



Every association that realizes they need to re-roof has the same goals, to get the most for their money and get a good job. And they all know they are supposed to get three bids to assure they get the best price. However, many HOA boards don't realize that *best price and best work don't always match* or that they may be at a disadvantage when soliciting bids. Experienced contrac-

9. Don't ask your community manager to perform the above; they have enough work to do.
10. Have the HOA attorney review any contract before you sign, not after a problem arises.

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HOW TO GET THE BEST PRICE AND THE BEST WORK FOR A ROOFING PROJECT

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Here are some purchasing guidelines that boards can use to bring best price and best work closer to one and the same, and spend their member's funds wisely.

1. Select your roofing product with an informed decision including: history, quality, warranty, weight, fire rating and not just appearance.
2. Only invite pre-qualified bidders that you have verified has experience with the product you have selected. Not all roofers can install all roofing systems or provide that warranty.
3. Produce clear specifications with bidding documents for all bidders. Have a job walk.
4. Review the bids that will now be apples to apples, and not peaches. Dismiss any bidder who has sour grapes. Interview the lowest two or three bidders and ask a lot of questions.
5. Get a contract form that helps protect the association, not the roofer's proposal/contract form, which is designed to protect the bidder. Include start and finish dates.
6. Don't give roofers (or any contractor) large deposits.
7. Trust But Verify: Get some level of independent inspection (not the product maker) to verify compliance with the job specs, the product specs, local building codes and industry standards for the work.
8. Get a closeout package for each building with warranty, lien releases, city permit, etc.



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