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PARTNERS

Chartered Accountants

We help good business grow

BUILDING AND CONSTRUCTION VIRTUAL CFO | MEAD PARTNERS

OUR VIRTUAL CFOs ARE MORE THAN JUST ACCOUNTANTS. WE TRULY UNDERSTAND YOUR BUSINESS AND THE CHALLENGES OF THIS INDUSTRY.



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contact us!



WHY GET A VIRTUAL CFO



Sleep better at night, knowing your numbers are right!

A lack of accurate financial information is a major cause of stress and concern for residential building owners and their families. Appointing a Chief Financial Officer (CFO) in your business is one way to fix this problem, but many businesses can't afford a full time, experienced CFO.

Our Builders CFO Program allows you to access the knowledge and expertise of an external or virtual CFO when you need to. This program provides you with specialised financial management advice from experienced and certified advisors and supports to build an industry benchmark performing business in a way that is tailored to suit your budget.

The Program supports you on the critical financial elements of running a successful business including growing sales, managing key operating costs and improving profit and cash flow.

The key outcome is to provide you with accurate financial information and reports in a timely and affordable way, so you can focus on growing your business.

We offer flexible pricing models so you choose and pay for the agreed time and service options.



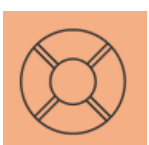
Accurate Financial Reporting



Benchmarking and Key Performance Indicator (KPIs)



Annual Budgeting and Forecasting



Access to Specialists



Regular Meetings



Goals and Action Plans



WE HELP RESIDENTIAL BUILDERS ACHIEVE FINANCIAL FREEDOM

Build a better business with a virtual CFO

Build a better business with our specialised Virtual CFO service designed specifically for residential builders.

Navigating the financial aspects of your business can be overwhelming, with tasks ranging from financial reporting and day-to-day finance operations to monitoring key performance indicators (KPIs), work in progress, and your profit and loss (P&L) statement. You understand the value of having a dedicated professional to manage all of this, but hiring a Chief Financial Officer (CFO) may not be feasible in terms of time or budget.

Enter our Virtual CFO service, which offers the perfect solution. With our service, you gain access to the expertise of a seasoned CFO and a full finance team, all at a flexible monthly fee that fits your budget. What sets us apart is our deep understanding of the building and construction sector, allowing us to provide tailored financial guidance and support specifically tailored to the unique challenges and opportunities faced by residential builders.

By partnering with our Virtual CFO service, you can expect comprehensive financial management that goes beyond traditional accounting. We bring extensive experience in working with residential builders, enabling us to offer strategic insights and proactive financial planning to drive your business towards financial freedom. From optimising cash flow and budgeting to forecasting and financial analysis, we help you make informed decisions that enhance profitability and long-term success.

With our Virtual CFO service, you can confidently focus on what you do best – building quality homes – while leaving the complexities of financial management to us. Gain the peace of mind knowing that you have a dedicated team of financial experts supporting your business every step of the way.

Take the first step towards financial freedom and building a better business. Partner with our Virtual CFO service for residential builders and experience the difference that specialised financial expertise can make in your journey towards success.

WE HELP RESIDENTIAL BUILDERS ACHIEVE FINANCIAL FREEDOM

Meet your building and construction virtual CFOs



John Pititto

Managing Partner, Chartered Accountant

[Click Here to
Book a Meeting with John](#)

A highly experienced Chartered Accountant and business advisor who has dedicated over 25 years to empowering building and construction businesses to thrive and achieve unparalleled success. With his invaluable guidance, John helps his clients build better businesses and attain the ultimate goal of business freedom.

Notably, John holds the position of Treasurer at CMPA Victoria, where he has been actively involved with the quarrying industry both directly and indirectly for a significant portion of his career. Since assuming the role of Treasurer in 2012, John has continued to provide invaluable assistance to clients within the industry, leveraging his extensive knowledge and expertise to bring exceptional value to their businesses.

With John's unwavering commitment and wealth of experience, he is the ideal partner for building and construction businesses seeking to unlock their full potential and achieve unparalleled growth and prosperity.

WE HELP RESIDENTIAL BUILDERS ACHIEVE FINANCIAL FREEDOM

Meet your building and construction virtual CFOs



Shaun Borg

Partner

[Click Here to
Book a Meeting with Shaun](#)

An esteemed member of the Mead Partners family since 2008. As a dedicated business partner and chartered accountant, Shaun possesses a genuine passion for empowering building and construction businesses to unlock their full potential. Through his profound expertise in accounting and astute business advice, Shaun ensures his clients' journey towards their business goals is met with resounding success.

With a remarkable story of growth, Shaun has had the privilege of accompanying one of his long standing clients through the entire business life cycle. Starting from humble beginnings as an employee of a prominent construction company, Shaun shared the journey from start-up to specialising in large-scale commercial residential projects.

Shaun's unwavering commitment to his clients has not gone unnoticed. In 2019, his relentless dedication was recognized as he was bestowed with the prestigious title of the Young MYOB Accountant of the Year across Australia and New Zealand. This accolade further exemplifies Shaun's exceptional support and unwavering work ethic in serving his clients.



PACKAGE SERVICE CAN BE TAILORED TO INCLUDE

FINANCIAL ANALYSIS AND REPORTING

Gain a full picture of your business with financial reporting, analysis and insights. Including, balance sheets, performance and trend reporting. Plus, all your taxation reporting.

BUDGETING AND FORECASTING

We'll manage and monitor your budgets, providing accurate forecasting for the months ahead. As well as monitoring, we'll create budget reporting and provide analysis so you can make informed decisions.

BUSINESS HEALTH CHECK

This is a detailed analysis of a company's financial health and operations, including financial indicators like cash flow, profitability, liquidity, and risk, as well as financial processes such as budgeting, forecasting, and internal controls.

CASH FLOW MANAGEMENT

Get a better understanding and management of your cash flow, eliminating bill stress and growth barriers. Gaining accurate cash flow forecasts to prepare for the unexpected and reduce cash flow risks.

FINANCING AND PLANNING

Looking to expand or invest in an area of your business? Get business advice and a strategic plan to get there, as well as access to financing and leasing experts to make it happen.

RISK MANAGEMENT

Do you know what could be putting your business at risk? We'll analyse your business, providing guidance and strategies to minimise and better manage financial, operational and supply chain risks.

FINANCIAL GUIDANCE AND ADVICE

Gain strategic business advice to grow a sustainable and profitable business, uncovering potential profit opportunities, risks and cost savings. We'll be with you each step of the way.

MONTHLY WIP RECORDING

Designed specifically for builders to ensure accurate and comprehensive documentation of their work-in-progress (WIP) on a regular basis.

WORK IN PROGRESS PROJECT MANAGEMENT

With builds stretching numerous reporting periods, you need accurate work in progress (WIP) reporting to represent a true profit position at any point in time. We'll manage, monitor and report it all.

FINANCIAL KPI SETTING AND REPORTING

We work closely with you to identify and define the most relevant and impactful financial KPIs specific for the construction industry and business objectives. Whether it's profitability, liquidity, efficiency, or other key metrics, we help you establish measurable targets and benchmarks to track your progress over time.

INDUSTRY BENCHMARKING

Used for assessing a company's financial health, identifying areas of improvement, and making informed strategic decisions.

MONTHLY, QUARTERLY AND YEARLY REPORTING

To complete builds on time and budget, you need regular reporting to keep you across the detail. Get access to regular reporting so you can be across all areas of your business.



SEE WHAT SOME OF OUR CLIENTS SAY ABOUT US

I've been working with John at Mead Partners for several years now and I couldn't be happier with the level of service and expertise they provide. As someone who works in the building industry, I appreciate their deep understanding of the unique financial challenges and regulations we face.

John and his team are always quick to respond to any questions or concerns I have and is proactive in identifying potential issues before they become problems. They are a trusted advisor who has helped me navigate everything from tax planning to financial forecasting with ease.

If you're looking for an accountant who truly understands the building industry and can help take your business to the next level, I highly recommend John and Mead Partners.

Vince Strangio ★★ ★ ★ ★
Strangio Builders Pty Ltd

We would like to say how transitioning across to Shaun and his team at Mead Partners has injected new energy into our accountancy practices and the way they are managed, with sound knowledge and timely responses combined with great accountancy knowledge we would not hesitate to recommend him and the team at Mead Partners.

Tim Smith ★★ ★ ★ ★
Polr Commercial Construction

We engaged Mead Partners over four years ago and our only regret is we didn't sooner!

Mead are not just accountants and advisors, they are an extension of your business. They work with you to build and grow your business and the level of care they show is unmatched. I have and will continue to refer Mead to fellow colleagues, associates and friends.

Gian Signorelli ★★ ★ ★ ★

We have used Mead Partners as our accountants for 20 plus years, John and his team have always done everything and more to help us with all our different business ventures. We find Mead partners are very reliable, professional firm and thoroughly enjoy working with them. They have supported us through many different stages of our businesses and their constant support and advice has been invaluable.

Fiona Morison ★★ ★ ★ ★
Tooradin Excavations Pty Ltd

From the moment I began working with Shaun, it was evident that his expertise extended far beyond traditional accounting services. His invaluable experience as a CFO shines through in every aspect of his work. He possesses an astute understanding of financial strategies and an ability to think strategically when it comes to optimising cash flow and driving business growth.

Shaun possesses an ability to identify areas of improvement, implement effective financial controls, and optimise the allocation of resources. His insights go beyond mere number-crunching; they provide strategic advice that aligns with my business goals, ensuring a solid foundation for long-term success.

Fernando DiMasi ★★ ★ ★ ★

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RESULTS FOR BUILDERS

Real-Time Problem Solving for Builders

In the midst of the bustling Christmas season, builders often face unique challenges, with many industry participants halting operations until February. In one such instance, a client that is a custom home builder called us in mid-December, expressing concerns about two critical projects that accounted for a significant portion of their expected cash flow. The builder anticipated potential payment delays due to issues with the homeowners' financiers.

Our client urgently needed these payments to ensure timely disbursements to all creditors before the Christmas break, avoiding the need for the builder and their team to return earlier than planned. Fortunately, our client was utilising our CFO service, which enabled them to maintain accurate financial records and prepare cash flow forecasts. These forecasts were adjusted to reflect the exact shortfall in projected cash flow caused by potential non-receipt of customer payments.

Leveraging our extensive network, we promptly shared this crucial information with the financier, allowing them to make an informed decision on providing short-term funding. With precise knowledge of the required funding amount and the financier's confidence in the reliability of our forecasts, a swift decision was reached within just three days. The necessary financing was granted, granting the business owner peace of mind during the Christmas break.

In the new year, the outstanding funds were successfully collected, enabling the repayment of the short-term funding. This real-time problem-solving approach, coupled with our client's meticulous financial management, ensured a seamless resolution and allowed the builder to enjoy a stress-free Christmas break while safeguarding their financial stability.



RESULTS FOR BUILDERS

Resolving Cash Flow Challenges

In the course of conducting a business health assessment for a recently engaged builder, we encountered a pressing issue known as "cash flow in strife." The builder sought our expertise due to a monthly cash flow deficit that threatened their business with potential liquidation.

Recognising the urgency of the situation, we swiftly intervened and initiated a comprehensive plan to reverse the negative cash flow trajectory. Through close collaboration with the builder, we implemented strategic measures to generate a positive cash flow of \$10,000 per month.

Our approach aimed at identifying and optimising key areas within the builder's operations that could generate significant cost savings and revenue enhancements. Simultaneously, we worked diligently to renegotiate the builder's debt obligations, alleviating the burden of excessive repayment amounts and providing much-needed financial relief.

Additionally, we conducted a thorough assessment of the builder's operational efficiency, identifying areas where streamlining processes and optimising resource allocation could contribute to overall cost reductions and improved profitability. By implementing these efficiency measures, we were able to enhance the builder's cash flow position and mitigate the risk of further financial strain.

The combined efforts of our expert team and the builder's willingness to embrace necessary changes resulted in a remarkable turnaround. The previously dire cash flow situation transformed into a sustainable positive cash flow, providing the builder with renewed financial stability and a solid foundation for future growth.

This case study exemplifies our commitment to resolving cash flow challenges by employing a comprehensive and strategic approach tailored to the unique needs of each client. By addressing underlying issues, implementing cost-saving strategies, and fostering operational efficiency, we enable businesses to navigate through adversity and achieve long-term financial success.



RESULTS FOR BUILDERS

Achieving Visibility and Alignment for Business Success

In the challenging landscape of business, it is often difficult to attain the desired level of visibility and alignment, especially when it comes to cash flow. Recognising this struggle, we engaged with a builder who was grappling with the disconnect between their goals and their cash flow reality.

Through our specialised CFO program, we worked closely with the builder to establish a robust plan that aligned their business goals with their cash flow management. This involved setting key performance indicators (KPIs) that provided measurable targets for financial success. Regular check-ins and evaluations ensured ongoing progress and adjustments as needed.

The impact of our collaboration was nothing short of transformative. The builder experienced a remarkable triple-digit increase in profitability, all while significantly reducing the time spent working in the business. The strategic alignment of goals to cash flow not only provided a clear roadmap for success but also instilled a sense of accountability and ownership throughout the organisation.

We firmly believe that achieving significant results requires accountability. By establishing a framework of accountability within the builder's operations, we fostered a culture of responsibility and dedication to achieving the defined goals.

This, in turn, empowered the builder to make informed decisions and take proactive steps towards their desired financial outcomes.

This case study underscores the importance of having a clear plan and aligning business goals with cash flow management. With the right guidance and support, businesses can overcome the challenges of visibility and achieve remarkable growth and profitability. Our CFO program, tailored to the specific needs of our clients, serves as a catalyst for success by providing the necessary tools and accountability to drive positive change and maximise business potential.