

Constant Contact Survey Results

Survey Name: Builder of Choice - Trade Survey - Atlantic Builders 2017

Response Status: Partial & Completed

Filter: None

2/9/2017 12:50 PM EST

Organization - Please rank this builder's overall organization on the scale.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Professional											21	9.8
Disciplined											21	9.8
Has Standard Processes and Procedures											21	9.8
Honest and Open in Relationships											20	9.9
Maintains a Positive Motivational Workplace Environment											21	9.8
Values Rewards and Recognition											20	9.7

*The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

Trade Relations - Please rank this builder's overall attitude on trade relations on the scale.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Fair Treatment of Trades & Suppliers											20	9.6
Willingness to Listen											21	9.8
Manages a Formal Trade Council for Communication											21	9.8
Encourages Trade Cooperation											21	9.8
Stresses Interdependence of Trades and Suppliers											21	9.6
Trusts Trades and Suppliers											20	9.9
Shows Appreciation of Trades and Supplier Performance											21	9.9
Plans Social Events for Trades and Suppliers											21	9.8

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Management Team - Please rank this builder's management team relative to engagement with the trades on the scale.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Sets Clear Objective and Directives	[Bar chart showing 21 responses, all at rating 10]										21	9.7
Communicates Clear Expectation and Instruction	[Bar chart showing 21 responses, all at rating 10]										21	9.7
Demonstrates Consistent Performance	[Bar chart showing 21 responses, all at rating 10]										21	9.8
Holds High Standards of Performance	[Bar chart showing 21 responses, all at rating 10]										21	9.9
Maintains Good, Clear Communication	[Bar chart showing 21 responses, all at rating 10]										21	9.7
Provides Formal Feedback and Appraisal of Performance	[Bar chart showing 21 responses, all at rating 10]										21	9.6
Team Builder	[Bar chart showing 21 responses, all at rating 10]										21	9.8
Treats Trades and Crews with Respect	[Bar chart showing 20 responses, all at rating 10]										20	9.9
Gives Compliments for Job Well Done	[Bar chart showing 21 responses, all at rating 10]										21	9.3
Addresses Incompetence Within the Builder Organization and with Trade Contractors if Necessary	[Bar chart showing 21 responses, all at rating 10]										21	9.8

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Project Field Manager - Please rank this builder's Project Field Manager on the scale.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Maintains a High Level of Integrity	[Bar chart showing 20 responses, all at rating 10]										20	9.6
Respects Everyone on the Job Site	[Bar chart showing 20 responses, all at rating 10]										20	9.6
Holds Job Site Construction Meetings	[Bar chart showing 21 responses, all at rating 10]										21	8.8
Makes Decisive Timely Decisions	[Bar chart showing 20 responses, all at rating 10]										20	9.2
Keeps Crews Productive	[Bar chart showing 21 responses, all at rating 10]										21	9.4
Provides Feedback on Performance	[Bar chart showing 21 responses, all at rating 10]										21	9.3
Problem Solver	[Bar chart showing 21 responses, all at rating 10]										21	9.4
Accessible for Questions	[Bar chart showing 21 responses, all at rating 10]										21	9.6
Manages a Productive Job Site	[Bar chart showing 21 responses, all at rating 10]										21	9.6

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Project / Job Site Management - Please rank this builder's project / job site on the scale.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Accurate, Detailed, Lot Specific Plans	[Bar chart showing 21 responses]										21	9.8
Accurate, Lot Specific Specifications and Selections	[Bar chart showing 21 responses]										21	9.9
Clear, Adequate Scopes of Work and Performance Standards	[Bar chart showing 20 responses]										20	9.8
Completion Checklists for Crew Foreman	[Bar chart showing 20 responses]										20	9.8
Adequate Lead Times and Notifications	[Bar chart showing 21 responses]										21	9.4
Job Site Ready for Trade Crews	[Bar chart showing 21 responses]										21	9.1
Proper Material on Job Site	[Bar chart showing 21 responses]										21	9.3
Clean and Organized Job Site	[Bar chart showing 21 responses]										21	9.5
Lack of Dry Runs for Trade Crews	[Bar chart showing 21 responses]										21	9.3
Lack of Need for Non-Essential Repeat Trips	[Bar chart showing 21 responses]										21	9.0

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Office Support - Please rank this builder's Office Support on the scale.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Accurate Purchase Orders	[Bar chart showing 21 responses]										21	9.7
Accurate and Reliable Construction Schedules	[Bar chart showing 21 responses]										21	9.3
Central Notification	[Bar chart showing 21 responses]										21	9.7
Lack of Fill In Orders	[Bar chart showing 21 responses]										21	9.7
Few Change Orders Pre-Construction	[Bar chart showing 21 responses]										21	9.6
Few Change Orders During Construction	[Bar chart showing 21 responses]										21	9.6
Web Portal for Daily Communication	[Bar chart showing 21 responses]										21	9.4

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TextBlock:

Please rate the builder on the following statements in relation to how the company exemplifies these traits.

Trust - Your evaluation of the trust exhibited in your relationship with your builder should include consideration of the following items. Please rank them on the scale.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Timely and accurate execution of contractual commitments and payments	[Bar chart showing 21 responses at rating 9.9]										21	9.9
Follow through of verbal commitments	[Bar chart showing 21 responses at rating 9.8]										21	9.8
Treats your conversations confidentially	[Bar chart showing 21 responses at rating 9.9]										21	9.9
Provides a safe work environment	[Bar chart showing 21 responses at rating 9.9]										21	9.9

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Communication - Communication is essential in any strong business relationship. Please rate this builder on the scale with regards to the following criteria.

1 = 1 - Poor, 2 = 2, 3 = 3, 4 = 4, 5 = 5 - Average, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10 - Excellent

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Projects are discussed in a timely manner allowing ample time for completion	[Bar chart showing 20 responses at rating 9.8]										20	9.8
Information needed to complete the job has been made available	[Bar chart showing 20 responses at rating 9.9]										20	9.9
Protocol with processes and procedures, which are well defined and can be easily followed	[Bar chart showing 20 responses at rating 9.6]										20	9.6
Responses and decisions are quick and definitive	[Bar chart showing 20 responses at rating 9.8]										20	9.8
Job site readiness and updates are frequent and timely	[Bar chart showing 18 responses at rating 9.2]										18	9.2

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Loyalty - Loyalty must be earned, and therefore, your evaluation in this area should include consideration of the builder's loyalty to your company.

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Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
Consideration is given to the longevity of your relationship first and foremost	[Bar chart showing 100% of responses at rating 10]										20	9.9
You're a vital member of the builder team	[Bar chart showing 100% of responses at rating 10]										20	9.9
The threat of being "replaced" isn't constant concern	[Bar chart showing 90% of responses at rating 10]										20	9.6
Gives positive referrals on your business	[Bar chart showing 100% of responses at rating 10]										20	9.9

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Ethics - In the course of establishing an optimum business relationship, the most productive professional builder alliances have been those that were founded on a strong ethical base by the builder. Please rate the builder on the following criteria.

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Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
The moral conduct dictates certain actions in the business environment. They include the concept of mutual benefits that should be in the best interest of all parties.	[Bar chart showing 95% of responses at rating 10]										19	9.9
Holds a high level of integrity. Commitments are transferred into a corresponding action that is based on the irrefutable principles of right and wrong.	[Bar chart showing 100% of responses at rating 10]										20	9.9
Ethical consideration is not an obligation, but a precept that is carried out willingly and in spirit.	[Bar chart showing 95% of responses at rating 10]										19	9.9

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Final overall comments, observations and recommendations

8 Response(s)