**Getting paid in construction is slow, hard, and stressful.**

“Cash flow is the no. 1 problem we deal with... It’s demoralizing and a constant frustration.”
- Response from survey

**Half of US contractors don’t get paid on time** causing serious cash flow issues.

Of those reporting issues of payment, the majority are subcontractors and nearly a third are GCs.

**Almost every contractor (98%) who took the survey threatened to file a lien and 58% went through filing.**

**Survey Stats**

- **Pay before paid**: 42% say that they pay their subs or suppliers before they get paid by their customers.
- **Offer flexible payment**: 55% have had to offer flexible payment options to get paid faster.
- **Squeezed by retainage**: 57% report waiting more than 30 days to collect retainage - typically 5-10% of the total contract amount.
- **Savings and credit**: 85% of respondents need to dip into their savings or take out loans to cover cash shortages.

**Biggest trend from the survey:**

Contractors are not paid on time, not paid in full, and have little help with cash stress.

**Survey Reference:**
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Check out the full survey report at www.levelset.com/blog/2019-national-construction-payments-report/