EXECUTIVE LAUNCH BLUEPRINT

WORKWITHBAR

THE OWNER-CONTROLLED CONSTRUCTION & FACILITIES COMPANY

A practical blueprint for property owners, school operators, churches, investors, and multi-site organizations ready to turn recurring construction and maintenance spend into a disciplined operating platform.

INSIDE THE BLUEPRINT

Decision test • operating model • compliance map • 90-day roadmap • financial diagnostic • readiness scorecard

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SHOULD YOU BUILD THE COMPANY - OR KEEP OUTSOURCING?

The right answer depends on controlled demand, management capacity, risk tolerance, and whether the operation can create measurable value within 12 months.

BUILD NOW

- You control multiple properties or locations
- Recurring maintenance and renovation spend already exists
- You can document scope, approvals, and vendor performance
- An accountable operator can own the day-to-day system

PILOT FIRST

- Spend exists, but property and vendor data are scattered
- The owner is still personally approving every job
- Work volume is seasonal or inconsistent
- Licensing, insurance, or staffing is not yet resolved

DO NOT BUILD YET

- The goal is mainly to obtain a license or look established
- No recurring internal project pipeline exists
- Cash payments and undocumented work are expected to continue
- The economics depend on unverified savings or fabricated margins

THE 30-DAY REVENUE TEST

Before building the full company, identify the first 3-5 projects, the paying entities, the approval process, and the person accountable for delivery. If those cannot be named, begin with a portfolio-and-spend diagnostic - not a full launch.

BUILD A PLATFORM AROUND DEMAND YOU ALREADY CONTROL

The internal portfolio is the proving ground. Outside revenue comes after the company can e[illegible] close out work consistently.

EDUCATION FACILITIES

- Classroom renovations
- Summer capital projects
- Preventive maintenance

RESIDENTIAL PORTFOLIO

- Turns and make-readies
- Work orders
- Capital planning

CONSTRUCTION & FACILITIES

OPERATING COMPANY

COMMERCIAL / CHURCH

- Tenant improvements
- Inspection corrections
- Recurring service

THIRD-PARTY GROWTH

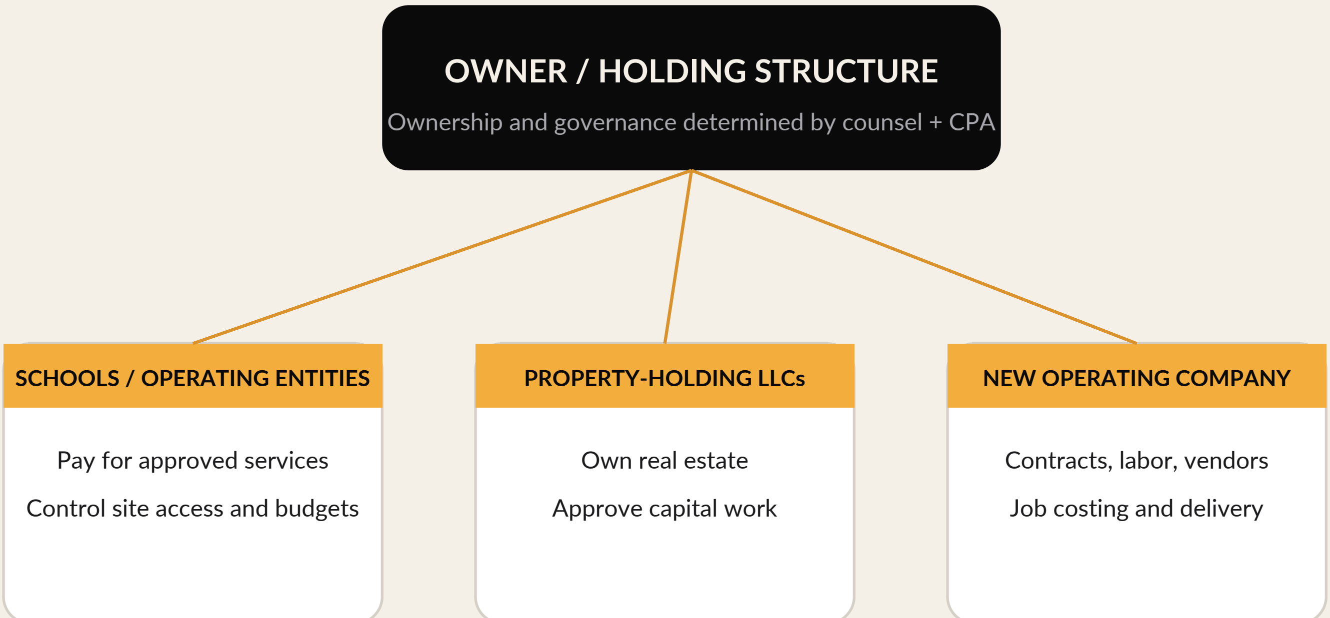
- Schools and nonprofits
- Property owners
- Commercial operators

RULE OF SEQUENCE

Stabilize internal operations -> document verified results -> build a portfolio -> pursue outside contracts. Selling externally before the operating system works increases reputation, compliance, and cash-flow risk.

SEPARATE PROPERTY OWNERSHIP FROM OPERATING RISK

The construction and facilities company should usually operate as its own business, with written agreements between the operating company and each school, property owner, or affiliated entity.



COMPLIANCE VERIFICATION MAP

- Entity name and ownership
- Municipal contractor requirements
- State registrations that apply
- Trade licenses for specialized work
- General liability and vehicle coverage
- Workers compensation and payroll
- Subcontractor agreements and COIs
- Permits, inspections, and closeout
- Related-party pricing and approvals
- School, grant, or nonprofit restrictions

VERIFY BEFORE LAUNCH Requirements vary by jurisdiction, work type, ownership, and funding source.

FROM IDEA TO CONTROLLED PILOT IN 90 DAYS

The launch is staged to prevent branding and technology from getting ahead of economics, compliance, and delivery capacity.

1

DAYS 1-15

DIAGNOSE

- Property + entity inventory
- Vendor and project pipeline
- 12-month spend review
- Risk and licensing map

2

DAYS 16-30

DESIGN

- Operating model
- Pricing + approval rules
- Name and positioning
- Organization and staffing

3

DAYS 31-60

BUILD

- Brand + website
- CRM + work orders
- Contracts and templates
- Job costing + dashboard

4

DAYS 61-90

PILOT

- Launch 3-5 internal jobs
- Fix process failures
- Measure scope, time, cost
- Approve scale plan

THE COMPANY IS THE SYSTEM - NOT THE LOGO

A professional launch requires clear controls from intake through closeout. Use this page as the minimum viable operating checklist.

INTAKE + APPROVAL

- [ ] Service request form
- [ ] Property and entity identified
- [ ] Budget owner assigned
- [ ] Emergency vs planned work
- [ ] Written scope approval

ESTIMATING + BUYOUT

- [ ] Standard scope template
- [ ] Labor and material assumptions
- [ ] Subcontractor quotes
- [ ] Markup and contingency rules
- [ ] Change-order threshold

DELIVERY + CONTROL

- [ ] Project schedule
- [ ] Daily progress log
- [ ] Photo documentation
- [ ] Purchase-order controls
- [ ] Safety and site-access rules

CLOSEOUT + REPORTING

- [ ] Punch list
- [ ] Lien waiver / vendor closeout
- [ ] Warranty information
- [ ] Final job-cost report
- [ ] Property history updated

Verifier test: Can a new manager understand who requested the work, who approved it, what changed, what it cost, and whether it was completed?

DO NOT CLAIM SAVINGS UNTIL THE SPEND IS REBUILT

The first financial model should compare the current outsourced system against the proposed operating company using actual invoices, payroll, project volume, and insurance costs.

INPUT	LAST 12 MONTHS	SOURCE / OWNER
Repairs and maintenance		
Capital improvements		
Emergency service calls		
Materials purchased directly		
Internal maintenance payroll		
Subcontractor payments		
Insurance and vehicle costs		
Open violations / deferred work		

CORE COMPARISON

Current annual cost

vs. proposed operating cost

vs. value of faster response, documentation, and avoided failures

FINANCIAL GUARDRAILS

- Working capital reserve
- Payroll before receivables
- Insurance + compliance overhead
- No invented contractor margins

SCORE THE LAUNCH BEFORE COMMITTING CAPITAL

Rate each category from 0 to 5. A score below 24 should trigger a diagnostic or pilot rather than a full-scale build.

Controlled project demand 0 = unknown; 5 = 12-month pipeline is documented	0 1 2 3 4 5
Annual spend visibility 0 = cash / scattered; 5 = entity-level records available	0 1 2 3 4 5
Operating leader 0 = owner only; 5 = accountable manager identified	0 1 2 3 4 5
Compliance clarity 0 = assumptions; 5 = jurisdiction and trades verified	0 1 2 3 4 5
Working capital 0 = none; 5 = reserve supports payroll + projects	0 1 2 3 4 5
Vendor discipline 0 = informal; 5 = agreements, COIs, pricing, performance	0 1 2 3 4 5
Systems readiness 0 = texts and memory; 5 = CRM, work orders, job costing	0 1 2 3 4 5

DECISION BANDS

32-40 BUILD

24-31 PILOT

0-23 DIAGNOSE

A CLEAR PATH FROM DIAGNOSTIC TO LAUNCH

Work With Bar structures the engagement in stages so the scope, economics, and risks are understood before full implementation.

01

PORTFOLIO + SPEND DIAGNOSTIC

Property/entity inventory, vendor review, project pipeline, risk map, preliminary economics, launch recommendation.

02

COMPANY LAUNCH

Business model, brand, website, operating templates, vendor controls, CRM, work orders, job costing, pilot plan.

03

IMPLEMENTATION ADVISORY

Weekly execution support, manager coaching, vendor performance, KPI review, pricing discipline, growth decisions.

Best first step: compile the property list, entity list, last 12 months of spending, current vendors, open projects, and known violations before the strategy session.

YOU ALREADY OWN THE PROPERTIES. NOW DECIDE WHETHER YOU SHOULD CONTROL THE WORK.

Bring the portfolio, spending, vendors, projects, and operating questions. Leave with a decision path - build, pilot, or diagnose.

SCHEDULE A STRATEGY SESSION >

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