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Quality Projects.

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THE AGC/SAGE CONSTRUCTION HIRING & BUSINESS OUTLOOK FOR 2017

January 10, 2017

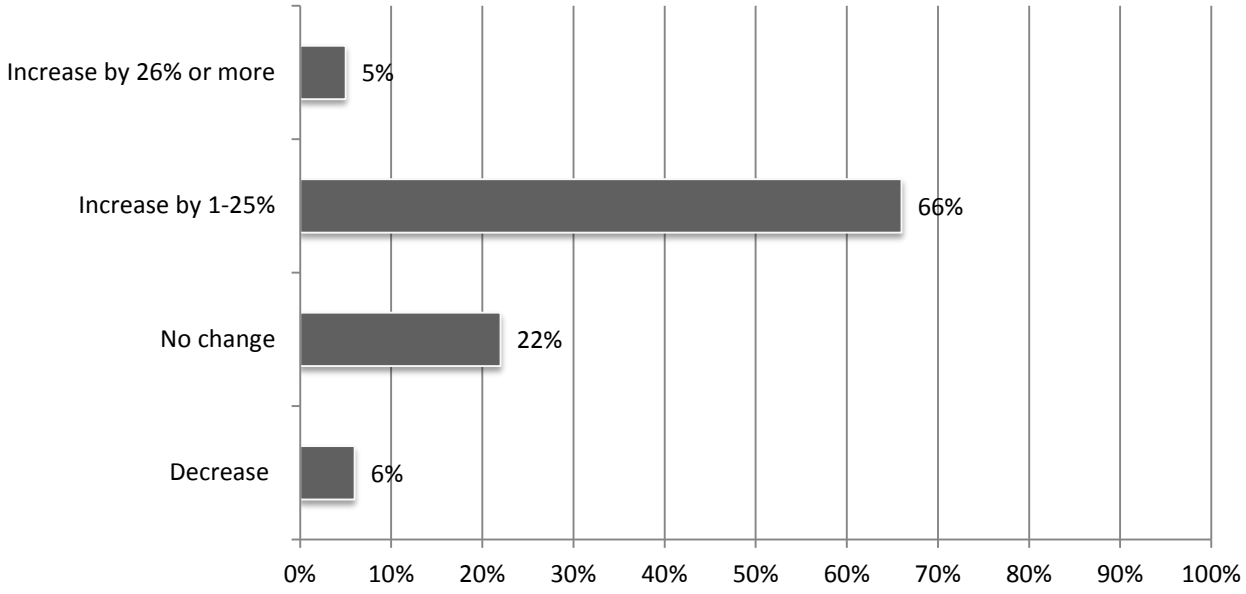
CONTRACTORS ARE OPTIMSTIC ABOUT ALL MARKET SEGMENTS

Compared to 2016, do you expect the available dollar volume of projects you compete for in 2017 to be:

Market	Higher	Lower	Same	Net*
All projects	46%	9%	45%	36%
Hospital	36%	13%	51%	23%
Retail, Warehouse, Lodging	34%	11%	54%	23%
Private Office	34%	14%	52%	20%
Manufacturing	31%	13%	56%	18%
Highway	31%	17%	52%	15%
Public Building	29%	14%	57%	15%
Higher Education	29%	14%	56%	14%
K-12 School	30%	15%	55%	14%
Water/Sewer	28%	14%	58%	14%
Multifamily Residential	30%	19%	51%	11%
Other Transportation (e.g., transit, rail, airport)	26%	15%	59%	11%
Power	25%	15%	61%	10%
Federal (e.g., VA, GSA, USACE, NAVFAC)	25%	18%	57%	7%

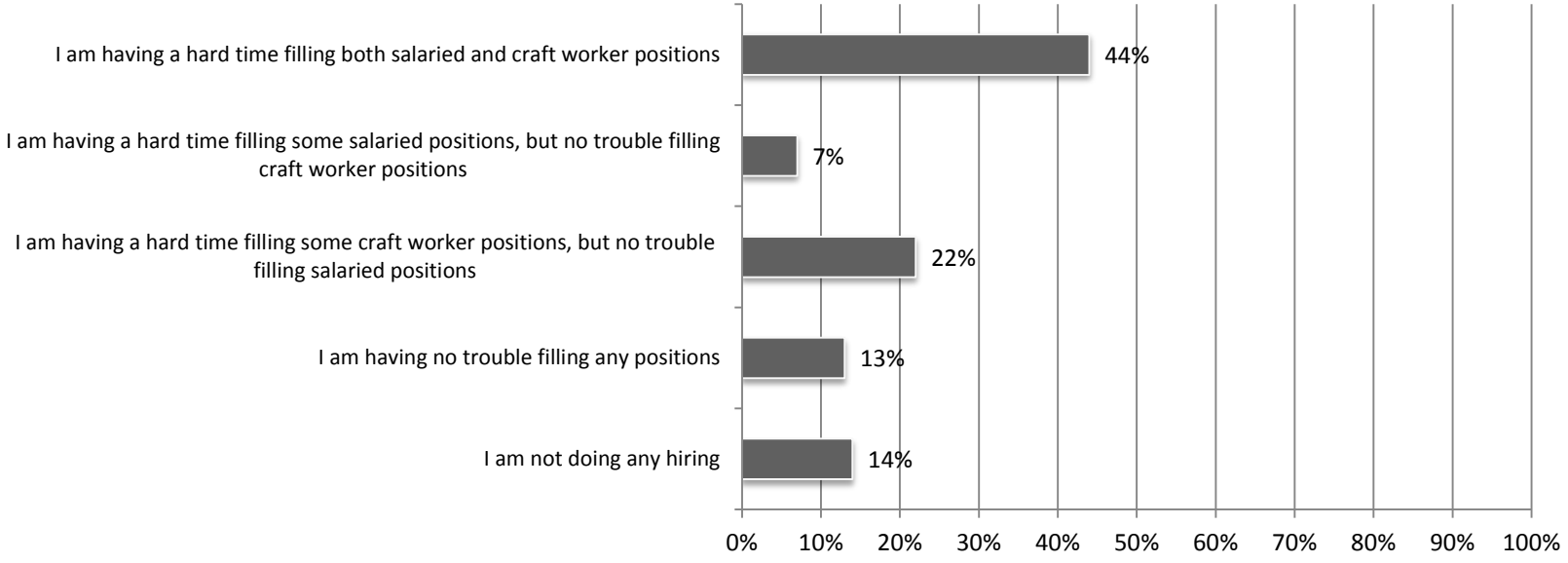
HEADCOUNTS WILL CONTINUE TO EXPAND IN 2017

What percentage change do you expect in your headcount in 2017?



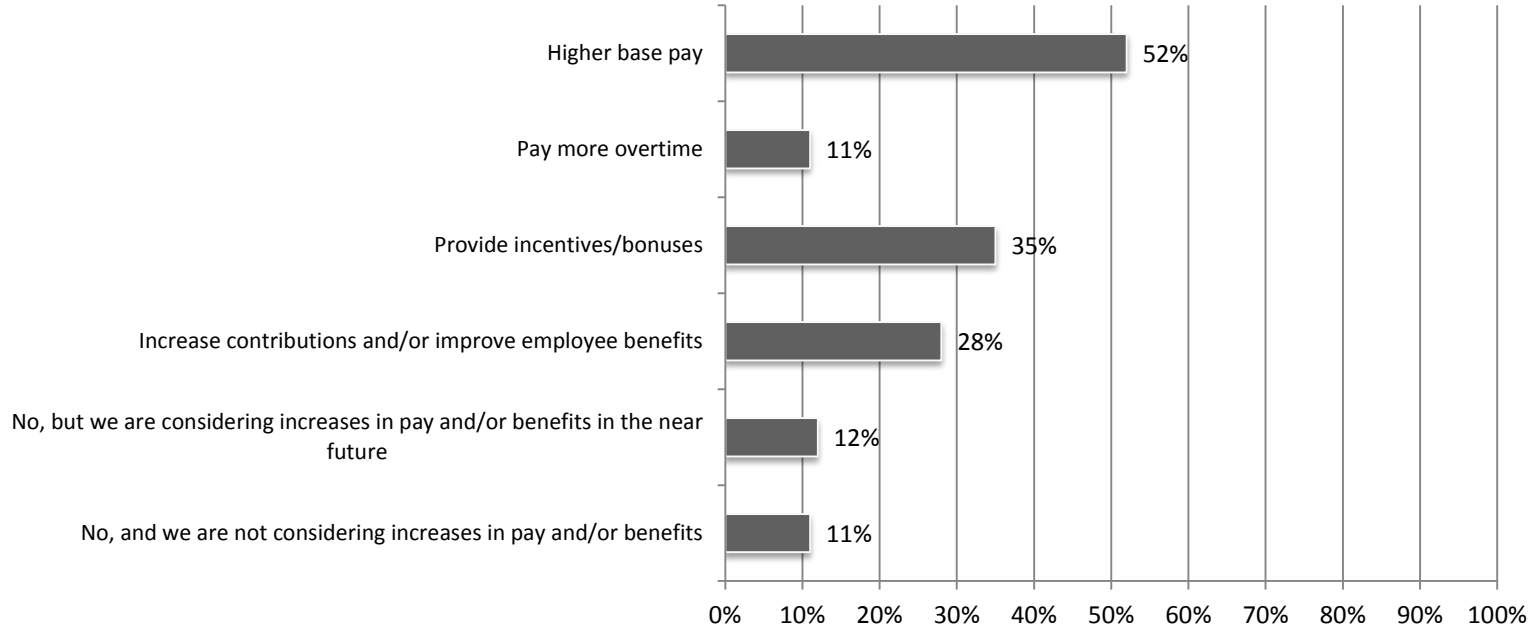
FIRMS WILL CONTINUE TO COPE WITH WORKER SHORTAGES

How would you describe your current conditions for filling key salaried positions (project manager/supervisor, estimator, etc.) and hourly craft positions (carpenter, laborer, equipment operator, etc.)?



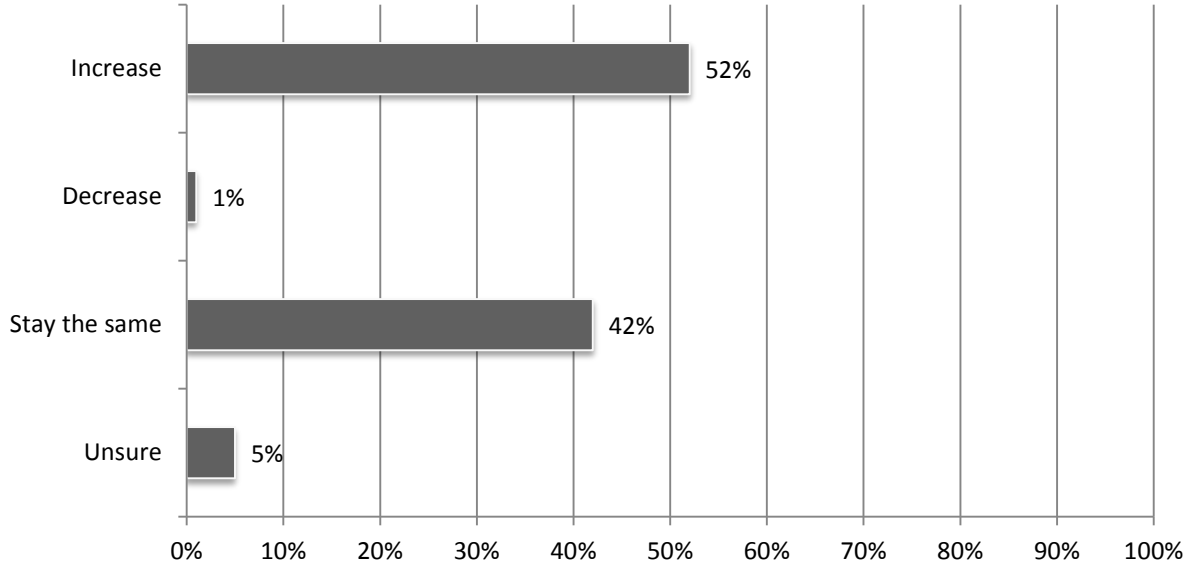
MOST FIRMS ARE INCREASING PAY OR BENEFITS…

Has your firm increased pay or benefits to retain or recruit salaried/hourly craft professionals?



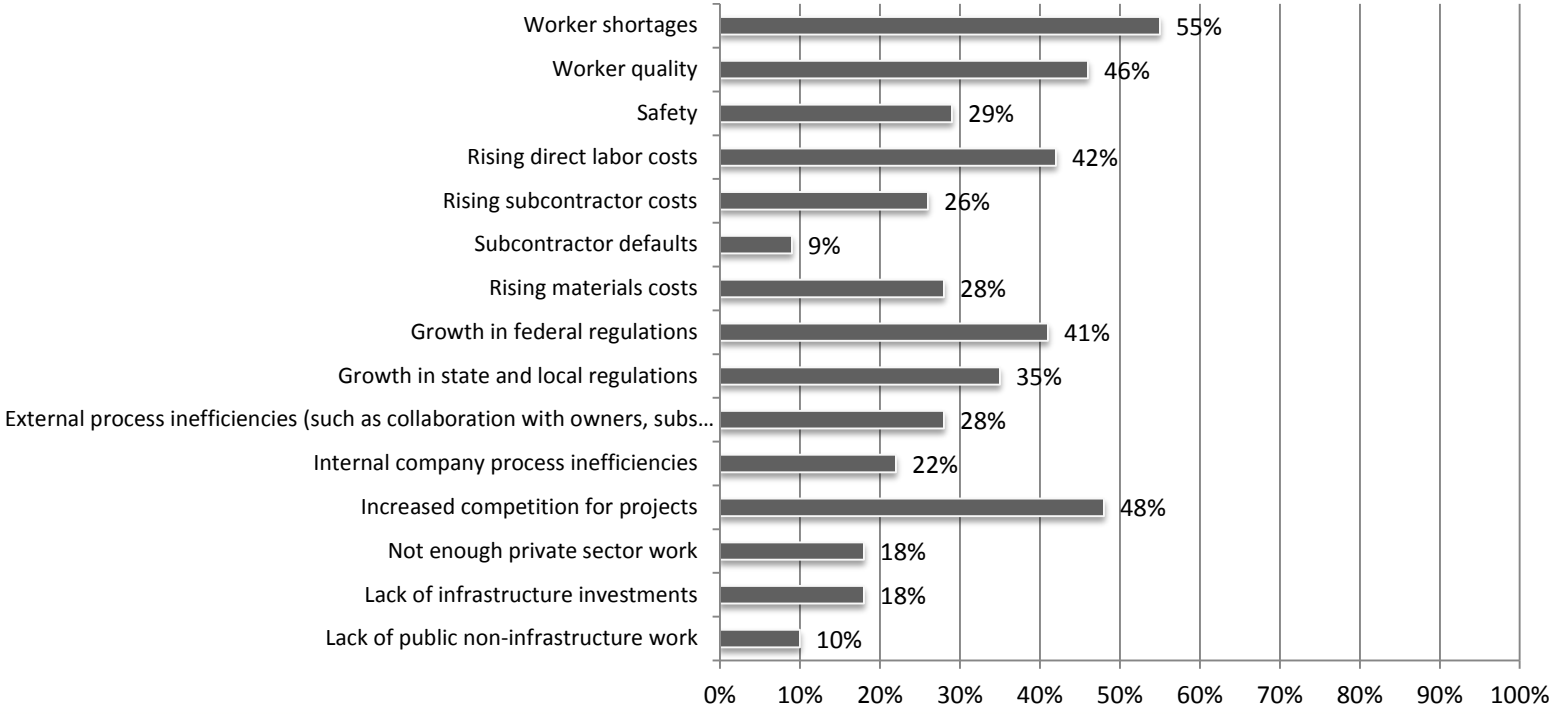
…AND INVESTING IN TRAINING & DEVELOPMENT PROGRAMS

Compared to 2016, how will your 2017 investment in training and development change?



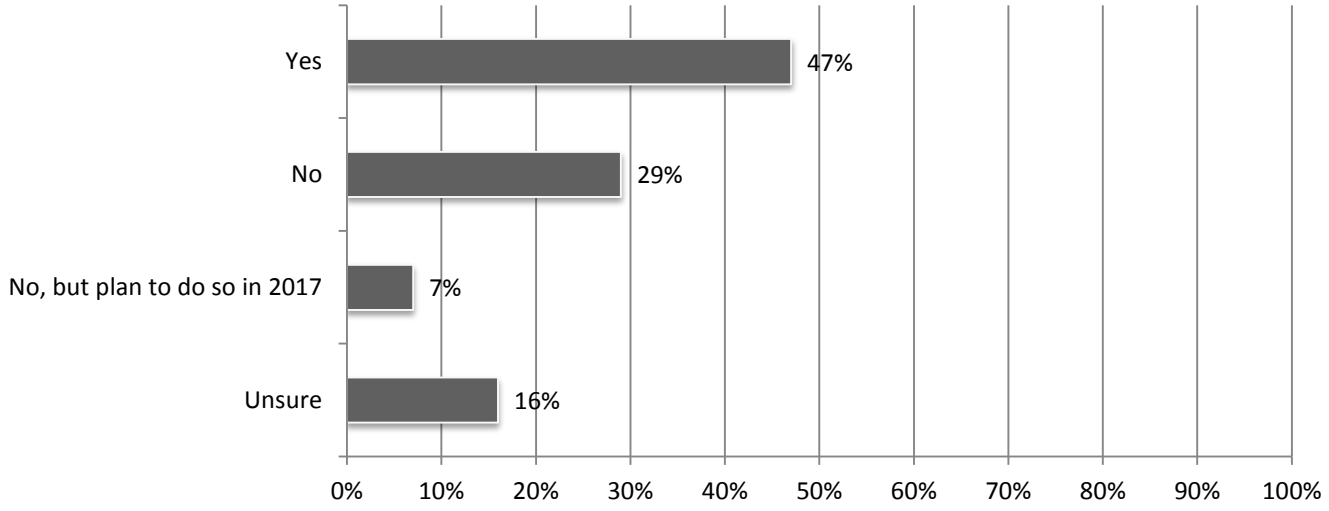
FIRMS ARE WORRIED ABOUT LABOR, TIGHT MARGINS & GROWING COSTS

Which of the following issues are the biggest concerns to you and your business?



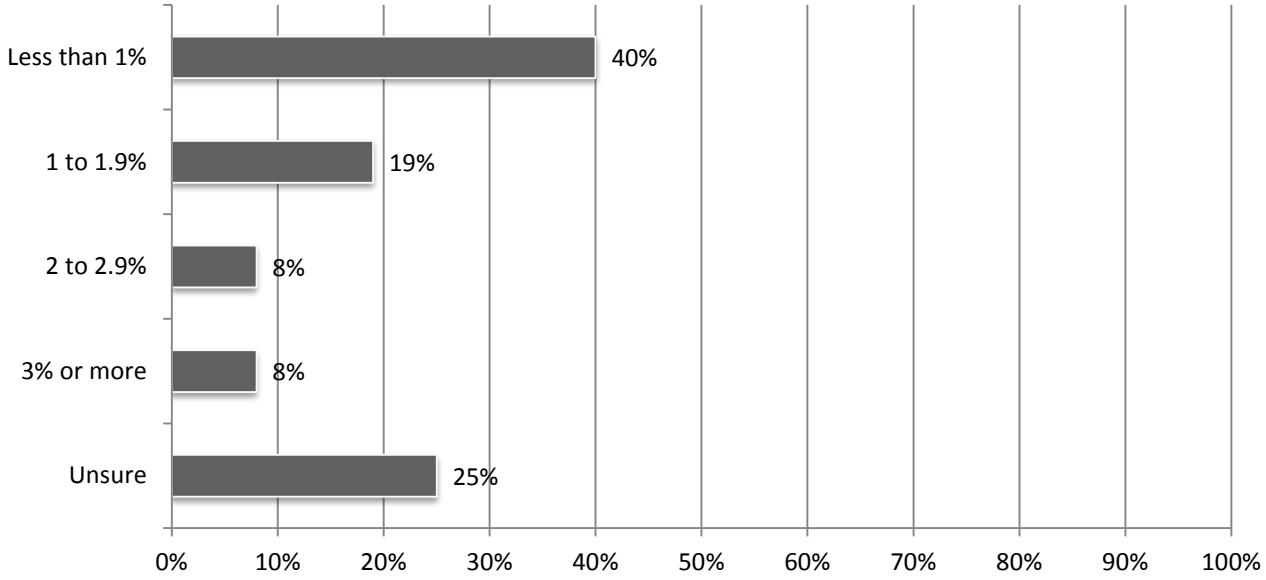
CONTRACTORS ARE MAKING I.T. A PART OF THEIR BUSINESS STRATEGY

Do you have a formal IT plan that supports your business objectives?



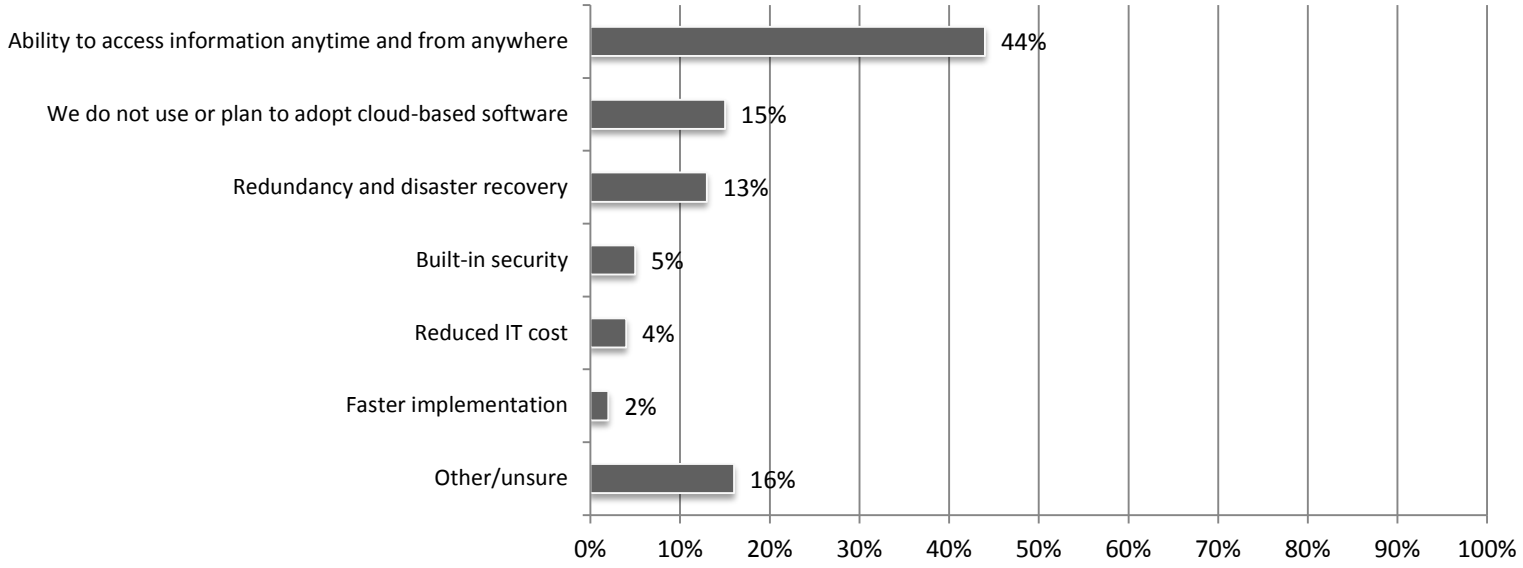
CONTRACTORS ARE INCREASING FUNDING FOR THEIR I.T. PLANS

Approximately what percent of your gross annual revenue do you spend on IT?



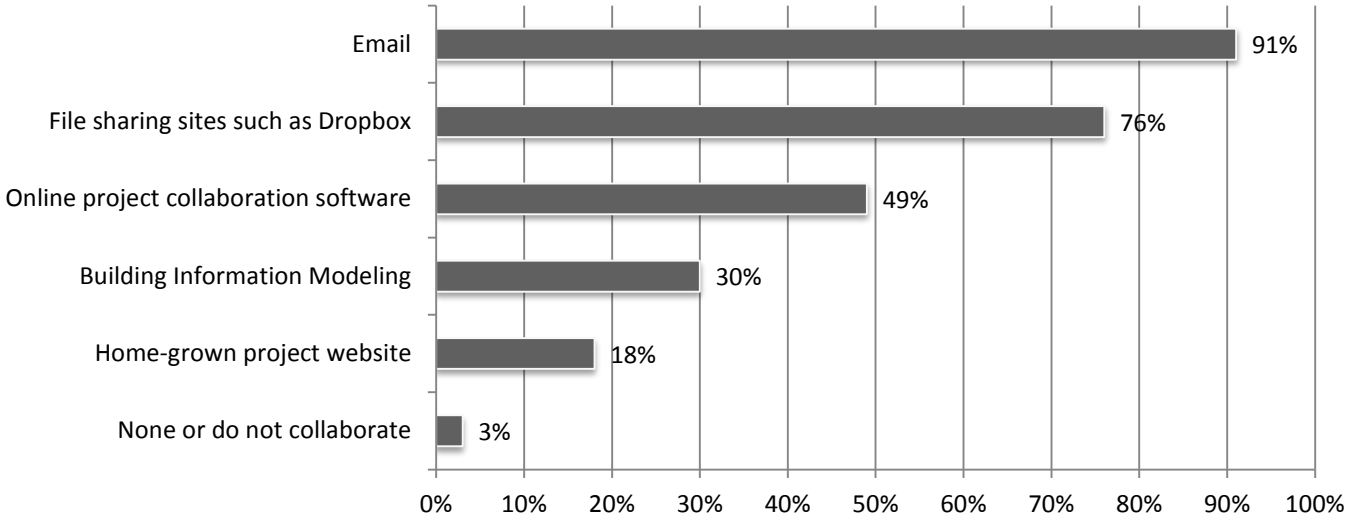
CONTRACTORS ARE MOVING TO THE CLOUD FOR GREATER ACCESS TO INFORMATION

What is the main reason you use or plan to adopt cloud-based software?



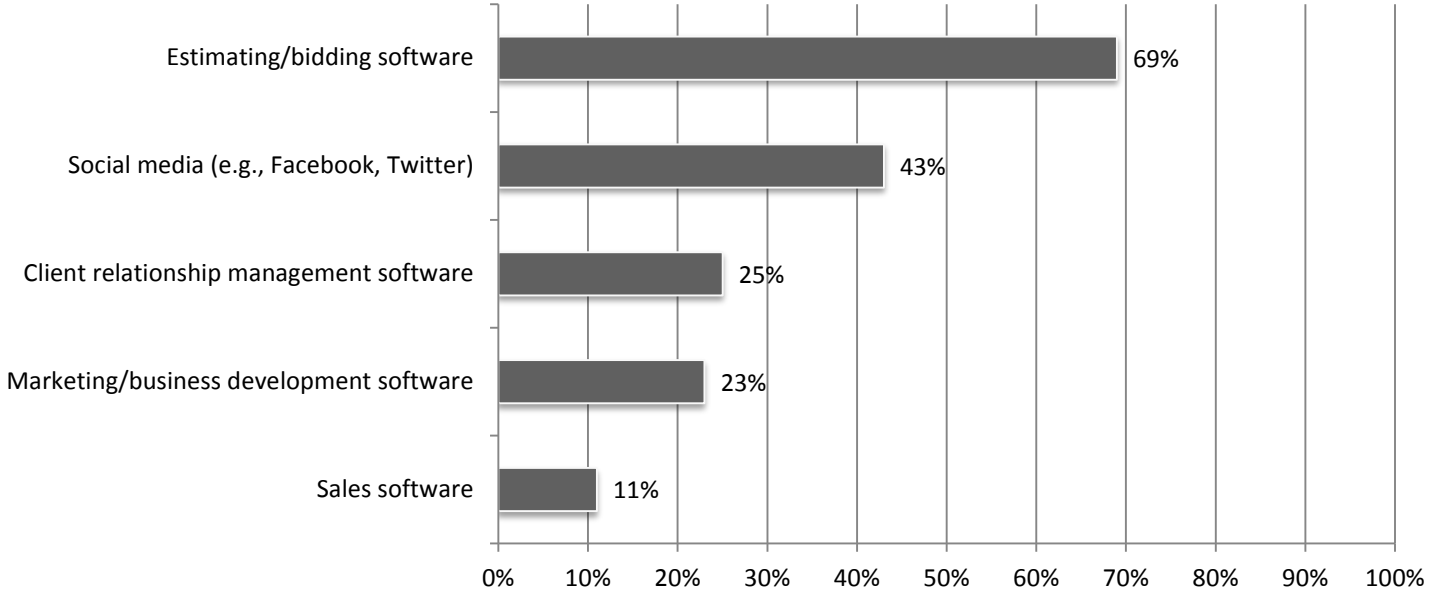
COLLABORATION TECHNOLOGY IS GAINING A FOOTHOLD

Do you use any of the following to collaborate with project partners?



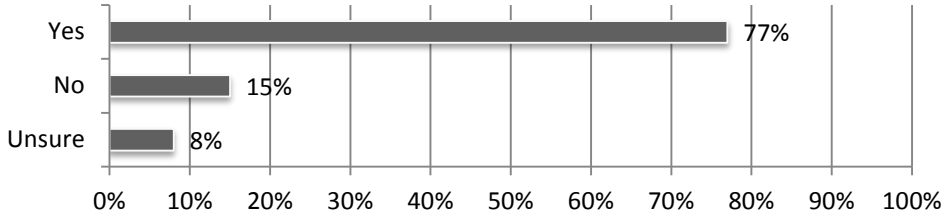
MORE FIRMS ARE USING TECHNOLOGY TO WIN BUSINESS

What information technology (IT), if any, do you use to obtain work?

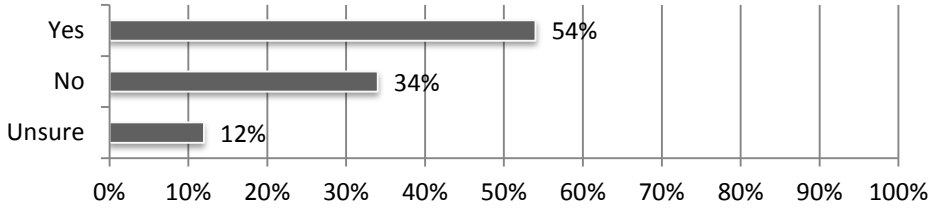


FIRMS ARE TAKING STEPS TO ADDRESS I.T. SECURITY

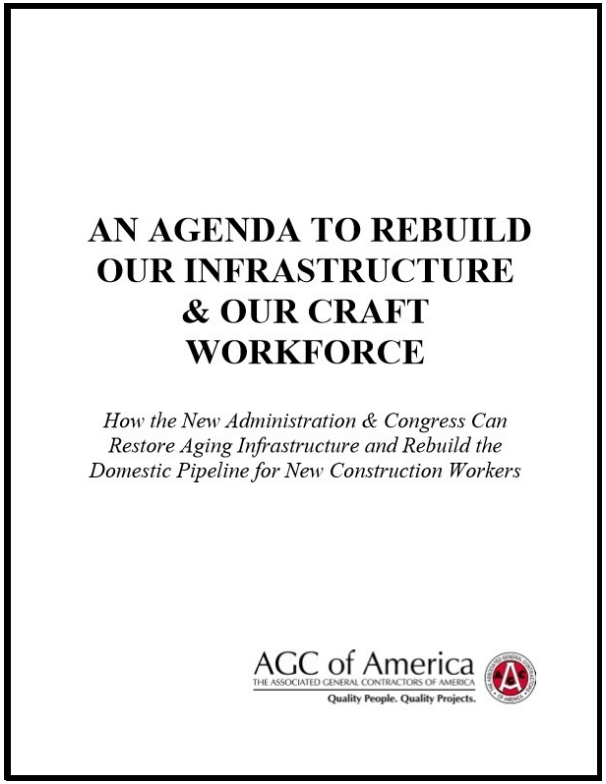
Do you currently have an overall IT security plan in place to protect against hacking?

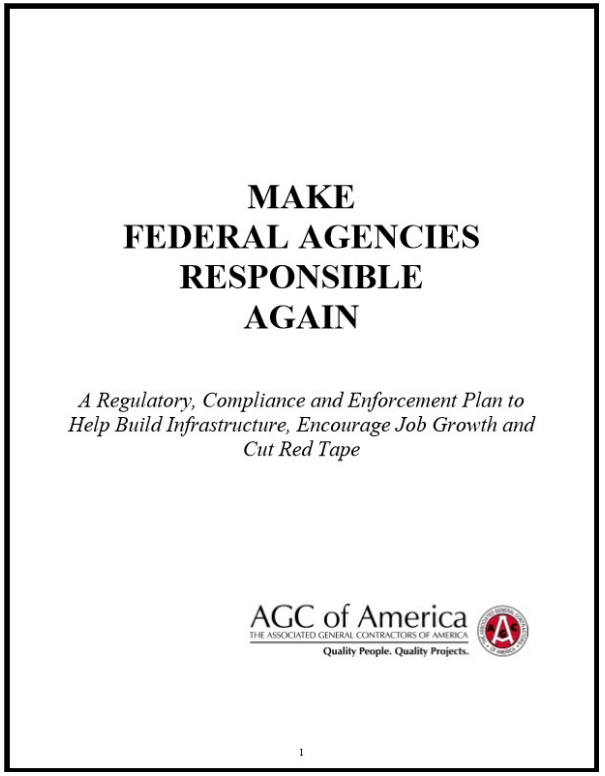


Do you currently have a mobile security policy in place?



AGC HAS PREPARED TWO PLANS TO GUIDE NEW CONGRESS AND PRESIDENT ON WORKFORCE, INFRASTRUCTURE AND REGULATION





QUESTIONS?

For more information, please visit www.agc.org