



# *Time & Materials for a Timeless Look*

A PROJECT WITHOUT AN EXACT SCOPE...

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How do you put an exact price on a project that does not have an exact scope?

In the case of a natural stone project we completed in 2019, the homeowner, a very creative and competent individual, wanted the flexibility to help work on the project as time allowed.

The overall objective was to extend some existing rockery, form a retaining wall, build out a flagstone landing and pathway around the newly poured, exposed aggregate stairs. A garden bed would also be incorporated into the design along with a series of ledge-stone borders.

The time it takes to build something with natural rock often depends on the rock you have to work with. A section of work can undergo several changes before the builder and homeowner are happy with the layout; indeed, not all rocks are equal.

Knowing that this was going to be a very collaborative and creative process, we decided to do the work on a time and materials basis allowing us to easily pivot if the scope changed. It made it simple to start and stop the project when we ran into material delays (thank you COVID-19), and it put both parties at ease knowing that everything was on the table.

To begin the process, we presented the customer with an estimate based on the known scope, material availability, and production rates of past similar projects. We organized the purchase and delivery and of materials so they were on site, available for the home owner to work with at his leisure. Time charges were presented to the customer on a weekly basis for review and approval. The homeowner appreciated the transparency.

Time and materials can be an effective method of completing a project because it allows us the flexibility to pivot quickly to a change in scope, as well as giving a competent home owner the flexibility of participating in the labour effort. It is a low-risk way for new clients to begin working with us, and it allows us to maintain a high degree of trust and service with our existing customer relationships.