

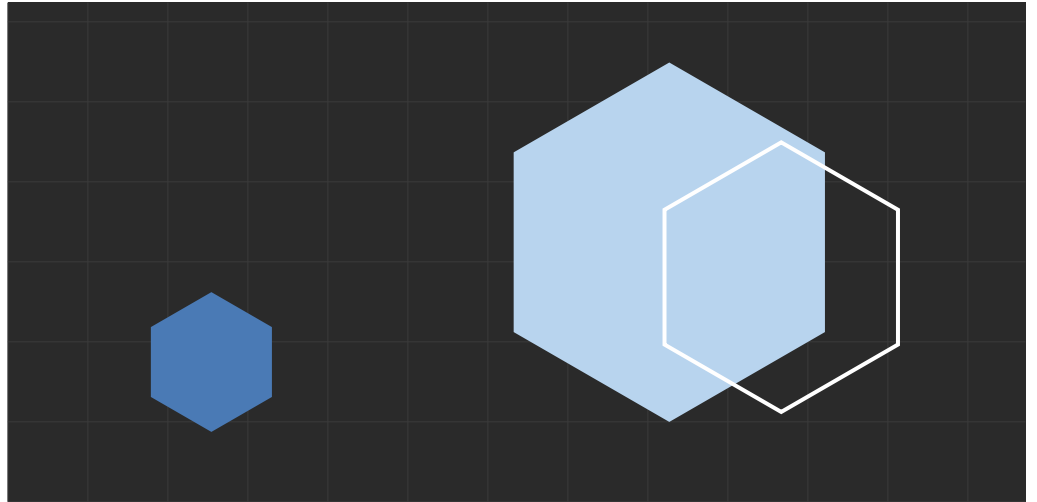
CONSTRUCTION
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NEWSLETTER

AZ
COMMERCIAL
BUILDERS

2026

PG 1&2: INTRO

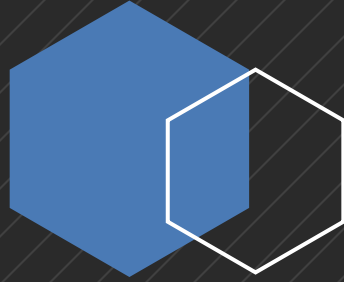
PG 3&4: HOW TO READ A
CONSTRUCTION
PROPOSAL



TENANT IMPROVEMENT SPECIALISTS

WELCOME TO OUR COMPANY!

Though every project is different, they all possess something in common — our commitment to quality and schedule compliance. We ensure that our clients receive reasonable timelines and fair pricing with all of their projects.



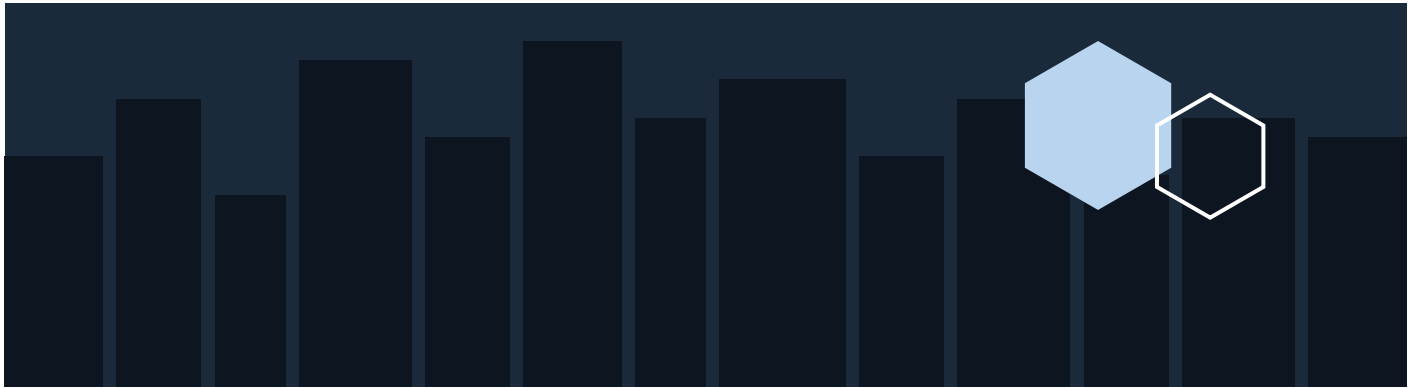
HOW TO READ A PROPOSAL

WHAT A PROPOSAL SHOULD INCLUDE

A professional construction proposal should be a detailed line item breakdown of every element of your project — demolition, framing, electrical, plumbing, mechanical, finishes, and so on — with a cost assigned to each. If a contractor hands you a one-page proposal with a single number on it, that is not a proposal, that is a guess. You cannot compare bids from different contractors unless each one is broken down the same way.

WATCH OUT FOR LOW ALLOWANCES

An allowance is a placeholder amount a contractor uses when the actual product or material has not been selected yet. Some contractors deliberately use low allowances to make their total bid price look cheaper than the competition. When you compare two bids, always compare the allowances side by side. A bid with a \$3,000 flooring allowance is not the same as a bid with an \$8,000 flooring allowance even if the total price looks similar. Ask each contractor to justify their allowance amounts.



FIND OUT WHAT IS EXCLUDED

This is the most important part of reading any construction proposal and the part most people skip. Exclusions are the items the contractor is NOT including in their price. A low bid is often low because the contractor has excluded things that other bidders have included. Common exclusions include permit fees, utility connections, health department fees, grease trap installation, hood suppression systems, furniture, signage, and cleaning. Knowing what is excluded is more important than knowing what is included.

MAKE SURE BIDS ARE COVERING THE SAME SCOPE

Before you send plans out to bid, make sure every contractor is bidding exactly the same scope of work. If one contractor includes the patio and another does not, the bids are not comparable. Create a clear written scope of work and distribute it to every bidder along with the plans. Ask each contractor to confirm in writing that their bid covers the full scope.

CHECK THE PAYMENT SCHEDULE

A fair payment schedule should be tied to progress, not to arbitrary dates. You should never pay more than the percentage of work that has been completed. Be cautious of contractors who ask for large upfront payments before work begins. The payment schedule tells you a lot about how a contractor manages cash flow and how much risk they are asking you to absorb.



FOCUS

YOUR PROJECT GETS OUR FULL ATTENTION

For more than twenty five years, AZ Commercial Builders has delivered some of the valley's most outstanding projects. By partnering with the most reputable subcontractors in the valley, AZCB ensures the highest quality product at the most cost-efficient rates. Every project gets our full attention so we can deliver on time and within budget.

PHILOSOPHY

WE TAKE PRIDE IN OUR WORK

We take pride in creating a client portfolio that reflects our quality of work. Our focus is on quality, not quantity. This allows us to treat you with personal one-on-one attention. Our goal is to create long lasting relationships and timeless projects throughout Arizona.