

2019 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**



84%
of respondents projected a
REVENUE INCREASE
over the prior year



19% of **MANAGEMENT TEAMS**
are **FEMALE** with
11% having **OWNERSHIP**



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 **58%** have a
SUCCESSION PLAN IN PLACE for the
future transfer of the business



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

COMPENSATION COMPARISONS

President/CEO	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$70,000	\$800,000	\$242,135	\$205,167
Heavy Contractors	\$150,000	\$350,000	\$250,000	\$211,667
Specialty Contractors	\$50,000	\$500,000	\$181,767	\$177,653
All Contractors	\$50,000	\$800,000	\$211,181	\$189,754

CFO	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$80,000	\$200,000	\$143,667	\$117,917
Heavy Contractors	\$350,000	\$350,000	\$350,000	\$125,000
Specialty Contractors	\$78,000	\$200,000	\$118,714	\$118,513
All Contractors	\$78,000	\$350,000	\$138,900	\$118,489

Controller	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$65,000	\$130,000	\$96,182	\$91,154
Heavy Contractors	\$120,000	\$130,000	\$125,000	\$130,000
Specialty Contractors	\$40,000	\$200,000	\$83,316	\$89,094
All Contractors	\$40,000	\$200,000	\$90,344	\$92,488

Project Manager	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$50,000	\$180,000	\$98,200	\$89,045
Heavy Contractors	\$85,000	\$125,000	\$105,000	\$83,333
Specialty Contractors	\$50,000	\$110,000	\$80,545	\$75,662
All Contractors	\$50,000	\$180,000	\$91,259	\$81,042

Estimator	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$50,000	\$190,000	\$91,720	\$89,853
Heavy Contractors	\$65,000	\$96,000	\$80,500	\$87,500
Specialty Contractors	\$40,000	\$150,000	\$72,778	\$70,814
All Contractors	\$40,000	\$190,000	\$83,644	\$78,410

Superintendent	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$50,000	\$130,000	\$85,416	\$81,291
Heavy Contractors	\$90,000	\$110,000	\$100,000	\$86,500
Specialty Contractors	\$36,000	\$150,000	\$74,571	\$70,916
All Contractors	\$36,000	\$150,000	\$81,445	\$76,003

Foreman	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$40,000	\$80,000	\$57,682	\$51,219
Heavy Contractors	\$62,000	\$90,000	\$76,000	\$69,000
Specialty Contractors	\$40,000	\$80,000	\$58,589	\$52,918
All Contractors	\$40,000	\$90,000	\$59,114	\$53,017

Cost Engineer	Minimum	Maximum	2018 Average Salary	2017 Average Salary
General Contractors	\$45,000	\$75,000	\$63,125	\$62,500
Heavy Contractors	\$62,000	\$62,000	\$62,000	\$75,000
Specialty Contractors	NSD	NSD	NSD	\$56,875
All Contractors	\$45,000	\$62,000	\$63,000	\$62,708

NSD = not sufficient data

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.



11%
is the average of all
respondents **GROSS PROFIT
MARGINS**



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



**BENEFITS AND
COMPENSATION**
is the **TOP STRATEGY** reported to
RETAIN EMPLOYEES.
**CAMPUS RECRUITING and
CAREER FAIRS** is the top
RECRUITING strategy



1:120
is the average number of
HR DIRECTORS per FTE