

Proactive Capital Checklist

From Jesse Weissburg (Billd) and Chai Nakka (Turner Construction). Check each item you have in place for your next Turner project. **Bold** = highest-impact moves.

Company:

Project:

Review date:

Use this before you bid, at mobilization, and each billing cycle. The goal: plan how you will fund the job, calculate the cost of each source, and price carry into the bid before work starts.

REACTIVE

- Deploy cash and supplier terms without a project-specific plan
- Payments run slower than modeled
- Keep pulling from reserves, leaving less for other jobs and capex
- Discover the true cost of capital after the project is underway

PROACTIVE

- Decide how you will fund the job before mobilization
- Calculate the cost of each source and price carry into the bid
- Protect cash as your most flexible working capital asset
- Use Turner APP powered by Billd to shorten the cycle on Turner work

25%

Trade contractors who account for cost of capital in bids average **14.6% profitability** vs. **11.7%** for those who do not. Source: 2026 National Subcontractor Market Report.

PROACTIVE CHECKLIST · CHECK WHEN IN PLACE

PHASE	WHAT TO HAVE IN PLACE
Before you bid <i>Plan the recipe</i>	☐ Funding sources chosen and cost of each calculated (cash, supplier terms, bank credit, material financing, Turner APP powered by Billd)
	☐ Cost of carry priced into the bid (30 / 45 / 60-day payment profile)
	☐ Cash forecast across active + proposed work (not this job alone)
	☐ Project payment profile mapped (public vs. private vs. mega; expected DSO noted)
At mobilization <i>Protect cash</i>	☐ Payables and receivables aligned with vendors where possible
	☐ Mobilization funded without draining core reserves
	☐ Turner trade partners: Turner APP powered by Billd enrollment reviewed
During the job <i>Stay on plan</i>	☐ Monthly cash position tracked vs. plan (not waiting for a crisis)
	☐ WIP and cash tied up in this project tracked against forecast
	☐ True cost of capital on this job documented and updated
Billing & payment <i>Shorten the cycle</i>	☐ Pay apps submitted on time with full compliance docs
	☐ Team knows where delay lives on this job (owner vs. GC timing)
	☐ Turner jobs: auto-accelerate or per-invoice acceleration fits the plan
Stack review <i>Quarterly</i>	☐ Cost of each funding source documented across active projects
	☐ Capital stack matches growth plan and project mix

In your control: Bid pricing, vendor terms, tool selection, billing discipline.

Plan ahead: Owner release and GC payout timing. Price carry into the bid.

Turner trade partners: enroll in Turner APP powered by Billd

Log into Textura and look for the Accelerated Payment Program banner on your Turner project. Questions: app@billd.com · 512-222-4879 · billd.com/turner