

# General Contractor Industry Digest

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## SUMMARY

In the dynamic world of construction, every project comprises a network of interconnected subprojects, each with its own complexities. Success hinges on seamless coordination between field and office teams, but without effective collaboration tools, general contractors face setbacks that escalate into larger issues over time.

Key challenges—including project coordination, resource allocation, regulatory compliance, risk mitigation, and budget control—directly impact cash flow in various ways. However, many general contractors lack the visibility needed to manage these obstacles due to disconnected systems and siloed data.

These inefficiencies limit the ability of all types of general contractors to capitalize on growth opportunities. Whether expanding the scope of their services or attracting a workforce equipped with both traditional skills and digital expertise, outdated legacy software restricts their flexibility and potential. Instead of empowering contractors to control their futures, these systems create barriers that hinder progress.

This industry digest explores how modern technology platforms like Acumatica revolutionize the construction industry. Streamlining processes, enhancing efficiency, and enabling data-driven decision-making help homebuilders and commercial and industrial general contractors overcome challenges, boost agility, and achieve better project outcomes.

“Our biggest benefit in implementing Acumatica is the time spent on analyzing data versus inputting data. We have eliminated probably 95% of the inputs.”

– MATT SHAMP, EXECUTIVE DIRECTOR,  
CARLSON-LAVINE GENERAL CONTRACTING

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Homebuilders and commercial and industrial general contractors are in high demand for projects of varying scopes and complexities, yet they often struggle with disconnected systems and isolated data. The predicted growth in these construction segments will hinge upon infrastructure investments and real estate needs. While GCs might be prepared for growth, realizing their full potential requires a technology solution to unlock and drive those opportunities forward.

## INDUSTRY GROWTH PROJECTIONS AND MARKET SIZE

The commercial and industrial general contracting market is poised for steady growth in the coming years. In the United States, the market is expected to increase at a compound annual growth rate (CAGR) of 3.51% or \$210.64 billion by 2030.<sup>1</sup>

Residential construction should also grow steadily over the next few years. The market size is expected to increase at a CAGR of 4.5% or \$242.9 million between 2024 and 2029.<sup>2</sup>

The broader U.S. construction industry, encompassing general contracting and all other segments, is expected to reach a market size of nearly \$2.24 trillion by 2027.<sup>3</sup> Growth drivers include infrastructure investments, demand for real estate, and the adoption of technology. The perennial challenge of finding skilled and even unskilled labor could negatively offset these growth opportunities. Supply chain concerns persist across the construction industry, resulting in rising material prices and a need for innovative solutions to mitigate the added expense to project budgets. Despite these factors, the industry remains optimistic due to federal infrastructure spending and increased adoption of digital tools.

The chart below details the largest residential and non-residential general contracting industry segments and the number of U.S. companies that fall into those groupings. Smaller organizations dominate all industry segments. In fact, 92% of all companies have less than 20 employees. Technology adoption empowers general contractors (GCs) to leverage historical data to prepare more competitive bids, view current project data to keep each budget in check with an eye on cash flow, and forecast future area of growth.

### General Contractor Market Size<sup>4</sup> (company size and number of companies)

SIC CODE	INDUSTRY SEGMENT	1-20	21-50	51-100	101-250	251-500	501+	TOTAL
1521	General Contractors – Single-Family	282,976	18,504	6,112	6,111	771	409	311,690
1522	General Contractors – Residential Other Than Single-Family	3,058	212	68	31	5	6	3,388
1531	Operative Builders	1,067	19	20	5	0	8	1,119
1541	General Contractors – Industrial Building and Warehouses	7,161	1,051	407	188	41	29	8,867
1542	General Contractors – Commercial Buildings	49,264	4,157	1,268	691	142	120	53,474

1. Source: [Mordor Intelligence](#)

2. Source: [technavio](#)

3. Source: [Statista](#)

4. Source: [Data Axle](#)

“Acumatica has made my life easier as the CEO because frankly, I don’t have to deal with accounting. With Acumatica, it’s so simple and I think they’ve done a really good job building the application to be user-friendly for construction folks.”

– CHRIS CURRAN, CEO, CURRAN YOUNG CONSTRUCTION

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## INDUSTRY Overview



Forward-thinking general contractors tackle their toughest challenges with innovative technology solutions like Acumatica. By consolidating all company and project data into a single platform, teams gain real-time insights into staffing, materials, equipment, and compliance, empowering them to adapt quickly and keep project timelines on track.

## SOLVING INDUSTRY CHALLENGES

Each subproject on a job site requires coordination between teams in the field and office staff. Whether new construction or remodeling, both homebuilders and commercial GCs often face challenges like project coordination, resource management, compliance, risk mitigation, and timeline control. Modern technology platforms address these issues and enable data-driven decision-making to enhance efficiency and outcomes.

### PROJECT COORDINATION AND COMMUNICATION

Managing multiple teams, subcontractors, suppliers, and stakeholders often leads to miscommunication, delays, and inefficiencies.



**SOLUTION:** Acumatica's platform centralizes project-related information to ensure everyone works from the same version of the truth.

- Expedite proposals, estimates, and invitations to bid for smarter preconstruction decisions.
- Track the project lifecycle from estimate, to opportunity, to project.
- Coordinate equipment and material deliveries for each job.
- Manage price changes that may impact the project budget.
- Drop-ship purchase orders directly to the job site for streamlined inventory management.

### RESOURCE MANAGEMENT

Allocating resources across multiple projects can be daunting. A lack of visibility into staff, materials, and equipment negatively impacts the bottom line.



**SOLUTION:** With budget and resource forecasting, general contractors can optimize the deployment of assets.

- Monitor availability and usage with dashboards and notifications.
- Find qualified candidates with award-winning usability and open APIs.
- Leverage construction-specific payroll and workforce management tools.

### COMPLIANCE AND RISK MANAGEMENT



Failing to properly manage complex regulatory requirements, safety standards, and contractual obligations can result in costly errors or legal issues.

**SOLUTION:** Harness Acumatica's unmatched visibility and automation for compliance and document management.

- Ensure that all regulatory requirements are met seamlessly.
- Identify and address potential risks by flagging and tracking issues early.
- Share real-time safety notices in Acumatica to keep all teams informed and aligned on performance standards.

### BUDGET AND TIMELINE CONTROL



Staying on budget and completing projects within tight deadlines is an ongoing struggle. Changes are inevitable, but without vigilance, they will throw the plans off course.

**SOLUTION:** Acumatica includes project management features that enable field teams to quickly communicate budget and timeline setbacks.

- Track costs and schedules in real time.
- Harness predictive analytics, business intelligence, and AI features to identify disruptions before they occur.
- Take preemptive measures to minimize delays and cost overruns.

## ERP Features



Choosing the right construction business management software among the vast array of options today can be overwhelming. The one you choose should empower your company with the agility and flexibility to adapt and grow. Many solutions boast construction-specific features, but few deliver a complete yet modular architecture like Acumatica.

Acumatica's interactive [Construction ERP System Evaluation Checklist](#) is a powerful tool to kickstart your decision-making process. It is packed with itemized features that every general contractor should have on their wishlist.

FEATURE	BENEFIT	PRIORITY	Acumatica		
<b>Job Cost Accounting</b>	Guarantee important contracts, clients, and revenues are not lost with included AIA reporting and billing. Compare costs with original and revised budgets.		✓		
<b>Project Management</b>	Enable flow of project data between managers, field teams, and office staff. See changes in project scope, labor, materials, and equipment in real-time.		✓		
<b>Progress Billing</b>	Reduce project owner risk with flexible progress billing options. Associate cost transactions to progress billing lines for substantiated billing.		✓		
<b>Cost Projections</b>	Create detailed cost projections, analyze project margins, and review over or under-billing for specific dates.		✓		
<b>Preconstruction</b>	Create branded proposals, invitations to bid, and estimates quickly. Use robust markup, callout, and sharing for team alignment.		✓		
<b>Change Orders</b>	Manage change orders with automated workflows. Streamline change orders for multiple projects with unit rate changes, custom retainage, and cost-only change requests.		✓		
<b>Compliance</b>	Manage lien waivers, insurance certificates, and status updates. Provide expiration dates and other alerts to staff and suppliers. Generate automated compliance documents.		✓		
<b>Payroll</b>	Flexible payroll supports multiple unions, locals, classes, benefits packages, complex wages, and certified wages.		✓		
<b>Labor Documentation</b>	Each employee's compensation records are easy to track and report on. Certified payroll allows subcontractors to complete all government-required documentation.		✓		
<b>Daily Field Reports</b>	Collaborate with other subcontractor teams in the field. Ensure everyone has the same project updates to improve planning, scheduling, and billing.		✓		
<b>Embedded CRM</b>	View real-time customer data, including quotes, orders, invoices, payments, support cases, and service calls. Empower customers with a self-service customer portal.		✓		
<b>Document Management</b>	Store and retrieve all project documentation electronically for improved communication with all stakeholders.		✓		
<b>Field Service</b>	Manage technician schedules and use mobile devices for GPS navigation, voice note dictation, mobile time reporting, and mobile expense receipt capture.		✓		
<b>Inventory Management</b>	Track project materials in warehouses, mobile service vehicles, and on other job sites.		✓		
<b>Purchasing/Procurement</b>	Built-in drop shipping ensures materials and equipment arrive at the job site when they are needed.		✓		
<b>Equipment Tracking</b>	View equipment service history in the field. Connect to equipment rental solutions to tie rentals to project and company financials.		✓		

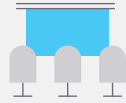
## INDUSTRY Resources



General contractors pursuing digital transformation achieve greater success by engaging with a network of industry peers and leveraging resources from trade publications and industry events. Explore the resource list below to stay informed on industry trends, discover innovative business technologies, and connect with peers and experts to drive business growth.

### INDUSTRY EVENTS

- ABC Convention ([Link](#))
- ACI Concrete Convention ([Link](#))
- AGC Convention ([Link](#))
- AWCI's Build Convention & Expo ([Link](#))
- BEI Conference ([Link](#))
- Conexpo Con/Agg ([Link](#))
- Design-Build Conference and Expo ([Link](#))
- ENR Future Tech ([Link](#))
- Greenbuild ([Link](#))
- NAHB International Builders Show ([Link](#))
- World of Concrete ([Link](#))



### INDUSTRY ASSOCIATIONS

- American Institute of Constructors ([Link](#))
- American Subcontractors Association ([Link](#))
- Associated Builders and Contractors ([Link](#))
- Associated General Contractors of America ([Link](#))
- BuildForce Canada ([Link](#))
- Canadian Construction Association ([Link](#))
- Construction Employers Association ([Link](#))
- Construction Financial Management Assoc. ([Link](#))
- Construction Management Association ([Link](#))
- Design-Build Institute of America ([Link](#))
- Modular Building Institute ([Link](#))
- National Assoc. of Contractors and Builders ([Link](#))
- National Association of Home Builders ([Link](#))
- National Assoc. of Women in Construction ([Link](#))
- National Institute of Building Sciences ([Link](#))



### TRADE MEDIA AND ANALYSTS

- Build Canada Magazine CAN ([Link](#))
- Builder Magazine ([Link](#))
- Building Design + Construction ([Link](#))
- Canadian Construction Journal CAN ([Link](#))
- ConstructConnect CAN ([Link](#))
- Construction Business Owner Magazine ([Link](#))
- Construction Business Review ([Link](#))
- Construction Canada CAN ([Link](#))
- Construction Digital ([Link](#))
- Construction Dimensions ([Link](#))
- Construction Executive ([Link](#))
- Constructor Magazine ([Link](#))
- Contractor Magazine ([Link](#))
- Construction Management Magazine UK ([Link](#))
- Engineering New Record ([Link](#))
- On-Site Magazine CAN ([Link](#))
- Modular Advantage ([Link](#))
- Pro Remodeler Magazine ([Link](#))
- SiteNews CAN ([Link](#))
- Structure Magazine ([Link](#))



### ACUMATICA RESOURCES

Access the Acumatica Resource Center to learn more about Acumatica Construction Edition for general contractors.



[Visit Resource Center](#)



## Discover How General Contractors Grow with Acumatica

[LEARN MORE >](#)

## ACUMATICA Benefits



Acumatica Construction Edition features a flexible and scalable platform, which is one of the key benefits general contractors appreciate most. Built on top of robust financials and award-winning usability, Acumatica's modular architecture, low-code, no-code customization tools, configurable workflows, and access to hundreds of certified marketplace applications set it apart from the competition.

### ACUMATICA FOR RESIDENTIAL, COMMERCIAL, AND INDUSTRIAL GENERAL CONTRACTORS

Although many residential, commercial, and industrial GCs are primed for growth, achieving that potential often hinges on adopting the right technology. A comprehensive solution enables contractors to streamline operations, foster collaboration, and capitalize on inherent growth opportunities.

The four largest challenges GCs face today include project collaboration, resource allocation, risk management, and budget control. Key features like real-time collaboration tools for staffing coordination and automated compliance alerts for expiring documents help position these general contractors for success. Create and manage compliance and training records, as well as incident logs, with Acumatica's superior document management capabilities. Users gain precise cost tracking, flexible revenue billing, and progress reporting for improved budget management.

Acumatica's modular architecture enables add-ons of all other available modules. Its adaptable platform facilitates rapid integrations with proven applications. Yet, Acumatica Construction Edition proudly supports the end-to-end project lifecycle as a single, comprehensive software solution.

With customer-friendly business practices and growth-friendly licensing, Acumatica's intelligent, robust, and easy-to-use product is designed to allow general contractors to grow on their terms.

"I think that Acumatica has done such a great job of making the complex simple and providing insight into an industry that needed it. Just holistically, it's a great tool that more people should be using."

– DAVID BENNING, CEO  
IOC CONSTRUCTION

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Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

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For more information on Acumatica, visit  
[www.acumatica.com](http://www.acumatica.com) or follow us on [LinkedIn](#).

 **Acumatica**  
The Cloud ERP