

2017 GEORGIA CONSTRUCTION OUTLOOK SURVEY


College of Architecture and
Construction Management
Department of Construction
Management



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68%
of privately held
construction companies in
Georgia are **LOCATED**
IN METRO ATLANTA



78%
of respondents projected a
REVENUE INCREASE
over the prior year



When competing for projects
HIGH QUALITY
was the most important
sales strategy



83%
of the companies surveyed
said **RECRUITING AND**
RETAINING QUALIFIED
INDIVIDUALS was their biggest
BUSINESS CHALLENGE



67% of the
companies surveyed said they are a
FAMILY OWNED BUSINESS
- only **52%** have a
SUCCESSION PLAN IN PLACE for the
future transfer the business



PROCESS
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	\$30,000	\$150,000	\$81,042	\$80,286

Estimator	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$60,000	\$160,000	\$89,853	\$93,800
Heavy Contractors	\$85,000	\$90,000	\$87,500	\$79,500
Specialty Contractors	\$30,000	\$100,000	\$70,814	\$59,643
All Contractors	\$30,000	\$160,000	\$78,410	\$70,522

Superintendent	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$40,000	\$140,000	\$81,291	\$88,857
Heavy Contractors	\$83,000	\$90,000	\$86,500	\$82,600
Specialty Contractors	\$30,000	\$119,000	\$70,916	\$72,615
All Contractors	\$30,000	\$140,000	\$76,003	\$79,160

Cost Engineer	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$35,000	\$100,000	\$62,500	\$70,000
Heavy Contractors	\$65,000	\$85,000	\$75,000	\$60,000
Specialty Contractors	\$50,000	\$65,000	\$56,875	\$72,500
All Contractors	\$35,000	\$100,000	\$62,708	\$67,500

Foreman	Minimum	Maximum	2017 Average Salary	2016 Average Salary
General Contractors	\$30,000	\$85,000	\$51,219	\$55,667
Heavy Contractors	\$58,000	\$80,000	\$69,000	\$60,000
Specialty Contractors	\$30,000	\$80,000	\$52,918	\$50,105
All Contractors	\$30,000	\$85,000	\$53,017	\$52,621

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.**

ADVERTISING and **JOB POSTINGS** were the top **RECRUITING** strategy



1:105

is the average number of **HR DIRECTORS** per **FTE**