



# GRAEME DALEY

DALEY DESIGN + BUILD

## **Q. What's a non-negotiable for you?**

**A.** The big non-negotiable for me is cutting corners that would affect the integrity of a project. And to some extent, that's why I set my process up as a cost-plus deal versus a guaranteed maximum price deal. A maximum-price deal almost incentivizes a builder to cut corners because any money they can save is just more profit for them. In my cost-plus scenario, if you cut corners, you're only whittling back your own fee. I personally think the open-and-honest, open-books aspect of the cost-plus approach is the fairest arrangement because it's the client's project, not my project. I'm just facilitating. I really want to build things right; I want to build homes that will still be here 100 or 200 years from now because they don't have the issues that get homes to the condition where they need to come down or be replaced. My business plan is two or three homes a year so I can give each project the time and attention each deserves. Maintain low quantity, high quality – that's sort of my mantra.