

ALABAMA AGC



AI in Construction

What's real, what will bite you, and
where to start

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What this hour will answer

- 01 Where AI helps a contractor today
- 02 Why confident answers can still be wrong
- 03 Who controls project data and vendor access
- 04 Who owns the workflow inside the firm
- 05 **How one safe pilot earns the right to expand**

AI can help with one task or several steps

AI ASSISTANT

Helps with one task

- Summarize a spec section
- Draft an RFI response
- Rewrite a prequalification narrative

AI AGENT

Handles several steps

- Reads the pay application
- Checks for missing support
- Sends the problem to a person

SHOW OF HANDS

Who used a chatbot this month? Who put company or job information into one?

An AI agent works like a general contractor

It coordinates steps while people keep authority

1

Scope

Break the request into
work packages

2

Assign

Send each package to
the right specialist

3

Check

Compare the work with
requirements

4

Escalate

Return exceptions to
the accountable
person

A person sets the limits, approves important decisions, and owns the result

AI does the first pass. A person makes the call

AI DOES THE FIRST PASS

- Find and organize job records
- Draft from approved documents
- Check the work against a checklist
- Point out missing or conflicting information

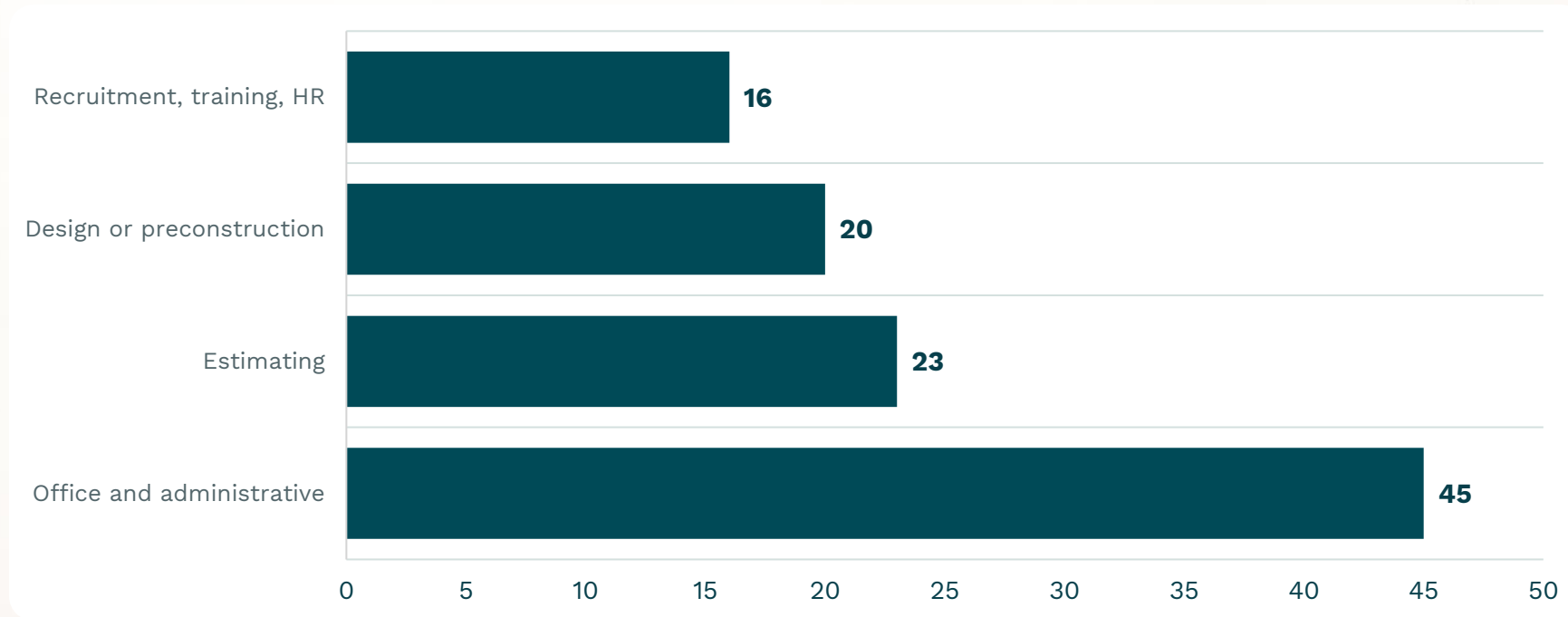
A PERSON MAKES THE CALL

- Final price and schedule
- Safety or compliance decisions
- Messages that commit the company
- Anything that requires judgment

The reviewer needs the source documents, experience, time, and authority to stop the work

Contractors report the broadest AI use in the office

AGC and Sage 2026 outlook survey



Using AI does not prove it saves money. Measure one task at a time

Office tasks AI can help with

- 1 Contract review** Flag terms that differ from the firm's standard
- 2 Pay applications** Track missing waivers and required support
- 3 Change documentation** Assemble the narrative and source record
- 4 Prequalification** Reuse verified experience and safety information
- 5 Compliance tracking** Organize certificates, payroll, and deadlines

Project and field tasks AI can help with

Project records

- Sort RFIs and submittals
- Turn meetings into action lists
- Gather emails that support a change

Field records

- Turn voice notes into a daily report
- Sort photos by location and date
- Spot repeated issues for a person to review

Closeout

- Punch and warranty records
- O&M and asset information
- Turnover checklist status

Save the result with the source documents and the name of the person who checked it

Estimating tasks AI can help with

Good assistant work

- Find similar scopes from past jobs
- Check scope language for omissions
- Track bid-day questions and decisions
- Show the estimator where each answer came from

Keep the decision human

- Final pricing
- Production assumptions
- Which risks to accept
- What the company promises the customer

Justin covers the estimating tools. This section covers who makes the decision

Hillcrest looks like the best job on the books

Copper Creek Contracting, LLC. Fabricated company and data

25.8%

reported margin

**The job-cost report
includes coded
transactions**

Twenty-one transactions still
have no job code

A clean report can still hide an incomplete cost picture

The missing costs remain auditable

Every attribution keeps the memo, amount, and reasoning

Memo	Amount	AI finding
Tower crane extension, weeks 3–4	\$68,000	Hillcrest
Crane rental extension	\$72,500	Hillcrest
PM overtime, punch-list preparation	\$18,400	Hillcrest
Continued hoisting, building C	\$81,000	Hillcrest
Scaffold extension, building C	\$61,900	Hillcrest
PM overtime, closeout preparation	\$22,500	Hillcrest
Site trailer extended lease	\$53,000	Hillcrest

ATTRIBUTED

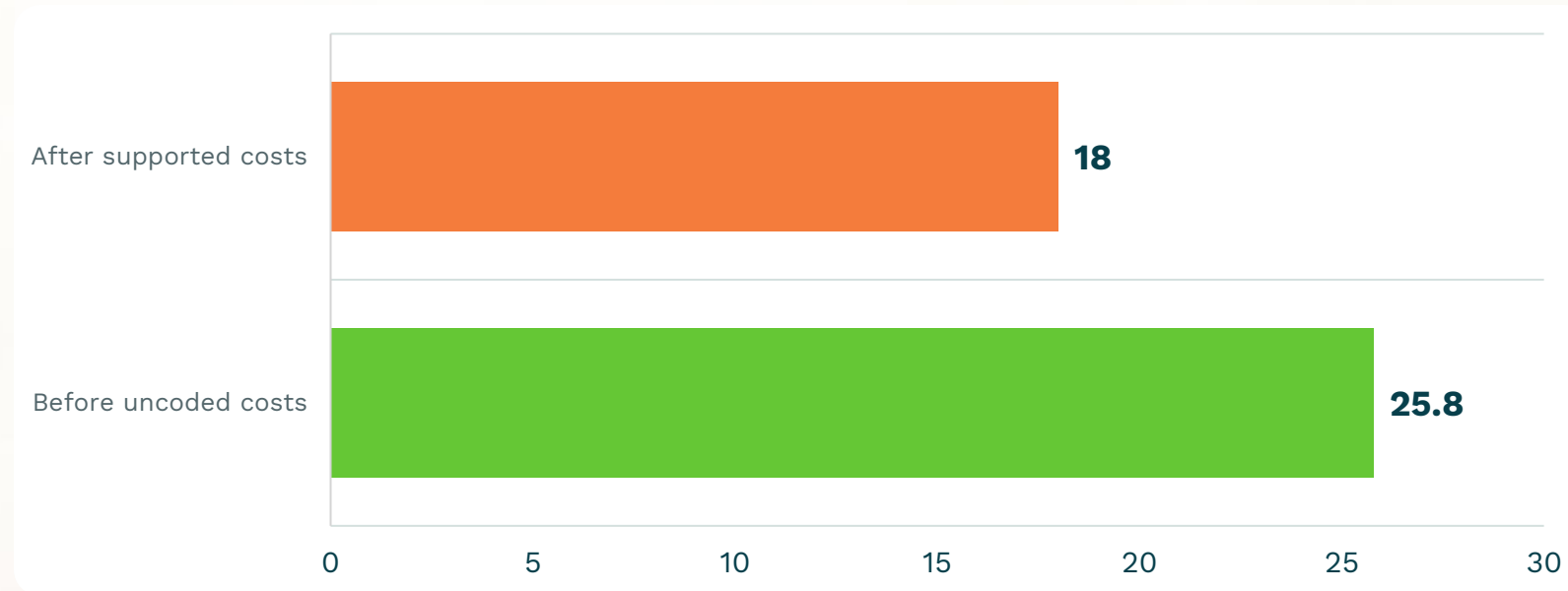
\$377,300

LEFT UNASSIGNED

**Yard fuel
\$6,200**

The same job has a very different margin after review

Illustrative Copper Creek data



**Second-worst
margin
of five jobs**

after supported
costs

The value comes from traceability, not the revised number alone

WHY AI GETS THINGS WRONG

**You ask a question.
You get a confident, well-written answer.**

And it is wrong.

Treat the answer like an unverified change request. Check the source before anyone acts on it.

THE FIRST SAFETY RULE

The AI must be allowed to stop

If the record does not support the answer, say so.

Name the missing source
Say what you are unsure about
Return the decision to a person

An honest “I do not know” shows where the task needs better information.

Four things every AI answer should include

1

Source

Show the document behind each important statement

2

What is missing

Separate known facts from guesses and gaps

3

A usable draft

Give the reviewer something they can correct

4

Person in charge

Name who checks it before anyone relies on it

Where did this come from? What is missing? Who checked it?

The judgment your best people never wrote down

Why this scope carries unusual risk
Which owner expects daily updates
Why the last job lost margin
When a clean report is still incomplete

The AI can search the record. A reviewer
supplies the context the file never
captured.



**Files capture what happened.
Experienced people remember why.**

Where your company knowledge actually lives

- 1 Estimates and bids** Scope, assumptions, exclusions
- 2 Active-project records** RFIs, submittals, change logs
- 3 Field records** Daily logs, photos, meetings
- 4 Closeout files** Punch, warranty, turnover
- 5 People** Context the file never captured

Rent the AI tool. Own your records

RENTED

Models and software

Capabilities change. Pricing changes. Vendors get replaced.

OWNED

The firm's record

Estimates, RFIs, daily logs, closeout lessons, and the rules your reviewers use.

You can furnish a rental. You still do not own the walls.

Can you take your records with you?

1

Do you own it?

Does the contract say your company owns the information?

2

Can you get it?

Can you download the records whenever you need them?

3

Can you still use it?

If you leave, can people and other software use the files?

Before you sign, ask the vendor to show you a usable export

The project data story has two parts

MICAH

**Why it matters
and who controls it**

JUSTIN

**How to organize it
and connect the tools**

Seven plain questions for an AI vendor

- 1 Do we own what we put in and what the AI creates?
- 2 Can you use our job information to train or improve your service?
- 3 Who else can see or store our information?
- 4 Where do you keep it, and when do you delete it?
- 5 Can we download a usable copy and delete everything when we leave?
- 6 Will you tell us about a breach or an important service change?
- 7 Who is responsible if the tool causes a loss or claim?

AI rules can flow down the contract chain

OWNER

Sets AI and data rules

GENERAL CONTRACTOR

Must follow and manage
the rules

SUBCONTRACTORS

May inherit the same
rules

ALABAMA STATE WORK

Contractors using AI for the State may need approval, human review, and limits on sensitive information

GOVERNANCE

The AI tools you do not know about

Employees may paste job information into personal or unapproved AI tools.

People often call this shadow AI. It usually appears when the approved tool cannot finish the task.

Ask what people already use, then give them an approved option that works.

Three people own three different parts

OPERATIONS

Knows the work

Defines the task, what good looks like, and who checks it

IT OR MSP

Protects the system

Manages access, approved tools, records of use, and support

EXECUTIVE

Makes the business decision

Approves funding, exceptions, expansion, or shutdown

Bring in legal, finance, HR, or safety when the workflow touches their duty

A good demo is not a finished tool

1

Quick demo

Shows the idea

2

Finished-job test

Finds mistakes safely

3

One live task

Needs limits and support

4

Daily use

Needs monitoring and a backup plan

The real work begins after the demo. Plan for security, support, and a manual backup.

One workflow needs a business reason

MAKE

Help win work or serve
the customer

SAVE

Save time or money
after review

COMPLY

Improve a required
record or control

If the task does not help the business, skip it

A safe 30-day test

1

**Choose one
repeated task**

2

**Record today's time
and errors**

3

**Test on a finished
job**

4

**Try one live task
with limits**

5

**Keep it, change it,
or stop**

TIME

**Did it save time after
review?**

ACCURACY

**How many
corrections did it
need?**

USE

**Did the team actually
use it?**

CONTROL

**Did it stop when
information was
missing?**

Who should build the AI workflow?

LEADS THE BUILD

People who know the work

Project managers, estimators, superintendents,
and accounting

IT OR MSP ENABLES AND PROTECTS

**Secure access, safe connections, records of use,
and support**

EXECUTIVE SPONSOR DECIDES

**Sets the priority, approves funding, and owns
the result**



**The people who know the job define the tool. IT
makes it safe and reliable.**

THE HUMAN ROLE

The two jobs people still own

SET THE RULES

Decide what AI may do, which records it may use, and when it must stop

CHECK THE WORK

Check the source, fix mistakes, handle exceptions, and approve the result

Experienced people become more valuable because they set the rules and recognize bad work.

DISCUSSION

Which task would you test first?

FIVE ACTIONS THIS WEEK

Choose one repeated task with low risk
Name the person who knows the work
Require sources and flags for missing information
Ask the vendor what happens to your data
Decide what success means before the test

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Start with one useful task. Give it an owner and a clear reason to stop.