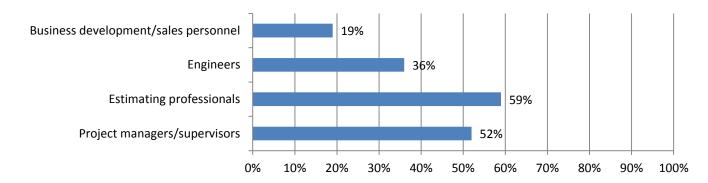
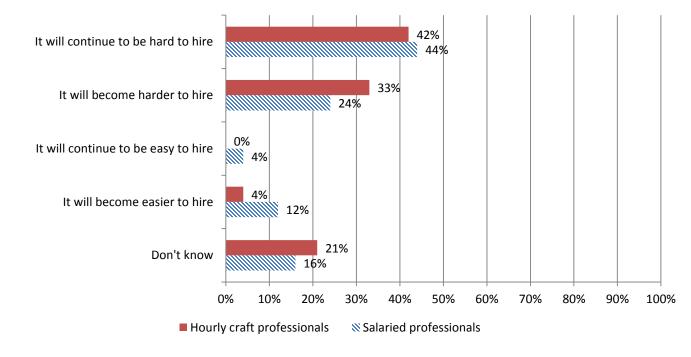


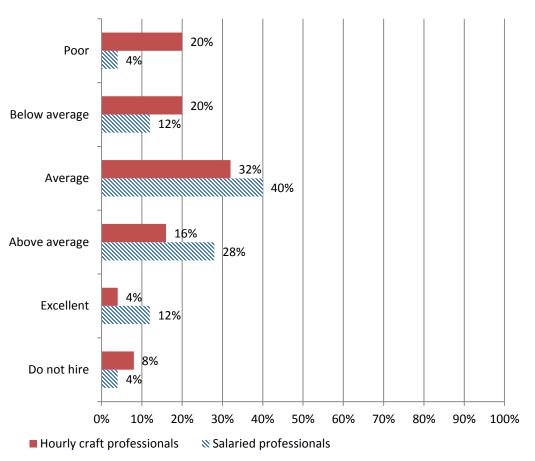
5. If your firm is having trouble filling key salaried professional positions, please indicate the position types you are having trouble filling (responses shown for salaried professionals currently employed by 3 or more respondents):



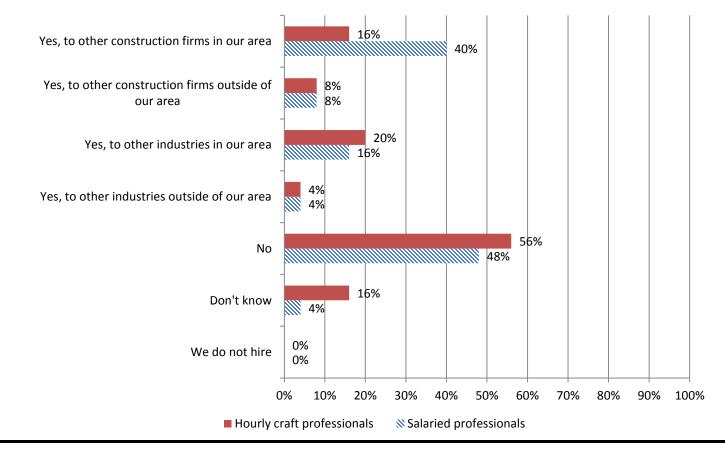
## 6. Do you expect any changes in the availability of construction hourly craft/salaried professionals over the coming 12 months?



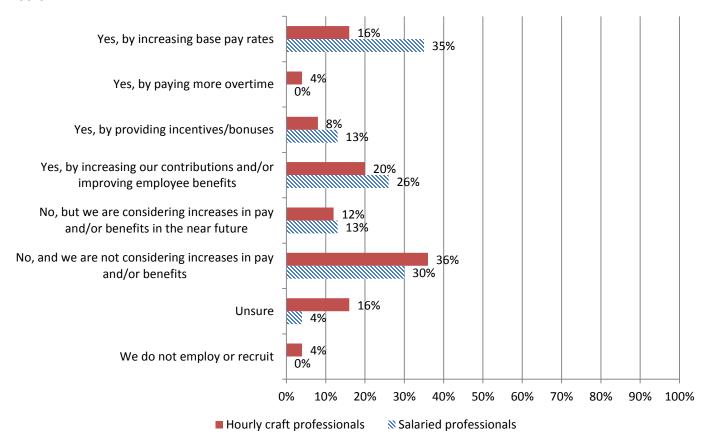
7. How would you rate the overall quality of the local pipeline for training new construction hourly craft/salaried professionals?



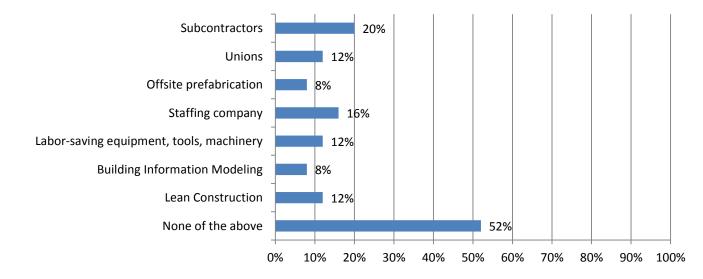
## 8. Is your firm losing construction hourly craft/salaried professionals to other employers (mark all that apply)?

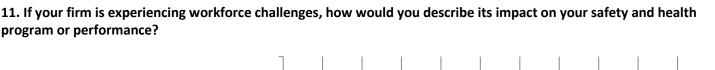


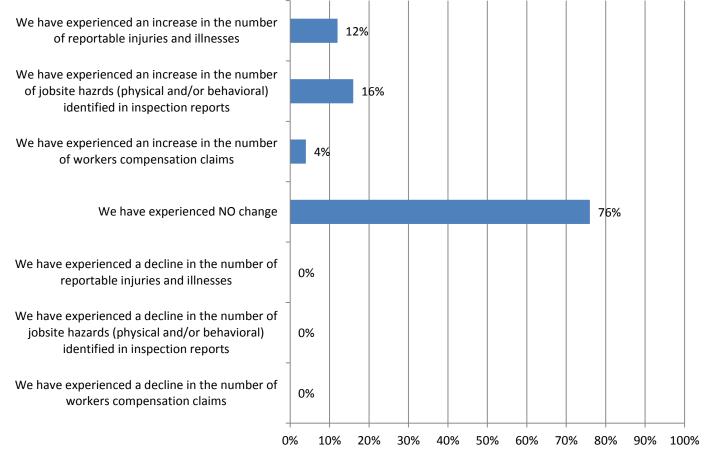
9. Has your firm increased pay and/or benefits for construction hourly craft/salaried professionals (mark all that apply)?



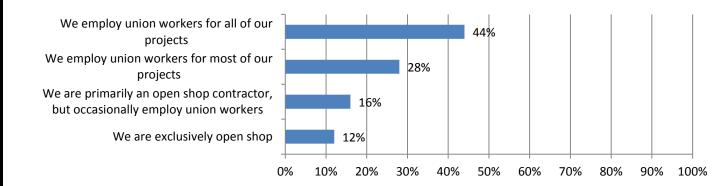
**10.** Have you increased your use of the following during the past year because of difficulty in filling positions (mark all that apply)?







## 12. Do you employ union workers, or is your firm primarily open shop?



## 13. Estimate the total dollar amount of work your firm performed during the past 12 months.

