



2017 Construction Outlook Survey Results Regional Results West

1. Compared to 2016, do you expect the available dollar volume of projects you compete for in 2017 to be:

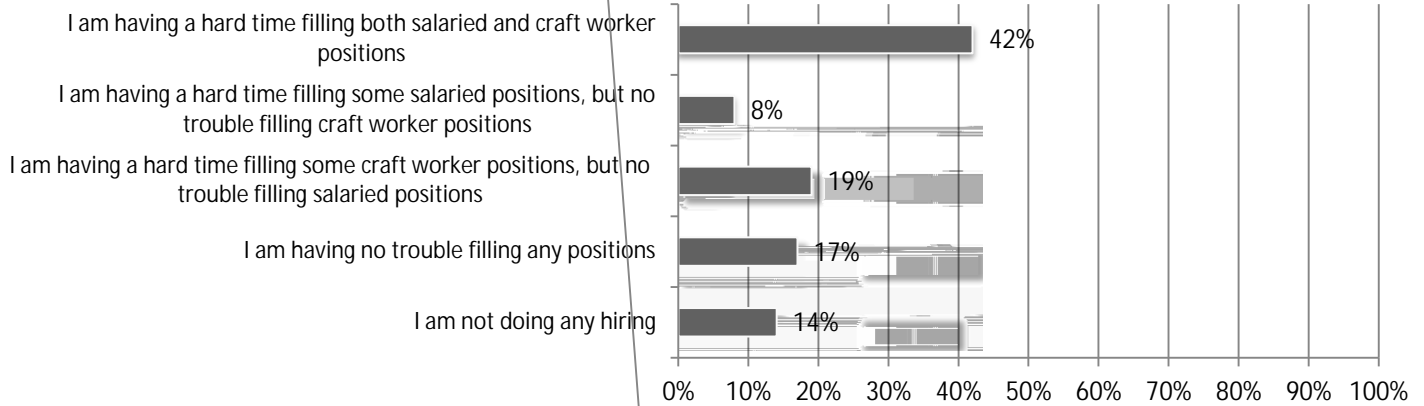
All projects	50%	10%	41%	40%
Retail, Warehouse, Lodging	37%	11%	53%	26%
Private Office	37%	13%	49%	24%
Other Transportation (e.g., transit, rail, airport)	35%	13%	51%	22%
K-12 School	34%	15%	51%	19%
Highway	33%	16%	51%	17%
Public Building	29%	13%	58%	16%
Hospital	31%	15%	54%	15%

Overall difference between number of High and Low end new contracts

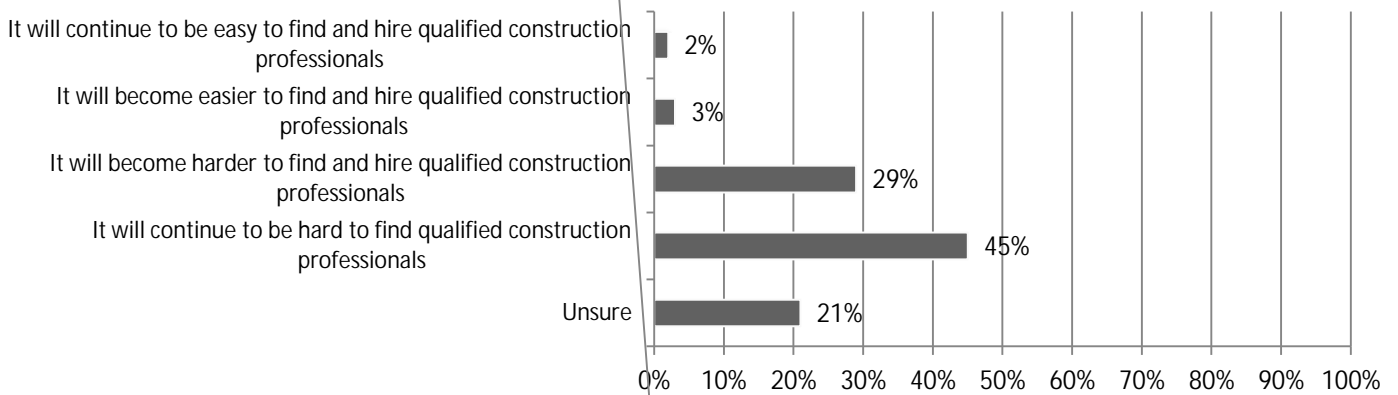
2. What numerical change do you expect in your headcount in 2017?

3. What percentage change do you expect in your headcount in 2017?

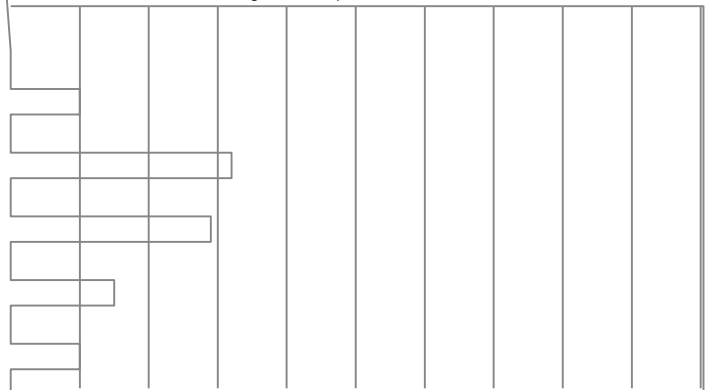
4. How would you describe your current conditions for filling key salaried positions (project manager/supervisor, estimator, etc.) and hourly craft positions (carpenter, laborer, equipment operator, etc.)?



5. Do you expect any changes in the availability of salaried/hourly craft construction professionals over the coming 12 months?

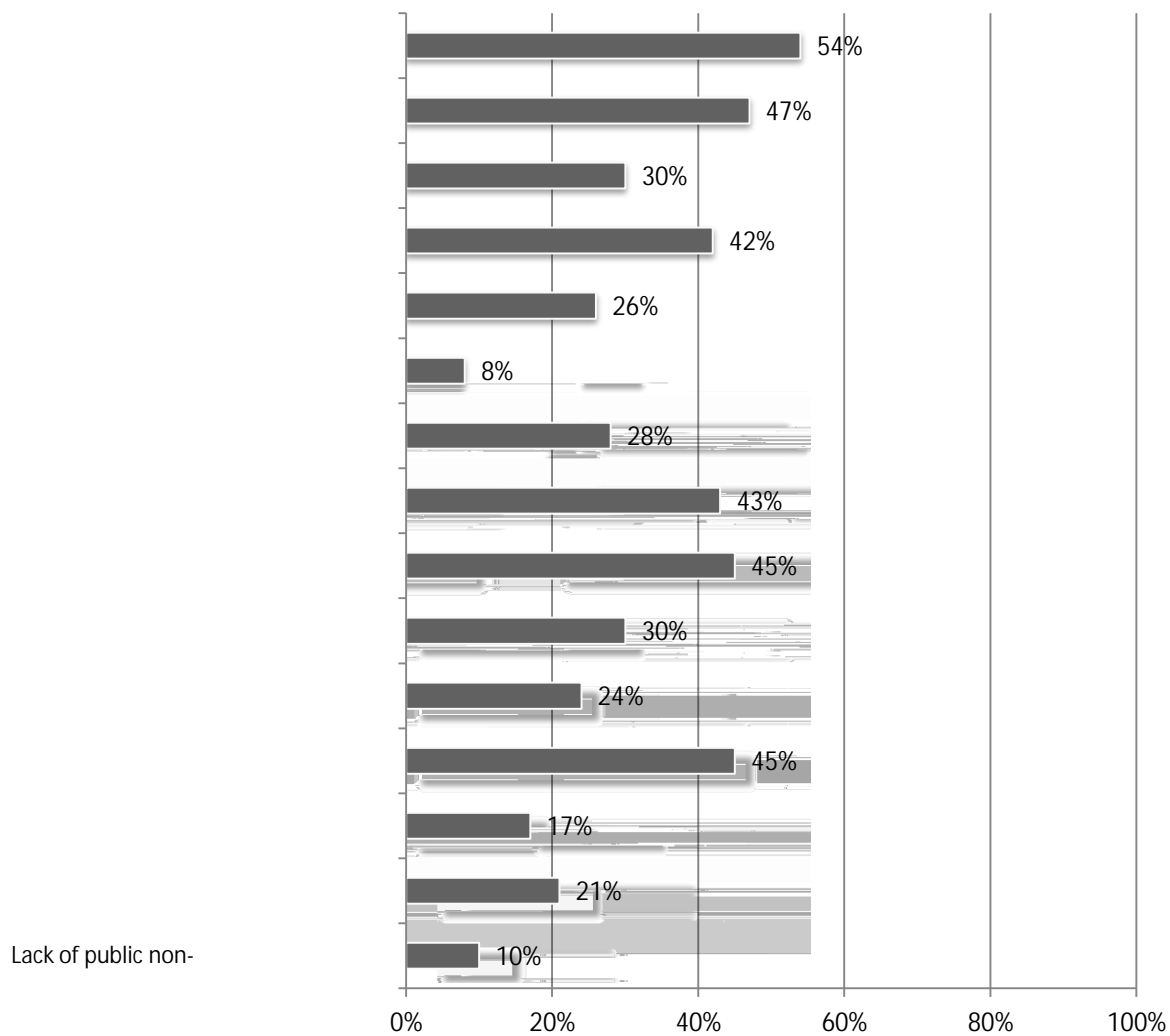


6. Has your firm increased pay or benefits to retain or recruit salaried/hourly craft professionals?



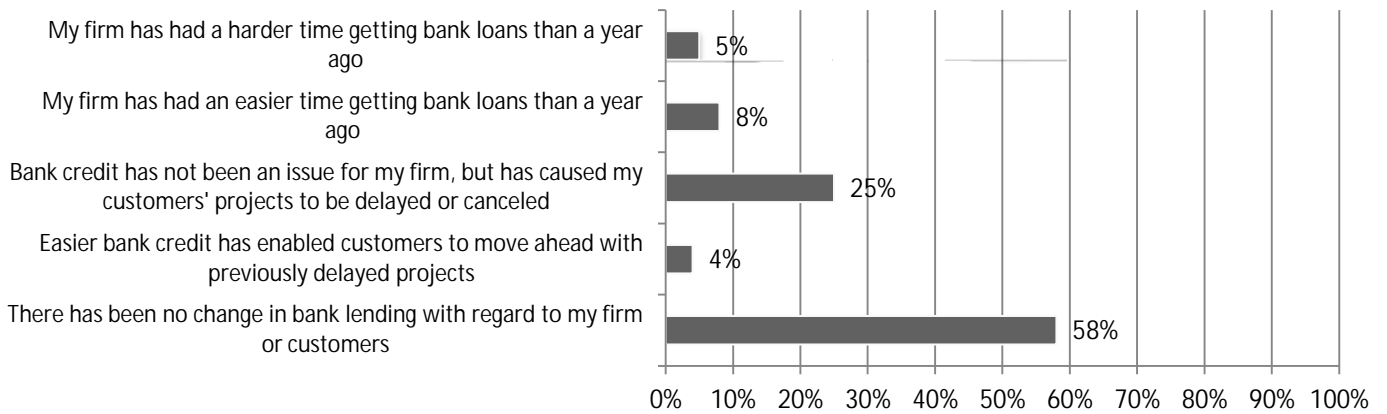
7. Compared to 2016, how will your 2017 investment in training and development change?

8. Which of the following issues are the biggest concerns to you and your business?

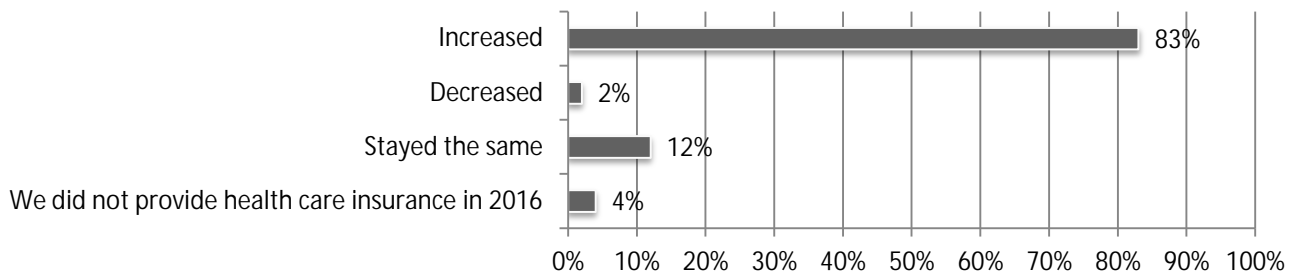


9. What challenges, if any, do you see regarding the safety and health of your workers?

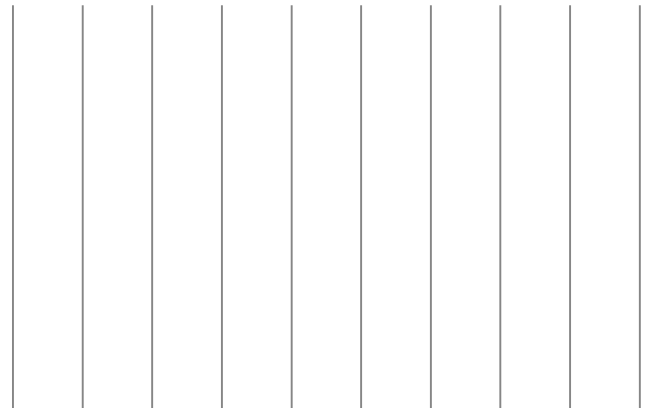
10. How would you describe credit or lending conditions for your company?



11. Did the cost of providing health care insurance for your employees increase or decrease in 2016?



12. Do you expect the cost of providing health care insurance for your employees to increase or decrease in 2017?



13. Do you expect the amount of projects involving Building Information Modeling (BIM) will increase, decrease or stay the same for you in 2017?

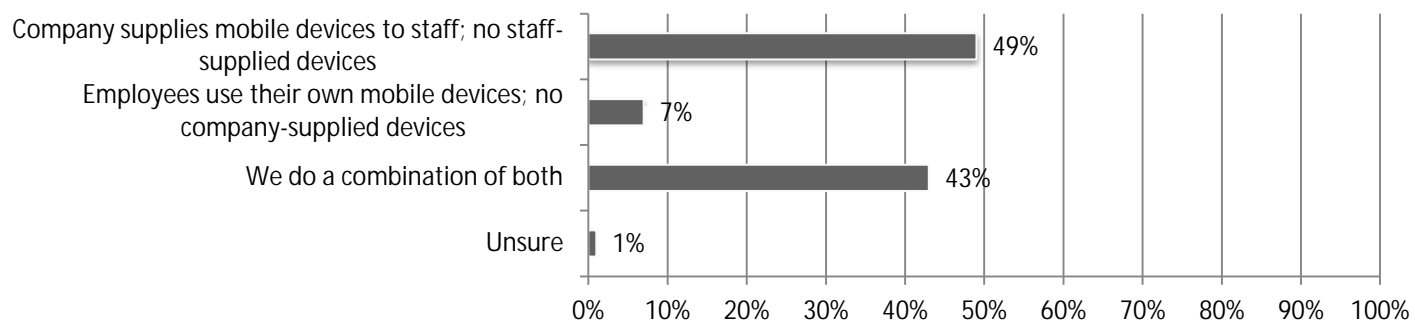
14. Do you believe that your firm utilizes lean construction principles on its projects and/or in its operation?

15. Do you expect your firm will work on a project using modular construction and/or off-site construction/prefabrication in 2017?

25. What software technology do you plan to invest in during 2017?

26. How does

27. How do you handle the use of mobile devices (e.g., tablets, smartphones) in your company?



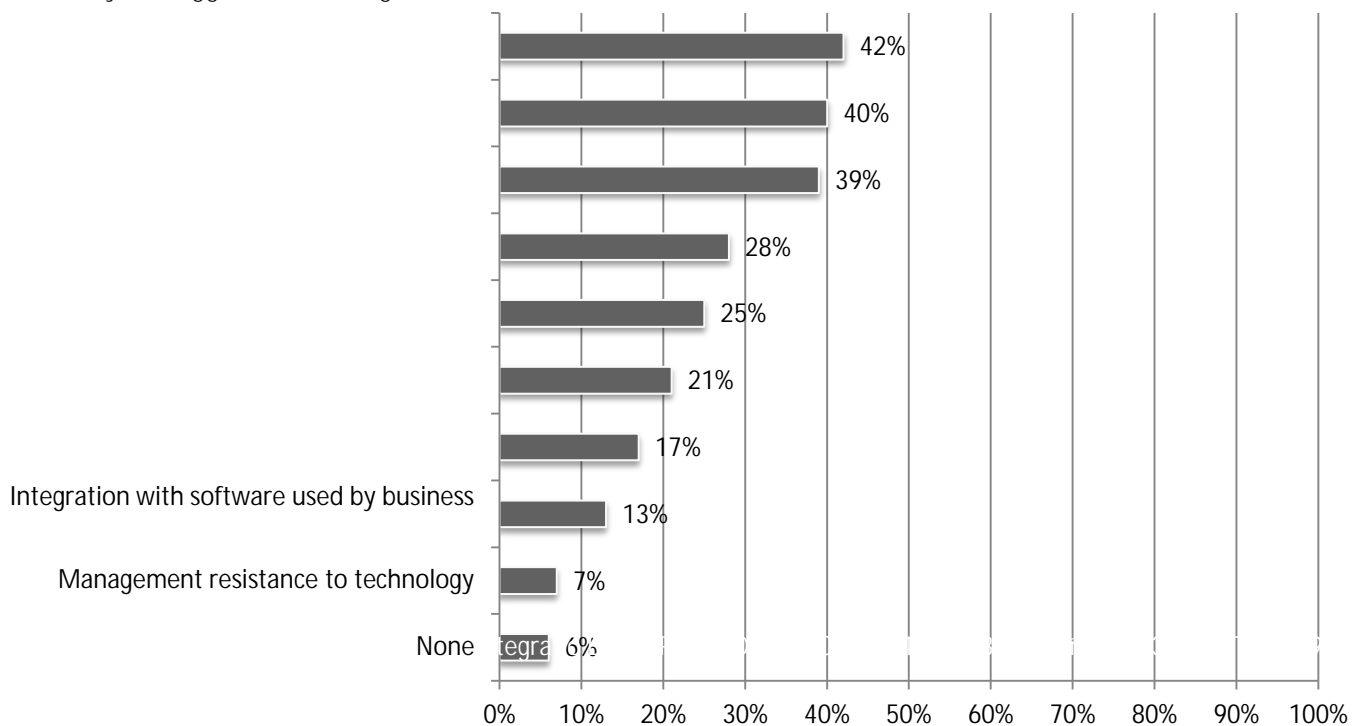
28. Do you currently have a mobile security policy in place?

29. Do you currently have an overall IT security plan in place to protect against hacking?

30. Do you have a formal IT plan that supports your business objectives?

31. What is the main reason you use or plan to adopt cloud-based software?

32. What are your biggest IT challenges?



33. Estimate the total dollar amount of work your firm performed in 2016.

34. How many total employees does your organization employ at all of its locations?

35. Do you employ union workers, or is your firm primarily open shop?