

2017 Construction Outlook Survey Results Wisconsin Results

Total Responses: 30. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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

| | | | | |
|---|-----|-----|-----|------|
| | | | | |
| K-12 School | 52% | 5% | 43% | 48% |
| Private Office | 50% | 9% | 41% | 41% |
| Retail, Warehouse, Lodging | 45% | 5% | 50% | 40% |
| Hospital | 40% | 5% | 55% | 35% |
| Manufacturing | 43% | 9% | 48% | 35% |
| All projects | 32% | 5% | 63% | 26% |
| Public Building | 37% | 11% | 53% | 26% |
| Higher Education | 27% | 7% | 67% | 20% |
| Power | 25% | 8% | 67% | 17% |
| Water/Sewer | 17% | 0% | 83% | 17% |
| Multifamily Residential | 21% | 7% | 71% | 14% |
| Highway | 9% | 9% | 82% | 0% |
| Other Transportation (e.g., transit, rail, airport) | 0% | 8% | 92% | -8% |
| Federal (e.g., VA, GSA, USACE, NAVFAC) | 6% | 19% | 75% | -13% |

**Net percentage difference between High and Low volume of projects in 2017*

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

3. What percentage do you expect to change 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.)?

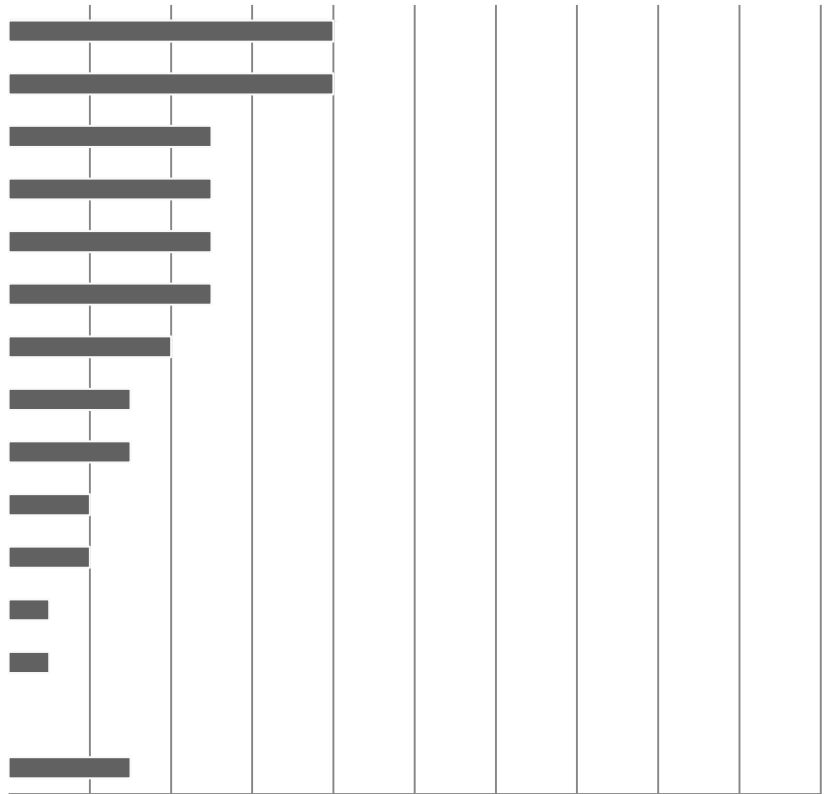
5. Do you expect any changes in the availability of salaried/hourly craft construction professionals over the coming 12 months?

6.

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

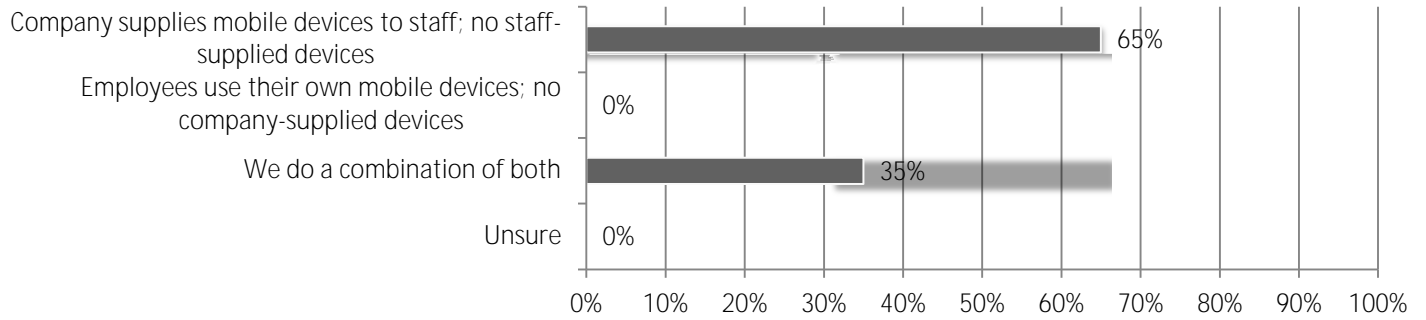
9. What challenges, if any, do you see regarding the safety and health of your workers?

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

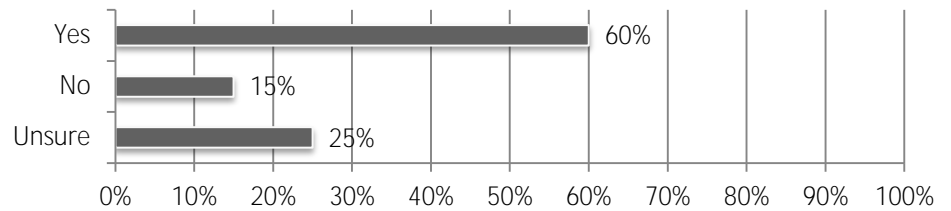


26. How does your company plan to use mobile software technology?

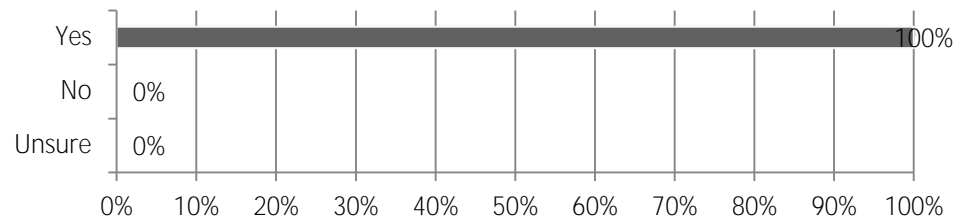
27. How do you handle the use of mobile devices (e.g., tablets, smartphones) in your company?



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?

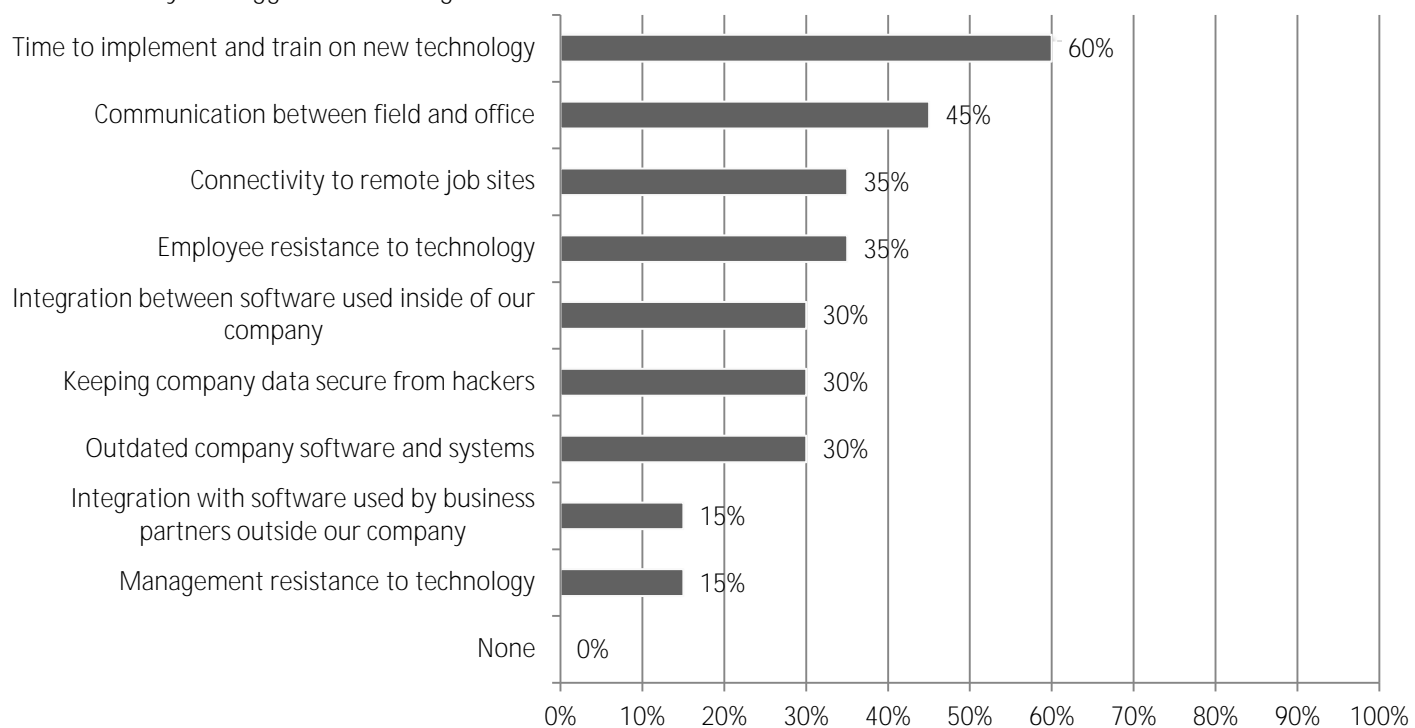


30. Do you have a formal IT plan that supports your business objectives?



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?