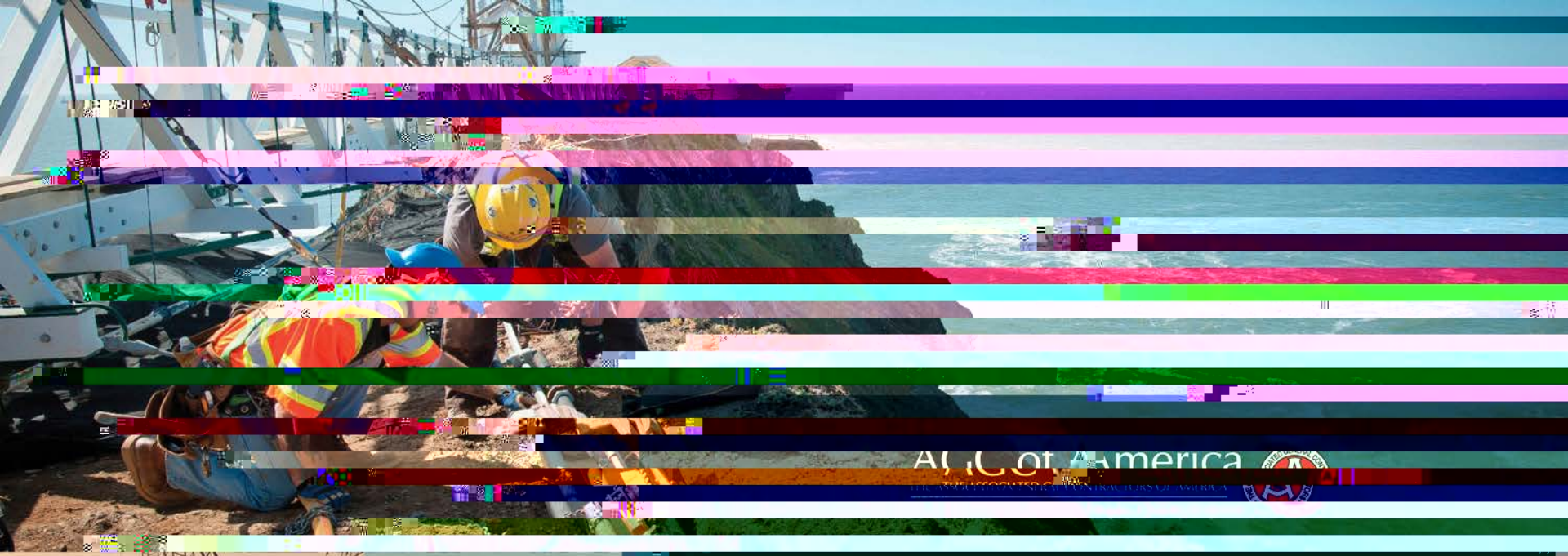


# THE AGC/SAGE CONSTRUCTION HIRING & BUSINESS OUTLOOK FOR 2017

January 10, 2017

Quality People.
Quality Projects.

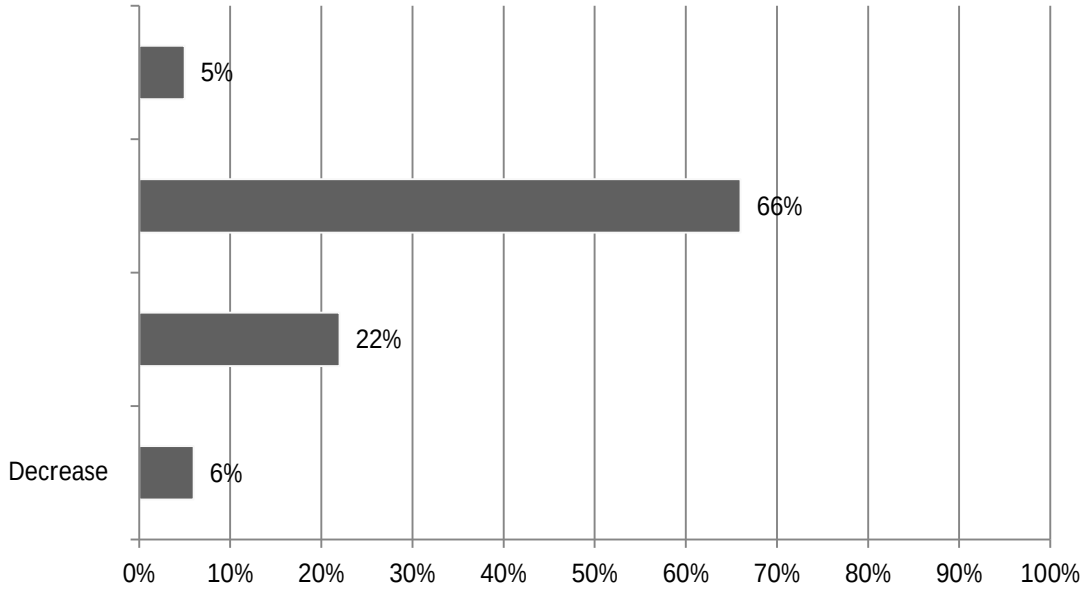
# CONTRACTORS ARE OPTIMSTIC ABOUT ALL MARKET SEGMENTS

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

| Market | Higher | Lower | Same | Net* |
|---|---|---|---|---|
| All projects | 46% | 9% | 45% | 36% |
| Hospital | 36% | 13% | 51% | 23% |
| Retail, Warehouse, Lodging | 34% | 11% | 54% | 23% |
| Private Office | 34% | 14% | 52% | 20% |
| Manufacturing | 31% | 13% | 56% | 18% |
| Highway | 31% | 17% | 52% | 15% |
| Public Building | 29% | 14% | 57% | 15% |
| Higher Education | 29% | 14% | 56% | 14% |
| K-12 School | 30% | 15% | 55% | 14% |
| Water/Sewer | 28% | 14% | 58% | 14% |
| Multifamily Residential | 30% | 19% | 51% | 11% |
| Other Transportation (e.g., transit, rail, airport) | 26% | 15% | 59% | 11% |
| Power | 25% | 15% | 61% | 10% |
| Federal (e.g., VA, GSA, USACE, NAVFAC) | 25% | 18% | 57% | 7% |

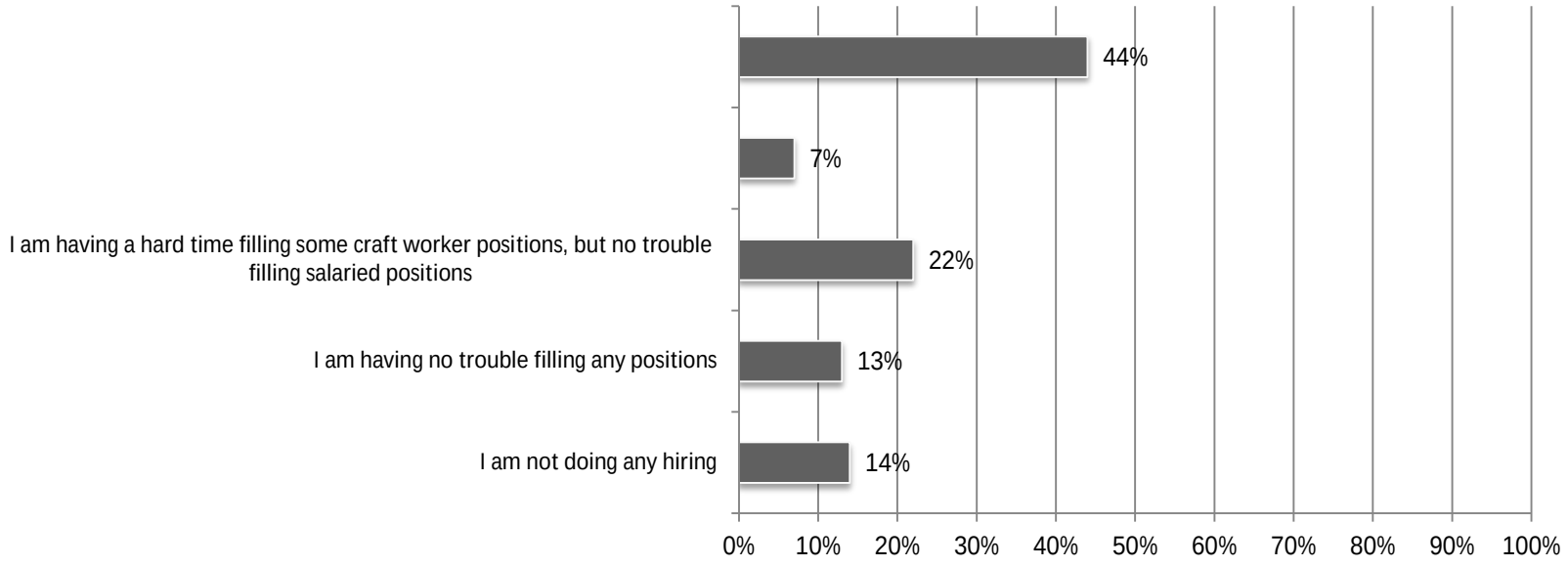
# HEADCOUNTS WILL CONTINUE TO EXPAND IN 2017

*What percentage change do you expect in your headcount in 2017?*



# FIRMS WILL CONTINUE TO COPE WITH WORKER SHORTAGES

*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.)?*

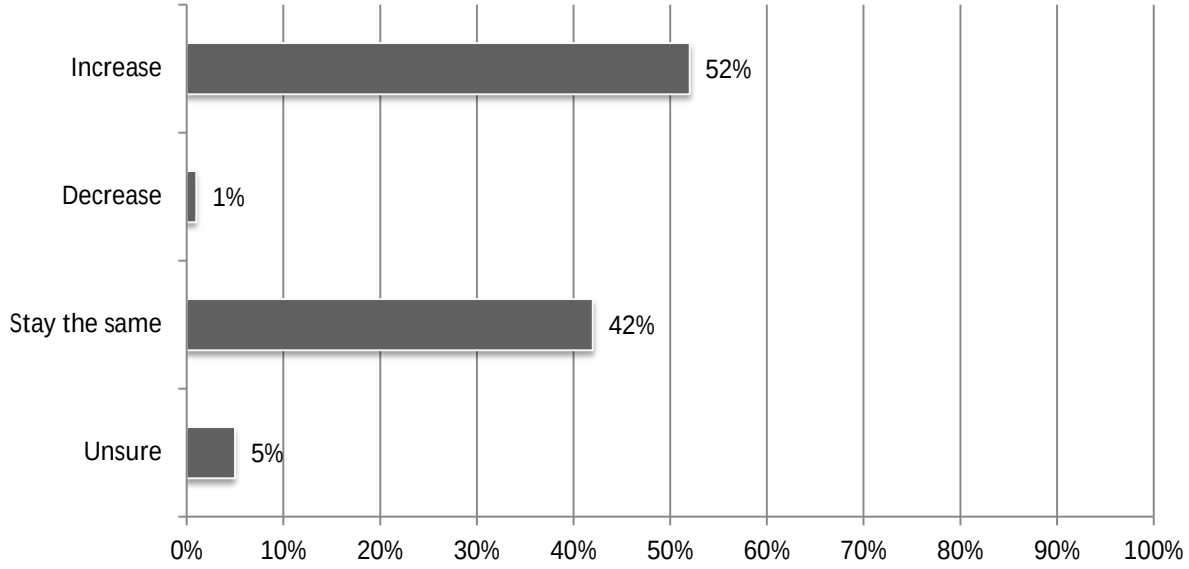


# MOST FIRMS ARE INCREASING PAY OR BENEFITS...

*Has*

# ...AND INVESTING IN TRAINING & DEVELOPMENT PROGRAMS

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

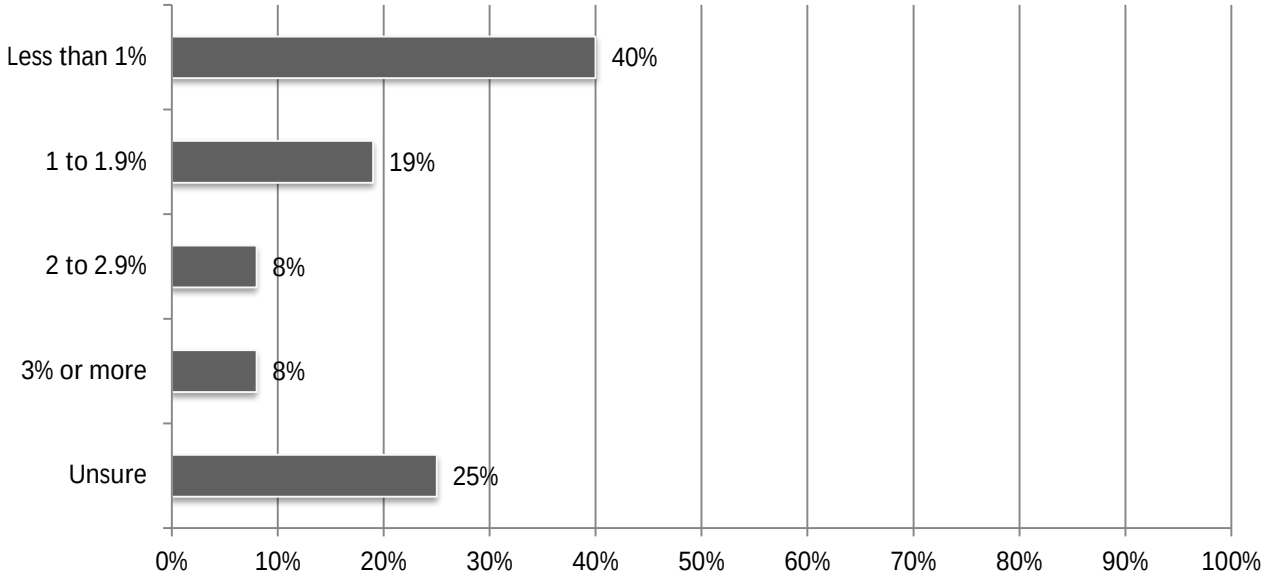


# CONTRACTORS ARE MAKING I.T. A PART OF THEIR BUSINESS STRATEGY

*Do you have a formal IT Tf201(Vp (al)2.an (TP0.t(TP2.hat(TP2.e a )-5 THorTPorrroT*

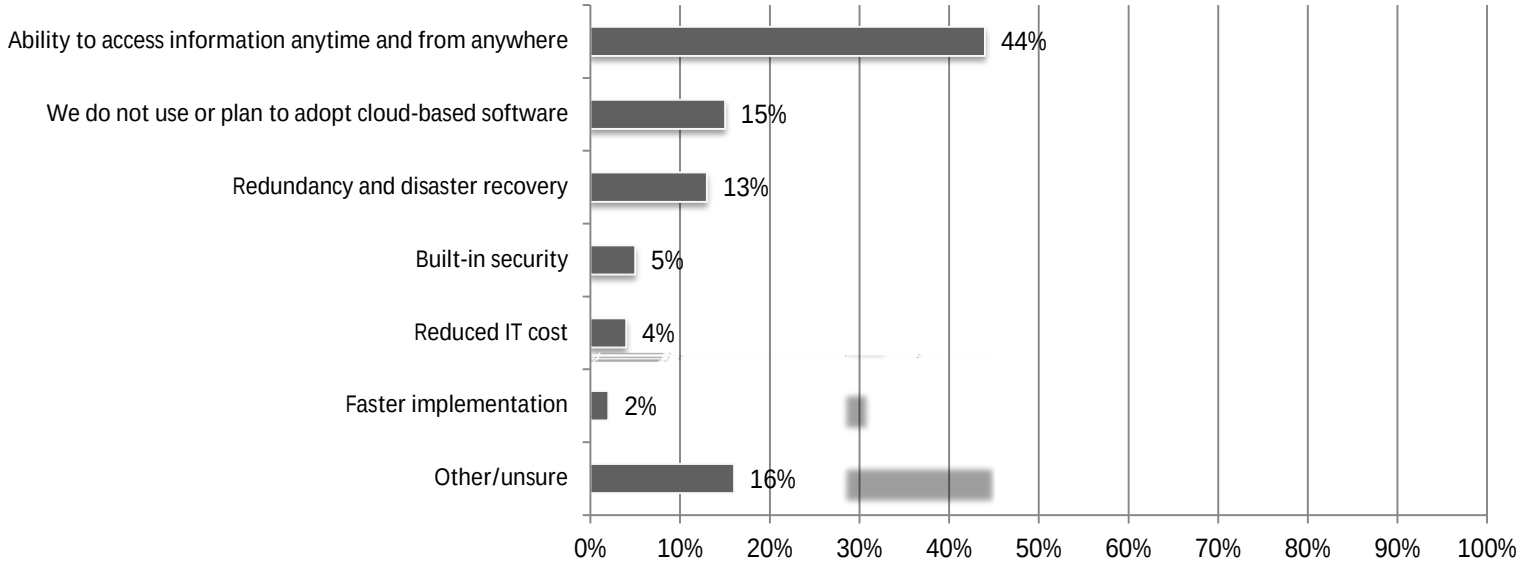
# CONTRACTORS ARE INCREASING FUNDING FOR THEIR I.T. PLANS

*Approximately what percent of your gross annual revenue do you spend on IT?*



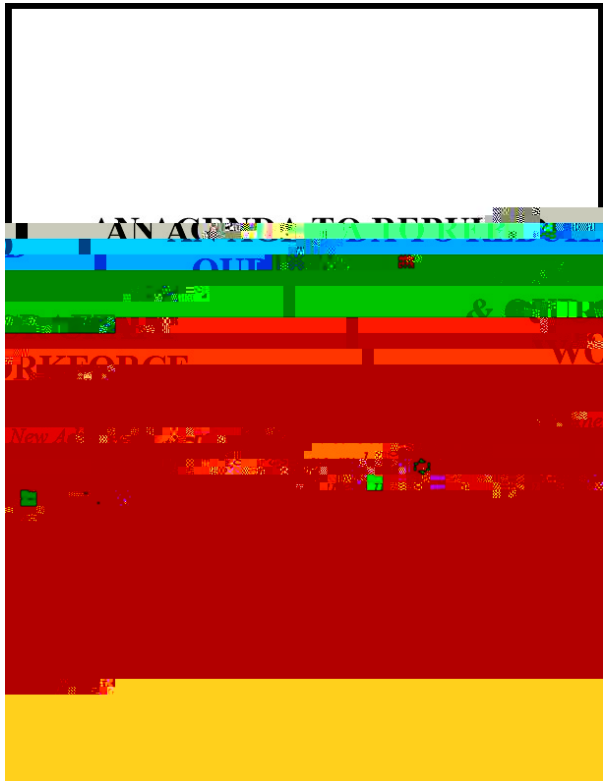
# CONTRACTORS ARE MOVING TO THE CLOUD FOR GREATER ACCESS TO INFORMATION

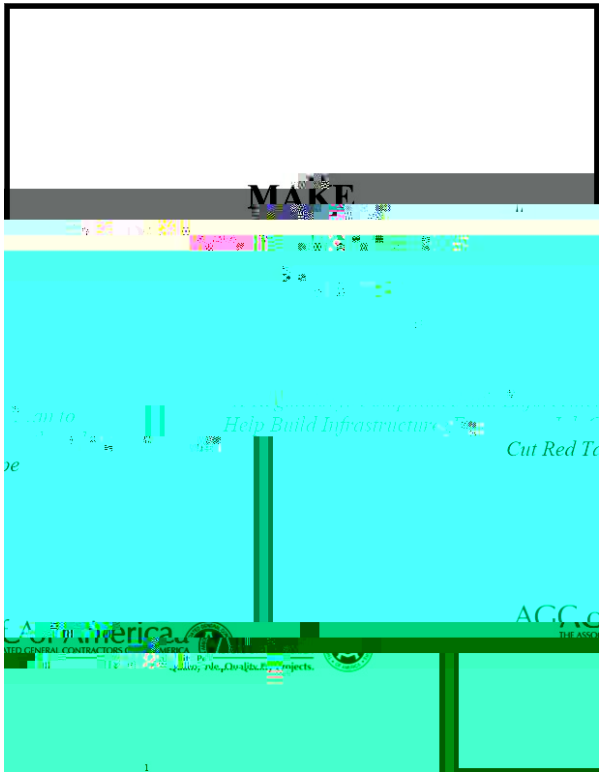
*What is the main reason you use or plan to adopt cloud-based software?*



# FIRMS ARE TAKING STEPS TO ADDRESS I.T. SECURITY

# AGC HAS PREPARED TWO PLANS TO GUIDE NEW CONGRESS AND PRESIDENT ON WORKFORCE, INFRASTRUCTURE AND REGULATION





# QUESTIONS?

*For more information, please visit www.agc.org*