CONTRACTOR AI

CASE STUDY: JACCO BUILDERS

How Jacco Builders Transformed Operations and Doubled Profitability with Contractor AI

COMPANY OVERVIEW

From renovations to custom carpentry, JACCO Builders is focused on creating spaces that reflect each client's unique vision. Jonathon and his team take pride in their clean job sites and top-notch craftsmanship.

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CHALLENGES BEFORE CONTRACTOR AI

When Jonathon came to us, JACCO Builders was already a growing company—but growth came with chaos.

He faced three major roadblocks:

- **Disorganized Operations:** Field and office systems were scattered or missing entirely.
- **Hiring and Admin Gaps:** No clear systems for recruitment, onboarding, or day-to-day admin.
- **Unclear Financial Picture:** He had job costing but no clarity on overall profitability or cash flow.

"I felt like an island in the middle of the ocean trying to get bigger... it just wasn't working."

THE CONTRACTOR AI SOLUTION
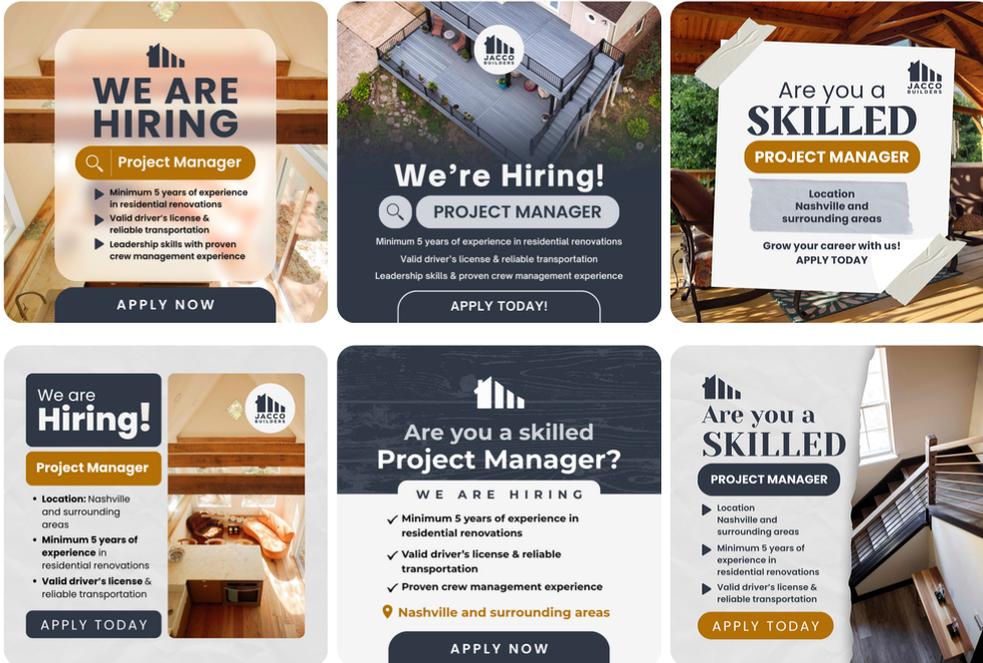
We started with Operations AI, which included:

Implementing JobTread: Centralized project management, estimates, and communications.
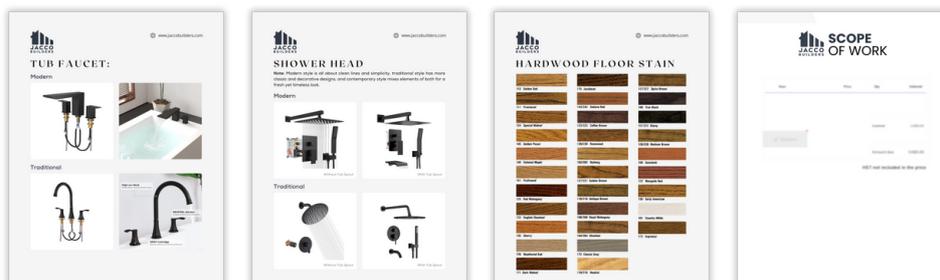
THE CONTRACTOR AI SOLUTION

> **Hiring and Training a Dedicated Virtual Assistant:**
> Offloaded admin, follow-ups, and task management.

> **Deploying Pro Hire AI:**
> We launched our recruitment system, wrote the ad, and within 1 week, hired a new Project Manager.

> **Coaching & Support:**
> Weekly check-ins, sales strategy, and clarity on org structure and profitability.

RESULTS IN UNDER 6 MONTHS

> **1. Operations Streamlined**
> JobTread changed how Jonathon presented estimates and managed projects.

"My quotes look clean, detailed, and professional—and I know I've won jobs just from the way they're presented."

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RESULTS IN UNDER 6 MONTHS

> **2. Admin Support in Place**
> The VA took over daily tasks that were once slipping through the cracks.
>
> *"Now I feel supported. I'm not doing this all alone."*

> **3. Hired a Project Manager in 1 Week**
> Using Pro Hire AI, we removed Jonathon from site management fast—freeing him to focus on growth.
>
> *"That hire was a game changer. I stepped into sales full-time, and things took off."*

> **4. Profitability Doubled**
> *"I've already hit last year's revenue numbers—and it's only mid-year. My profit is 2x what it was."*

> **5. Vision for the Future**
> Jonathon now sees a clear path to a $5M business—with a sales team and fewer in-house labor headaches.
>
> *"I finally feel legitimized. I'm running a company the way it should be run."*

THE BIGGEST SHIFT

Jonathon learned to let go and trust the process.

"It was about stuffing down my pride and saying: 'They know something I don't. Let's do it their way.'"

That mindset allowed him to adopt new systems quickly, make key hires, and grow without burning out.

WHAT'S NEXT FOR JONATHON?

> Scaling to $5M+ in annual revenue

> Building out a dedicated sales team

> Further reducing his role in day-to-day operations

> Spending more time with family while the business runs without him

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SEE WHAT JONATHON HAS TO SAY ABOUT US

"Joining Contractor AI has been the best decision I've ever made for my company. Period."

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