score is COMPASS' assessment of Subcontractor Risk based on key Business, Finance, and Health & Safety variables. General Contractors use the Q score as a determining factor during your prequalification. Providing information that is out of date and/or failing to complete the 1Form in full will impact your Q score negatively. Once your 1Form is completed, your Q Score could take up to 2-3 business days to generate.

View a [Detailed Breakdown](#) of your Q Score and learn how to improve your score and ranking.

Submission History

2022

April 8th 2022 2:19 PM EDT
Submitted by Shaun Singleton

[View](#)

April 8th 2022 2:18 PM EDT
Submitted by Shaun Singleton

[View](#)

April 8th 2022 2:18 PM EDT
Submitted by Shaun Singleton

[View](#)

Full Submission history
available for viewing and
download.



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

Site Tools

Q Score Dashboard

English

SS Shaun Singleton
Young Ltd

COMPASS Q Score

Last updated: April 8th 2022

Your Q Score is **Strong!**

The Q Score is COMPASS' assessment of Subcontractor Risk based on key Business, Finance, and Health & Safety variables. General Contractors use the Q score as a determining factor during your prequalification. Providing information that is out of date and/or failing to complete the 1Form in full will impact your Q score negatively. Once your 1Form is completed, your Q Score could take up to 2-3 business days to generate.

Print / Download

Print your profile for offline sharing

Share

Invite companies to view your profile

Update

Update your data to improve your ranking

Overview

Factors Affecting Your Score

What are my strengths and weaknesses?

View detailed breakdowns of where you my data is strong as well as areas to improve on.

Trade Rank Details

Trade Rank
1 of 80

Q7.9

Q1.1

Q1.0



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics

Overview Factors Affecting Your Score

What are my strengths and weaknesses?

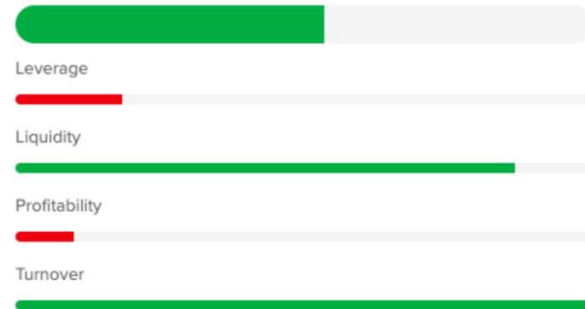
View detailed breakdowns of where you my data is strong as well as areas to improve on.

Trade Rank Details

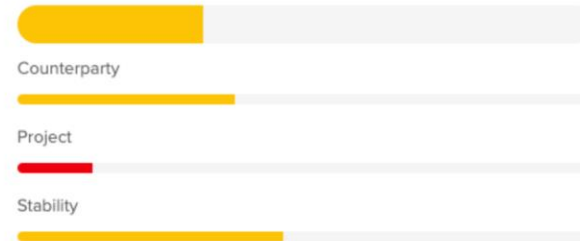
Trade Rank
1 of 80



Finance



Business



Health and Safety





Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



Safety variables. General Contractors use the Q score as a determining factor during your prequalification. Providing information that is out of date and/or failing to complete the 1Form in full will impact your Q score negatively. Once your 1Form is completed, your Q Score could take up to 2-3 business days to generate.

[Print / Download](#)

Share

Invite companies to view your profile



Update

Update your data to improve your ranking

[Overview](#) **Factors Affecting Your Score**

What's affecting my Q Score?

It's important to understand the factors that contribute to your Q score. In the section below, you can see what goes into your score, and determine if you'd like to update your prequalification form in an effort to improve.

Business	Finance	Health
Missing Values		
- Backlog Breakdown - Current Backlog	- Balance Sheet and Income Statement - Revenue - Balance Sheet and Income Statement - Net Income - Balance Sheet and Income Statement - Earnings Before Tax - Balance Sheet and Income Statement - Net Interest Expense	- OSHA 300 - Number of hours worked
Unverified Values		
- Company Information - W9 Letter - Company Information - Incorporation Letter	- Financial Statement Attachments - Balance Sheet - Financial Statement Attachments - Income Statement	- EMR - EMR Letter
Invalid Values		
- Backlog Breakdown - Current Backlog	- Balance Sheet and Income Statement - Revenue - Balance Sheet and Income Statement - Net Income - Balance Sheet and Income Statement - Earnings Before Tax - Balance Sheet and Income Statement - Net Interest Expense	- OSHA 300 - Recordable Incidents and Hours Worked for Last 3 Years
Missing Attachments		
- Average Contract Value - Year 1 - Average Contract Value - Year 2 - Diversification by General Contractor	- Banking - Line of Credit: Total Capacity - Banking - Line of Credit: Amount Drawn	- EMR - EMR Rates



Register / Outreach



Data Submission



Financial Authorization



Q Score / Analytics



1

Download Q Score report
on demand.

Q Score (Sun Apr 10 2022)



You have a **Strong** Q Score!

The Q Score is COMPASS' assessment of Subcontractor Risk based on key Business, Finance, and Health & Safety variables. General Contractors use the Q score as a determining factor during your prequalification. Providing information that is out of date and/or failing to complete the 1Form in full will impact your Q score negatively.



Finance



Business



Health and Safety



COMPASS Limits and Largest Contracts

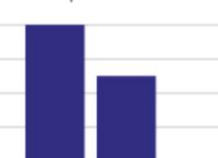
COMPASS Limits



Current Contracts



Completed Contracts





Questions?



BUILDING
MORE THAN
BUILDINGS®

Thank you!



Important Notice: This document contains confidential information proprietary to Gilbane Building Company, including but not limited to trade secrets and/or copyrighted material. Any unauthorized disclosure, duplication, or use – in whole or in part – of such confidential information for any purpose is strictly prohibited. All rights reserved by Gilbane Building Company.