

## 2019 Construction Outlook Survey Results Over \$500 Million in Revenue Results

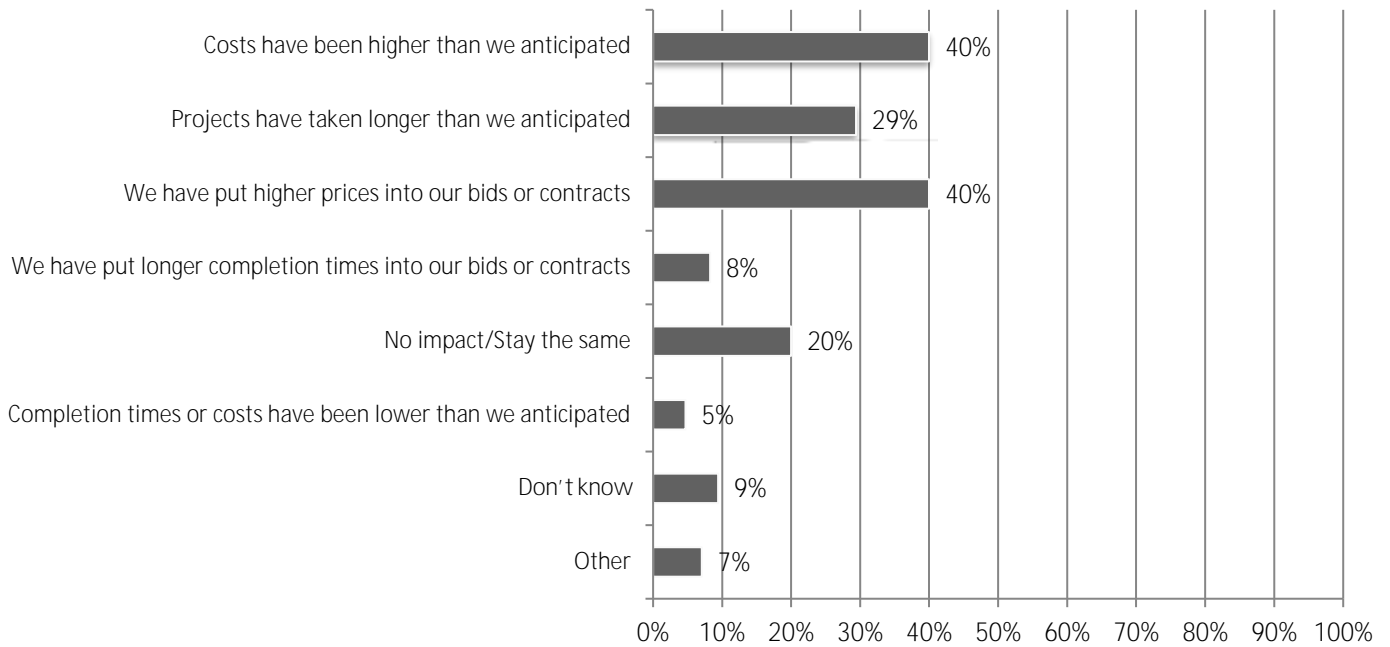
*Total Responses: 114. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

1. Compared to 2018, do you expect the available dollar volume of projects you compete for in 2019 to be (answer for all market areas in which your business operates)  ( ) 61%  ( ) 35%

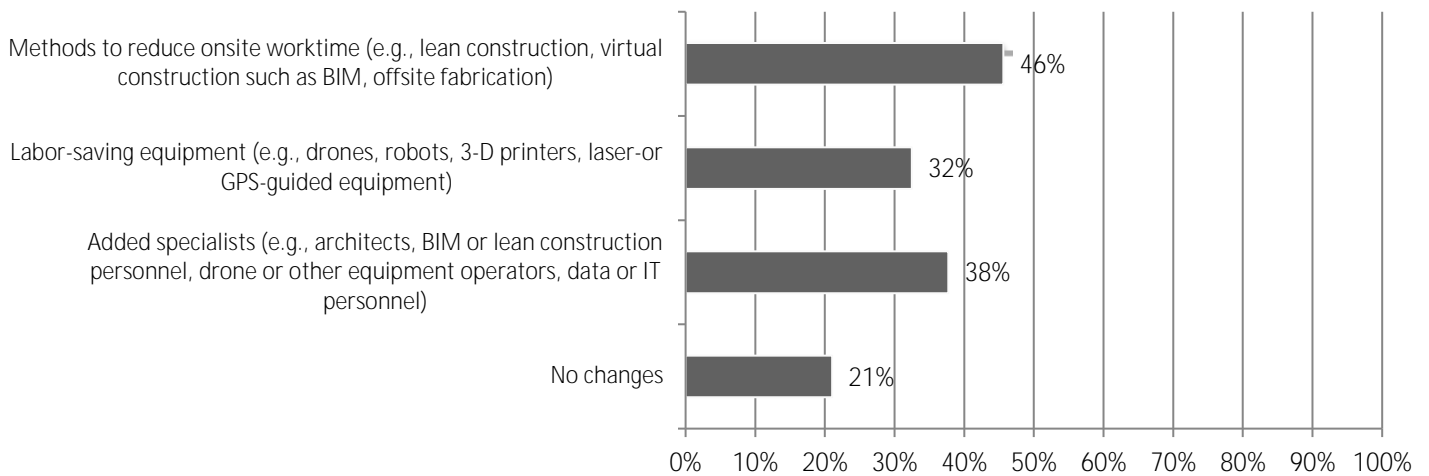
4. How would you describe your current situation in filling salaried and hourly craft positions?

5.

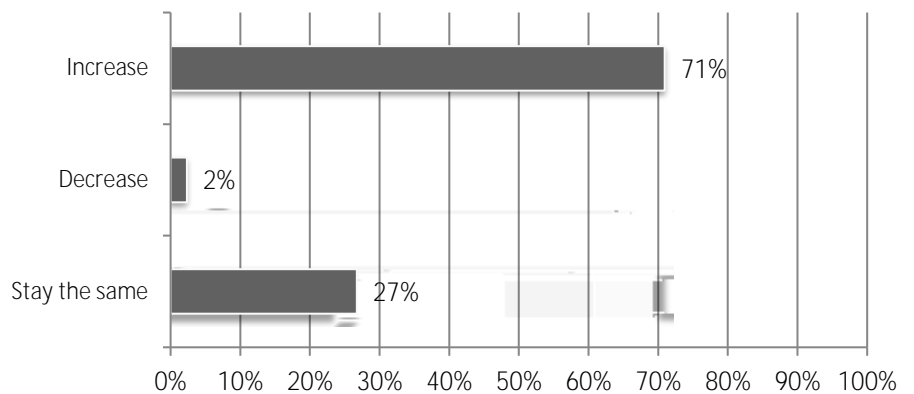
7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)



8. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)

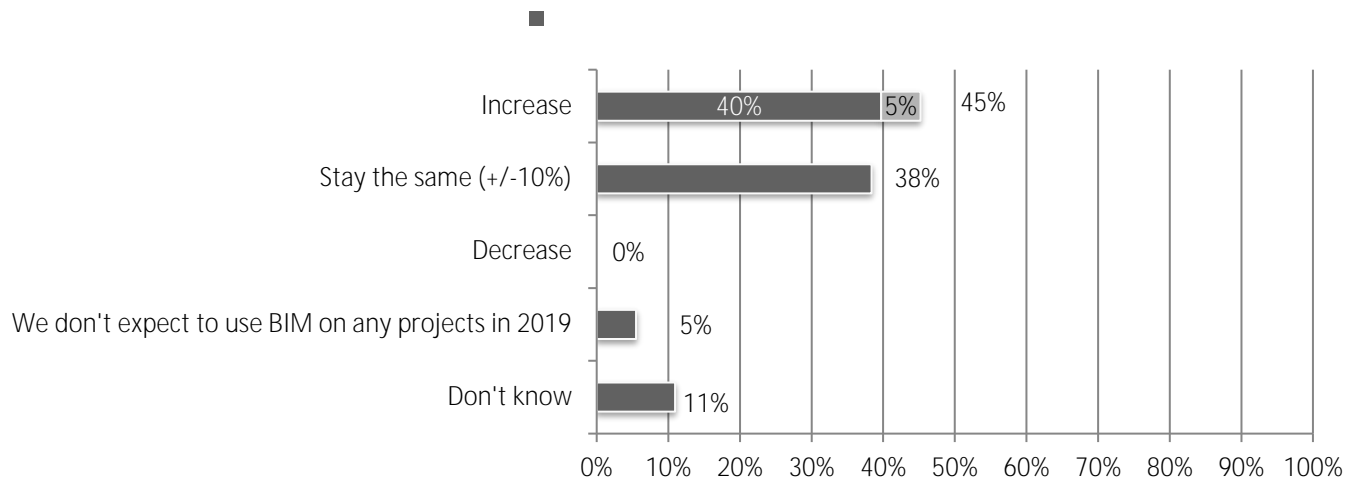


9. Compared to 2018, how will your firm's 2019 investment in training and development change?





12. What change do you expect in 2019 in the number of your firm's projects that involve Building Information Modeling (BIM)?

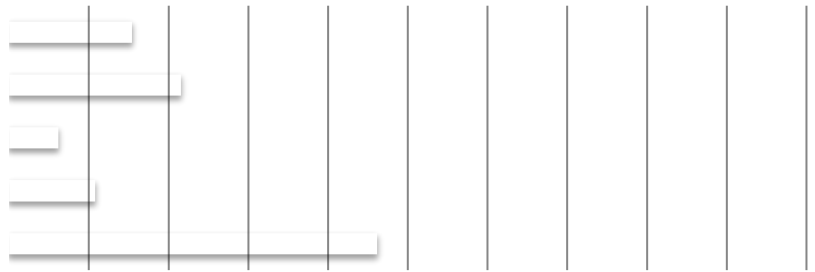


13. What is your firm using BIM for? (mark all that apply)

14. Does your firm utilize lean construction principles on its projects and/or in its operation?

15. Does your firm use any of the following collaborative project delivery methods? (mark all that apply)

18. Approximately what percent of your firm's gross annual revenue is spent on IT?



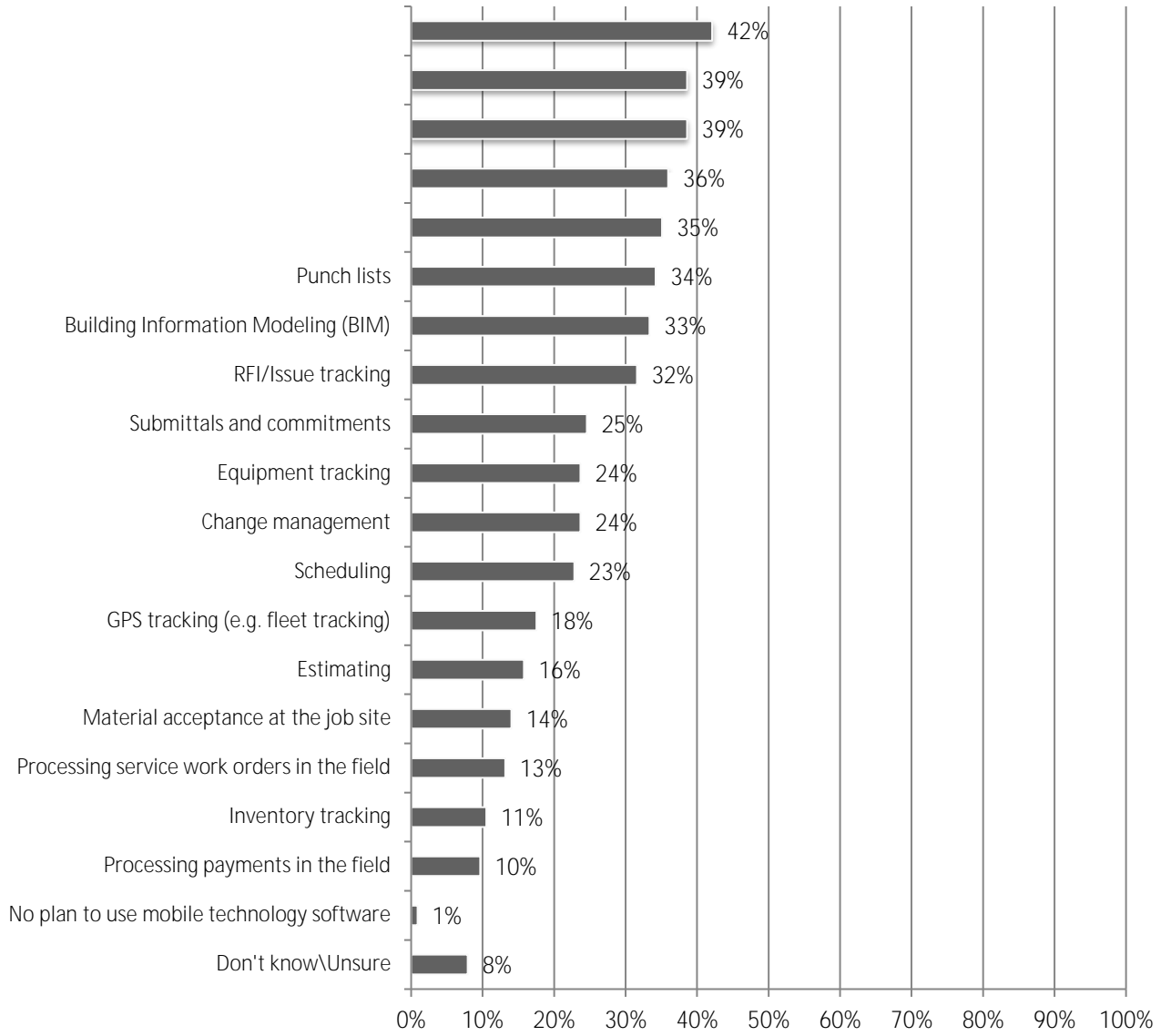
19. Compared to 2018, how will your firm's 2019 investment in IT change?

20. Compared to 2018, how will your firm's 2019 investment in the following technologies change? (mark all that apply)

Building Information Modeling (BIM)	52%	33%	0%	15%
Estimating software	33%	52%	0%	15%
Human resources (HR) software	33%	48%	2%	18%
Document management software	31%	52%	3%	15%
Client relationship management (CRM) software	30%	50%	2%	18%
Accounting software	27%	52%	2%	19%
Payroll software	27%	53%	2%	18%
Project management software	27%	58%	0%	15%
Project collaboration software	26%			

21. How comfortable is your firm with moving its data to the cloud?

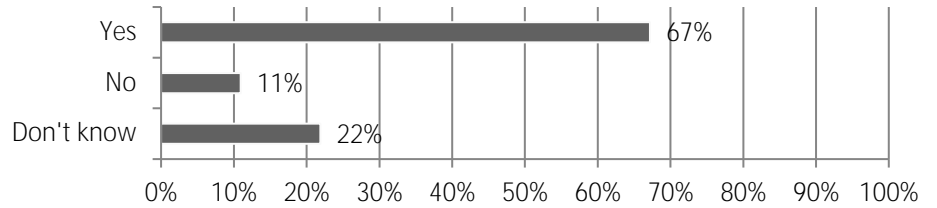
22. How does your firm plan to use mobile software technology? (mark all that apply)



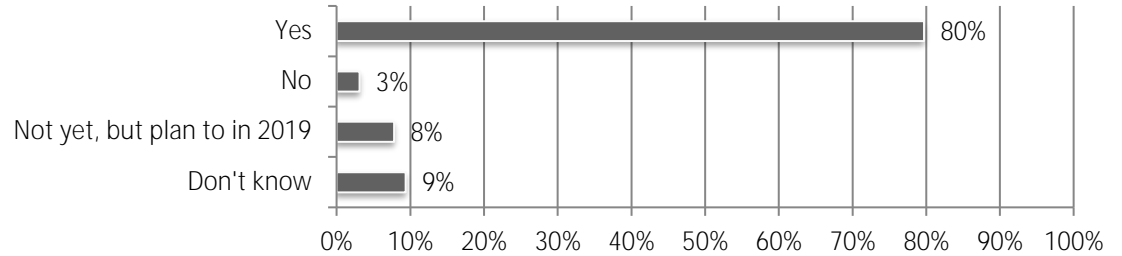
23. Which of the following cloud service models does your firm currently use or plan to use? (mark all that apply)



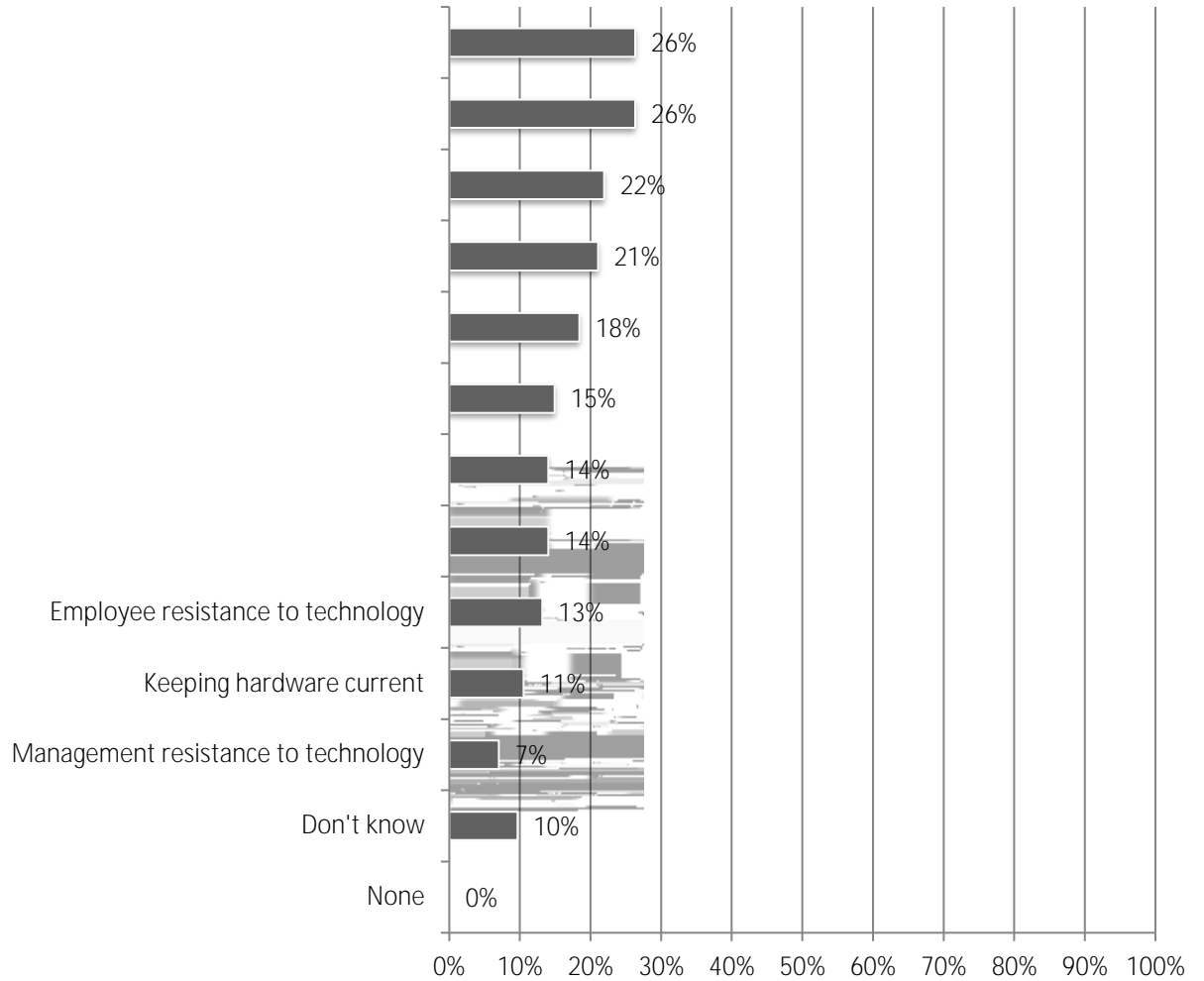
24. Does your firm currently have a mobile security plan in place?



25. Does your firm currently have a formal IT plan that support your business objectives?



26. What are your firm's biggest IT challenges? (mark all that apply)



27. What best describes your firm:

Do you self-perform construction work or subcontract all work?

Estimate the total dollar amount of work your firm performed in 2018.

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