

## ABSTRACT

Contractor PT ABC has a problem that increasing cost staff project in high frequency, but actually the cost of staff project have 30-40% portion in *preliminaries* which means potentially to reduce company profit. This study intends to review the increasing cost of staff project when plan toward realization and find trends of characteristics project. The results showed that 77% of project interpret increasing cost of staff project when the plan toward realization. However, the increasing cost of staff is influenced by the increasing of contract value caused by variation order. So, after re-analyzed there is 54% of projects have increasing cost of staff. The increasing also has tendency to make a trend in characteristics project when projects have number of floors above 20 floors, otherwise it has an area project more than 30,000 m<sup>2</sup>, and on the type of project is house of whorship.

Key words: cost of project staff, preliminaries, project characteristics.