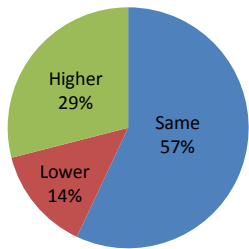




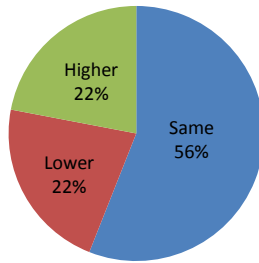
2014 Construction Outlook Survey Results Virginia Results

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

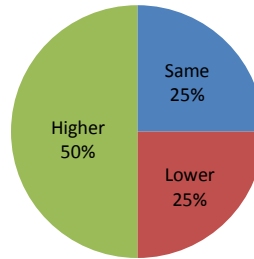
Highway



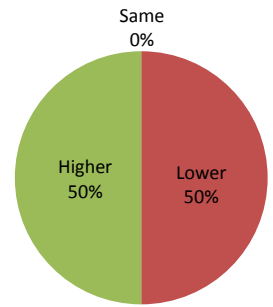
Other Transportation



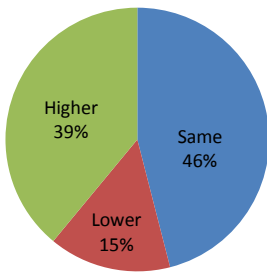
Water/Sewer



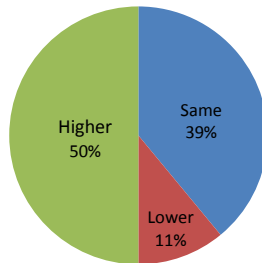
Power



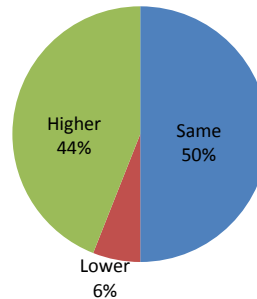
Manufacturing



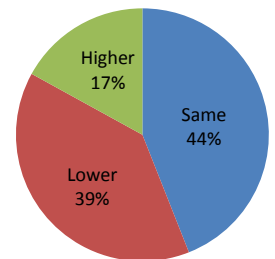
Hospital/ Higher Education



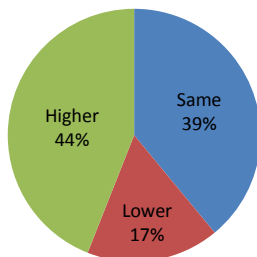
Retail, Warehouse, Lodging



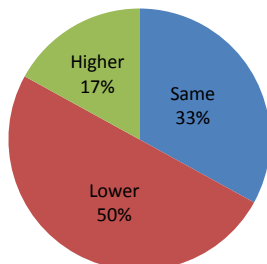
Public Building



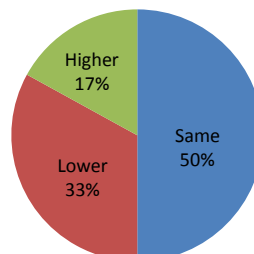
Private Office



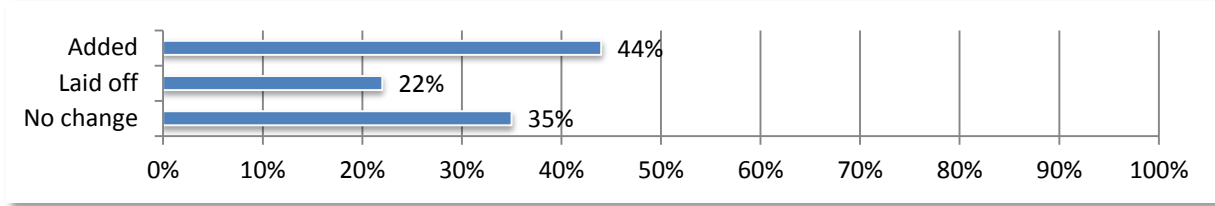
K-12 School



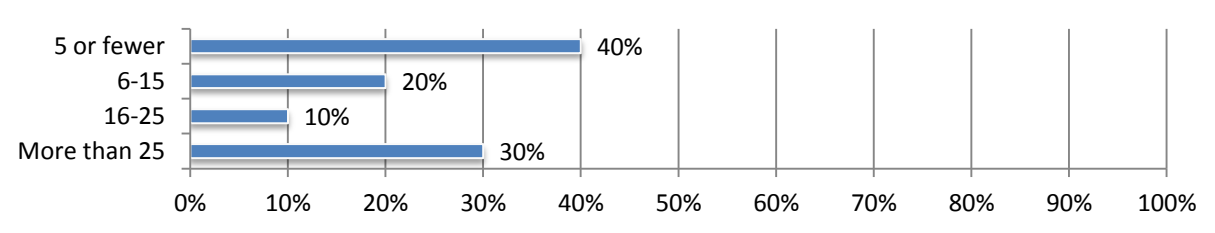
Marine Construction



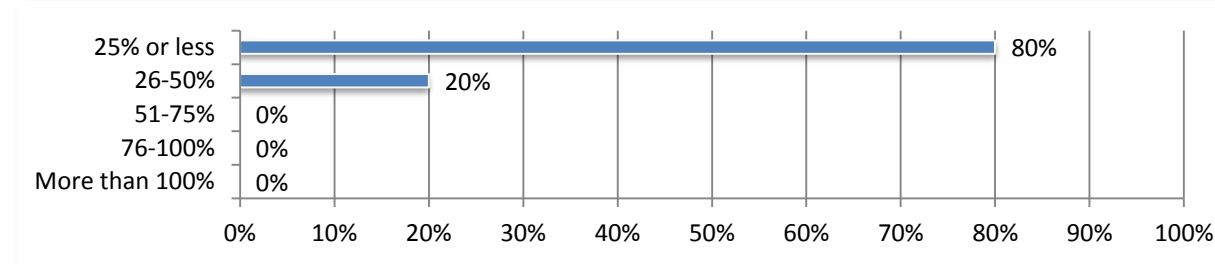
2. Did you add or lay off employees between December 2012 and December 2013?



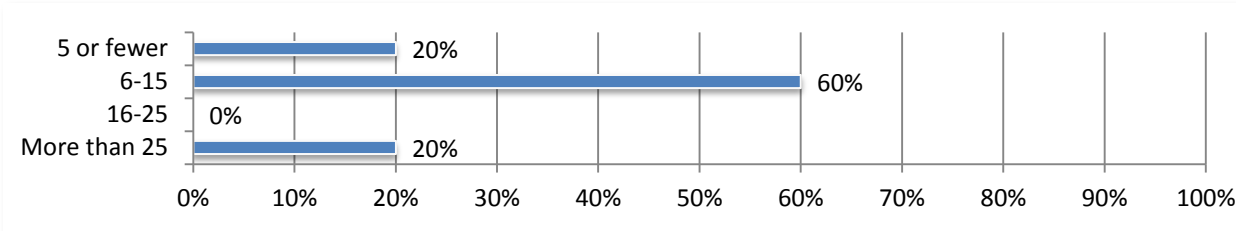
3. Estimate the number of employees added in 2013.



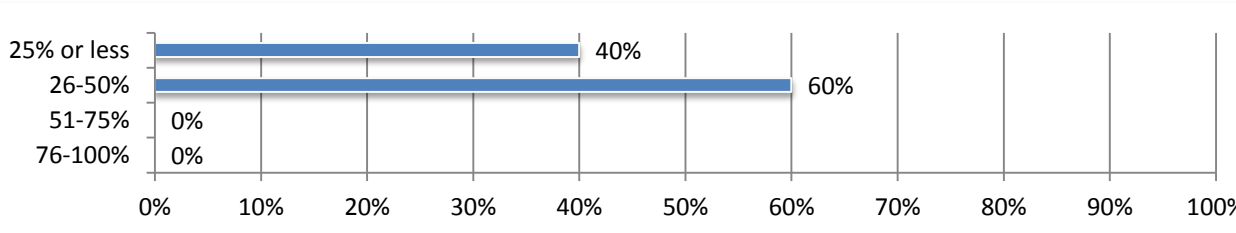
4. Estimate the percentage of your year-ago workforce the new additions represented.



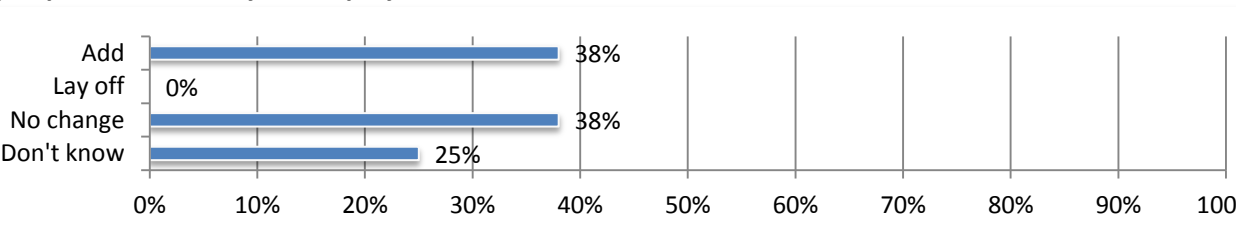
5. Estimate the number of employees laid off in 2013.



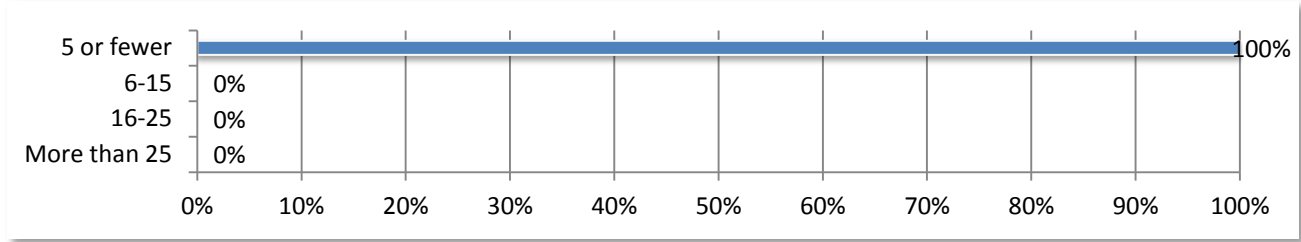
6. Estimate the percentage of your year-ago workforce the layoffs represented.



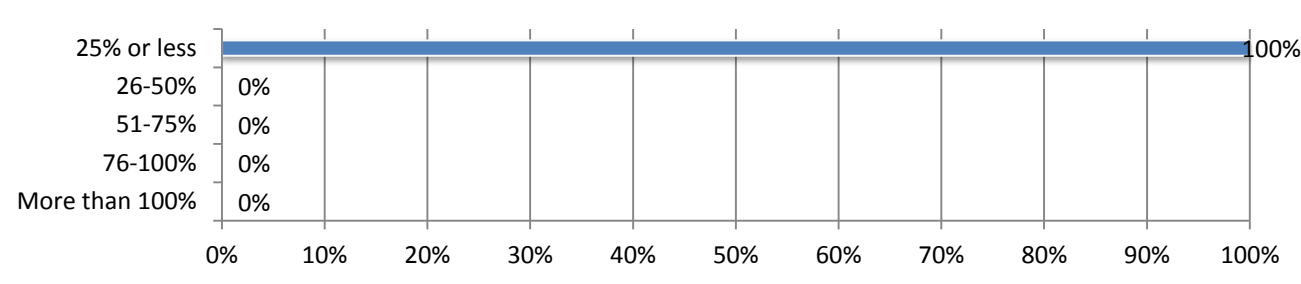
7. Do you plan to add or lay off employees between in 2014?



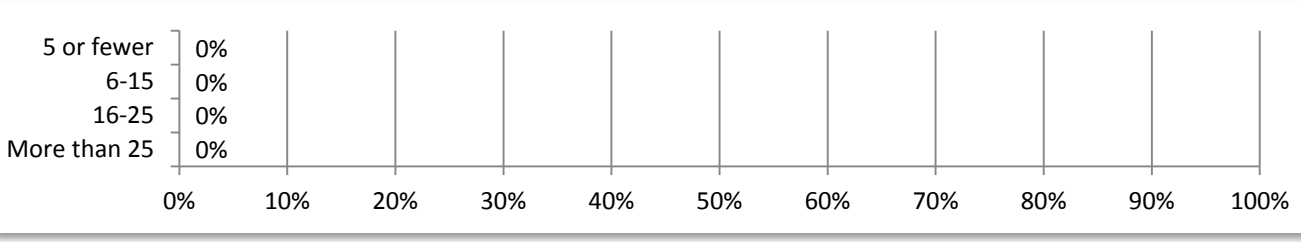
8. Estimate the number of employees you plan to add in 2014.



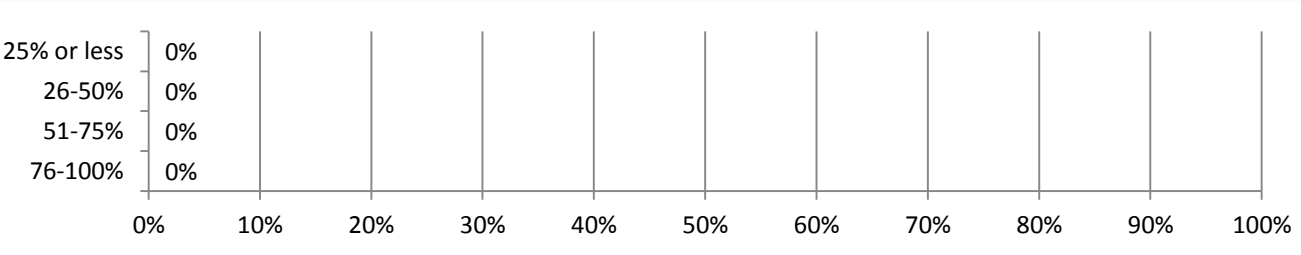
9. Estimate the percentage of your current workforce the new employees will represent.



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



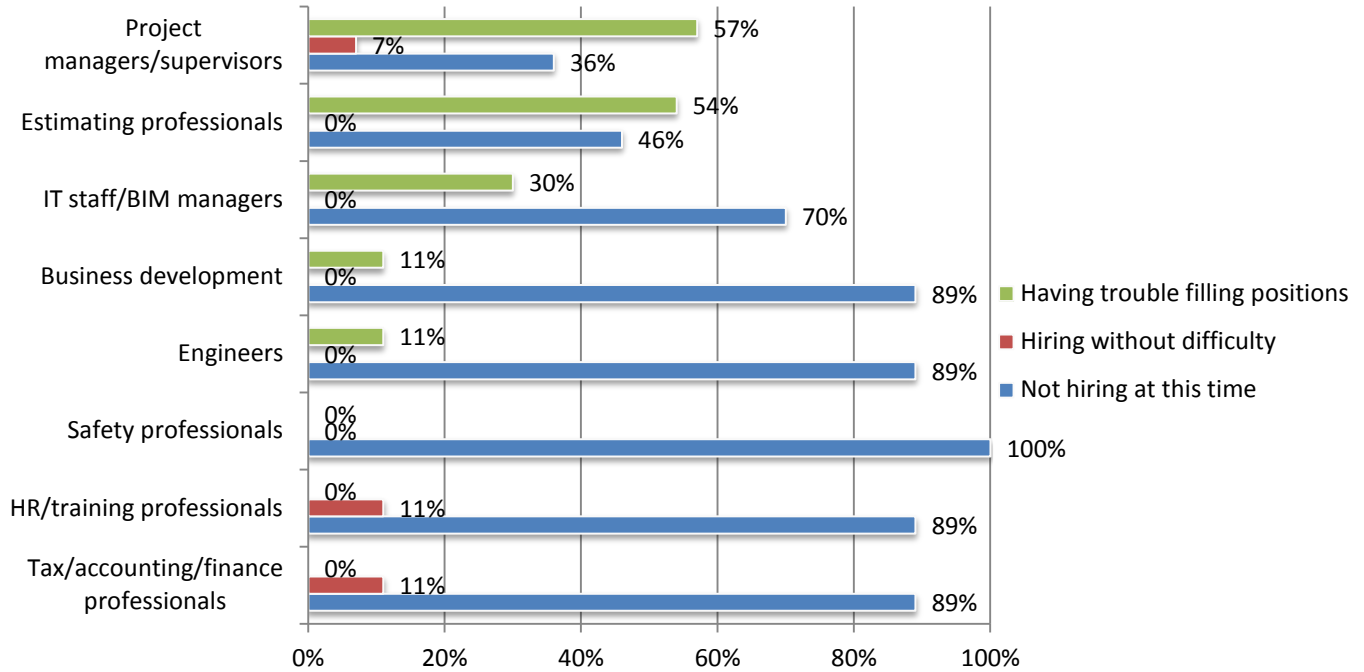
11. Estimate the percentage of your workforce the laid off employees will represent.



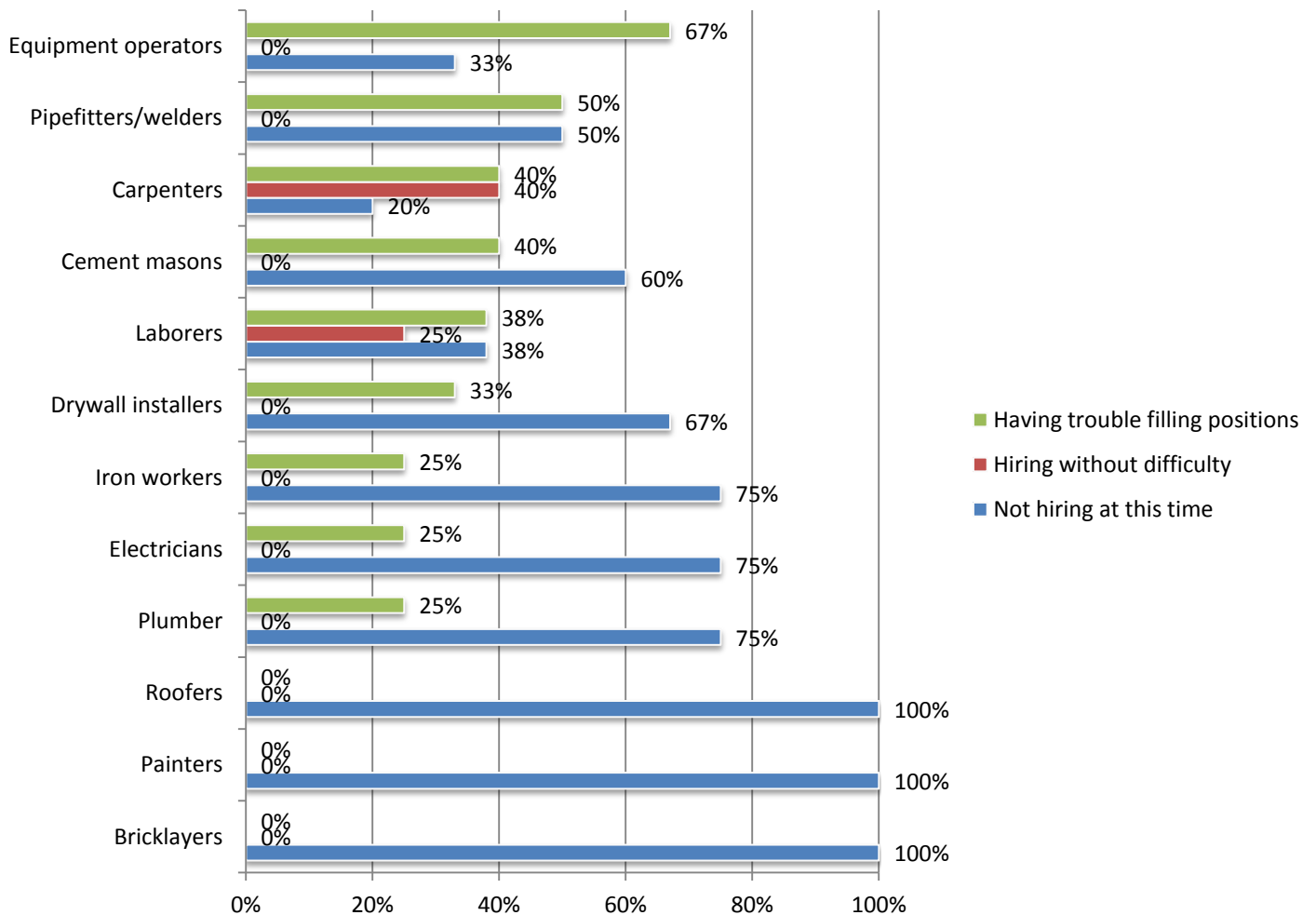
12. How would you describe your current workforce challenges?



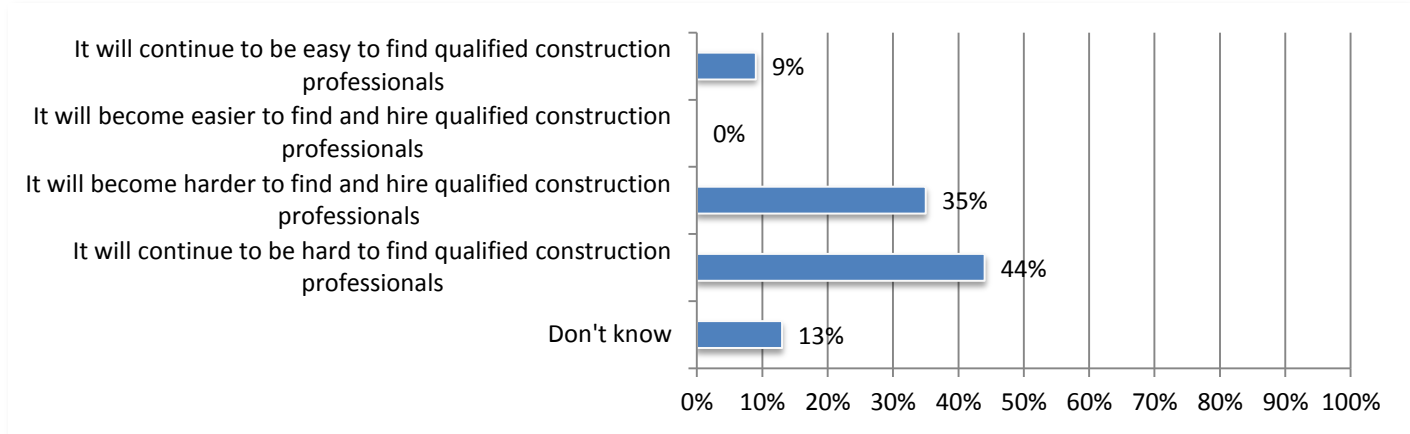
13. If you are having trouble filling key construction professional positions, please indicate all the position types you are having trouble filling.



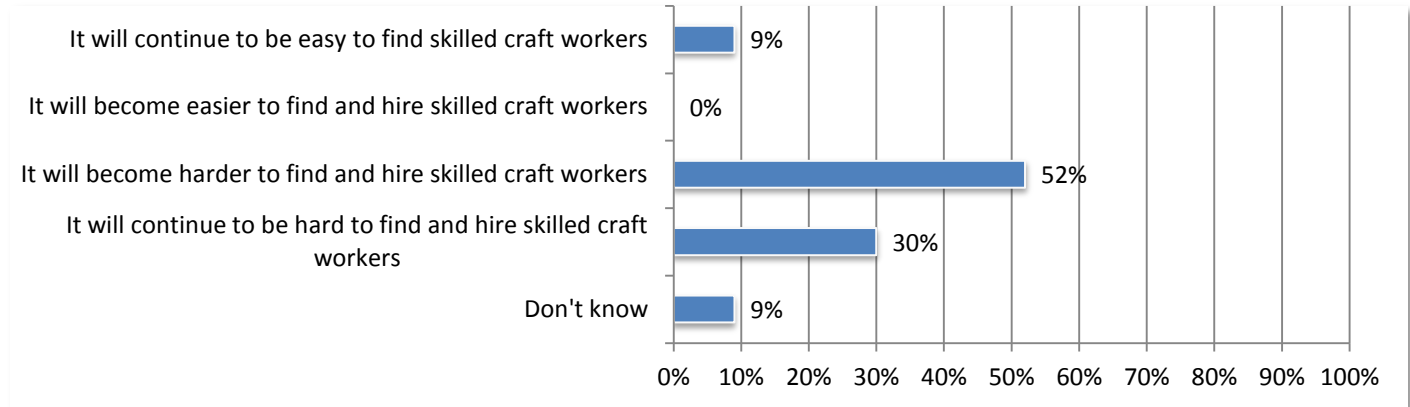
14. If you are having trouble filling key craft worker positions, please indicate all the position types you are having trouble filling.



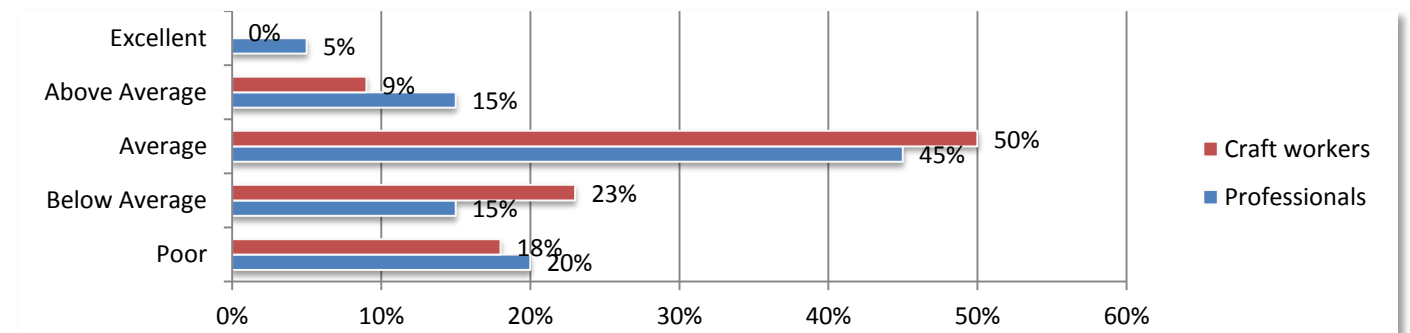
15. Do you expect any changes in the availability of construction professionals over the coming 12 months?



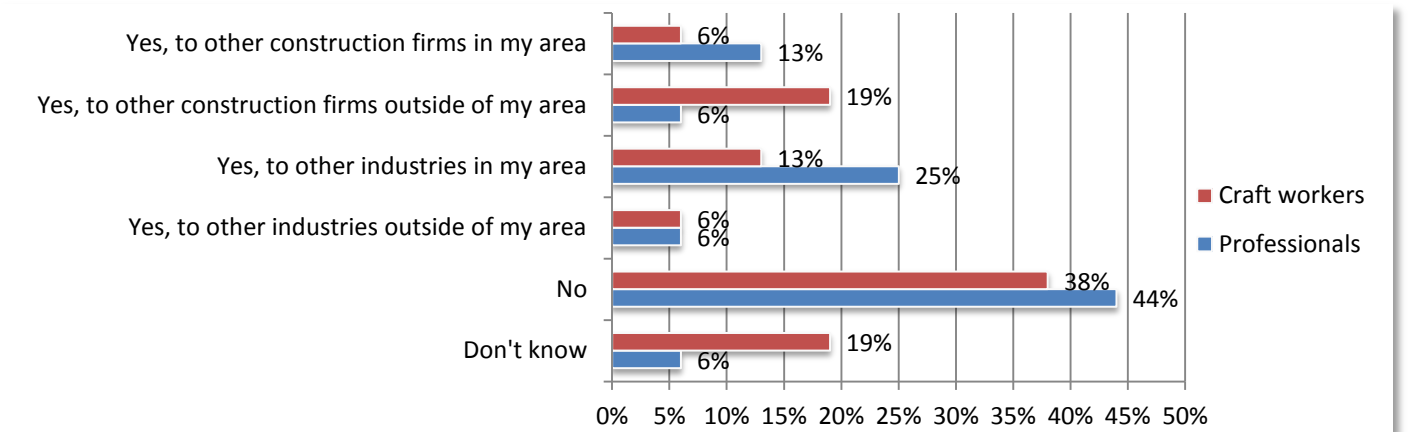
16. Do you expect any changes in the availability of skilled craft workers over the coming 12 months?



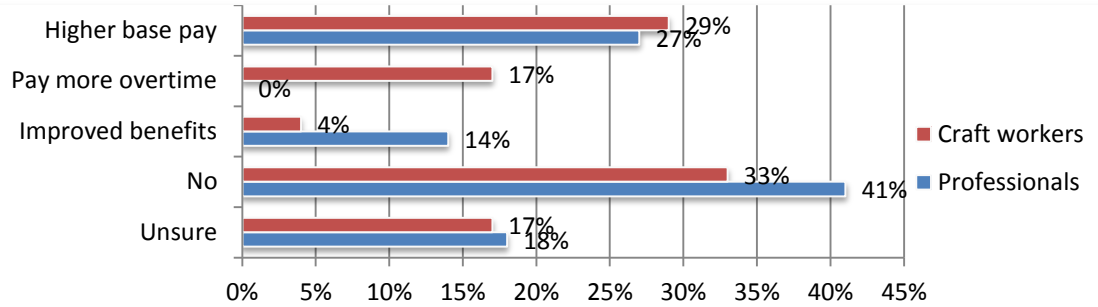
17. How would you rate the overall quality of the local pipeline for preparing...



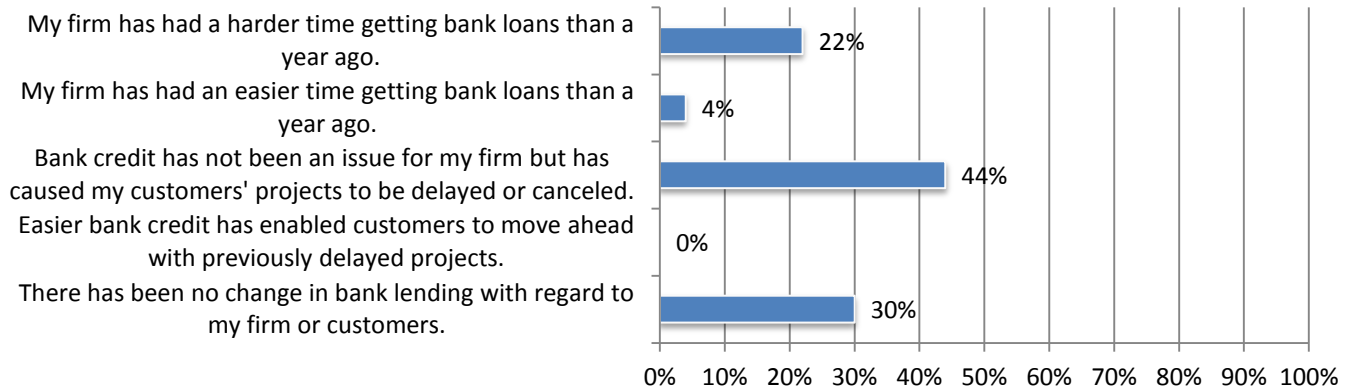
18. Is your firm losing workers to other, higher-paying jobs?



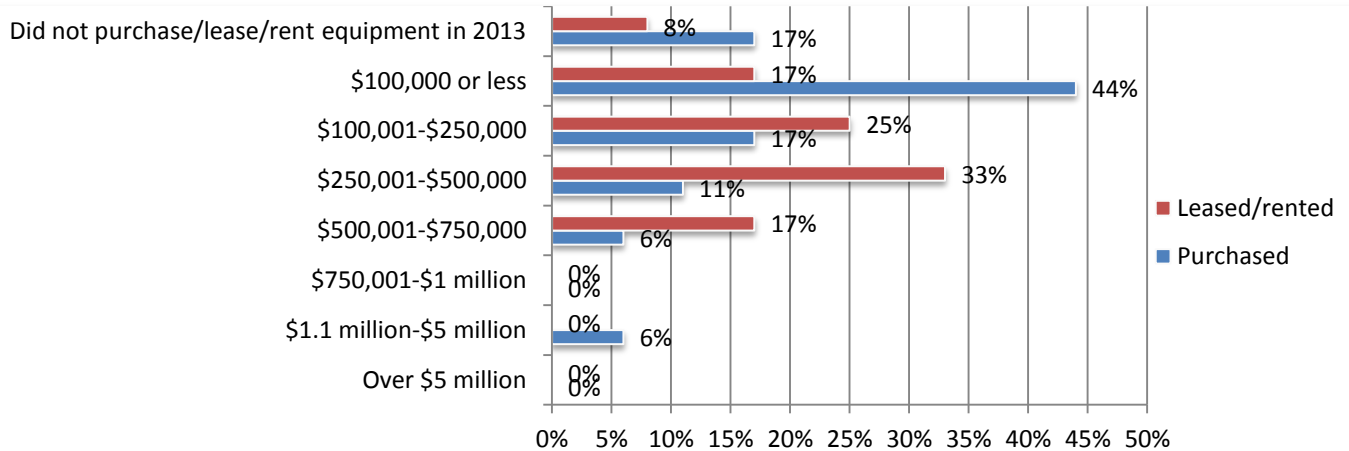
19. Is your firm having to increase pay and/or benefits to retain and/or recruit workers?



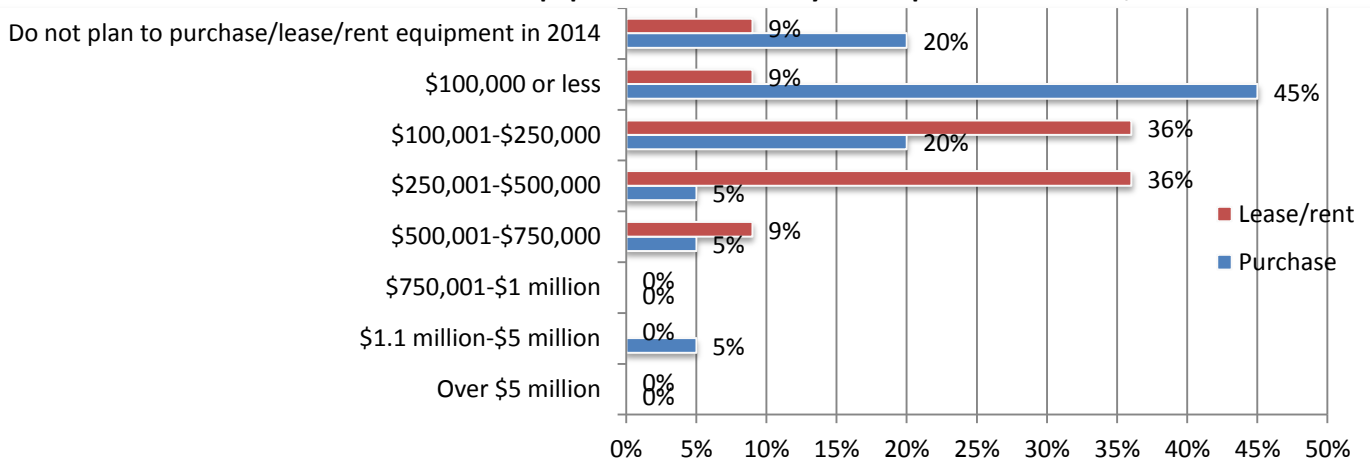
20. Have credit or tighter lending conditions been an issue for your company?



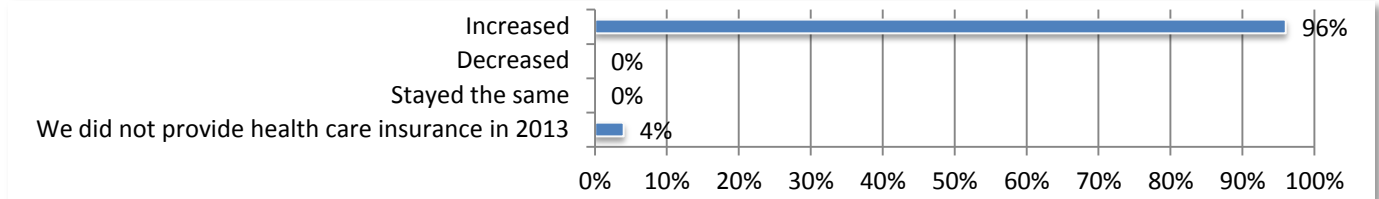
21. Estimate the dollar value of construction equipment in 2013 that you purchased or leased/rented.



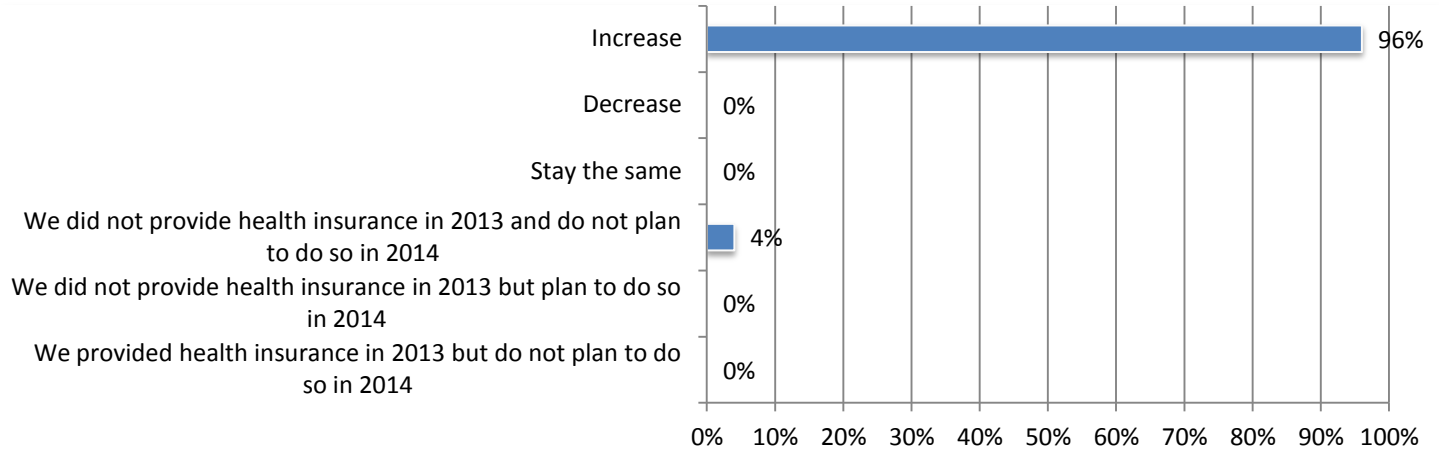
22. Estimate the dollar value of construction equipment in 2014 that you will purchase or lease/rent.



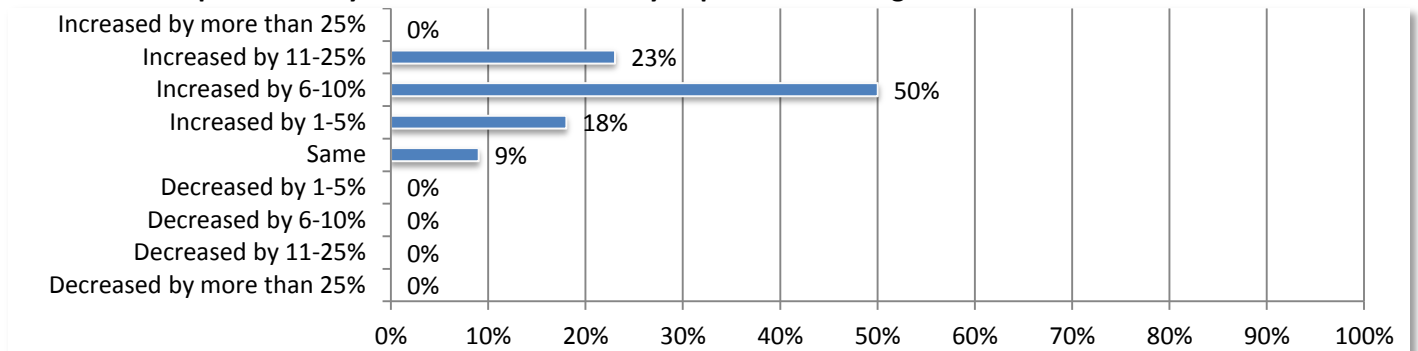
23. Did the cost of providing health care insurance for your employees increase or decrease in 2013?



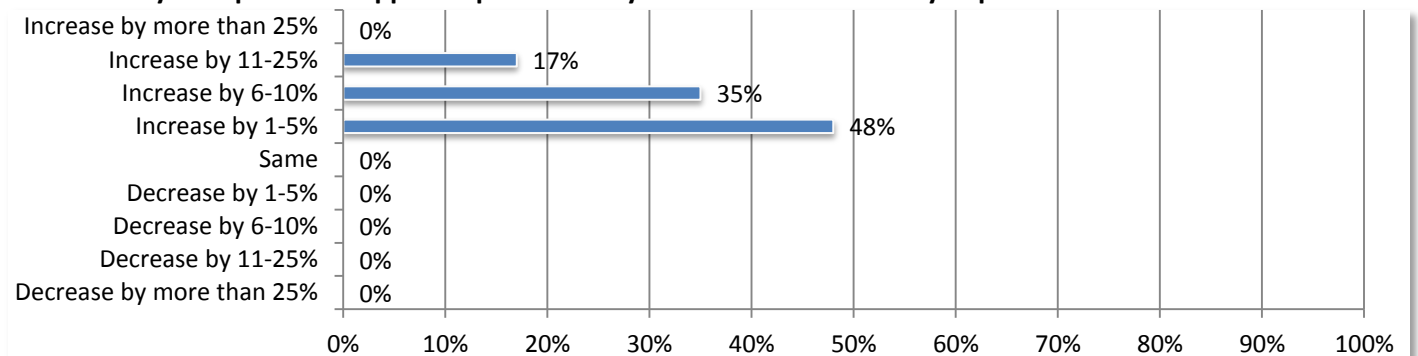
24. Do you expect the cost of providing health care insurance for your employees to increase or decrease in 2014?



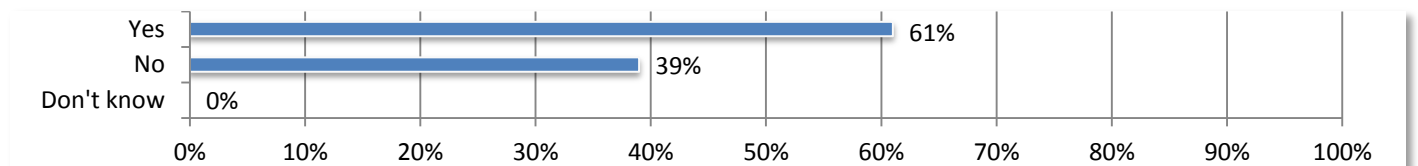
25. How did the prices for key construction materials you purchased change from December 2012 to December 2013.



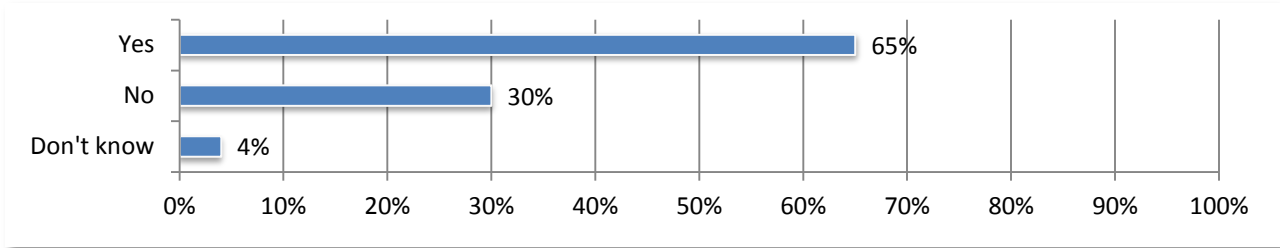
26. What do you expect will happen to prices for key construction materials you purchase in 2014?



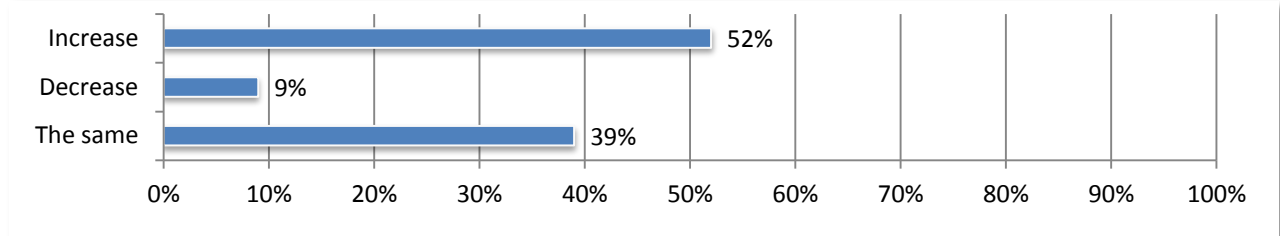
27. During the past year, has your firm pursued new projects that are farther away than your traditional geographic market area?



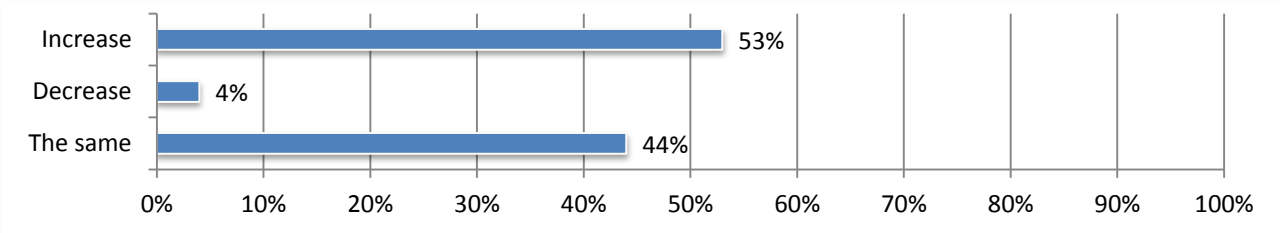
28. Do you expect your firm will pursue new projects that are farther away than your traditional geographic market area in 2014?



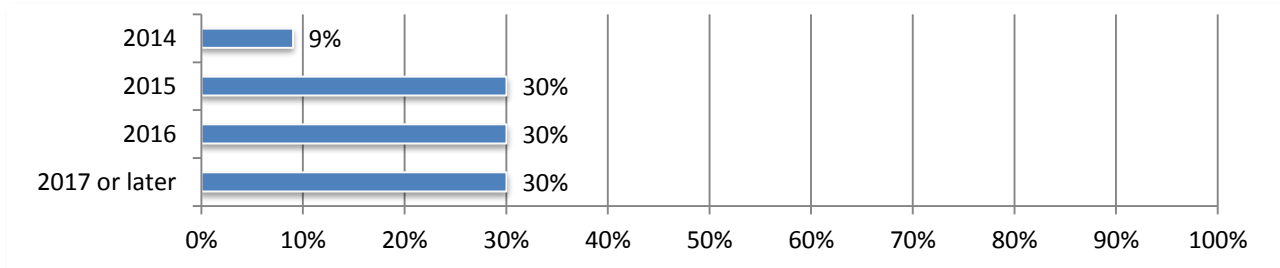
29. Did the competitive pressure on your firm increase or decrease in 2013, or remain about the same?



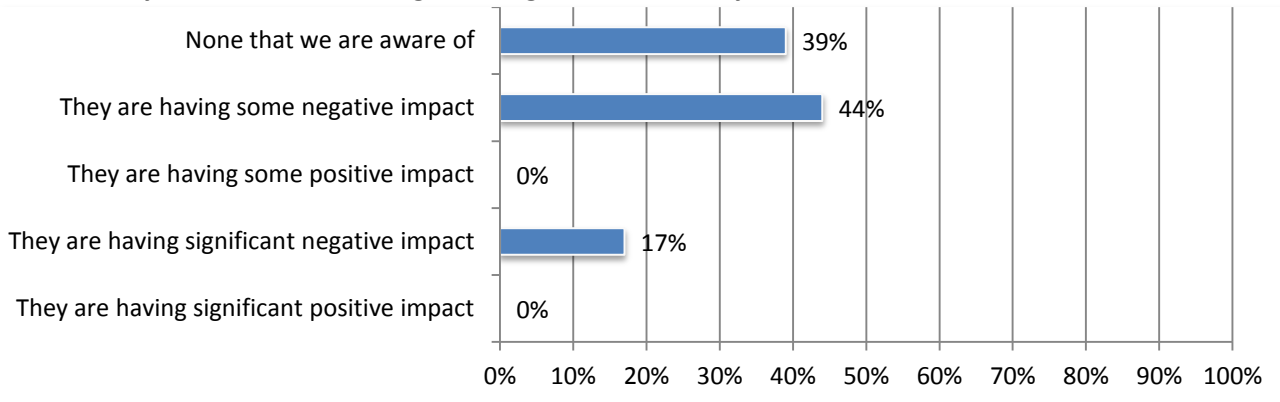
30. Do you expect the competitive pressure on your firm to increase or decrease in 2014, or remain about the same?



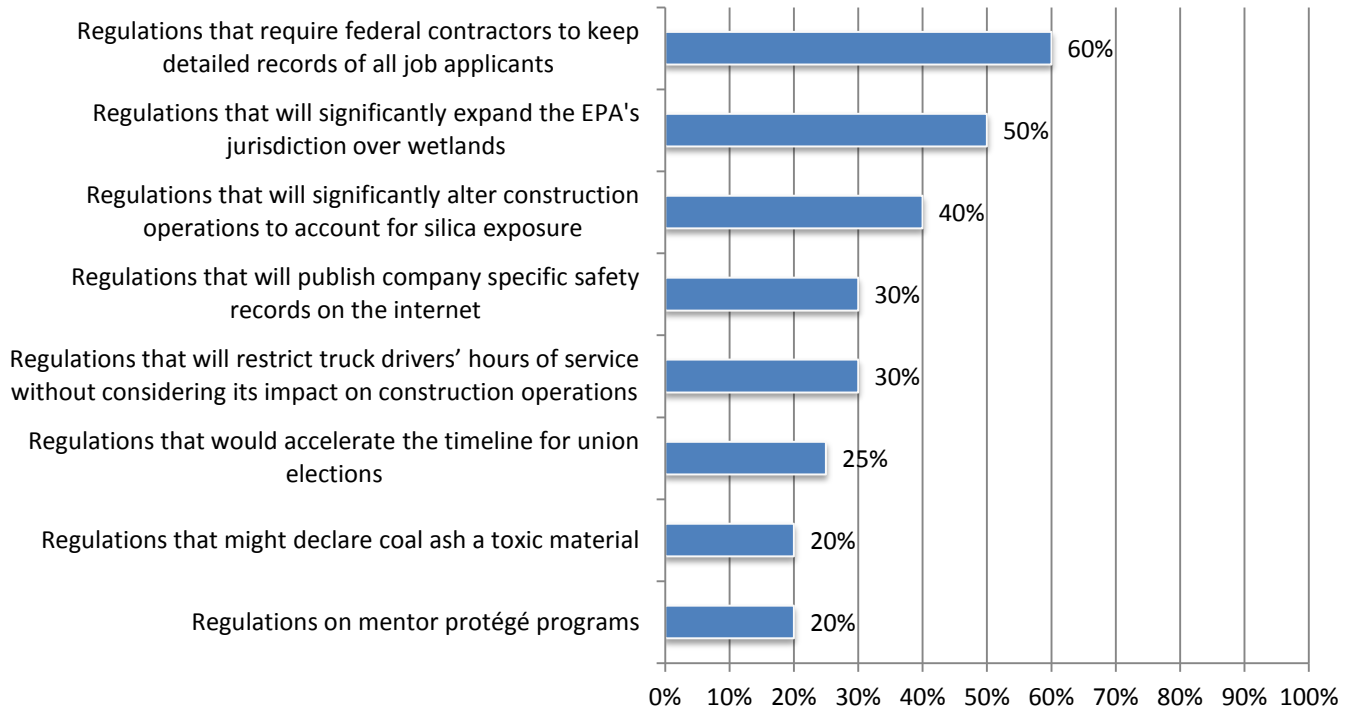
31. When do you expect the construction market to grow again?



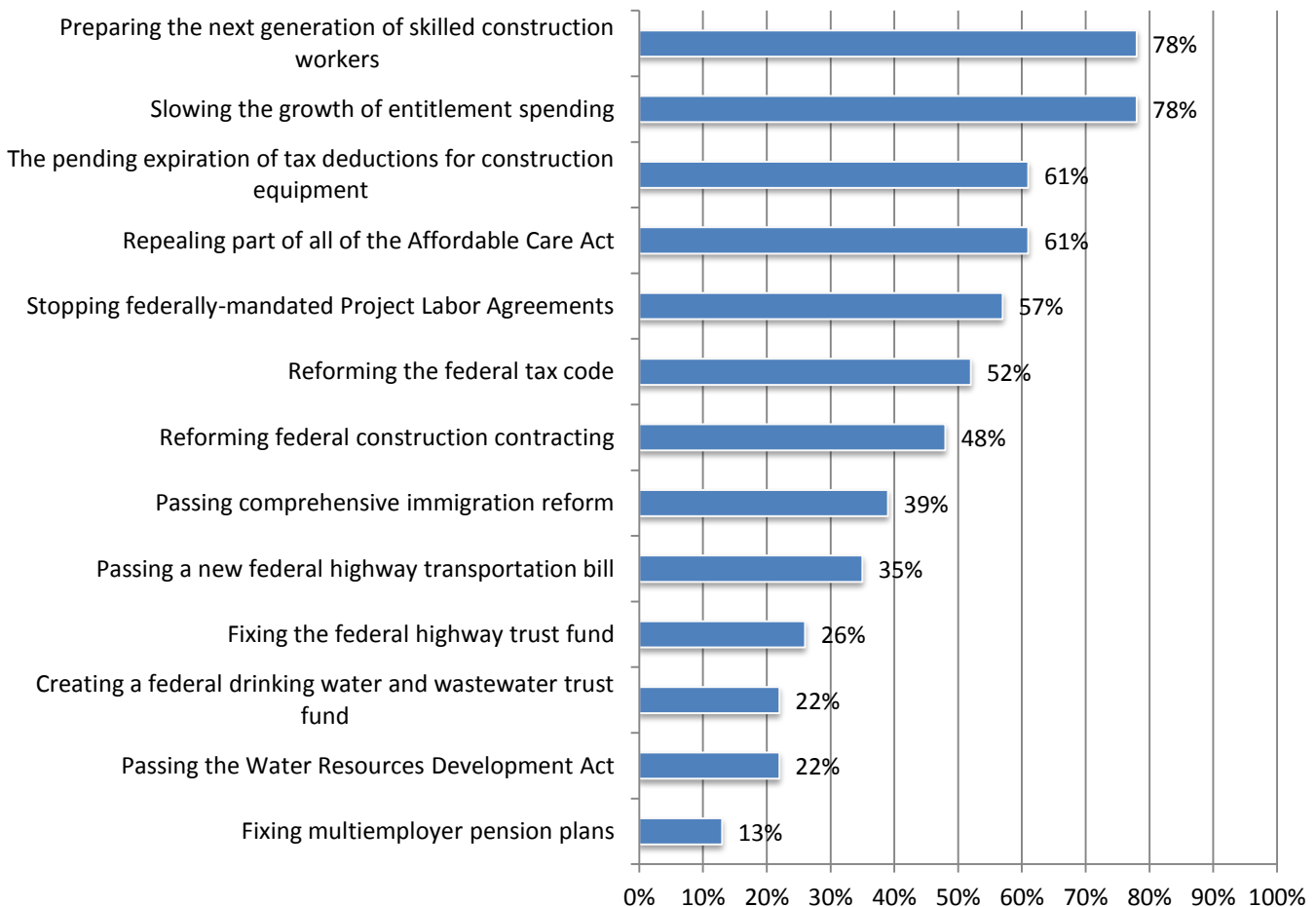
32. What impact, if any, are federal funding cutbacks known as "sequestration," new federal regulations and/or Congress' inability to set an annual budget having on demand for your firm's services?



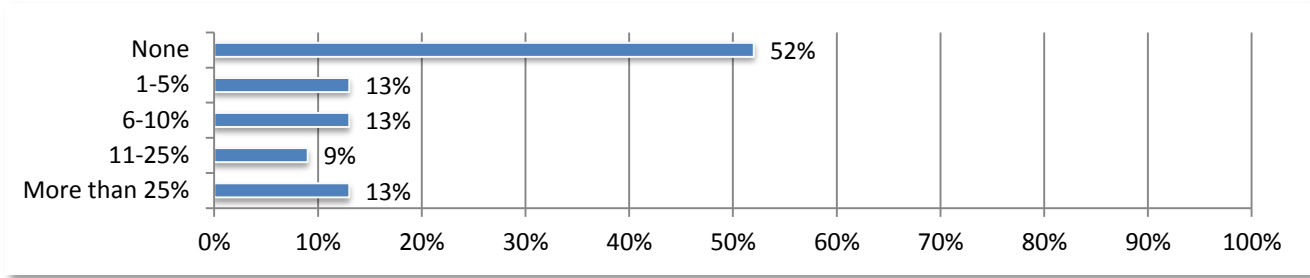
33. Which proposed or newly enacted federal regulations are you worried will negatively impact your business operations in 2014?



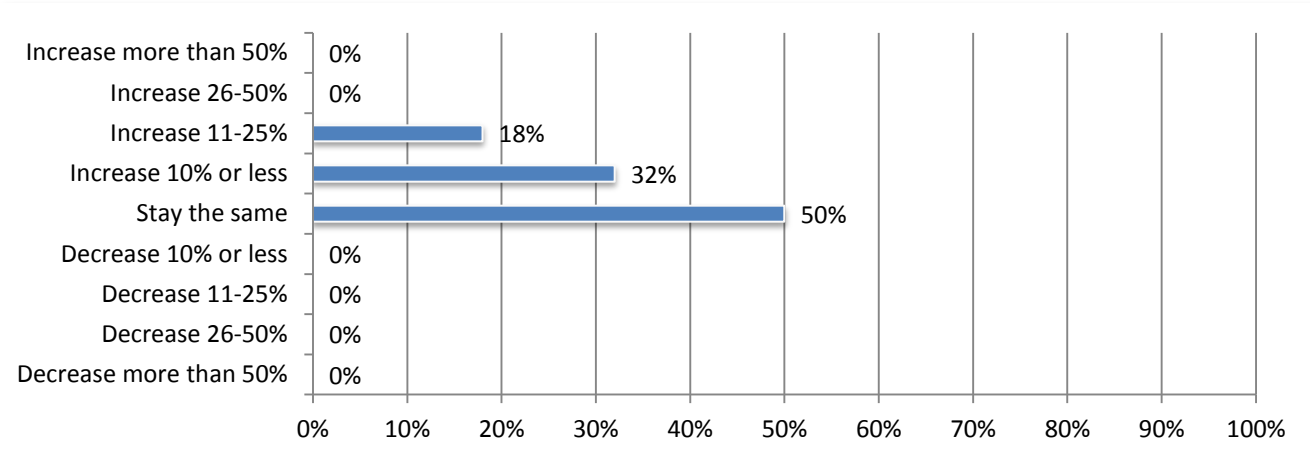
34. Which of the following legislative issues are important to you and your business?



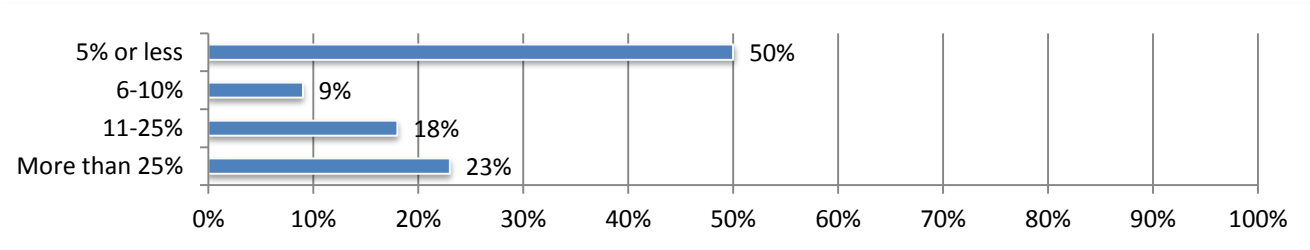
35. In 2013, for what percentage of your work did use Building Information Modeling (BIM)?



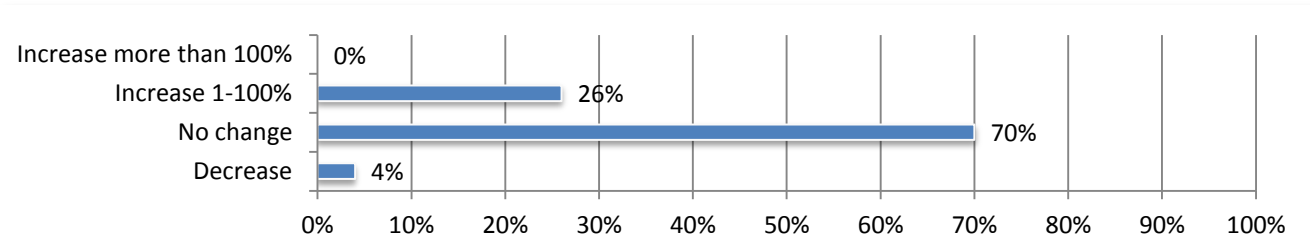
36. Do you expect the amount of projects involving BIM will increase, decrease or stay the same for you in 2014?



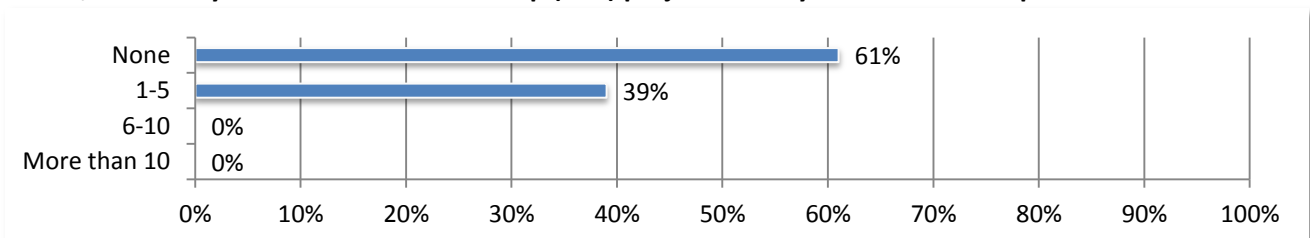
37. What percentage of your work in 2013 was on buildings or structures that were ultimately certified as green or energy efficient?



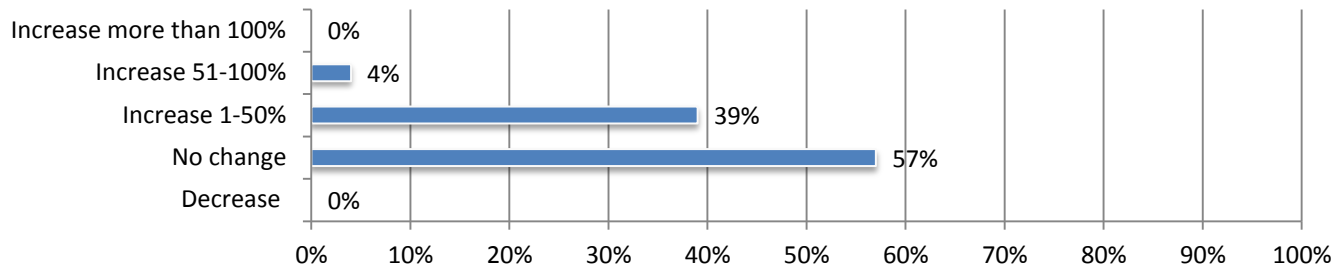
38. What change do you expect in the share of your work in 2014 that is certified green or energy efficient?



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.

