

# Reducing Risk in Commercial Construction

By Daniel Behrendt

Whoever came up with the saying “time is money” must have worked in construction. Without proper planning, it’s easy to waste both time and cash. The earlier you can spot risks and plan for potential problems, the more likely you are to keep your profits.

Greg Duyka, a senior product training specialist at ConstructConnect, knows a thing or two about this. With twenty-eight years at ConstructConnect and twenty-one years in estimating and project management, Greg has tackled everything from high-rises to historical restorations. Here are five tips he recommends to reduce your risk, based on his years of real-world experience.

**1. Location Matters**  
Picking the right project location isn’t just about the job site—it’s about what’s surrounding it. Greg advises to be thoughtful about investing in projects that can help support your top and bottom line.

“I once had to manage a job that was a good contract but there was no easy way to get to the site. I ended up having to fly,” Duyka says. “Then I had no manpower. When you go far away from home base you’re dealing with inspectors, suppliers, people that don’t know you.”

When exploring projects in other markets, you also need to consider the qualifications of local crews to help you with that job. “I worked a job where I needed over four thousand feet of curb and gutter poured,” Greg says. “I asked the contractor to meet me on site, and when he got there, he said, ‘I can do this, but I don’t have the tools.’”

Using software like ConstructConnect Project Intelligence can help you discover construction job leads in the markets where you want to work and connect you with qualified contacts.

**2. Know Who You’re Working With**  
Every project has a team, and every team member—whether they’re owners, architects, or subcontractors—has a reputation. Do your homework on their business practices. Greg suggests going to events hosted by trade groups like



the Associated General Contractors of America and the American Institute of Architects. Bid management software tools can also help you better evaluate bids from contractors by evaluating the contractors themselves, based on

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Main Sponsor(s): US Small Business Administration, Rhode Island District Office  
Contact: Brian Hopkins, 401-528-4575, brian.hopkins@sba.gov  
Fee: Free; registration required  
This free workshop, presented by the Rhode Island District Office, is designed to help entrepreneurs understand the various SBA programs and services available to help them as they start, expand, grow, and recover their businesses. This overview presentation covers: Introduction to the SBA; SBA Resource Partner Network—Business Training and One-on-One Counseling; Selling to the Federal Government—SBA Contracting Certification Programs; Access to Capital—Loan and Surety Bond Programs; International Trade Assistance; Emergency Preparedness and Disaster Assistance Loans. Register online for the free workshop webinar at <https://www.sba.gov/event/77581>

**Federal Contracting for Small Businesses Webinar**  
Tuesday, March 10, 2026, 12:00 pm–1:30 pm CST Online  
Main Sponsor(s): US Small Business Administration  
Contact: Irene Gonzalez, 208-334-1673, irene.gonzalez@sba.gov  
Fee: Free; registration required  
Learn the essentials of federal contracting for small businesses. This event will cover the basics of navigating the federal contracting process, as well as the various certifications available to help your small business succeed in the government marketplace. Certifications include: 8(a) Business Development Program, HUBZone Certification, Woman Owned Small Business (WOSB/EDWOSB), and Veteran Owned Small Business (VOSB). Don't miss this opportunity to gain valuable insights and resources to help your small business. Register at <https://www.eventbrite.com/e/federal-contracting-basics-and-certifications-for-small-businesses-tickets-1977729718828>

**Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar**  
Tuesday, March 17, 2026, 1:00 pm–3:00 pm CST Online  
Main Sponsor(s): US Small Business Administration  
Contact: Patrice Dozier, patrice.dozier@sba.gov  
Fee: Free; registration required  
SBA is creating a space for Woman-Owned Small Businesses, via WOSB certification! Are you a woman owner of a small business? The federal government's goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA's Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions include an overview of the self-certification process, and a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register at <https://www.eventbrite.com/e/woman-owned-small-business-wosb-certification-program-tickets-1977995825761>

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