

## **Project Evaluation & Selection Factors**

### **The Project:**

Specifics of contract – various, ie: who is responsible for site problems?

Quality of the job – will it build your firm's image?

Project size

Nature of the work - Special conditions?

Distance - Location - Travel costs - Delivery of Materials - Access- Site security

Time - Completion - Schedule of the work – Feasibility

Legal - Requirements/Permits

### **People Involved:**

Owner - Public/Private - reputation

Landscape Architect/Designer - Relationship - reputation

Inspection Authority – Nitpicker? - Timeliness

Subcontractors - reputation & quality of their work

Labor Unions - Labor wages - Laws - Migrants

### **Your Company:**

Workload of your company

Your firm's skill - Knowledge and expertise

Firm size - Expansion?/Maintain?

Do you have the right equipment for the job

Your company's bonding capability

### **Bottom Line:**

Profit potential/Margin

Payments - Cash flow - (Reserve  $\leq$  10%)

Competition for work from other companies

### **The Project Site:**

Previous site use – likelihood of unexpected problems

Climate conditions (conduct of the work)

Existing plants to be protected? Adequacy of plan – responsibility

Soil conditions

Site access, control, security

Water availability at/following planting

Site as planned – potential problem areas for plants

Drainage

Light levels

Wind tunnels

Pollution (air, road salt, other)

### **Horticulture:**

Climate conditions (plant survival)

Planting design / plant selection – survivability?

Availability of plant materials, especially large woody plants

Guarantees on plants

Who will do the plant maintenance after installation?