

Two weeks to three days. A \$4M year ahead.

How a family remodeling contractor cut estimating time 75%, prevented a \$40,000 scope loss, and grew projected revenue 60% — in 90 days.

RESIDENTIAL REMODELING · GENERAL CONTRACTING · BEND, OREGON · FAMILY-OWNED

Harris & Sons Construction is owned by Forge cofounder Christian Harris. The results below are from Harris & Sons' own books.

KEY METRICS

\$330K

Revenue directly attributed to Forge

75%

Reduction in estimating & documentation time

\$2K–\$3K/mo

Monthly admin savings across 20–30 estimates

~\$4M*

Projected* annual revenue, up from \$2.5M actual

*Projected for the year ahead based on current pace — not yet actualized.

ABOUT THE CLIENT

Christian Harris runs a family-owned general contracting business specializing in residential remodeling. Harris & Sons handles 20–30 estimates a month across kitchens, baths, additions, and full remodels — competing against larger regional contractors for every job.

THE PROBLEM

Before Forge, Harris & Sons had the field expertise. What they didn't have was a back office that could keep up. Job-walk notes were scattered across tools. Estimates took up to two weeks to deliver. Details got lost between the site visit and the project manager's desk — every time.

At 20–30 estimates a month, that administrative drag cost \$75–\$100 per deal — \$2,000–\$3,000 a month in time nobody was getting back.

BEFORE VS. AFTER

	BEFORE FORGE	AFTER FORGE
Estimate delivery	Up to 2 weeks	Under 3 days
Notes workflow	4+ tools, manual	1 walk. Done.
Team output	Baseline capacity	2–3x in 90 days
Change order risk	High — details lost	\$40K loss prevented
Annual projection	\$2.5M	~\$4M
Sales reps	1	2 (and growing)

Estimates land faster than competitors. Turnaround dropped from two weeks to under three days. Harris & Sons' proposals are now more detailed than anyone else bidding the job.

Forge documentation stopped a \$40,000 loss. When a scope dispute came up, the structured job-walk record gave them an unambiguous paper trail. Clean change order. No absorbed cost.

Team output grew 2–3x in 90 days. The efficiency freed up enough capacity to hire a second sales representative — a move the business couldn't justify before.

Revenue projection jumped 60% — same overhead. From \$2.5M to nearly \$4M for the upcoming year. Same ad spend. Forge let them scale safely without compromising their reputation.

"Our estimates are more detailed than our competitors' now. We're closing faster, and we have the documentation to back up every decision made on the walk."

— Christian Harris, Harris & Sons Construction, Bend, Oregon