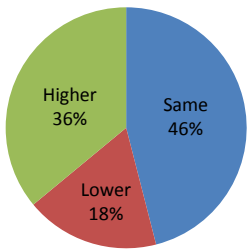




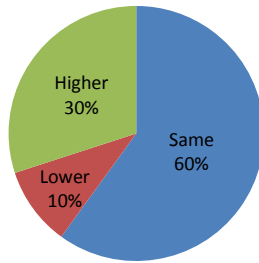
## 2014 Construction Outlook Survey Results Tennessee Results

1. Compared to 2013, do you expect the available dollar volume of projects you compete for in 2014 to be:

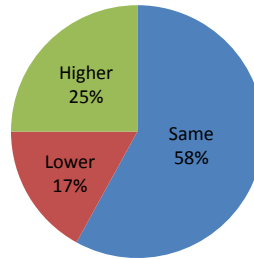
**Highway**



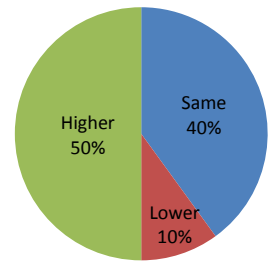
**Other Transportation**



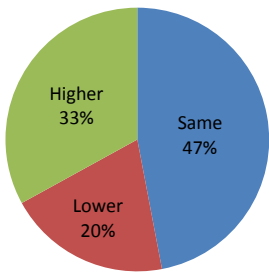
**Water/Sewer**



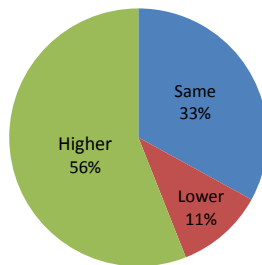
**Power**



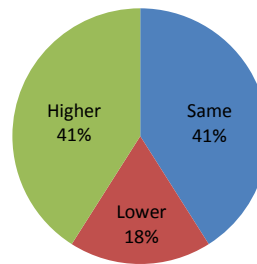
**Manufacturing**



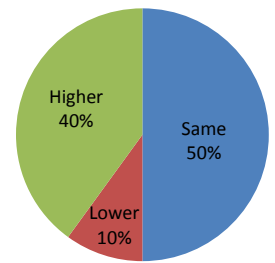
**Hospital/ Higher Education**



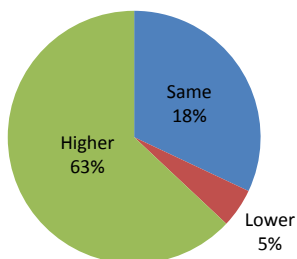
**Retail, Warehouse, Lodging**



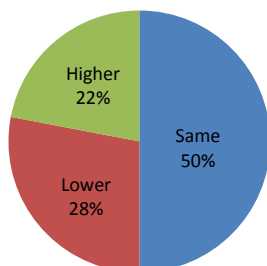
**Public Building**



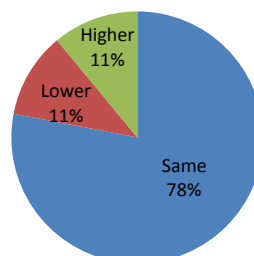
**Private Office**



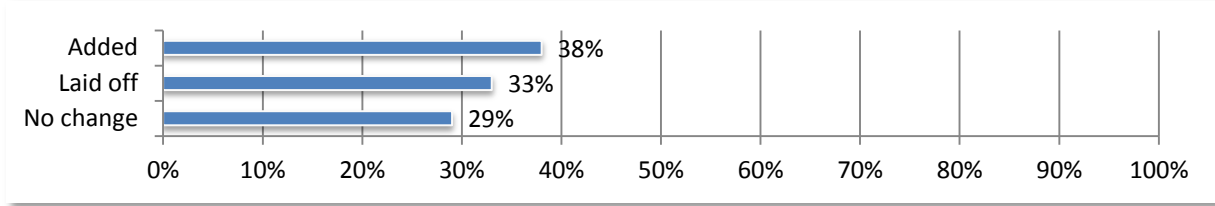
**K-12 School**



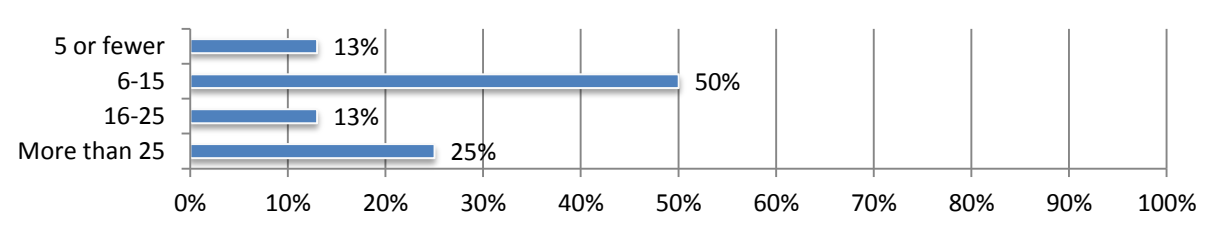
**Marine Construction**



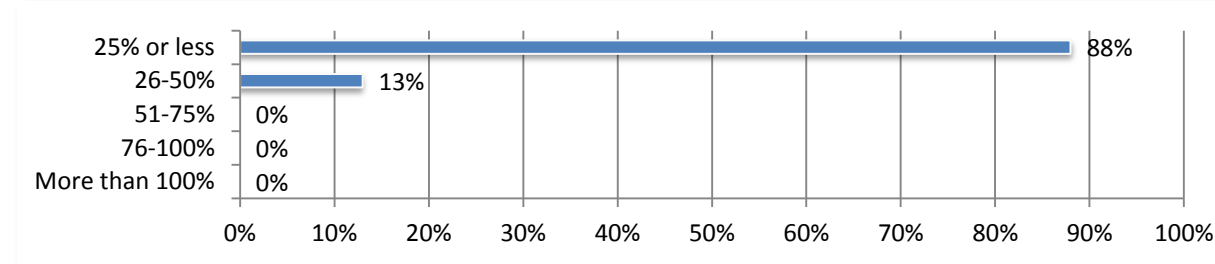
**2. Did you add or lay off employees between December 2012 and December 2013?**



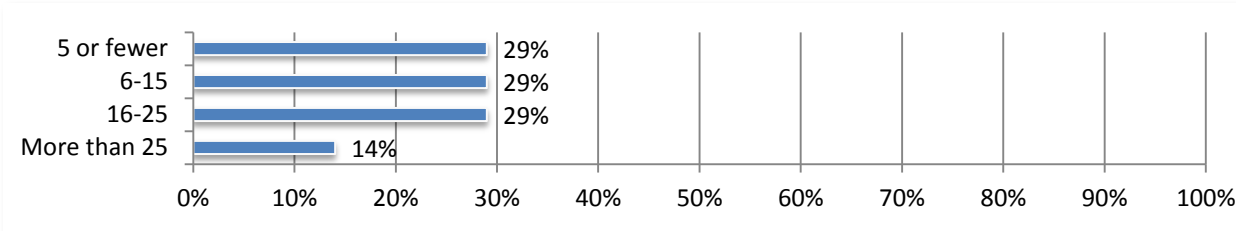
**3. Estimate the number of employees added in 2013.**



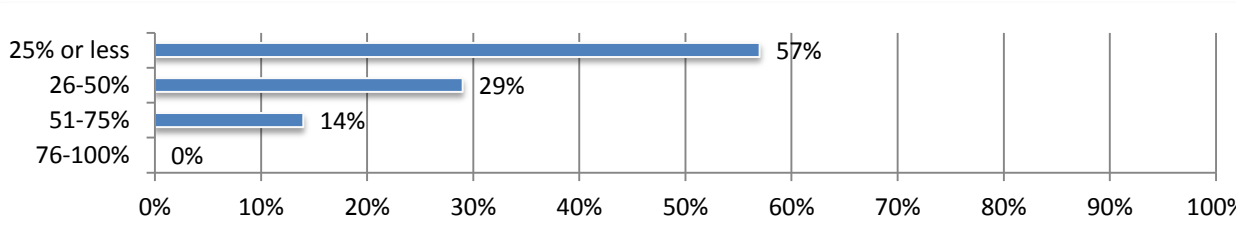
**4. Estimate the percentage of your year-ago workforce the new additions represented.**



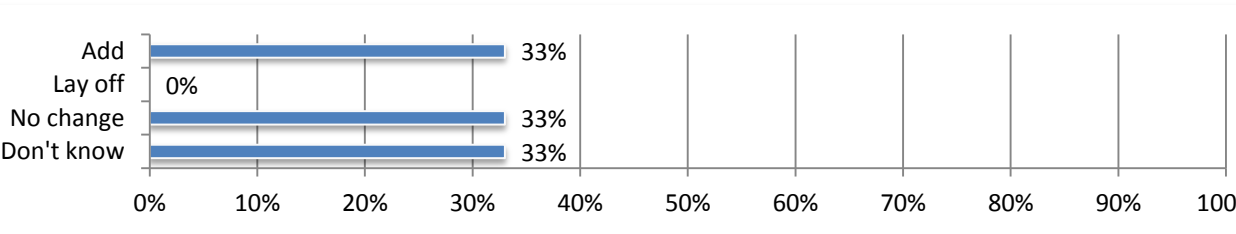
**5. Estimate the number of employees laid off in 2013.**



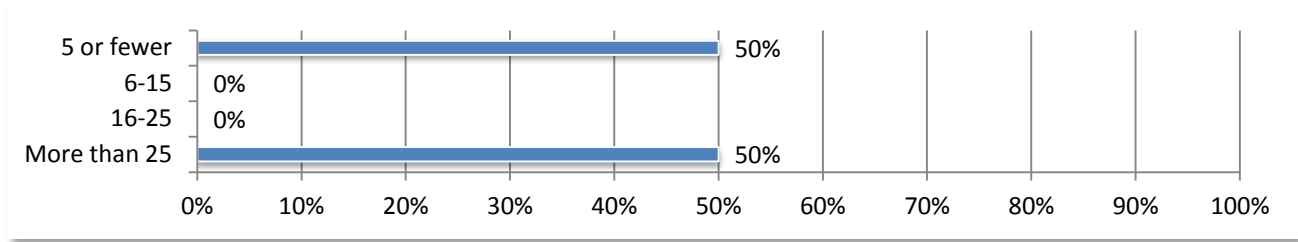
**6. Estimate the percentage of your year-ago workforce the layoffs represented.**



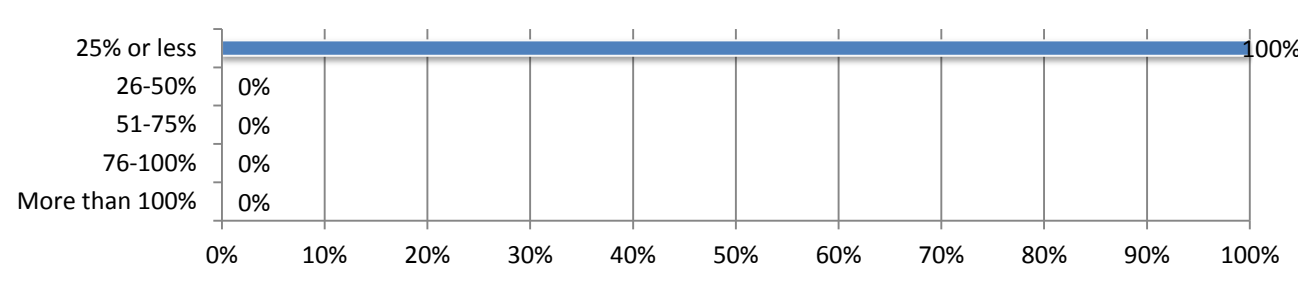
**7. Do you plan to add or lay off employees between in 2014?**



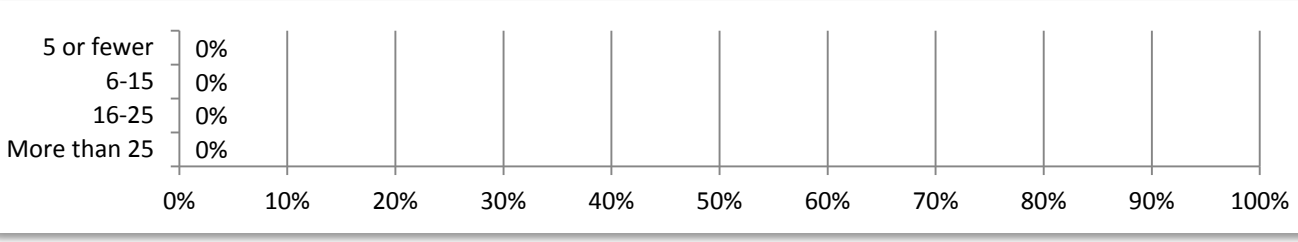
**8. Estimate the number of employees you plan to add in 2014.**



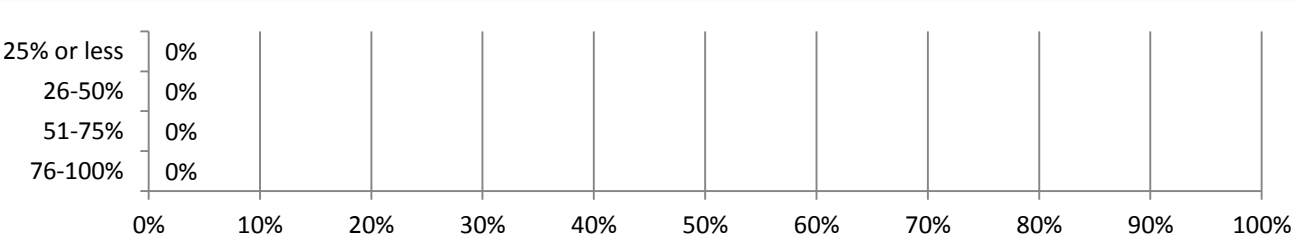
**9. Estimate the percentage of your current workforce the new employees will represent.**



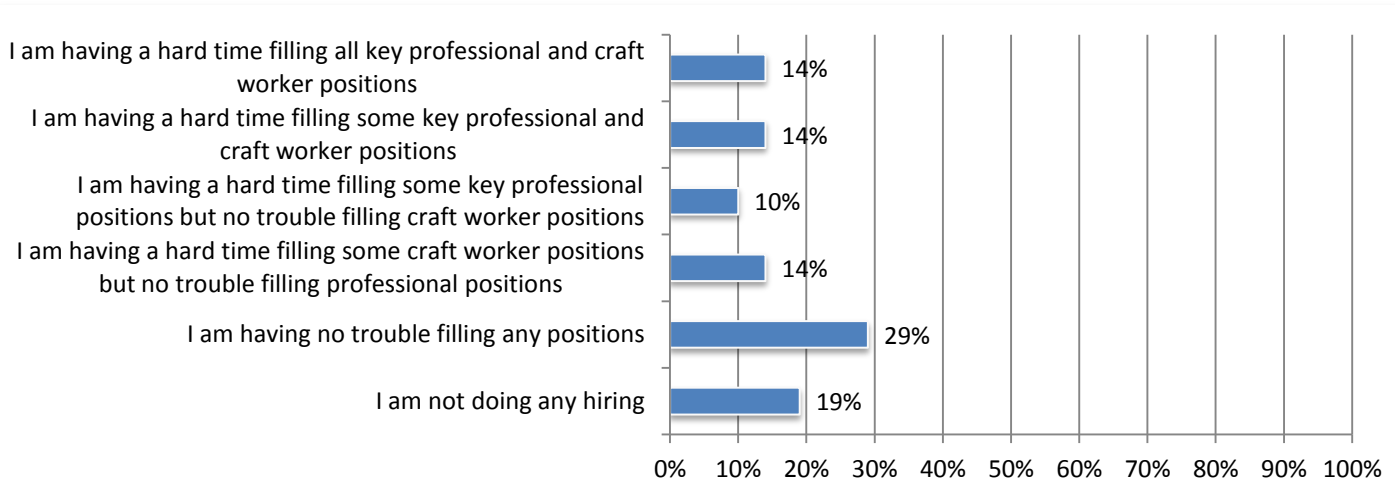
**10. Estimate the number of employees you plan to lay off in 2013.**



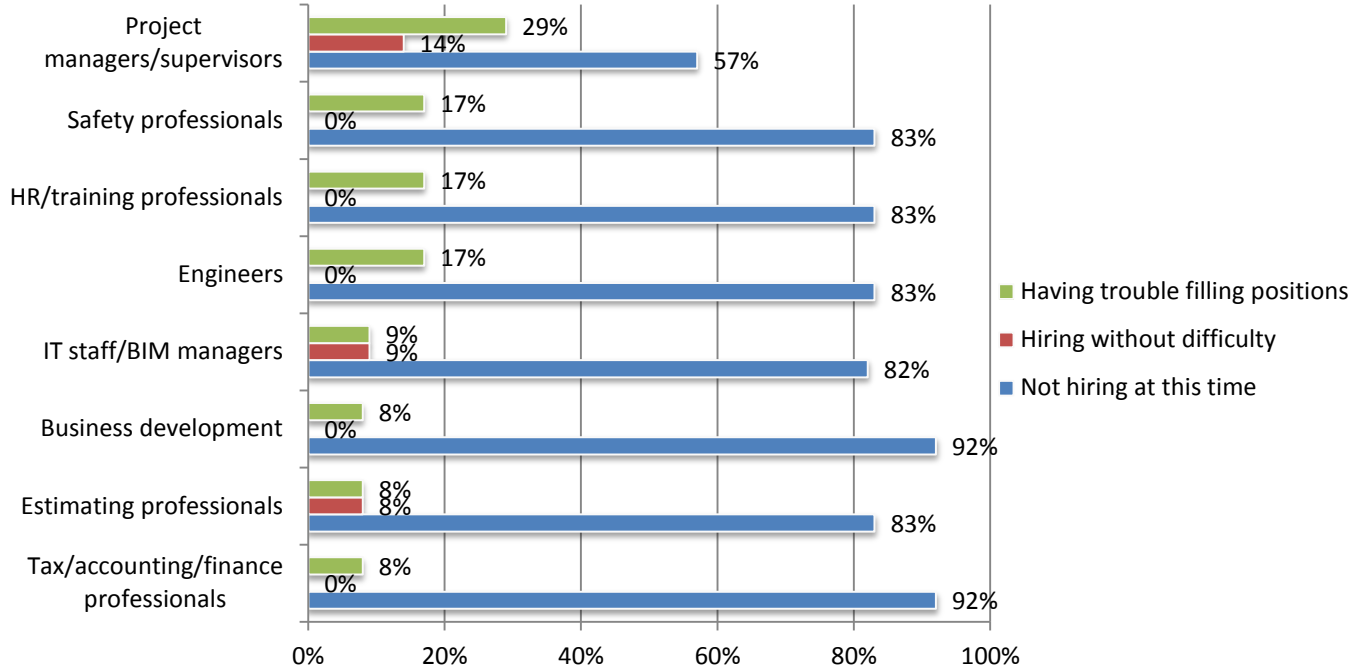
**11. Estimate the percentage of your workforce the laid off employees will represent.**



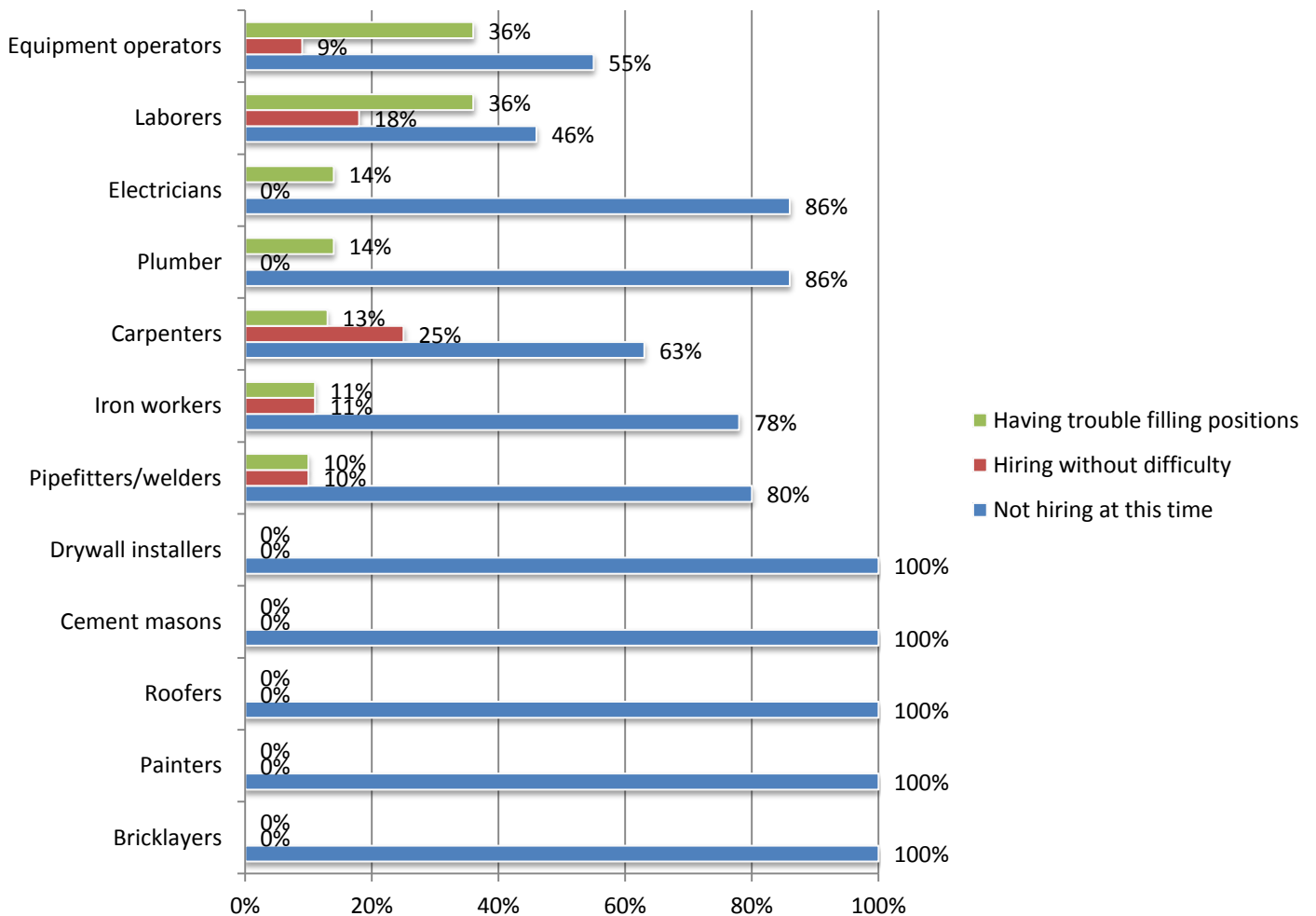
**12. How would you describe your current workforce challenges?**



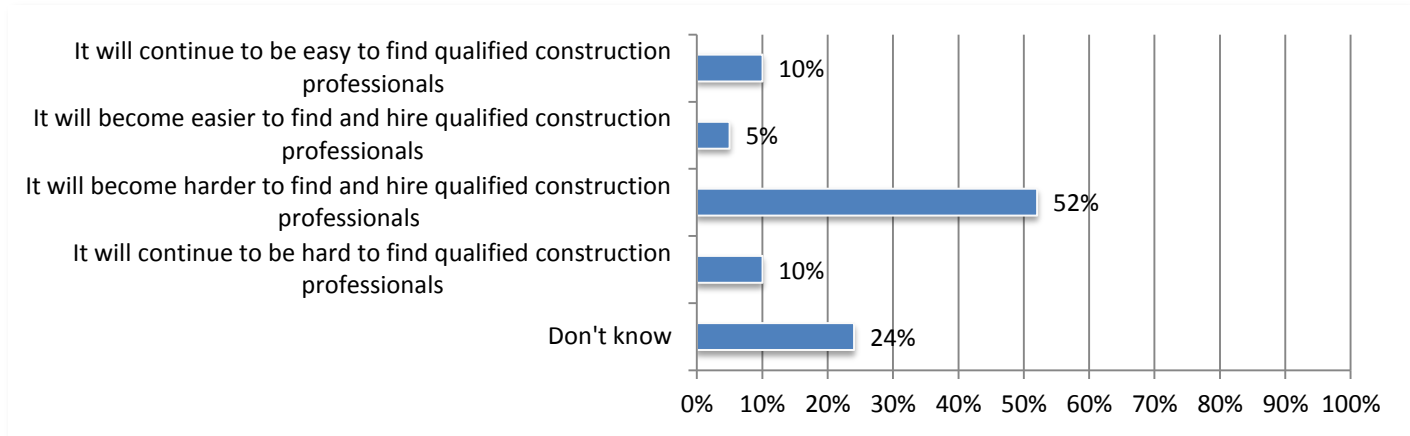
**13. If you are having trouble filling key construction professional positions, please indicate all the position types you are having trouble filling.**



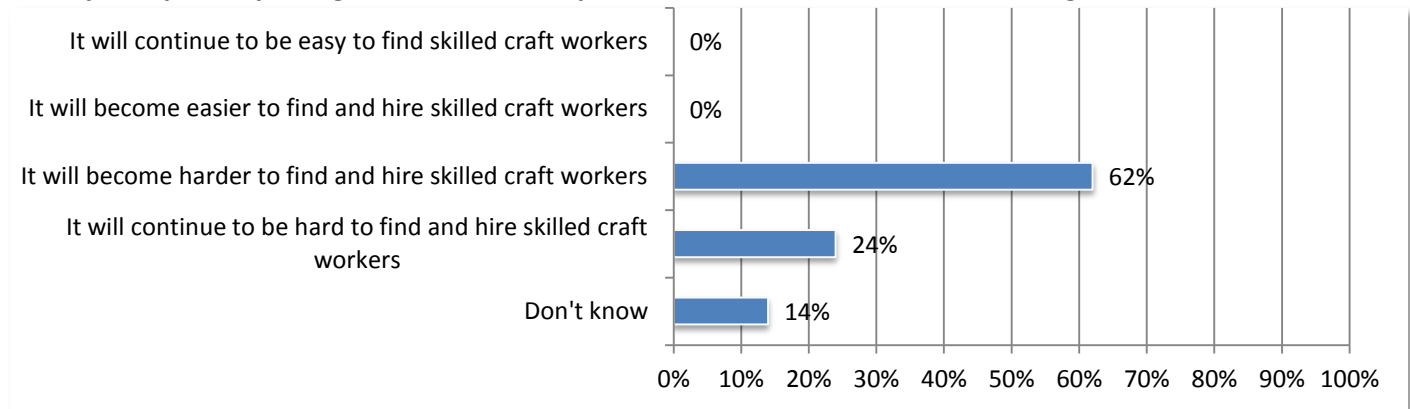
**14. If you are having trouble filling key craft worker positions, please indicate all the position types you are having trouble filling.**



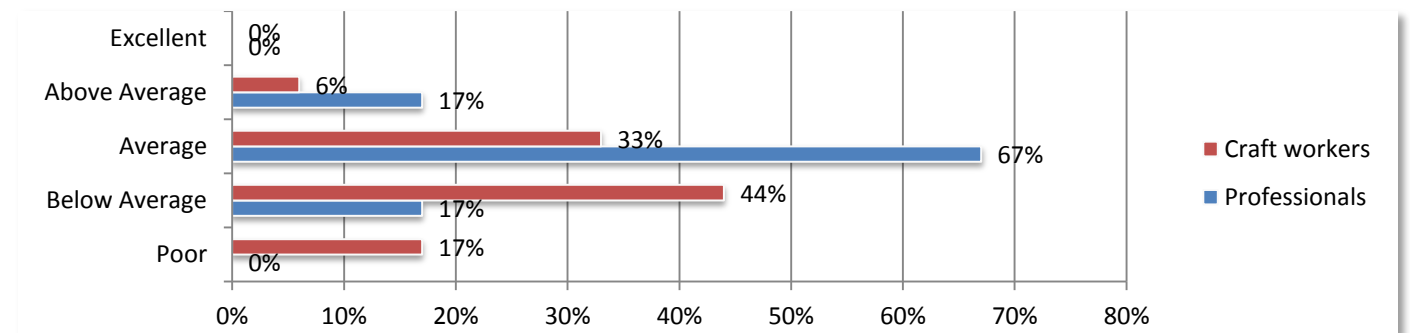
**15. Do you expect any changes in the availability of construction professionals over the coming 12 months?**



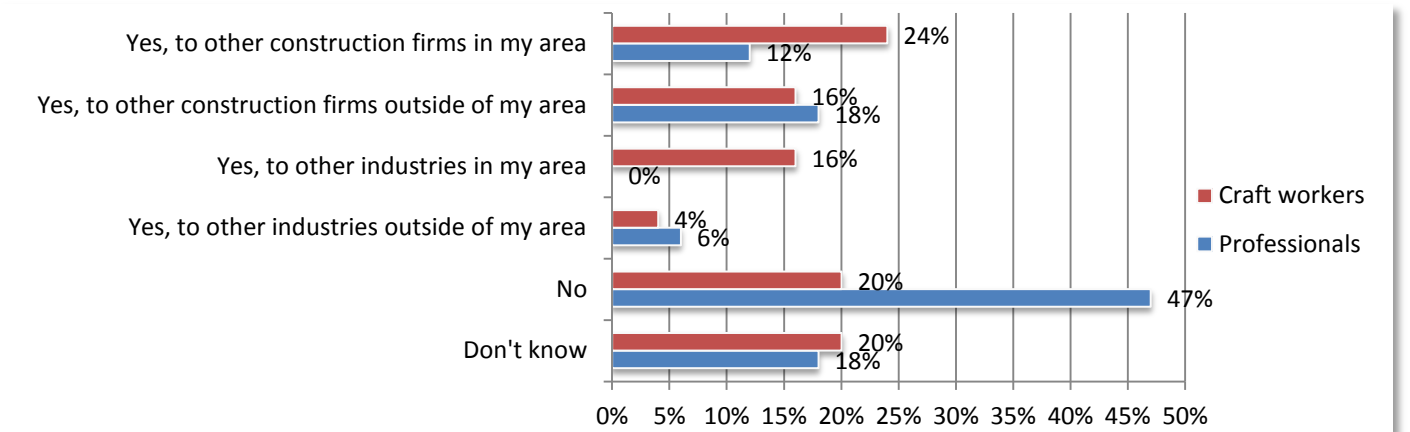
**16. Do you expect any changes in the availability of skilled craft workers over the coming 12 months?**



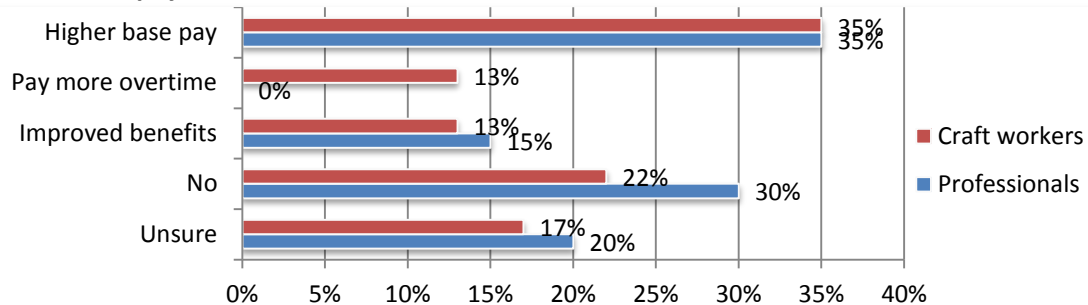
**17. How would you rate the overall quality of the local pipeline for preparing...**



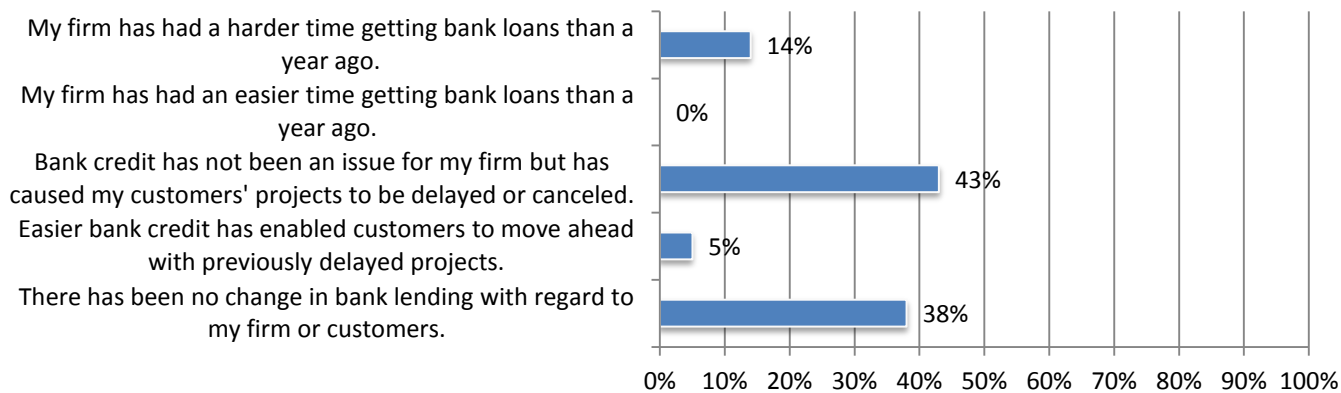
**18. Is your firm losing workers to other, higher-paying jobs?**



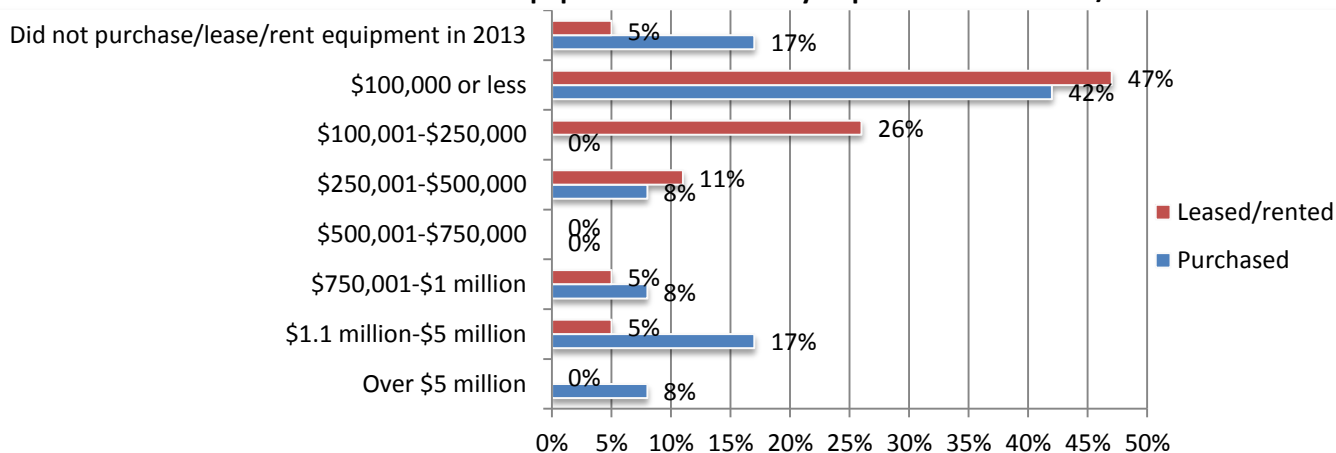
**19. Is your firm having to increase pay and/or benefits to retain and/or recruit workers?**



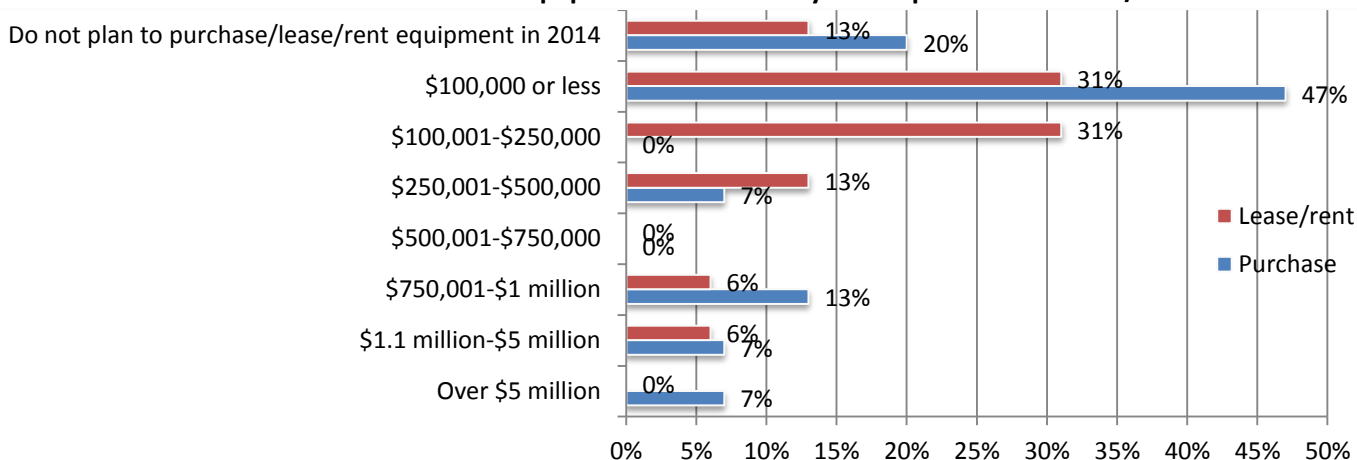
**20. Have credit or tighter lending conditions been an issue for your company?**



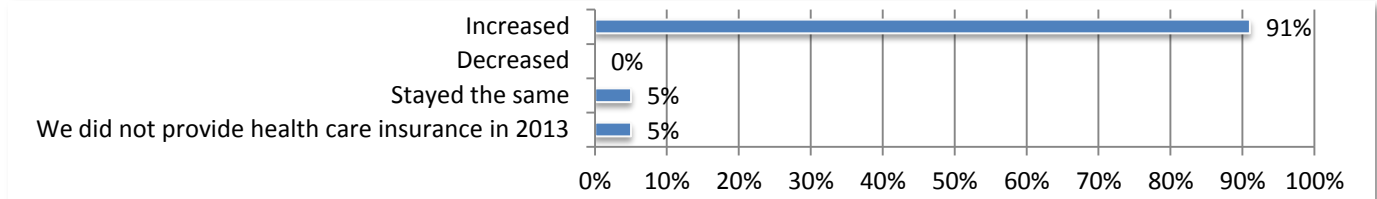
**21. Estimate the dollar value of construction equipment in 2013 that you purchased or leased/rented.**



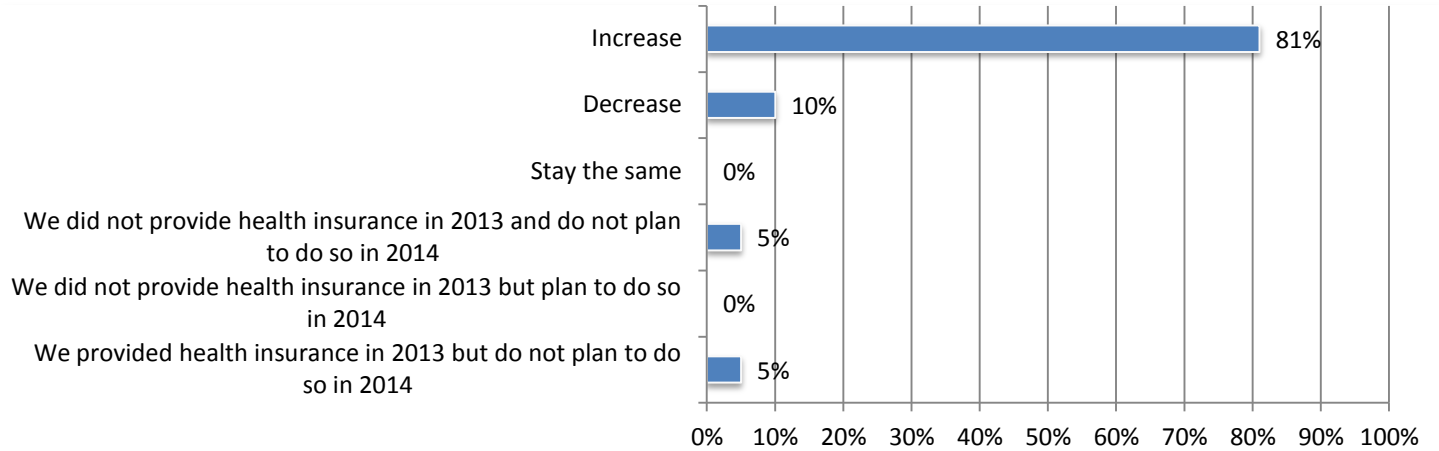
**22. Estimate the dollar value of construction equipment in 2014 that you will purchase or lease/rent.**



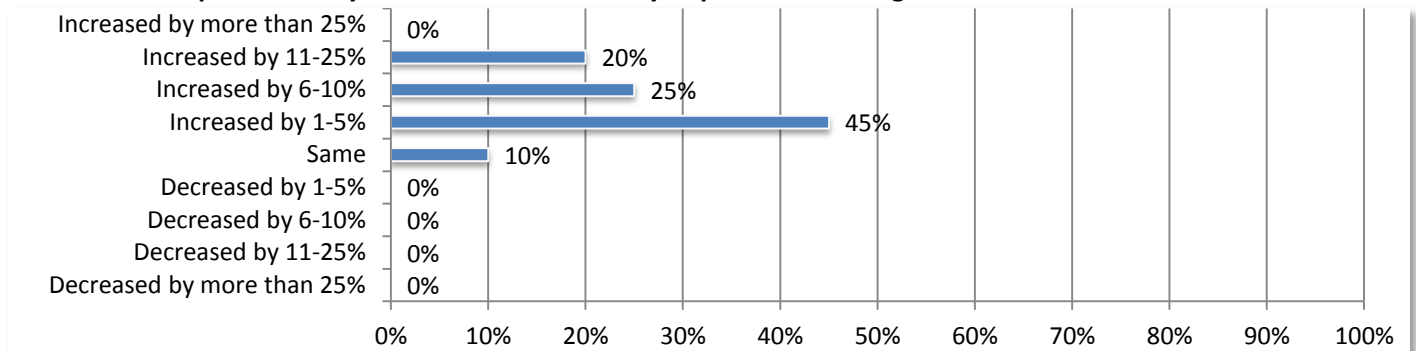
**23. Did the cost of providing health care insurance for your employees increase or decrease in 2013?**



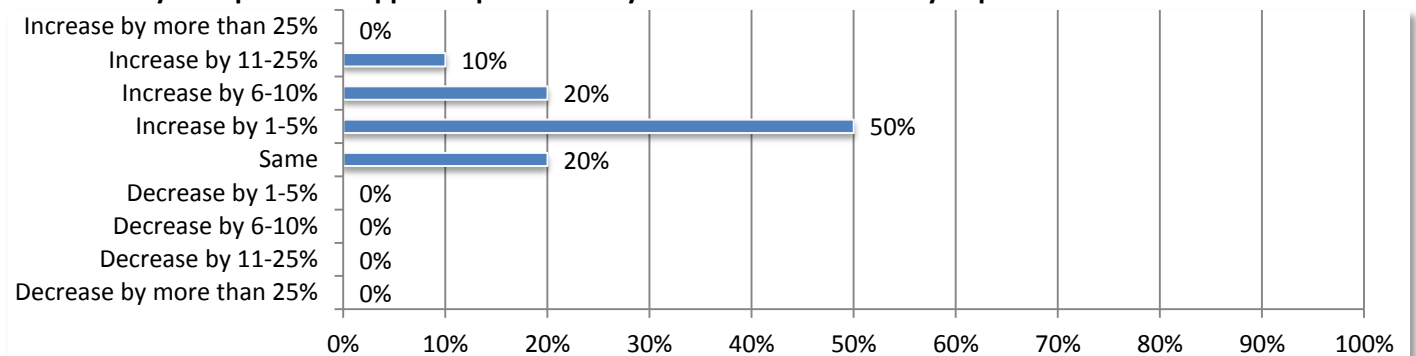
**24. Do you expect the cost of providing health care insurance for your employees to increase or decrease in 2014?**



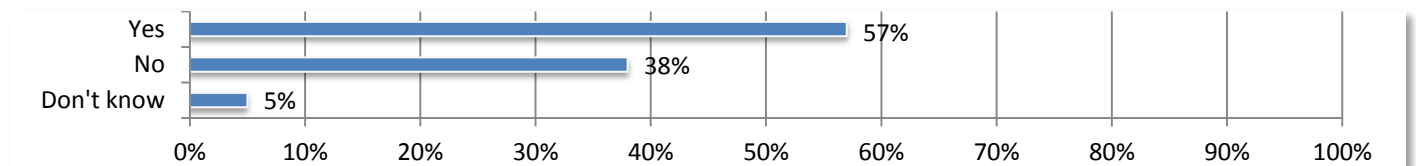
**25. How did the prices for key construction materials you purchased change from December 2012 to December 2013.**



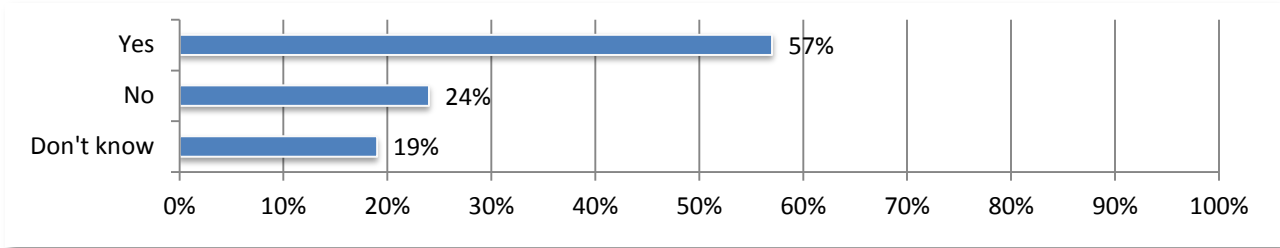
**26. What do you expect will happen to prices for key construction materials you purchase in 2014?**



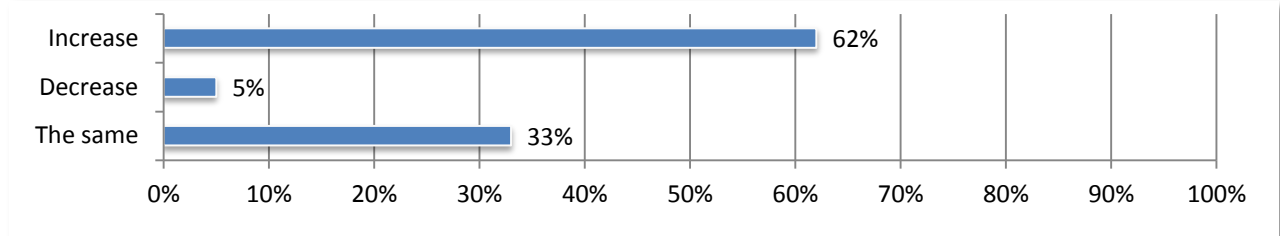
**27. During the past year, has your firm pursued new projects that are farther away than your traditional geographic market area?**



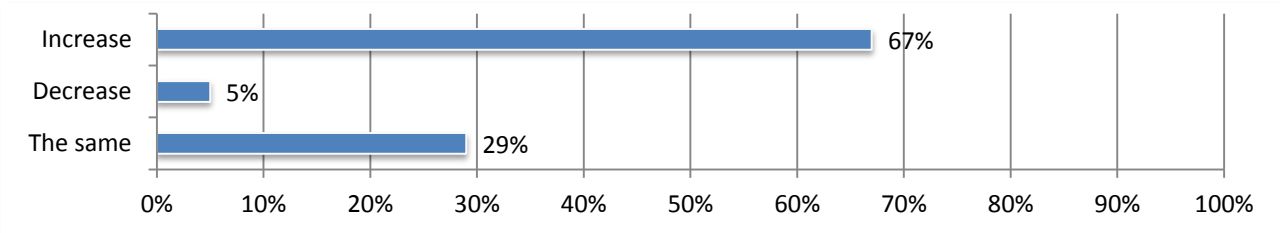
**28. Do you expect your firm will pursue new projects that are farther away than your traditional geographic market area in 2014?**



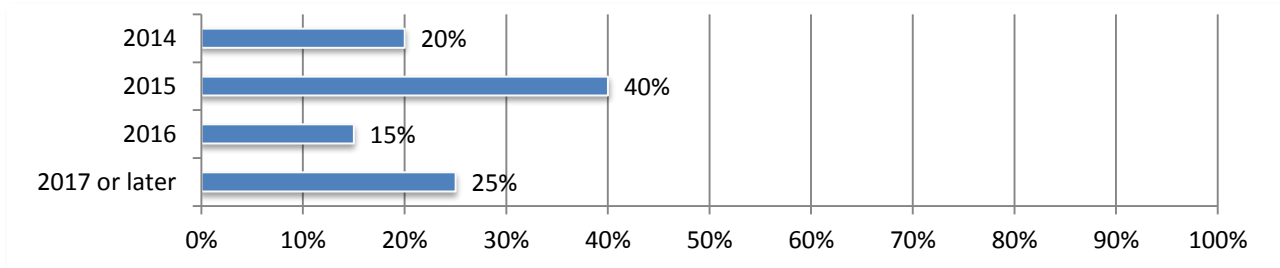
**29. Did the competitive pressure on your firm increase or decrease in 2013, or remain about the same?**



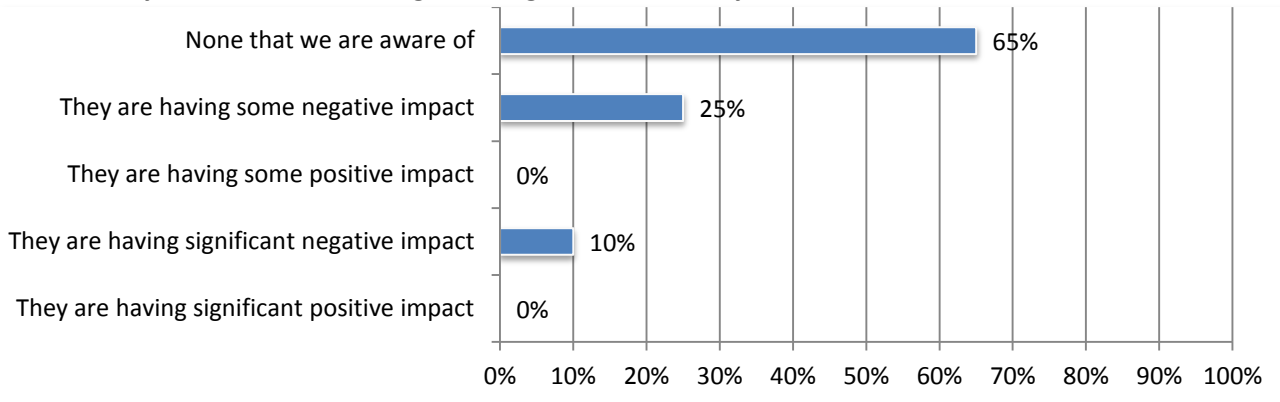
**30. Do you expect the competitive pressure on your firm to increase or decrease in 2014, or remain about the same?**



**31. When do you expect the construction market to grow again?**

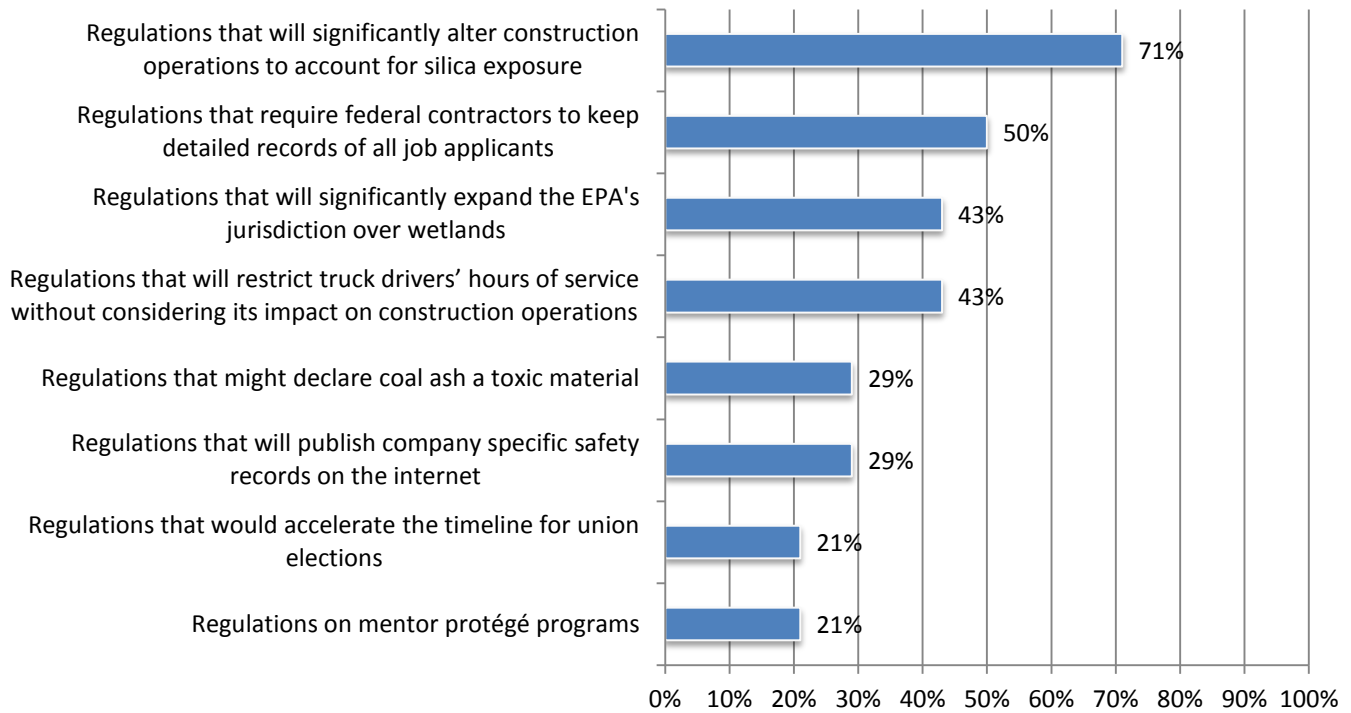


**32. What impact, if any, are federal funding cutbacks known as "sequestration," new federal regulations and/or Congress' inability to set an annual budget having on demand for your firm's services?**

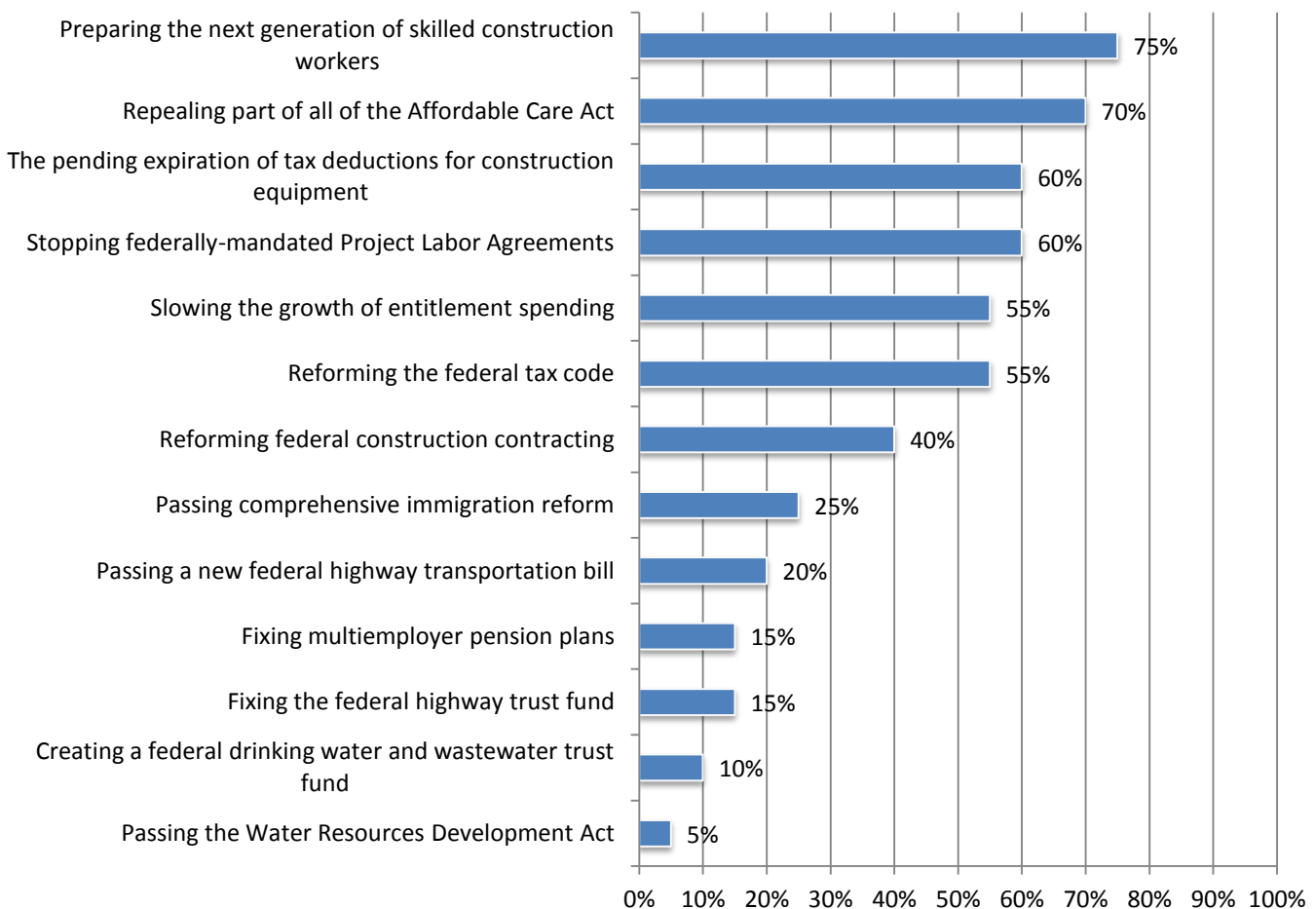




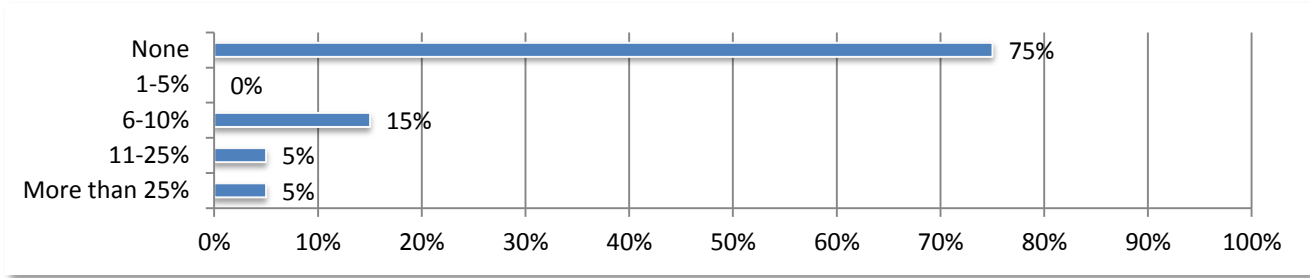
**33. Which proposed or newly enacted federal regulations are you worried will negatively impact your business operations in 2014?**



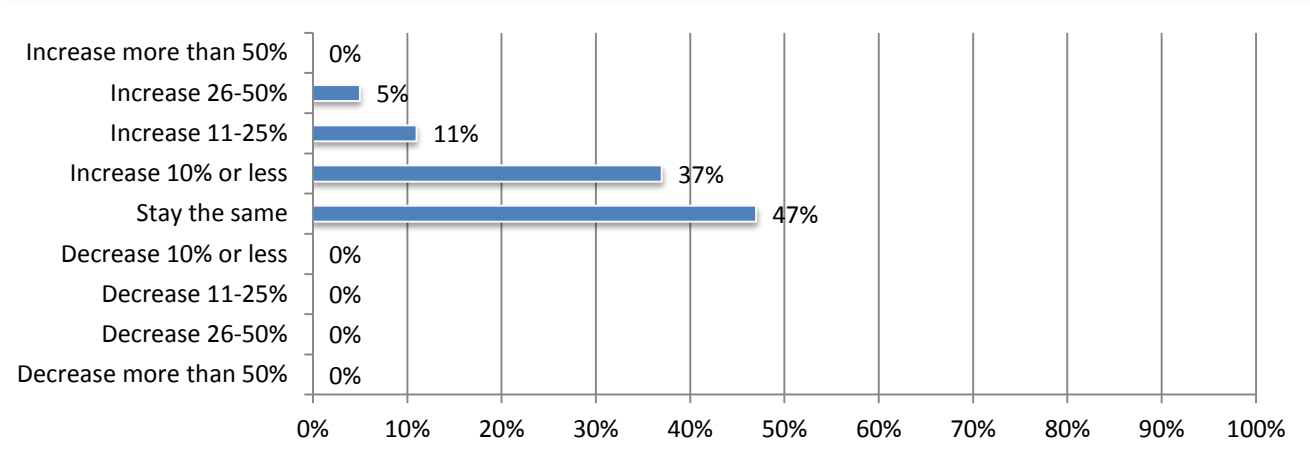
**34. Which of the following legislative issues are important to you and your business?**



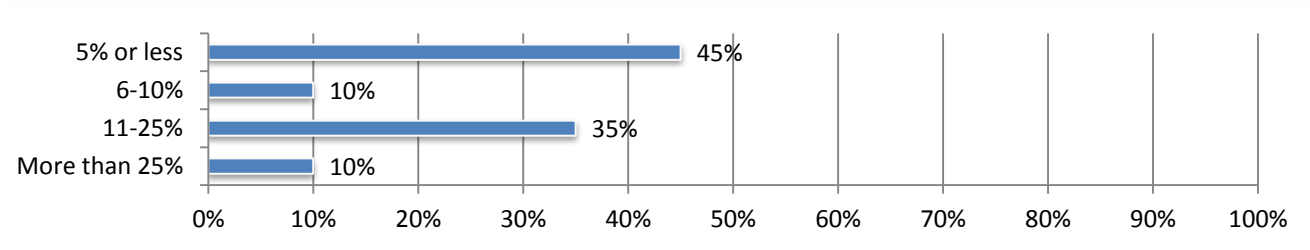
**35. In 2013, for what percentage of your work did use Building Information Modeling (BIM)?**



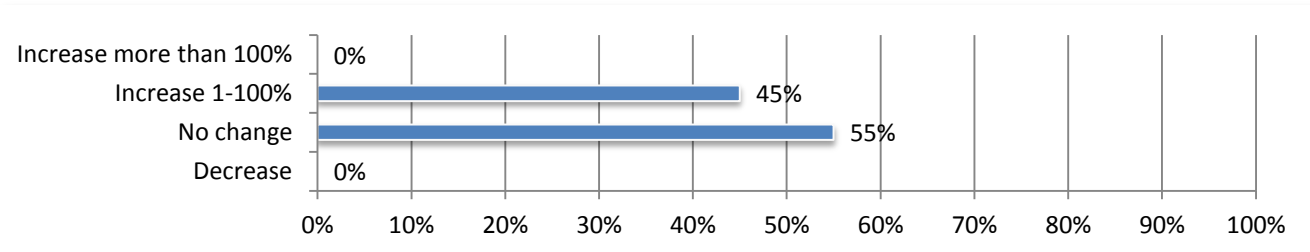
**36. Do you expect the amount of projects involving BIM will increase, decrease or stay the same for you in 2014?**



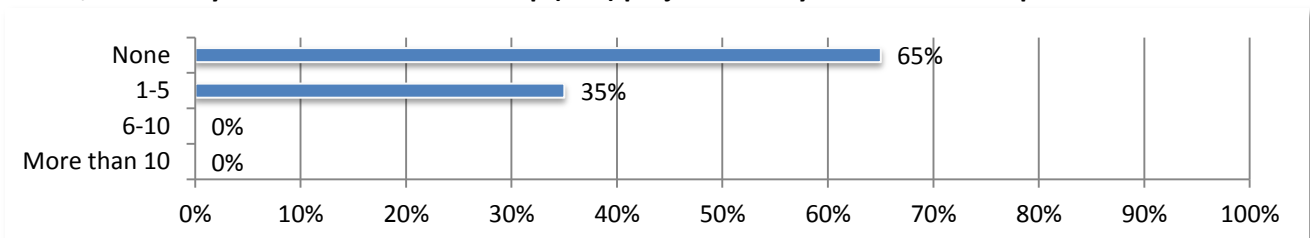
**37. What percentage of your work in 2013 was on buildings or structures that were ultimately certified as green or energy efficient?**



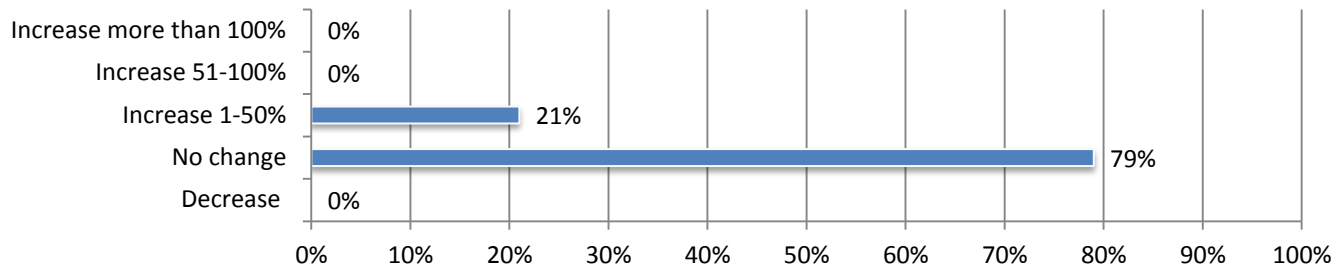
**38. What change do you expect in the share of your work in 2014 that is certified green or energy efficient?**



**39. In 2013, how many Public Private Partnership (PPP) projects were you contracted to perform on?**



**40. Do you expect the number of PPP projects you work on to change in 2014?**



**41. Estimate the total dollar amount of work your firm performed in 2013.**

