



2017 TFG
Conference

Estimating

Rick Collins
Trillium Dell Timberworks
Knoxville, IL

Estimating is one of the most difficult challenges to running a business. To be sure there are many challenges in business, however they often require single skill aptitude - navigating insurance, various human resource tasks, budgeting, finance and banking, and legal issues, to name a few. Estimating, however, requires that you understand all of these things well enough to make good decisions about charging what you need to in order to survive and profit. This isn't so much a session about how to deliver an estimate, or how to work with established estimating software; instead, this class is about the nuts and bolts of *how* you develop an estimate for your business. Estimating well and estimating quickly are what can make or break your business in the short run or the over the long haul. Estimating is about projecting costs far into the future, its about calculating volume and cash flow over the short and long term.

Estimating is about instinct; it's about following your gut, wisdom, and learned experience; taking risks; and ultimately defining who and what you are by honoring commitments made. If you are running software and doing estimates for someone else, and you haven't spent 10 years in the field learning the trade, this class is for you. If you are a buyer and you want to better understand how timber framers develop your quote, then this class is for you. If you are an architect or engineer and you need more information about what is often included in a timber frame estimate, then this class is for you too. Whether you are starting out or have been in the business 20 years, and you are a small company or owner/operator, this class is for you.

About the Speaker

Rick Collins

Rick Collins has been involved in the construction industry for 17 years, beginning as an enlisted Marine combat engineer. Over the last decade, he has grown Trillium Dell Timberworks through various iterations, and is now co-owner in a strong 16-person company. Between military service and business, he attended the University of Illinois and received a BS in Wood Science/Forestry. He has been an active member of the Timber Framers Guild for seven years and on the Board of Directors for the last four.