



With ProEst Estimating Along With QuickBooks, Colonial Construction Remodels Business Finances, Builds Stability

The Challenge

Colonial Construction was on the brink of disaster. What had started out as a small business with loads of potential was facing financial ruin as expenses were exceeding revenue on a monthly basis.

“We had to turn the company around or admit defeat,” says John Graves, Vice President of Colonial Construction. Before giving up their dream, Graves and his partner signed up for business courses and computerized Colonial Construction. By adding back-office support, such as ProEst estimating and QuickBooks accounting software, the team eliminated some manual tasks and gained a better understanding of costs and earnings, as well as overall business activity.

Joining the computer generation was key to Colonial Construction’s success. In less than two years from initiating these changes, the company’s management team moved the business from the red to the black.

The Solution

ProEst Construction Estimating Software was a major factor in Colonial Construction’s turnaround. Graves relies on the software to create estimates and invoices for every customer job.

In 2004 Colonial Construction began using the integrated solution of ProEst Estimating and QuickBooks Pro. Adding an interface between the two applications has saved Graves and his accounting group hours of time each month. Now Colonial Construction enters vendor list and customer list data in one system rather than duplicating data entry in both ProEst and QuickBooks.

“All our pricing is entered into ProEst,”

At-A-Glance

Company:
Colonial Construction
Baldwin, NY
Residential Remodeling

Challenge:
Colonial Construction needed better control over its business finances. To keep the business afloat, the company needed a way to accurately estimate job costs and create invoices based on those estimates.

Solution:
ProEst Estimating 10 and
QuickBooks Pro 2005

Results:
ProEst Estimating and
QuickBooks allows company to:

- > Estimate job costs of each customer project
- > Create invoices based on job cost estimates
- > Save hours each week of data-entry time
- > Track company costs and expenses according to projected revenue



explains Graves. “Each two-by-four board and every phase of our work is entered in the ProEst database. We do estimates, work orders, and contracts from ProEst, and they are customized to suit our customers’ needs.”

The Results

Since adding ProEst, Colonial Construction has flourished, and happy customers have shared their experiences with Colonial Construction with friends and family. “Tracking costs and providing our customers with accurate estimates has allowed us to maintain and attract new customers,” says Graves. “Our customers appreciate that we are organized, fair, and provide detailed information in our contracts and proposals.”

Bottom Line

With 18 years of using ProEst, Colonial Construction has seen the application improve with each new version. When Graves offered suggestions for improvements, ProEst responded; and when Graves needed customized functions or reports for his customers, ProEst delivered the goods.

“ProEst has been a great partner in helping our company stay successful,” says Graves.

**John Graves, Vice President
of Colonial Construction**

Almost two decades after the company’s resurgence, Colonial Construction manages approximately 50 home remodeling projects each year, which range from \$5,000 to \$300,000 a job. ProEst and QuickBooks help the construction company, which specializes in home remodeling, support its steady increase in revenue and growing customer base.

With the interface between ProEst and QuickBooks, Graves can automatically create an estimate in QuickBooks and add ProEst items to the QuickBooks item list. In addition, Graves can easily import the QuickBooks Chart of Accounts, Customers and Vendor list into ProEst.

All these functions save hours of duplicate entry so that Colonial Construction never enters data twice. “Entering data twice was a waste of time,” says Graves. “We save hours each week with the new interface between ProEst and QuickBooks.”