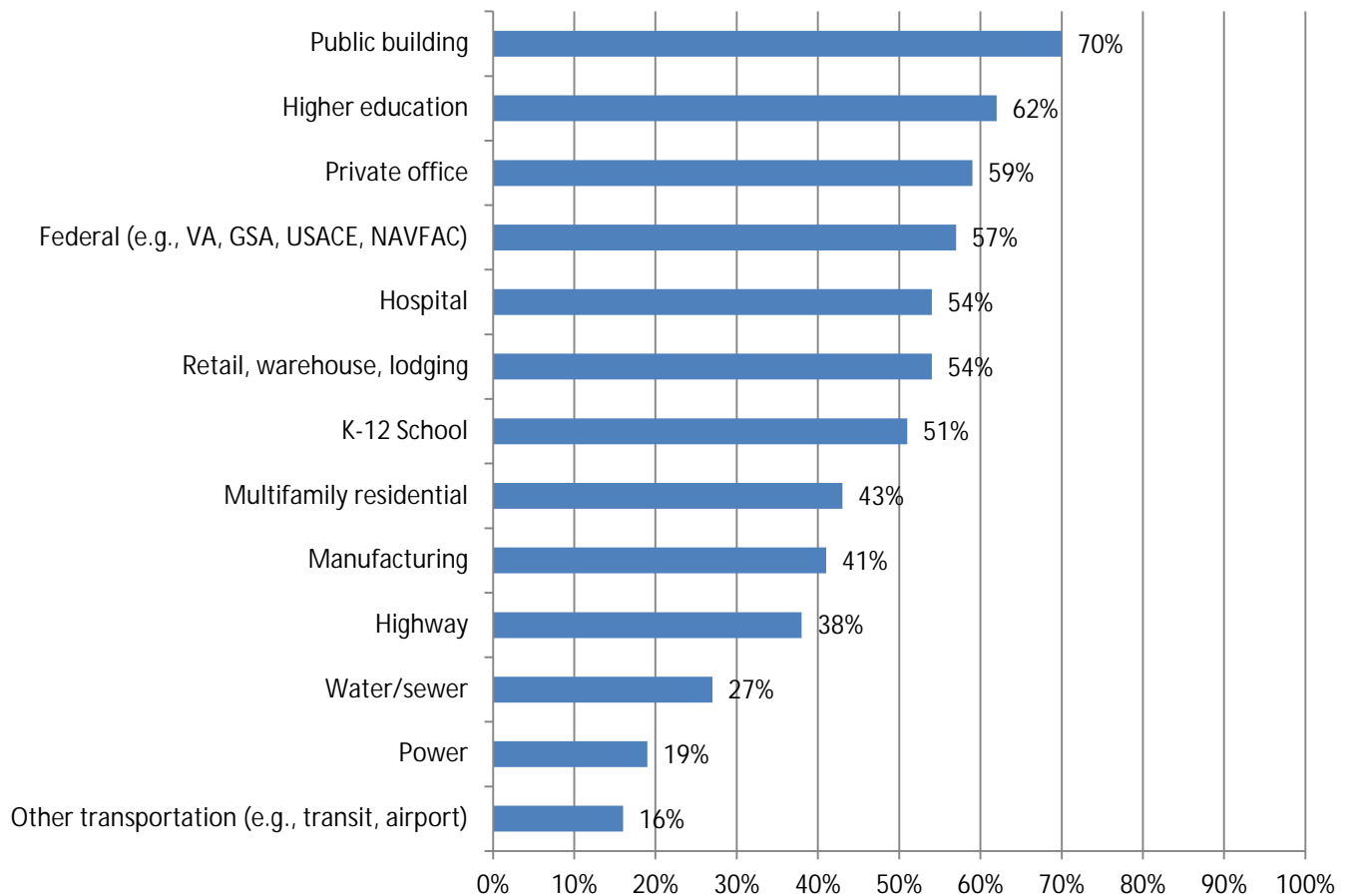


## 2017 Workforce Survey Results

### Virginia Results

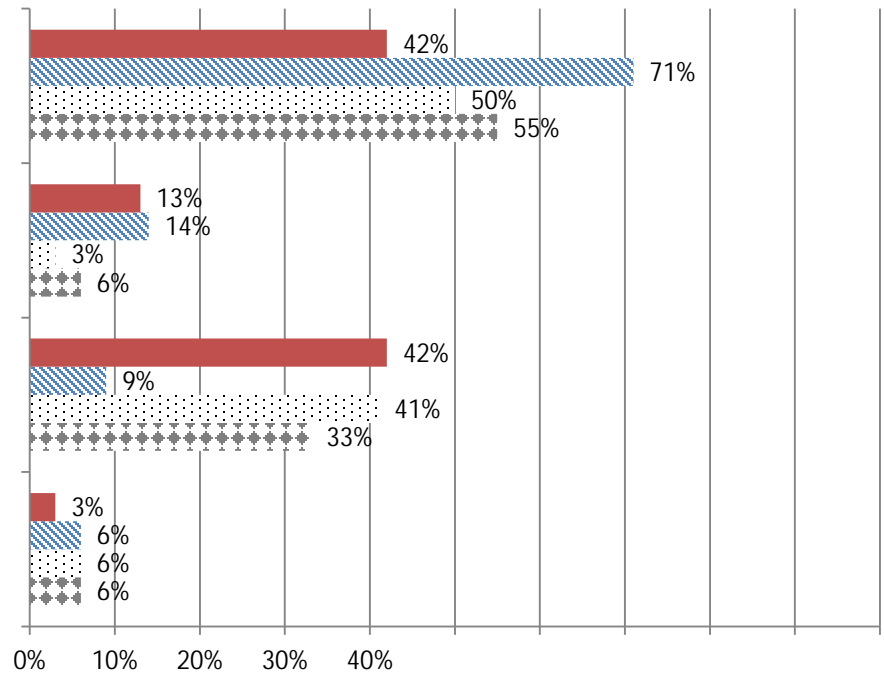
Total responses: 37. Responses varied for some questions.

1. Please indicate which of the following types of construction projects your firm performs (mark all that apply)?



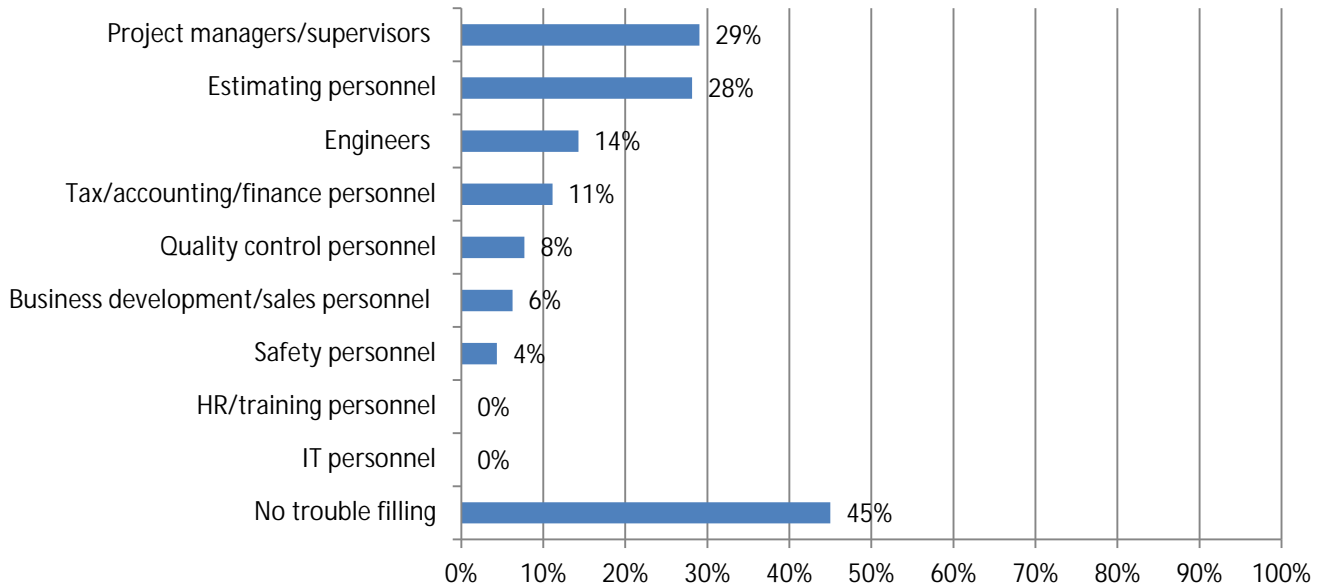
2. What types of employees does your firm employ (mark all that apply)?

3. In the next 12 months, do you expect your firm will hire additional or replacement:

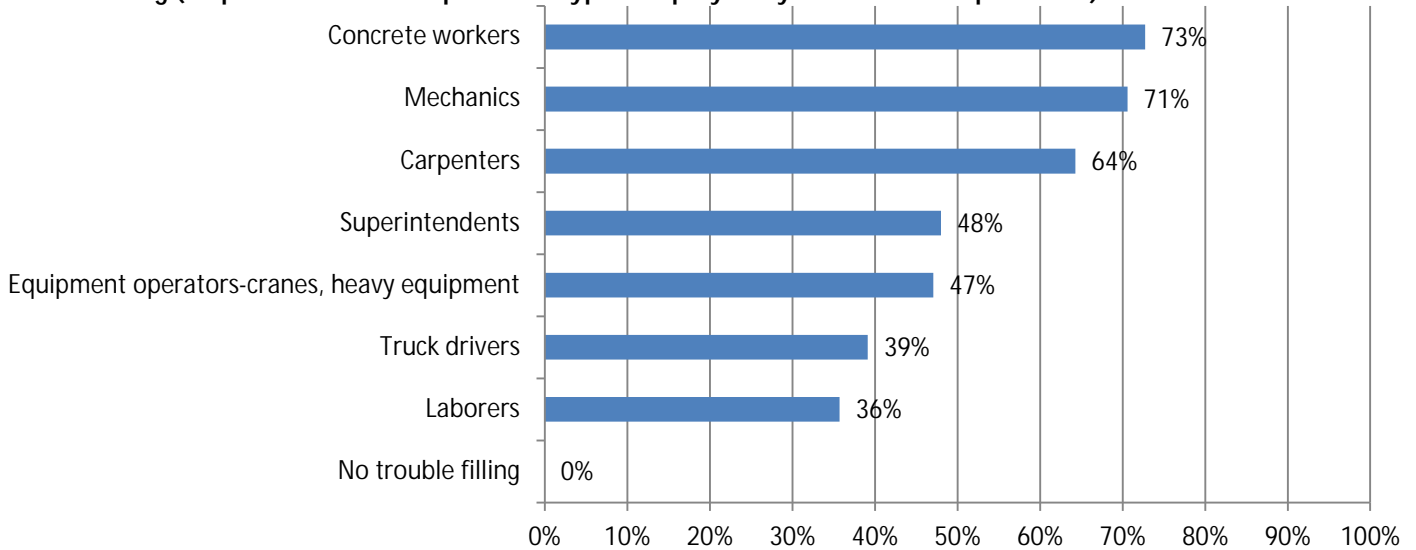


4. How would you describe your current recruitment situation?

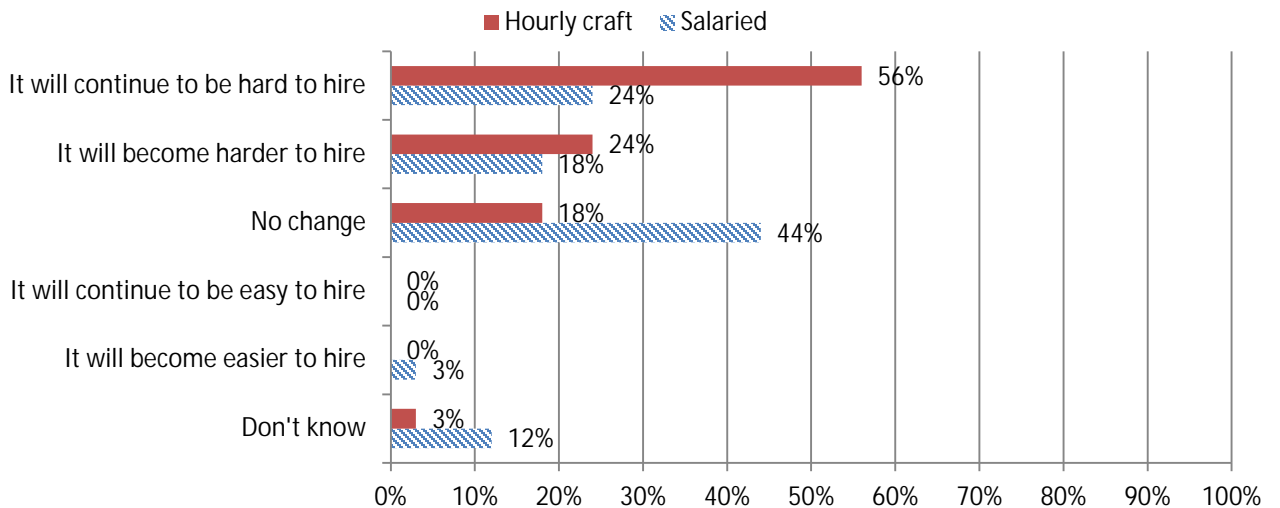
5. If your firm is having trouble filling salaried positions, please indicate the position types you are having trouble filling (responses shown for positions types employed by 10 or more respondents):



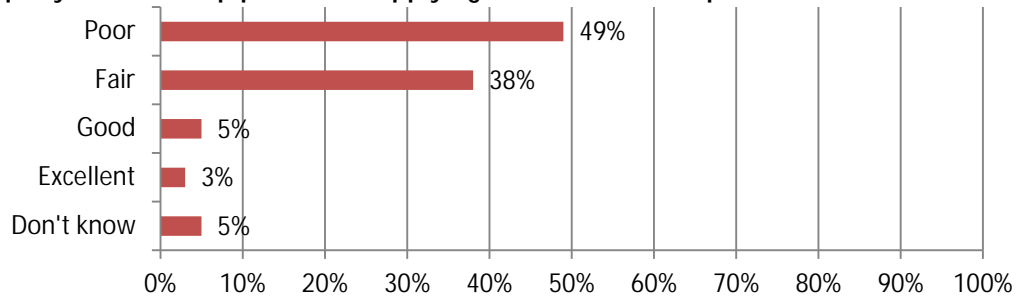
6. If your firm is having trouble filling craft professional positions, please indicate the position types you are having trouble filling (responses shown for positions types employed by 10 or more respondents):



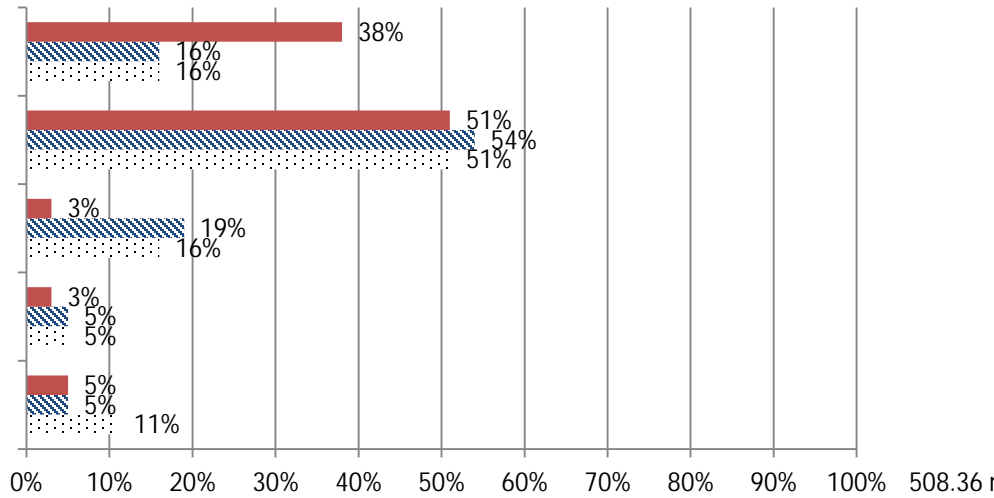
7. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?



8. How would you rate the adequacy of the local pipeline for supplying well-trained craft personnel?



9. How would you rate the adequacy of the local pipeline for supplying craft personnel who are:



10. Which, if any, of these categories of workers does your firm make special efforts to recruit and/or retain (mark all that apply)?

11. What methods does your firm use to recruit these categories of workers (mark all that apply)?

12. What methods does your firm use to retain these categories of workers (mark all that apply)?

13. Is your firm losing hourly craft or salaried personnel to other employers (mark all that apply)?

14. Has your firm increased pay and/or benefits for hourly craft or salaried personnel in the last year because of



17. When you self-perform construction work, do you operate as a union contractor or an open-shop?

18. Would/ do you encourage your children to pursue careers in construction?

19. How many total employees does your firm employ at all of its locations?

20.