

ACCELERATOR ACTION PLAN · BOARD BRIEFING

Coastal Buildworks

The plan for growing with confidence, and on
your own terms



A PROGRAMME OF



Mark Tresidder · Dunedin
May 2026 · Navigator: Nic Jones

Where the business sits today

INDUSTRY

Construction

OPERATING SINCE

10+ years

TEAM

12 FTE

TURNOVER

\$1m to \$3m

STAGE

Stabilising

MARKET

Dunedin, Otago

Ten years of delivery, a strong client base and a capable team. The foundations are solid; the next stage is building on them deliberately.



What we heard in the Discovery Session

Real ambition to grow

The appetite is there. The immediate priority is stabilisation, not acceleration.

Cash flow is the brake

Pressure on cash limits your ability to invest ahead of growth.

Systems still developing

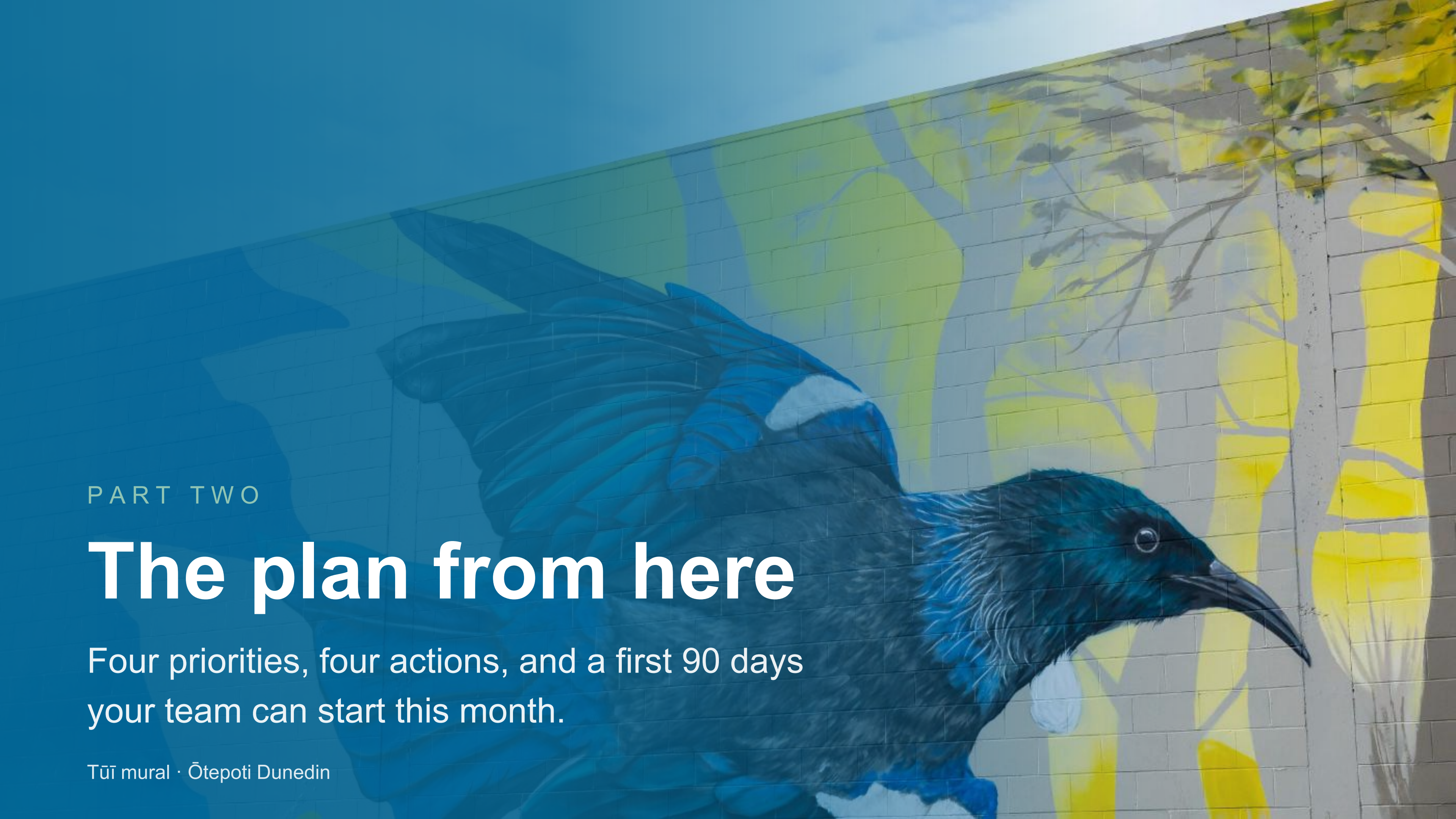
Scheduling, job costing and delivery vary from job to job.

Too much rests on you

Decisions, delivery and client relationships run through one person.

Better systems, a stronger people pipeline and deliberate leadership decide whether growth creates opportunity or simply more pressure.





PART TWO

The plan from here

Four priorities, four actions, and a first 90 days
your team can start this month.

Tūi mural · Ōtepoti Dunedin

Where you are heading

SHORT TERM · 1 TO 3 YEARS

Consistent delivery, less pressure on key people, stronger cash flow, and capacity for larger projects.

LONG TERM · 5+ YEARS

A scalable model reaching beyond Dunedin into other South Island markets, running well without you.

THE VISION

From a capable, owner-led construction business to a structured, resilient operation that pursues larger opportunities with less strain.

The four priority needs

1 Productivity, systems & scaling

Deliver consistently and handle complexity without adding risk.

2 Workforce & talent pipeline

Recruit, retain and develop so growth is not held up by a few people.

3 Leadership & owner dependency

A second layer of leadership and clearer roles, so you get strategic space.

4 Financial resilience & readiness

Forecasting, so scaling decisions come from confidence, not constraint.



Actions one and two

Systems and performance visibility

ACTION

1

WHAT TO DO

Map scheduling, job costing and delivery, then add tools that show margin and capacity.

WHY IT MATTERS

Visibility protects margin and takes complex work off your key staff.

Business South For Trades

Purdon & Associates

Workforce and talent pipeline

ACTION

2

WHAT TO DO

Clarify roles and pathways, recruit proactively, and grow a second layer of leadership.

WHY IT MATTERS

Staffing is constraining growth. A stronger pipeline frees you for higher-value work.

Leadership training

Advice Line

EASI NZ



Actions three and four

Cash flow confidence

ACTION

3

WHAT TO DO

Map your cash flow patterns, then build a simple forecast you will actually use.

WHY IT MATTERS

Cash is what limits investment in people and systems right now.

Know Your Numbers

Team Direction

Otago
RBP

Leadership and challenge

ACTION

4

WHAT TO DO

Structured leadership development, plus an external sounding board for regular challenge.

WHY IT MATTERS

You are moving from operator to leader. Outside perspective turns ambition into action.

Connect The Dots

Business Mentors NZ



The first 90 days

ACTION	TIMEFRAME	OWNER
Confirm top priorities and agree a 90-day focus	IMMEDIATE	Mark + Nic
Agree the first support pathway from this plan	2 WEEKS	Mark + Nic
Book a cash flow and forecasting conversation	30	Mark
Map scheduling and job costing for bottlenecks	30 DAYS	Mark
Attend a Business South productivity workshop	30	Mark



Your membership, put to work

Cost savings

70+ partner buying privileges, around \$700 a year while cash is tight.

Training at member rates

Leadership, people management and Business Support, backing Actions 1, 2 and 4.

Advice Line and Know Your Numbers

Fast HR answers on 0508 656 757, and free Xero financial literacy for Action 3.

You have earned your place in the Dunedin market. This plan builds the platform that makes the next stage of growth sustainable.

Backing Business. Backing the South.