# GEORGIA CONSTRUCTION



College of Architecture and Construction Management Department of Construction Management

BENNETT

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of privately held construction companies in Georgia are LOCATED IN METRO ATLANTA

of respondents projected a **REVENUE INCREASE** over the prior year



When competeting for projects

was the most important sales strategy

of the companies surveyed said RECRUITING AND **RETAINING QUALIFIED INDIVIDUALS** was their biggest **BUSINESS CHALLENGE** 

companies surveyed said they are a **FAMILY OWNED BUSINESS** 

- only **52**% have a **SUCESSION PLAN IN PLACE for the** future transfer the busines



**INNOVATION** is the most often reported AREA OF INNOVATION companies are engaged in

## **COMPENSATION COMPARISONS**

President/CEO	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$50,000	\$1,000,000	\$205,167	\$124,786
Heavy Contractors	\$75,000	\$400,000	\$211,667	\$264,000
Specialty Contractors	\$30,000	\$500,000	\$177,653	\$174,053
All Contractors	\$30,000	\$1,000,000	\$189,754	\$177,435
CFO	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$50,000	\$190,000	\$117,917	\$120,000
Heavy Contractors	\$125,000	\$125,000	\$125,000	\$218,750
Specialty Contractors	\$67,000	\$195,000	\$118,513	\$125,857
All Contractors	\$50,000	\$195,000	\$118,489	\$156,333
Controller	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$50,000	\$180,000	\$91,154	\$89,000
Heavy Contractors	\$125,000	\$135,000	\$130,000	\$117,000
Specialty Contractors	\$41,600	\$150,000	\$89,094	\$72,000
All Contractors	\$41,600	\$180,000	\$92,488	\$85,947
Project Manager	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$45,000	\$140,000	\$89,045	\$78,778
Heavy Contractors	\$65,000	\$100,000	\$83,333	\$112,800
Specialty Contractors	\$30,000	\$150,000	\$75,662	\$69,643
All Contractors	4			
All Collitacions	\$30,000	\$150,000	\$81,042	\$80,286
Estimator	\$30,000 Minimum	\$150,000 Maximum	\$81,042 2017 Average Salary	\$80,286  2016 Average Salary
			2017 Average	2016 Average
Estimator	Minimum	Maximum	2017 Average Salary	2016 Average Salary
Estimator  General Contractors	Minimum \$60,000	Maximum \$160,000	2017 Average Salary \$89,853	2016 Average Salary \$93,800
Estimator  General Contractors  Heavy Contractors  Specialty	<b>Minimum</b> \$60,000 \$85,000	\$160,000 \$90,000	2017 Average Salary \$89,853 \$87,500	2016 Average Salary \$93,800 \$79,500
Estimator  General Contractors  Heavy Contractors  Specialty Contractors	Minimum \$60,000 \$85,000 \$30,000	Maximum \$160,000 \$90,000 \$100,000	2017 Average Salary \$89,853 \$87,500 \$70,814	2016 Average Salary \$93,800 \$79,500 \$59,643
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors	\$60,000 \$85,000 \$30,000 \$30,000	\$160,000 \$90,000 \$100,000 \$160,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Superintendent	\$60,000 \$85,000 \$30,000 \$30,000	\$160,000 \$90,000 \$100,000 \$160,000 Maximum	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410 2017 Average Salary	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522 2016 Average Salary
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Superintendent  General Contractors	\$60,000 \$85,000 \$30,000 \$30,000 Minimum \$40,000	\$160,000 \$90,000 \$100,000 \$160,000 Maximum \$140,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410 2017 Average Salary \$81,291	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522 2016 Average Salary \$88,857
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Superintendent  General Contractors  Heavy Contractors  Specialty	\$60,000 \$85,000 \$30,000 \$30,000 Minimum \$40,000 \$83,000	\$160,000 \$90,000 \$100,000 \$160,000 <b>Maximum</b> \$140,000 \$90,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522 2016 Average Salary \$88,857 \$82,600
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Superintendent  General Contractors  Heavy Contractors  Specialty Contractors	\$60,000 \$85,000 \$30,000 \$30,000 \$40,000 \$83,000 \$30,000	Maximum \$160,000 \$90,000 \$100,000 \$160,000 Maximum \$140,000 \$90,000 \$119,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522 2016 Average Salary \$88,857 \$82,600 \$72,615
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Superintendent  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  All Contractors	Minimum \$60,000 \$85,000 \$30,000 \$30,000 Minimum \$40,000 \$83,000 \$30,000	Maximum \$160,000 \$90,000 \$100,000 \$160,000  Maximum \$140,000 \$90,000 \$119,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522 2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Superintendent  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Cost Engineer	Minimum \$60,000 \$85,000 \$30,000 \$30,000  Minimum \$40,000 \$83,000 \$30,000  Minimum	Maximum   \$160,000   \$90,000   \$100,000   \$160,000   Maximum   \$140,000   \$90,000   \$119,000   \$140,000   \$1	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003  2017 Average Salary	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522 2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160 2016 Average Salary
Estimator  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Superintendent  General Contractors  Heavy Contractors  Specialty Contractors  All Contractors  Cost Engineer  General Contractors	Minimum \$60,000 \$85,000 \$30,000 \$30,000  Minimum \$40,000 \$30,000 \$30,000  Minimum \$35,000	\$160,000 \$90,000 \$100,000 \$160,000 \$140,000 \$140,000 \$140,000 \$140,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003  2017 Average Salary \$62,500	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522  2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160  2016 Average Salary \$70,000
Estimator  General Contractors Heavy Contractors Specialty Contractors All Contractors  Superintendent  General Contractors Heavy Contractors Specialty Contractors All Contractors  Cost Engineer  General Contractors Heavy Contractors Specialty Contractors  Cost Engineer	Minimum \$60,000 \$85,000 \$30,000 \$30,000  Minimum \$40,000 \$30,000  Minimum \$35,000 \$65,000	Maximum   \$160,000   \$90,000   \$100,000   \$160,000   \$140,000   \$90,000   \$119,000   \$140,000   \$100,000   \$85,000   \$85,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003  2017 Average Salary \$62,500 \$75,000	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522  2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160  2016 Average Salary \$70,000 \$60,000
Estimator  General Contractors Heavy Contractors Specialty Contractors  All Contractors  Superintendent General Contractors Heavy Contractors Specialty Contractors  All Contractors  Cost Engineer  General Contractors Heavy Contractors Specialty Contractors	Minimum \$60,000 \$85,000 \$30,000 \$30,000  Minimum \$40,000 \$30,000  Minimum \$30,000 \$50,000 \$50,000	Maximum   \$160,000   \$90,000   \$100,000   \$160,000   \$160,000   \$140,000   \$90,000   \$119,000   \$140,000   \$15,000   \$65,000   \$65,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003  2017 Average Salary \$62,500 \$75,000 \$56,875	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522  2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160  2016 Average Salary \$70,000 \$60,000 \$72,500
Estimator  General Contractors Heavy Contractors Specialty Contractors  All Contractors  Superintendent General Contractors Heavy Contractors Specialty Contractors  All Contractors  Cost Engineer General Contractors Heavy Contractors Specialty Contractors All Contractors All Contractors All Contractors  Cost Engineer	Minimum \$60,000 \$85,000 \$30,000 \$30,000  Minimum \$40,000 \$30,000  \$30,000  Minimum \$35,000 \$50,000 \$50,000	Maximum \$160,000 \$90,000 \$100,000 \$160,000  Maximum \$140,000 \$90,000 \$119,000  Maximum \$100,000 \$65,000 \$100,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003  2017 Average Salary \$62,500 \$75,000 \$56,875 \$62,708	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522  2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160  2016 Average Salary \$70,000 \$60,000 \$72,500 \$67,500
Estimator  General Contractors Heavy Contractors Specialty Contractors  All Contractors  Superintendent  General Contractors Heavy Contractors  All Contractors  Cost Engineer  General Contractors Heavy Contractors Foreman  General Contractors  Heavy Contractors  Heavy Contractors  Heavy Contractors  Heavy Contractors  Heavy Contractors  Heavy Contractors	Minimum \$60,000 \$85,000 \$30,000 \$30,000  Minimum \$40,000 \$330,000  Minimum \$35,000 \$55,000 \$50,000 \$Minimum	Maximum   \$160,000   \$90,000   \$100,000   \$160,000   \$140,000   \$140,000   \$140,000   \$140,000   \$85,000   \$65,000   \$100,000   \$1	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003  2017 Average Salary \$62,500 \$75,000 \$56,875 \$62,708	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522  2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160  2016 Average Salary \$70,000 \$60,000 \$72,500 \$67,500  2016 Average Salary
Estimator  General Contractors Heavy Contractors Specialty Contractors  All Contractors  Superintendent  General Contractors Heavy Contractors Specialty Contractors  All Contractors  Cost Engineer  General Contractors Heavy Contractors Foreman  General Contractors	Minimum \$60,000 \$85,000 \$30,000 \$30,000  Minimum \$40,000 \$30,000  \$30,000  Minimum \$35,000 \$50,000 \$50,000  Minimum \$30,000	Maximum   \$160,000   \$90,000   \$100,000   \$160,000   \$140,000   \$140,000   \$140,000   \$140,000   \$150,000	2017 Average Salary \$89,853 \$87,500 \$70,814 \$78,410  2017 Average Salary \$81,291 \$86,500 \$70,916 \$76,003  2017 Average Salary \$62,500 \$75,000 \$56,875 \$62,708  2017 Average Salary \$62,500 \$75,000	2016 Average Salary \$93,800 \$79,500 \$59,643 \$70,522  2016 Average Salary \$88,857 \$82,600 \$72,615 \$79,160  2016 Average Salary \$70,000 \$60,000 \$72,500 \$67,500  2016 Average Salary \$55,667

The Georgia Construction Outlook Survey is a collaboration between the College of Construction Management at KSU and Bennett Thrasher, a top 100 U.S. accounting and consulting firm.

9%
is the average of all
respondents GROSS PROFIT
MARGINS



\$45,289
is the average GROSS PROFIT
per FULL TIME EQUIVALENT (FTE)
EMPLOYEE

BENEFITS AND COMPENSATION is the TOP STRATEGY reported to RETAIN EMPLOYEES. ADVERTSING and JOB POSTINGS were the top RECRUITING strategy

1:105
is the average number of HR DIRECTORS per FTE