

September 2020

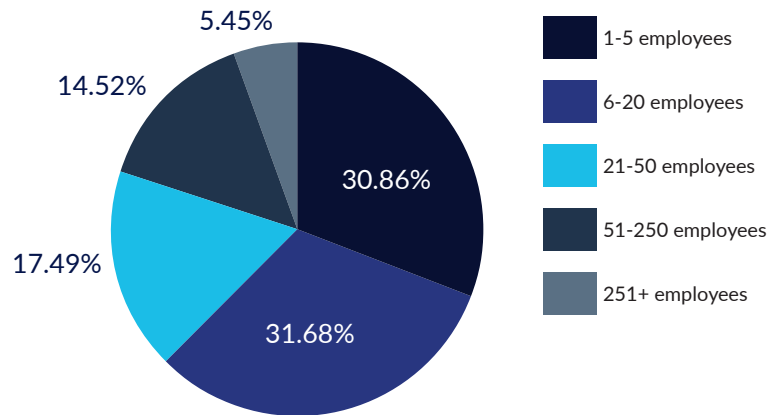
National Construction Payment Report

 LEVELSET

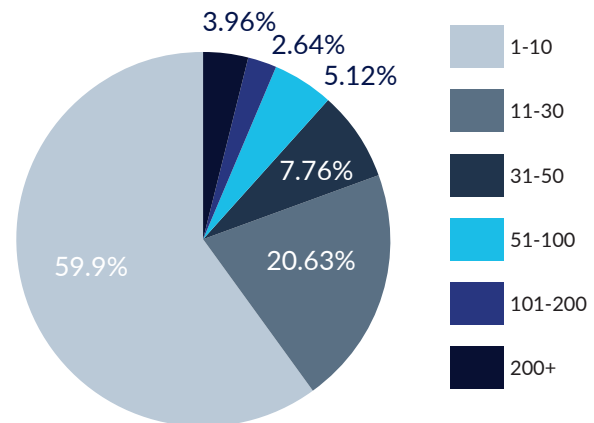


Survey Demographics

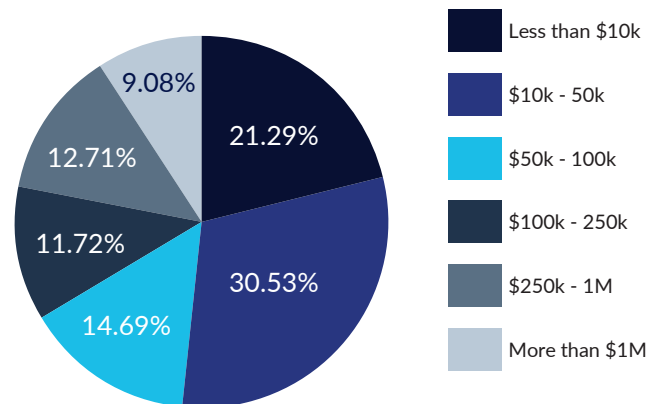
Company Size



Annual Projects

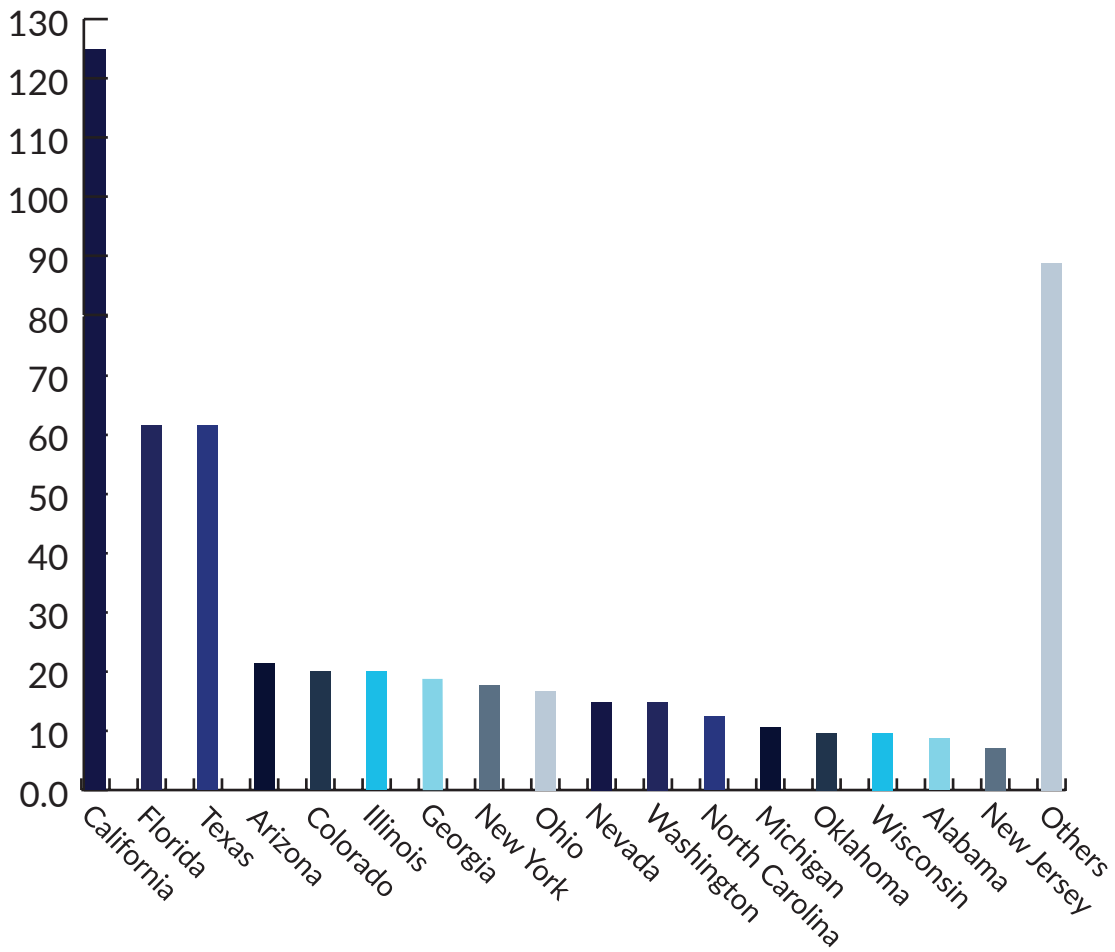


Average Contract Value

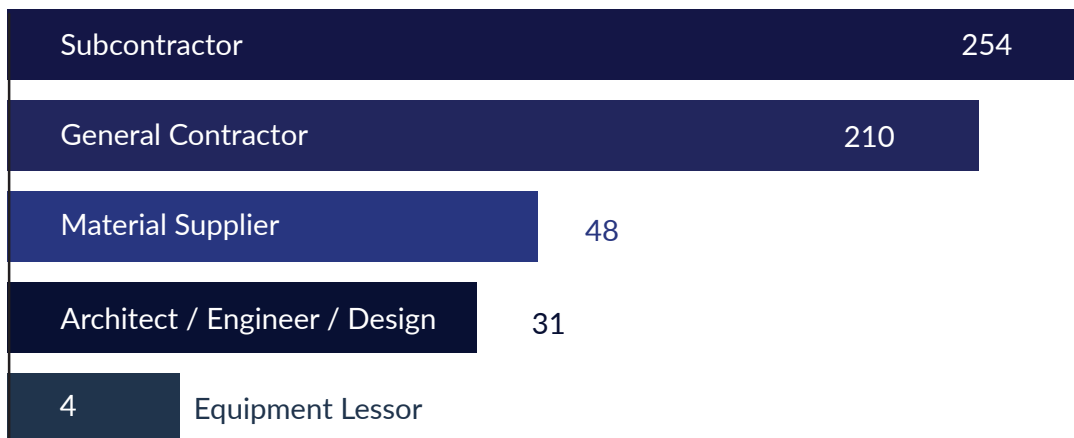


State

These responses were collected from companies that primarily complete projects in one state.



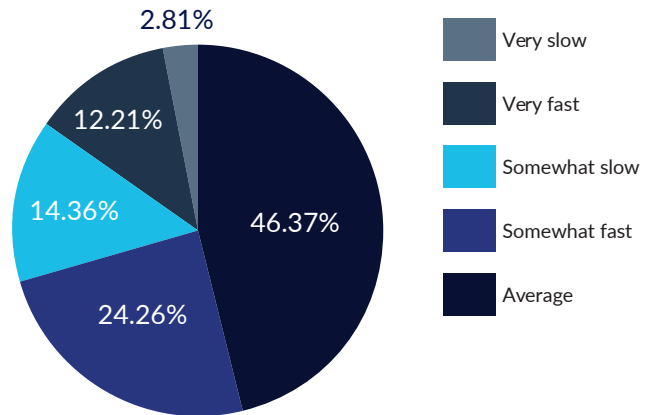
Primary Role



Payment Experience

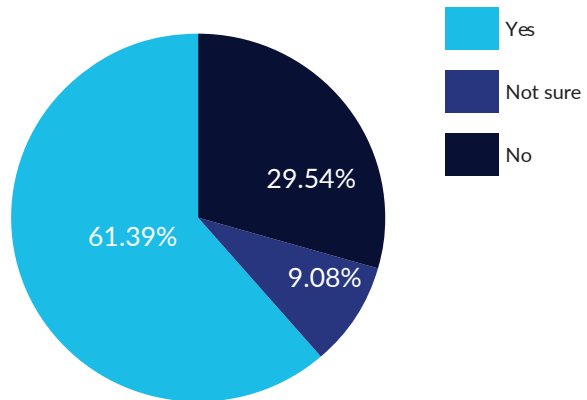
Payment Speed

Overall, how fast do your customers pay?



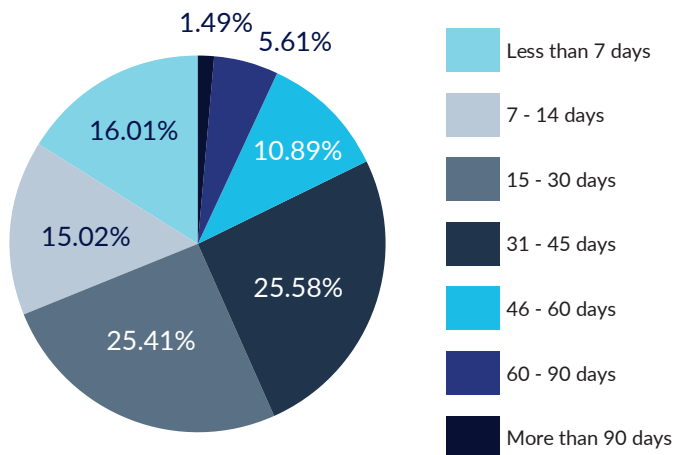
Satisfaction With Payment Speed

Generally speaking, are you satisfied with how quickly your company is paid for work done?



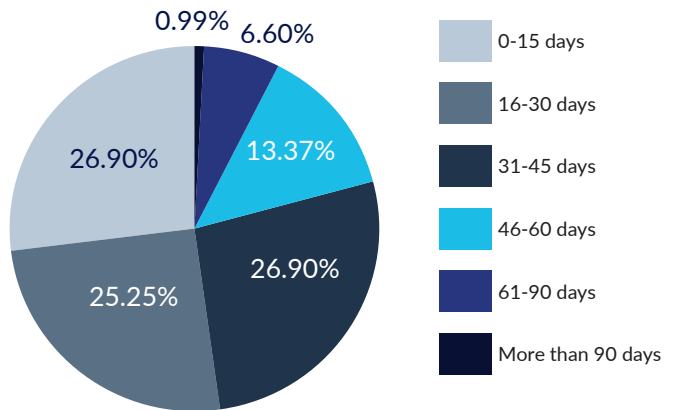
Payment Expectation

How long do you expect to wait for payment after submitting an invoice or pay application?



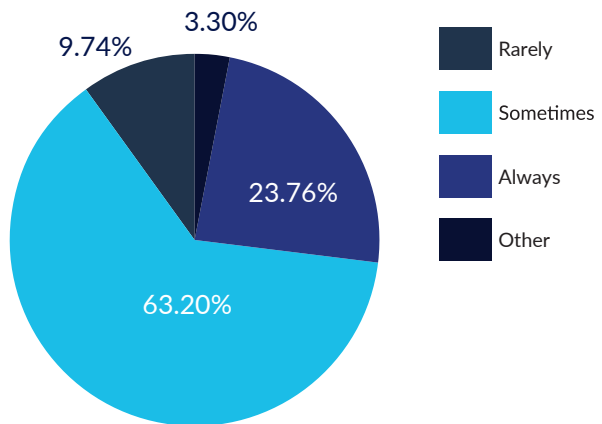
Payment Reality

After sending an invoice, how long does it typically take to get paid?



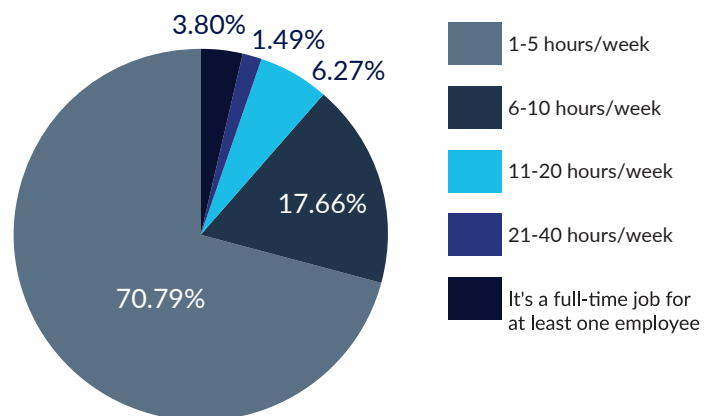
Payment According to Contract

How often do you get paid on time according to the terms in the contract?



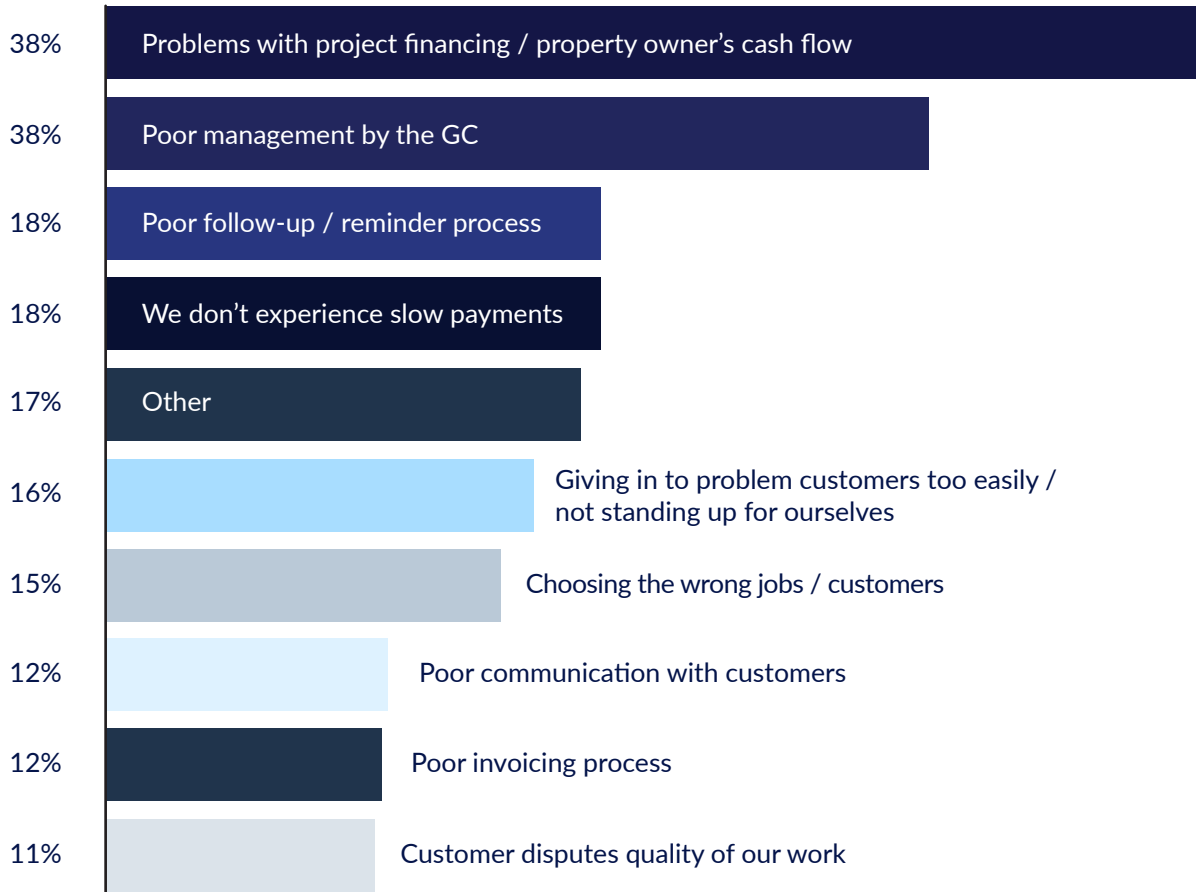
Chasing Payments

How much time does your company spend chasing down late payments?



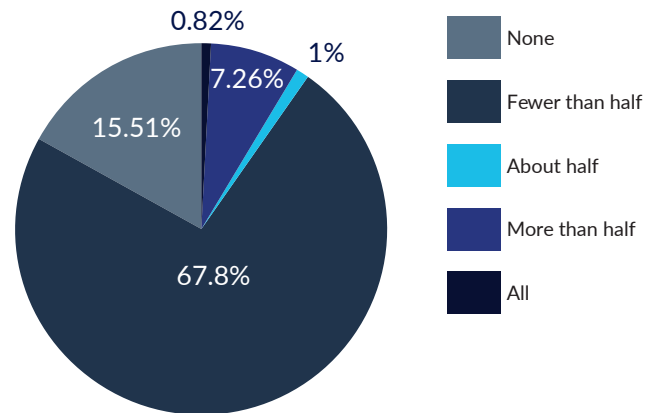
Slow Payment Factors

What are the 3 biggest factors that slow down or delay your payments? [Multi-selection]



Difficult Customers

How many of your customers make it difficult to get paid?



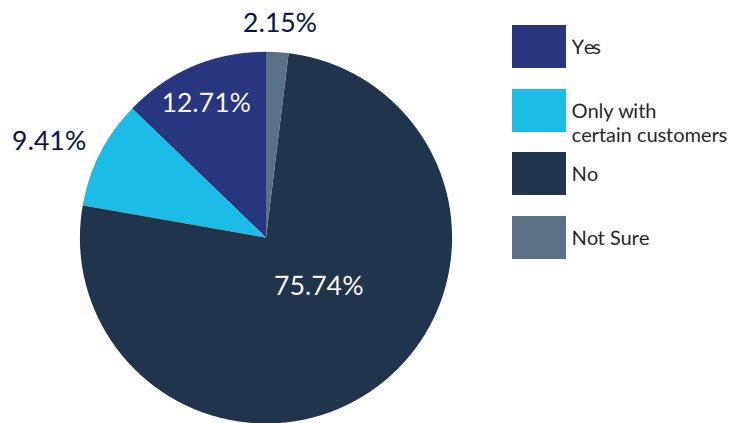
Fast Payment Factors

What are the 3 biggest factors that speed up your payments?



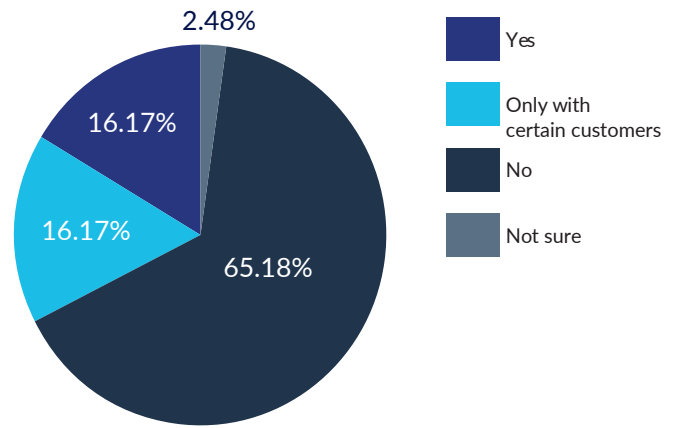
Payment Incentives

Do you offer discounts for early or fast payments?



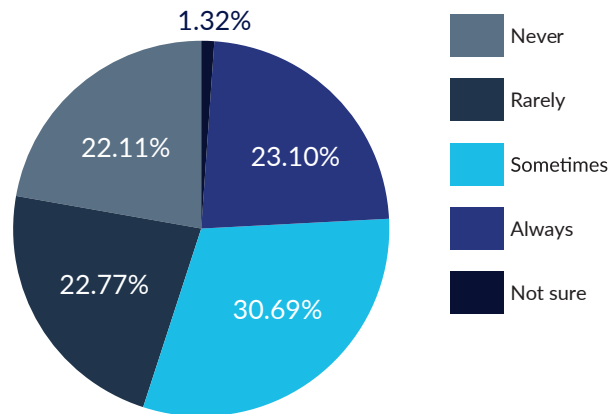
Payment Penalties

Do you charge interest on late payments?



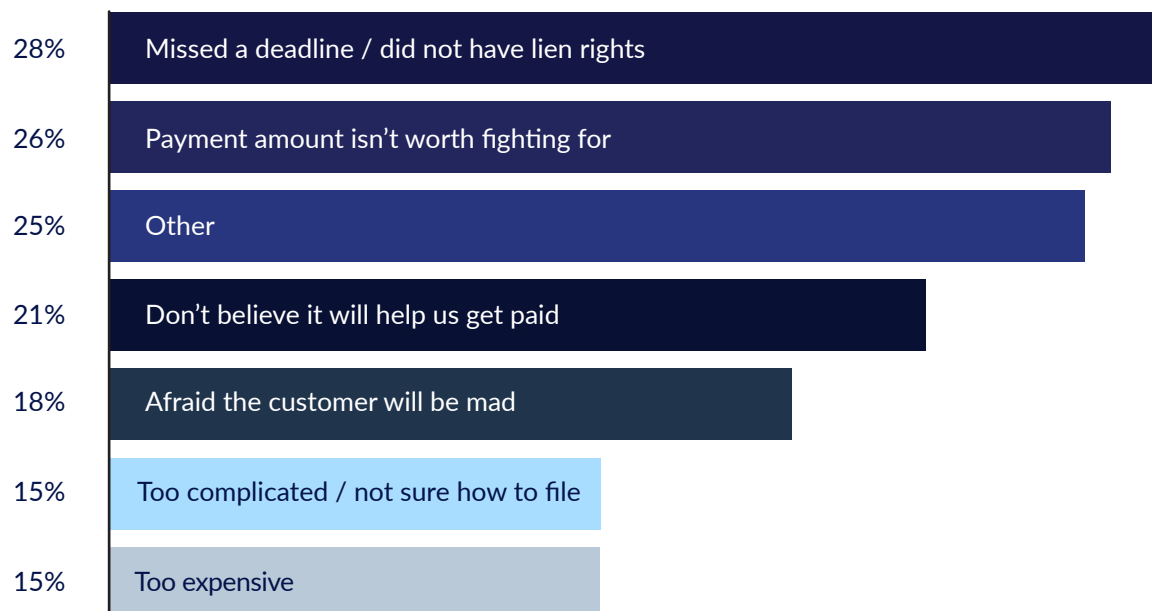
Deposits

How often do you receive an upfront deposit before beginning work?



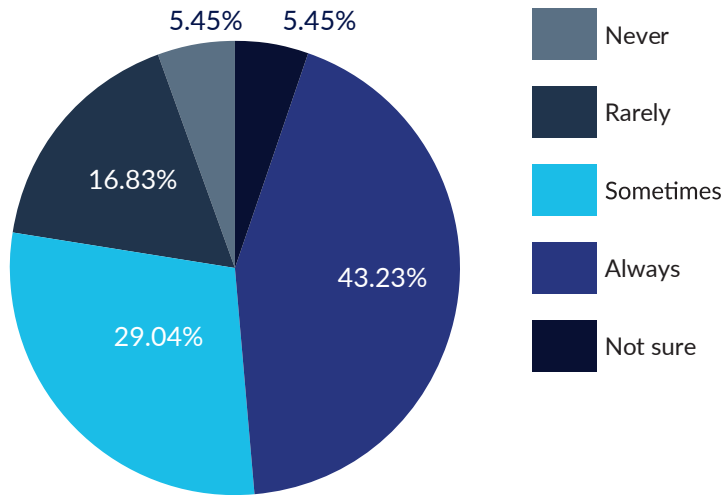
Factors Affecting Lien Decisions

What factors keep you from filing a lien on a job? [Multi-selection]



Lien Rights

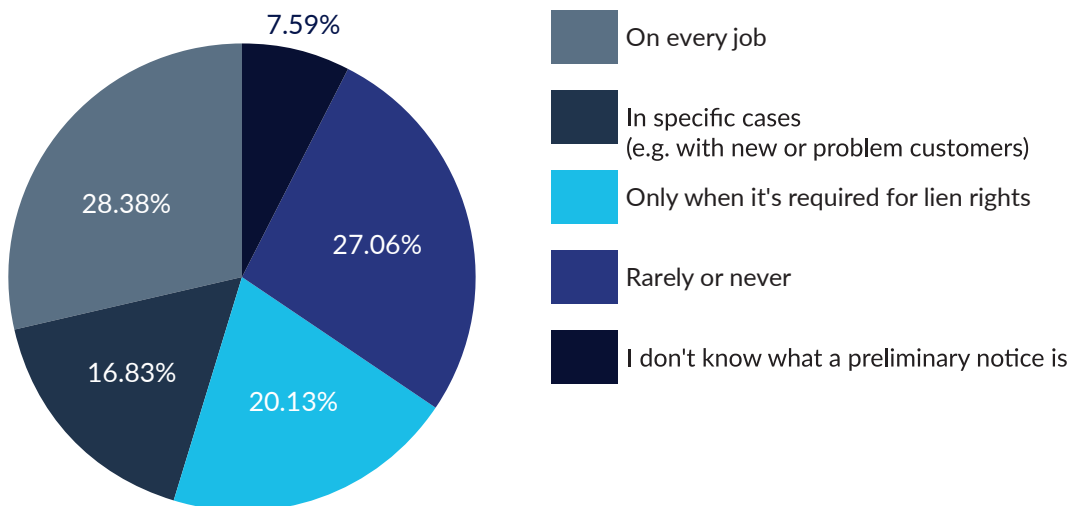
Do you actively protect your lien rights on construction projects?



Preliminary Notices

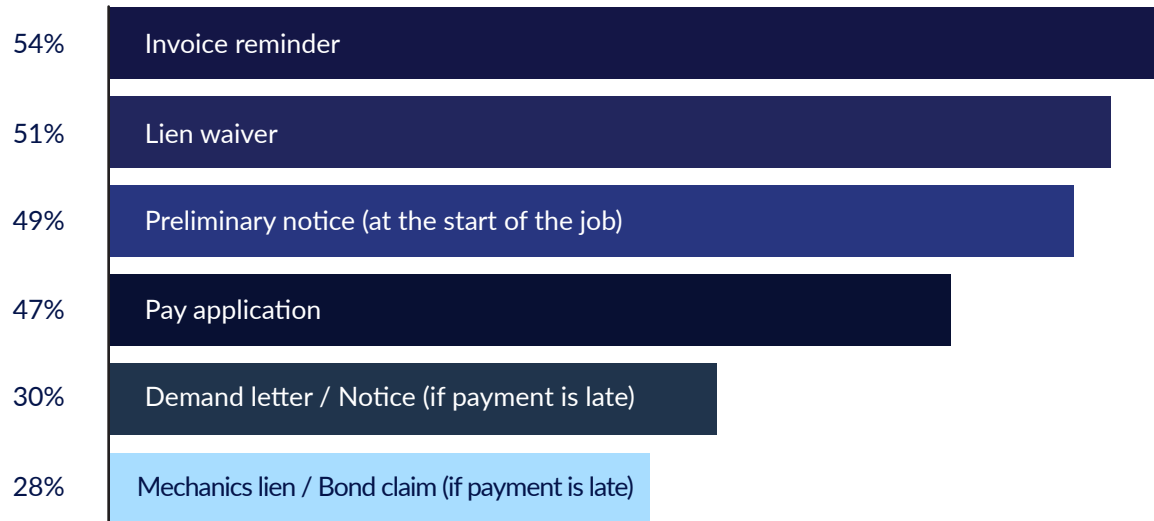
How often does your company send preliminary notice at the start of a job?

(Depending on your state, this may be known as a 20-day Notice, Notice to Owner, prelim, pre-lien notice, or something similar.)



Payment Documents

Which of the following documents would your company send or file on a typical project? [Multi-selection]



Response to COVID-19

Have you changed any of the following practices in response to COVID-19?

