Growth Eats Cash

What Happens After AI Makes You Better

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Bruce Orr
Moderator | CEO & Chief Data Scientist
ProNovos

Tony Hamilton
Panelist | President
EHC, Inc.

Margie Morris
Panelist | Partner
Guignard Company

AI expands the work a lean team can handle

Before AI

WIP, job costing, and forecasting require more manual analysis

Same team

Active jobs

After AI

Payroll checks, fuel cost insights and clearer surety presentations

Same team

More active jobs

More capacity creates a new question: can cash keep up?

Schematic illustration; no measured capacity increase implied

Growth consumes cash before it produces it

Payroll, materials, and mobilization come first

Cost incurred → Work performed → Billed → Cash collected

The business funds this gap

Unbilled work, late payments and retainage can compound the cash gap

Where does the cash squeeze start?

A Payroll and field costs before the first pay app clears

B Material deposits or bulk-purchase commitments

C Retainage building up faster than expected

D We haven’t felt a squeeze yet

Audience poll | Show of hands

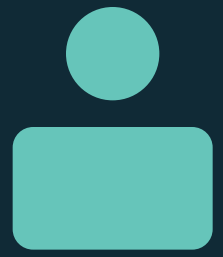
Working capital options

Line of credit

Bridge the gap until customers pay

Spot factoring

Turn selected invoices into cash



Owner financing

Add owner capital or an owner loan

Equipment financing

Spread the cost of equipment

Compare cost, timing, collateral, and bonding implications

Financing through the surety’s lens

Financing option	What supports capacity—and what needs review
Line of credit	Available liquidity helps; high usage, repayment terms, and collateral can raise concerns.
Spot factoring	Earlier cash helps; fees, recourse, and rights to receivables need review.
Owner financing	Equity can strengthen capital; owner loans depend on repayment terms and any subordination.
Equipment financing	Term funding can conserve cash; debt service and equipment liens still matter.

Working capital quality matters: available cash, collectible AR and underbillings

Match the tool to the cash pressure

Growth-driven squeeze

More work; cash goes out first

Consider a line of credit or selective invoice factoring for a defined repayment gap

Market-driven squeeze

Slower receipts; overhead persists

Rework collections and costs; consider owner capital or longer-term funding with advisers

Tony’s habits: job reviews, timely billing and collections

Three things to take with you

01 **More capacity**

AI helps a lean team handle more work

02 **Cash comes next**

Growth and a softer market both strain cash

03 **Choose the right funding**

Understand the options and their effect on bonding

What’s your next step after today?

A Look at where our cash gets tied up as we grow

B Talk with our surety about our current financing mix

C Explore a working capital option we haven’t used

D Just gathering information for now

Audience poll | Show of hands

Nova feature map

AI-native construction finance

YOUR DATA

No ERP replacement

Use the data already in your ERP

Keep your current systems.
Your books stay in place.

Project & other data

Procore
Warehouse sync

1. KNOW YOUR MONEY

WIP
Forecast: Cash flow,
Cost & Revenue

2. RUN YOUR PROJECTS

Drawings
Daily reports and more

3. MAKE IT YOURS

Build your own apps
and custom reports

4. GET PAID FASTER

Working capital at your fingertips
Early Payment

Questions?

Bruce Orr
Tony Hamilton
Margie Morris

AI, cash timing, working capital, and bonding

Thank you

Bruce Orr

CEO & Chief Data Scientist

ProNovos

Bruce.Orr@pronovos.com

Tony Hamilton

President

EHC, Inc.

tonyh@ehcconstruction.com

Margie Morris

Partner

Guignard Company

margie@guignardcompany.com