



## 2017 Construction Outlook Survey Results Washington Results

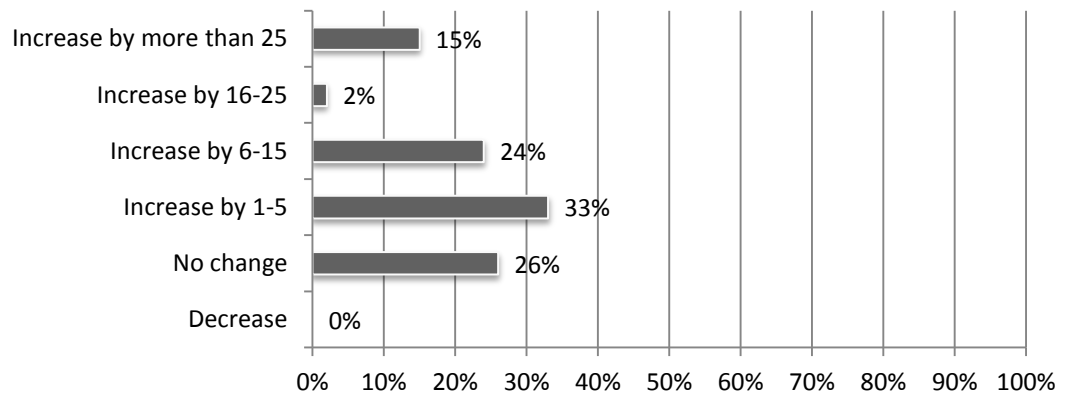
Total Responses: 64. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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

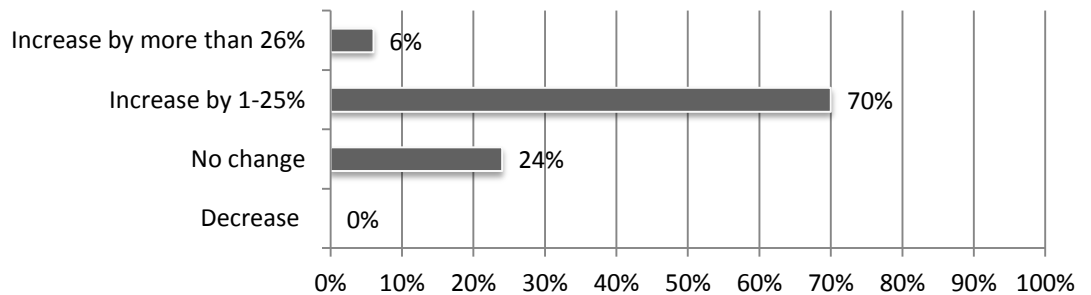
Market	Higher	Lower	Same	Net*
All projects	49%	5%	46%	44%
Multifamily Residential	43%	7%	50%	36%
Retail, Warehouse, Lodging	36%	0%	64%	36%
Hospital	38%	12%	50%	27%
Private Office	30%	3%	67%	27%
Other Transportation (e.g., transit, rail, airport)	44%	19%	37%	26%
Federal (e.g., VA, GSA, USACE, NAVFAC)	31%	10%	59%	21%
Highway	21%	4%	75%	18%
K-12 School	26%	11%	63%	15%
Public Building	13%	9%	78%	4%
Power	14%	14%	73%	0%
Manufacturing	12%	15%	73%	-4%
Water/Sewer	9%	13%	78%	-4%
Higher Education	8%	19%	73%	-12%

\*Net equals difference between number of "Higher" and "Lower" responses as percent of total.

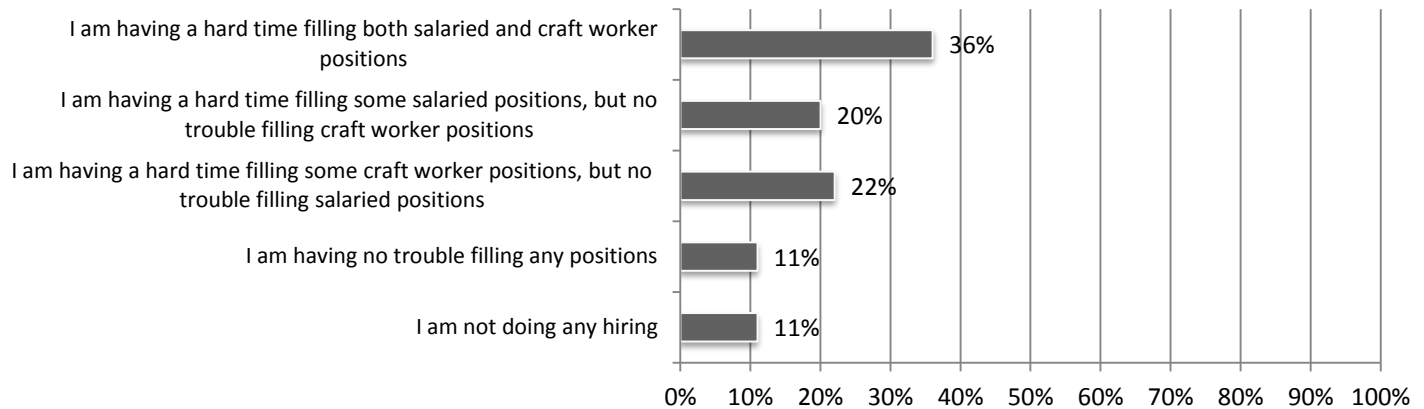
### 2. What numerical change do you expect in your headcount in 2017?



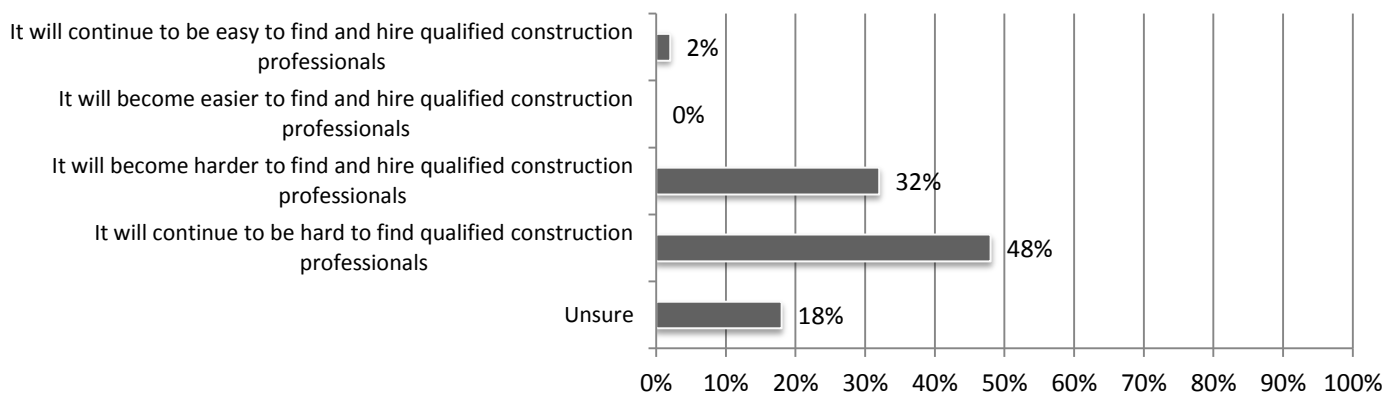
### 3. What percentage change do you expect in your headcount in 2017?



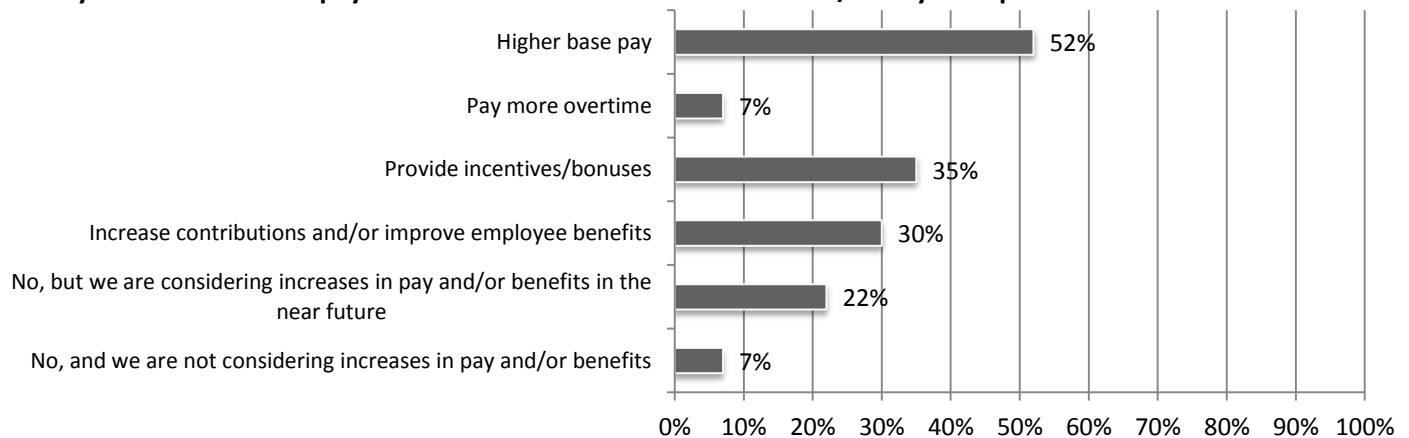
**4. How would you describe your current conditions for filling key salaried positions (project manager/supervisor, estimator, etc.) and hourly craft positions (carpenter, laborer, equipment operator, etc.)?**



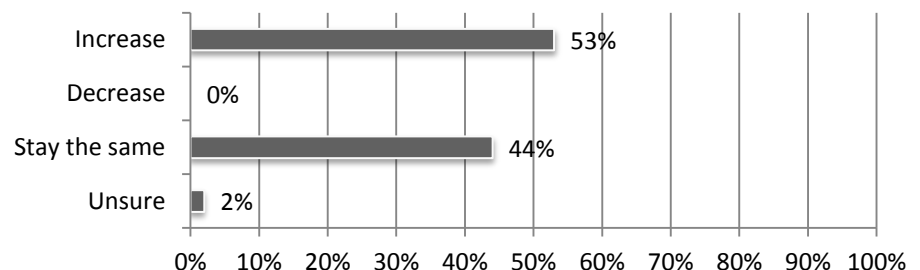
**5. Do you expect any changes in the availability of salaried/hourly craft construction professionals over the coming 12 months?**



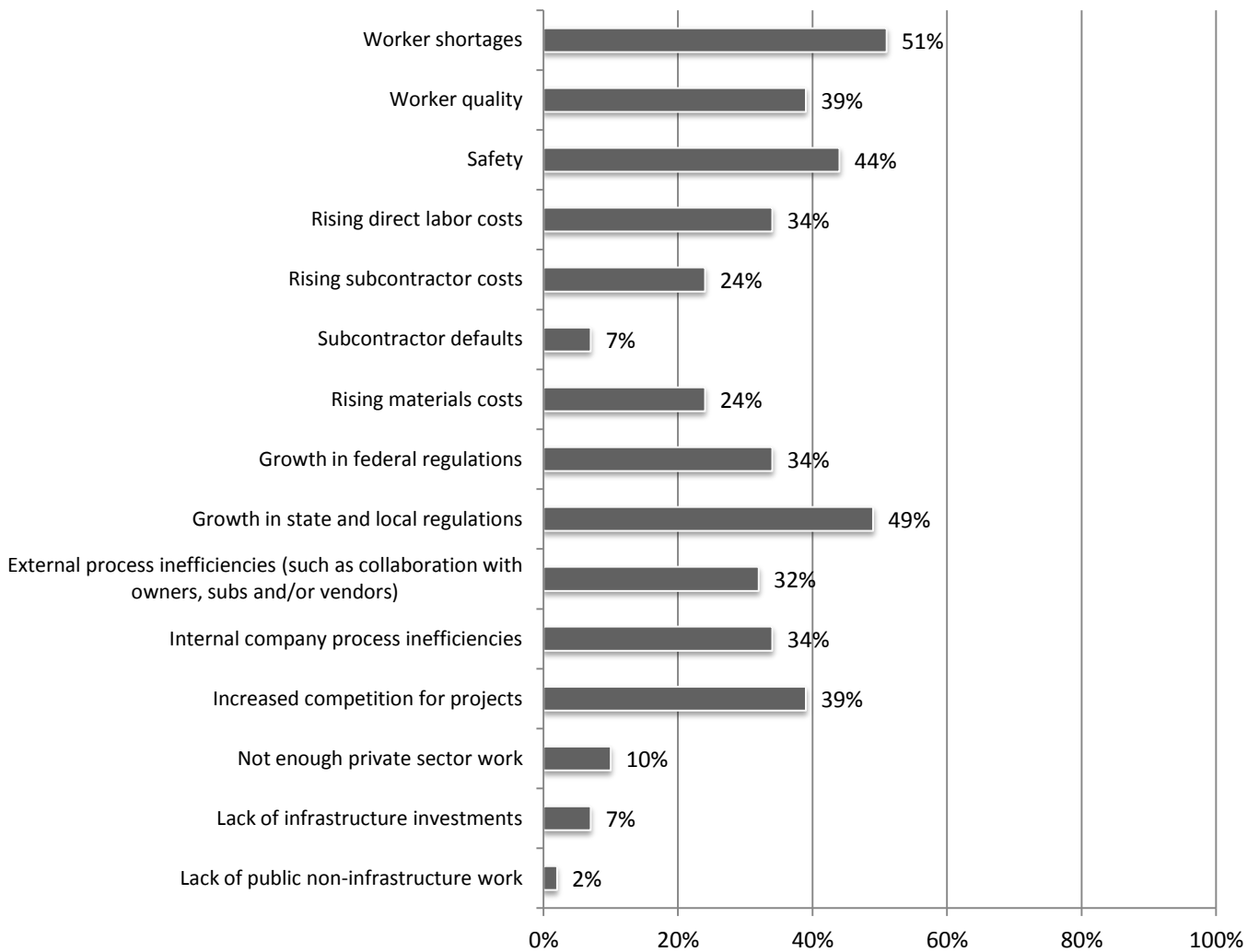
**6. Has your firm increased pay or benefits to retain or recruit salaried/hourly craft professionals?**



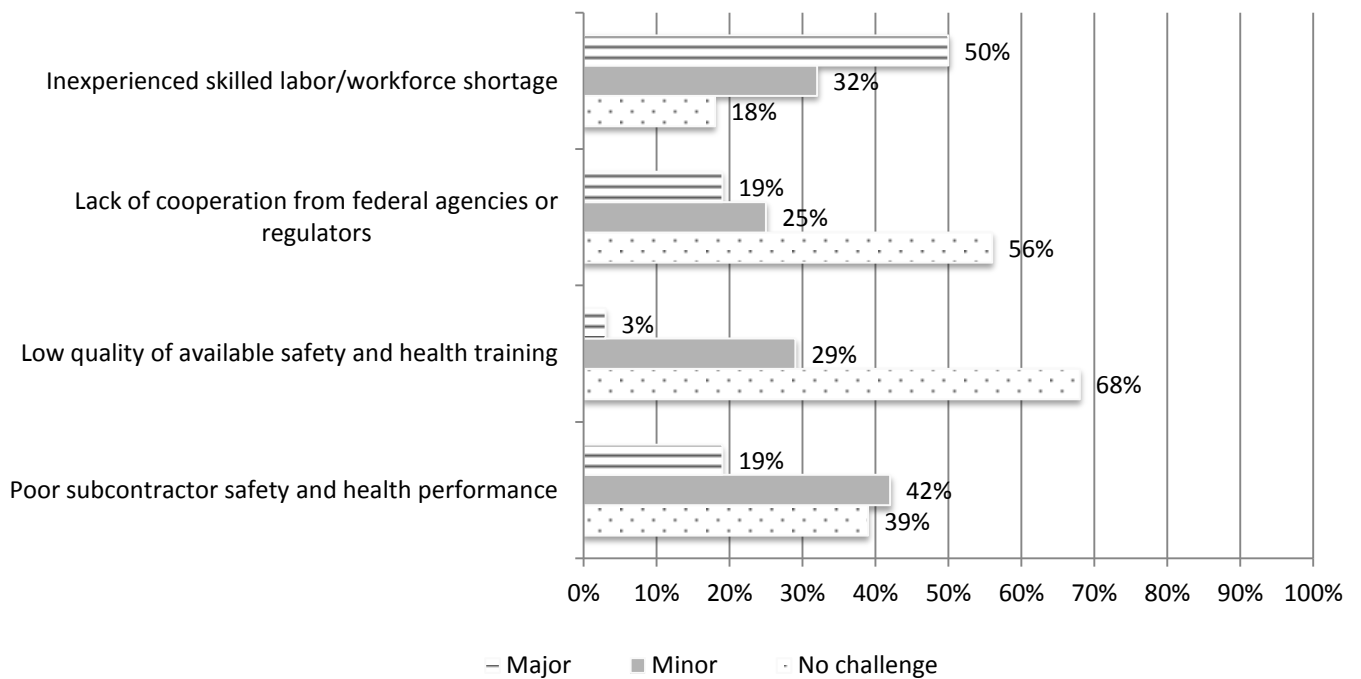
**7. Compared to 2016, how will your 2017 investment in training and development change?**



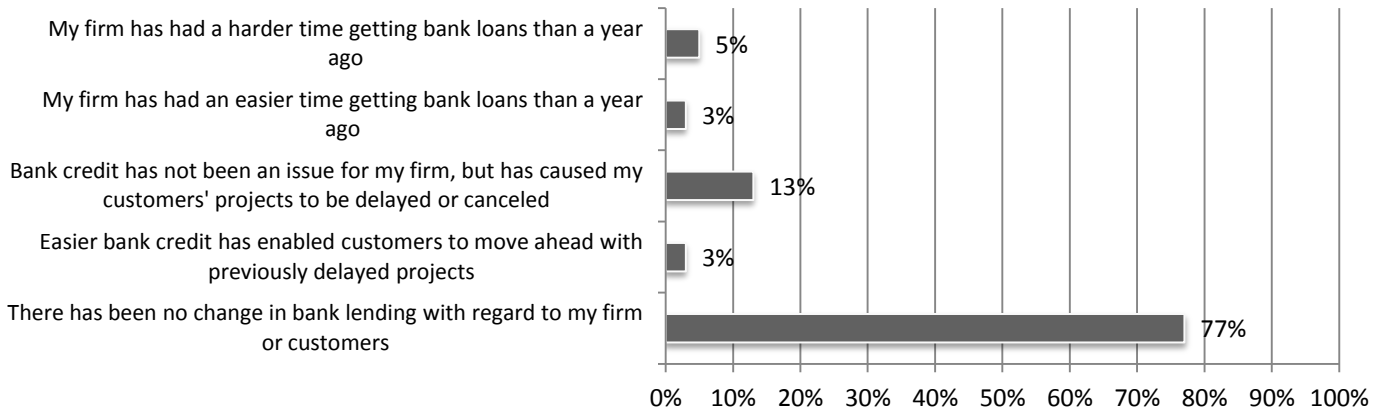
**8. Which of the following issues are the biggest concerns to you and your business?**



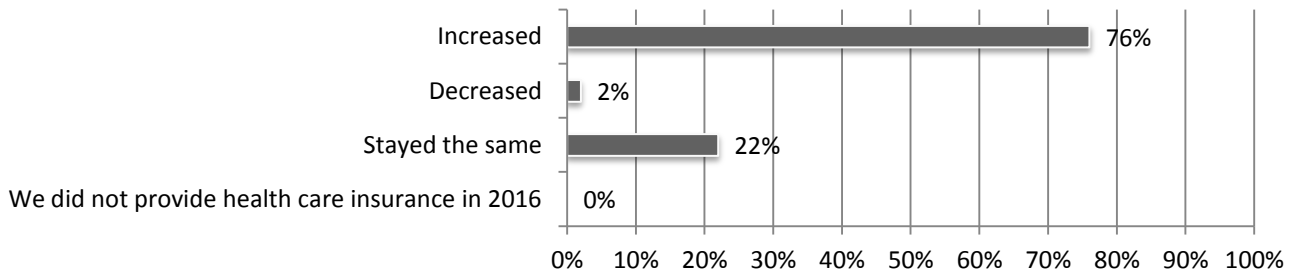
**9. What challenges, if any, do you see regarding the safety and health of your workers?**



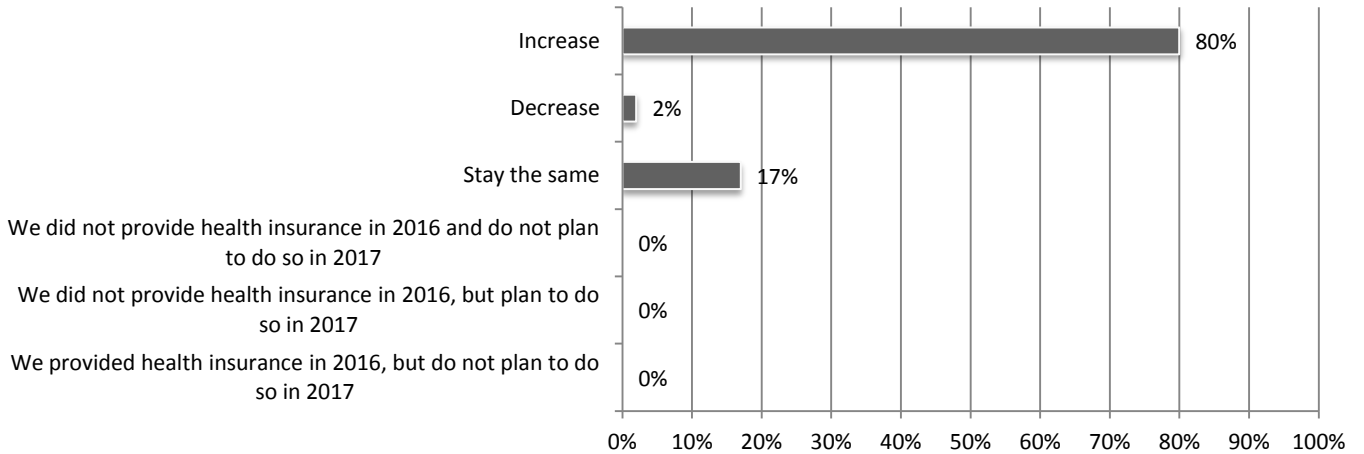
**10. How would you describe credit or lending conditions for your company?**



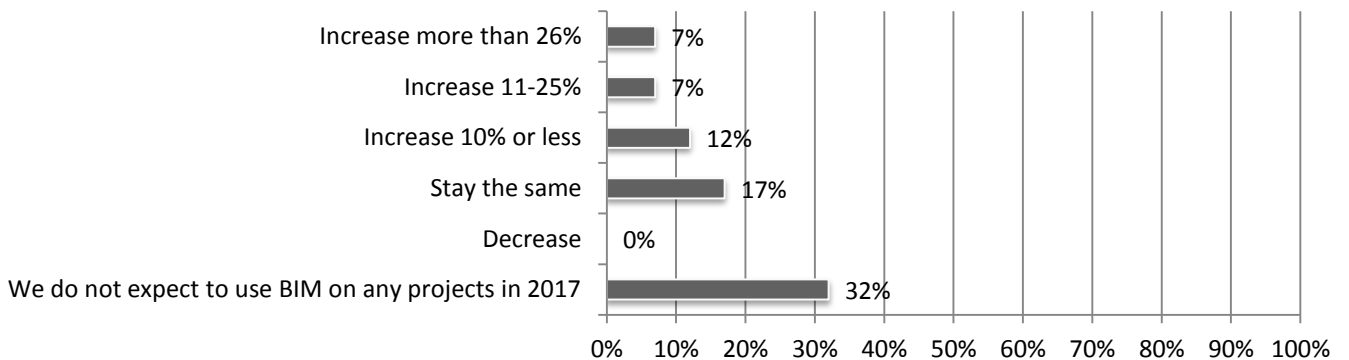
**11. Did the cost of providing health care insurance for your employees increase or decrease in 2016?**



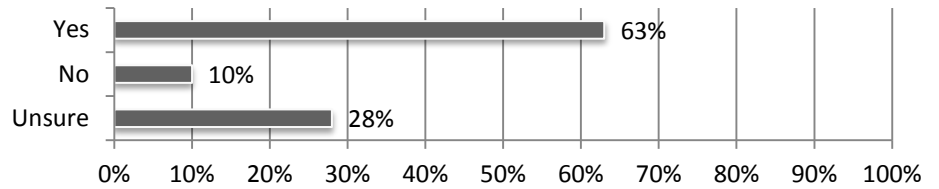
**12. Do you expect the cost of providing health care insurance for your employees to increase or decrease in 2017?**



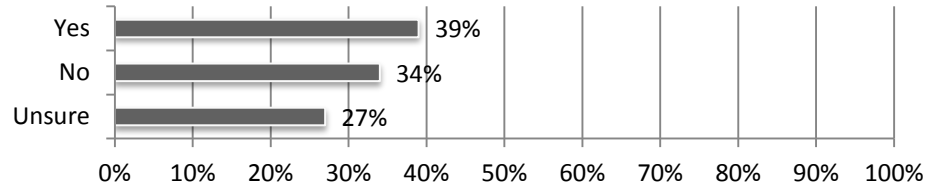
**13. Do you expect the amount of projects involving Building Information Modeling (BIM) will increase, decrease or stay the same for you in 2017?**



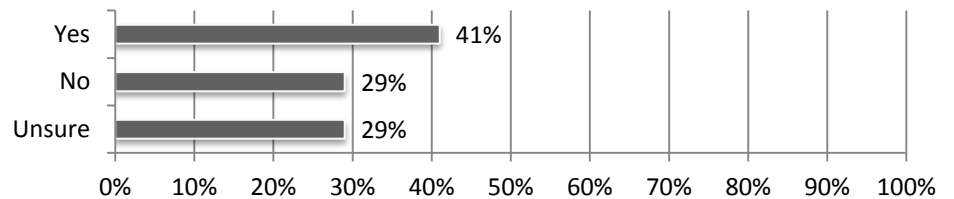
**14. Do you believe that your firm utilizes lean construction principles on its projects and/or in its operation?**



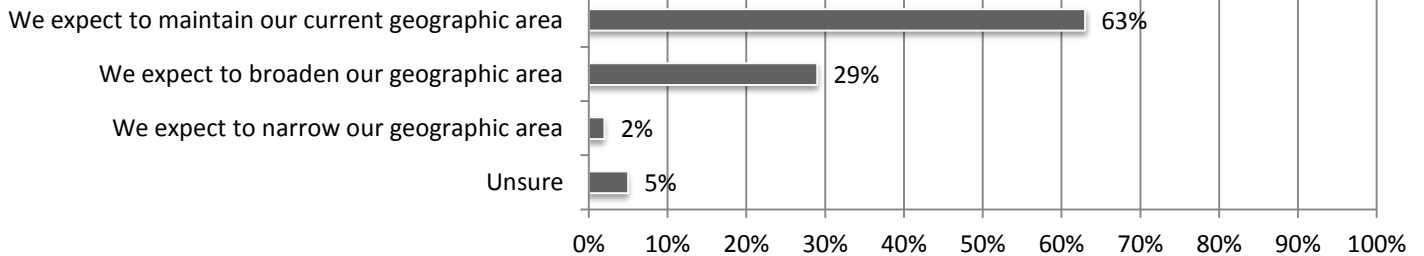
**15. Do you expect your firm will work on a project using modular construction and/or off-site construction/prefabrication in 2017?**



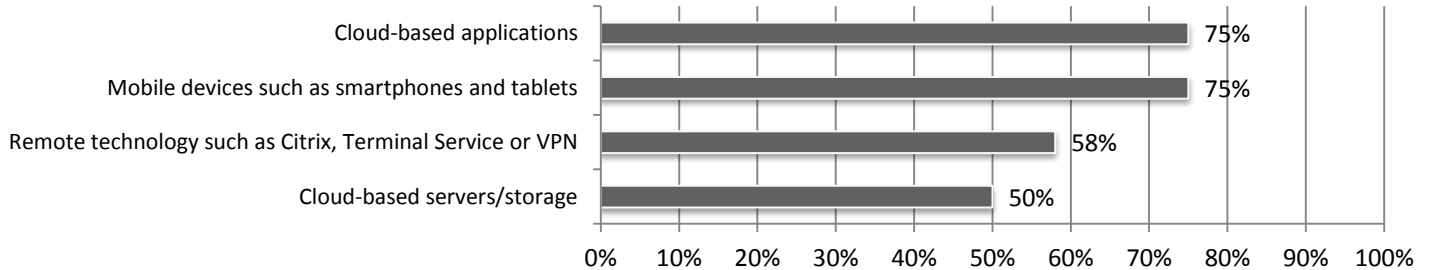
**16. Does your company plan to purchase or lease new fleet vehicles this year?**



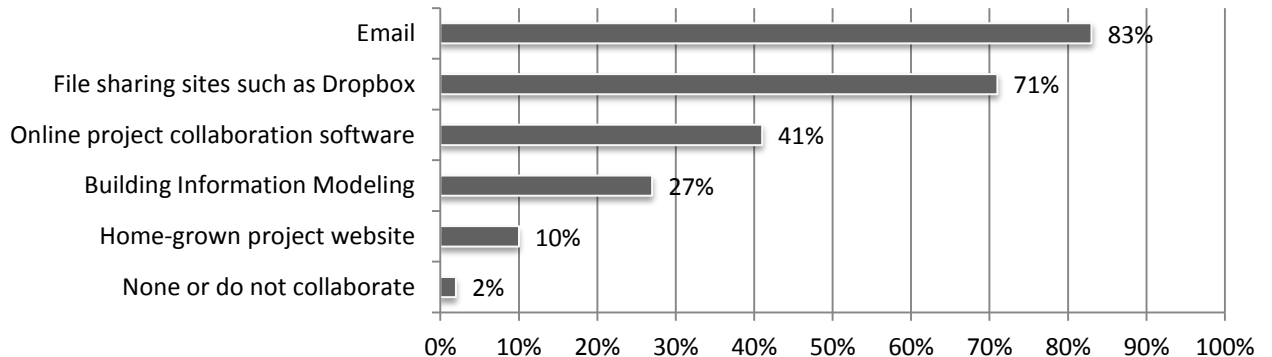
**17. How do you expect your geographic market area will change in 2017?**



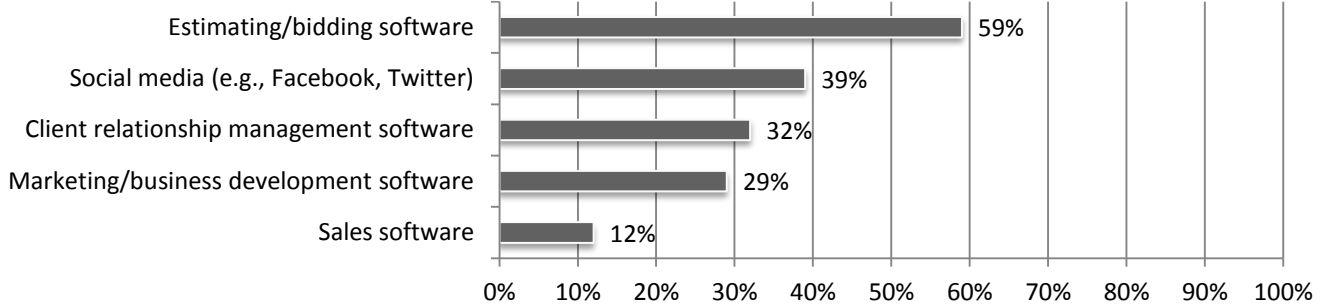
**18. What technology do you use or will you implement to see or manage projects outside your traditional market area?**



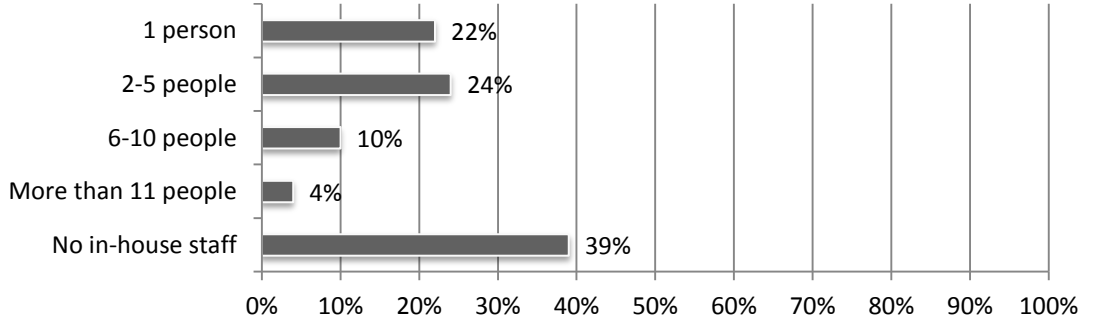
**19. Do you use any of the following to collaborate with project partners?**



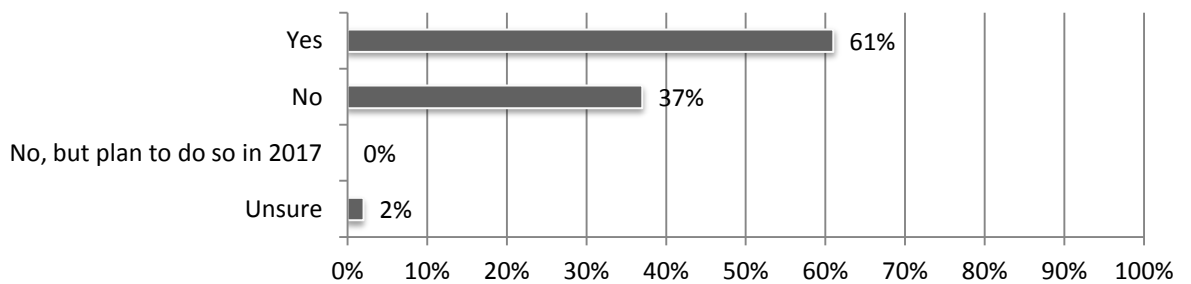
**20. What information technology (IT), if any, do you use to obtain work?**



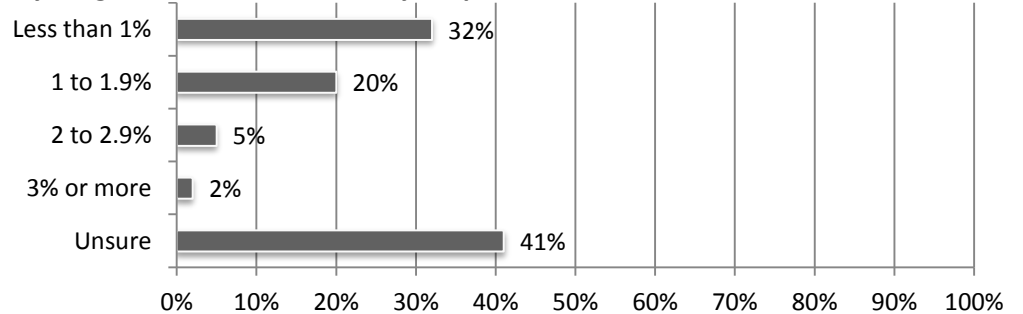
**21. What is the size of your in-house IT staff?**



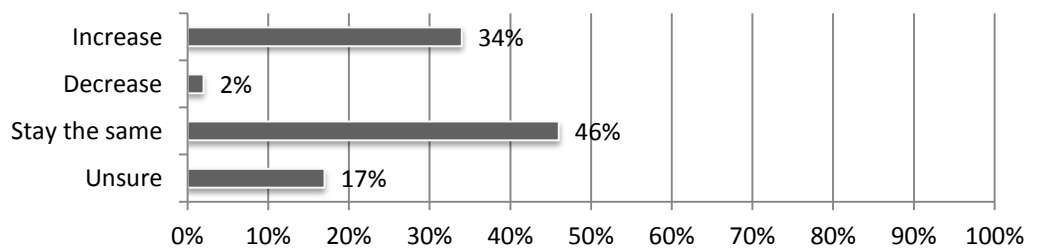
**22. Do you use an outsourced service for IT?**



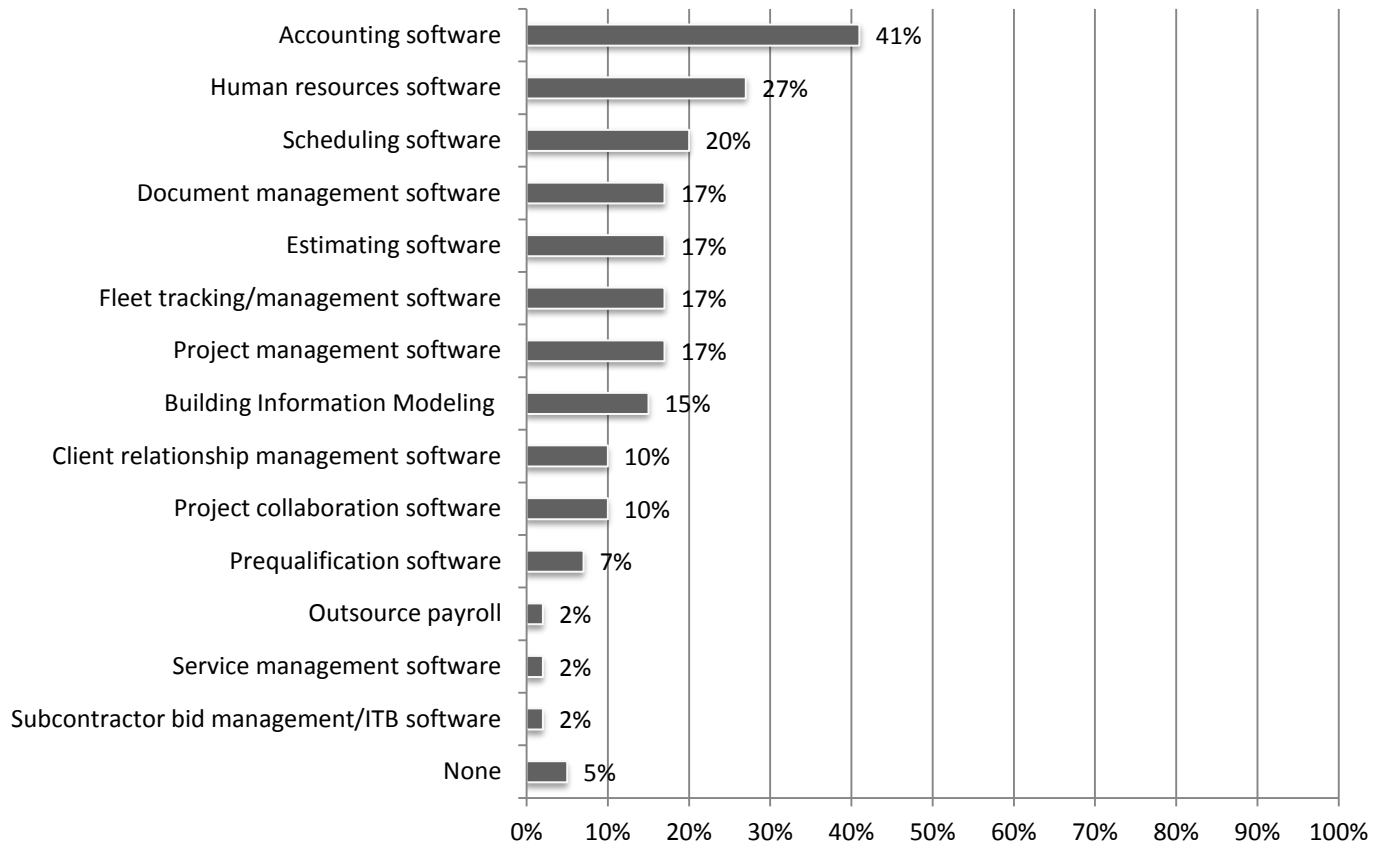
**23. Approximately what percent of your gross annual revenue do you spend on IT?**



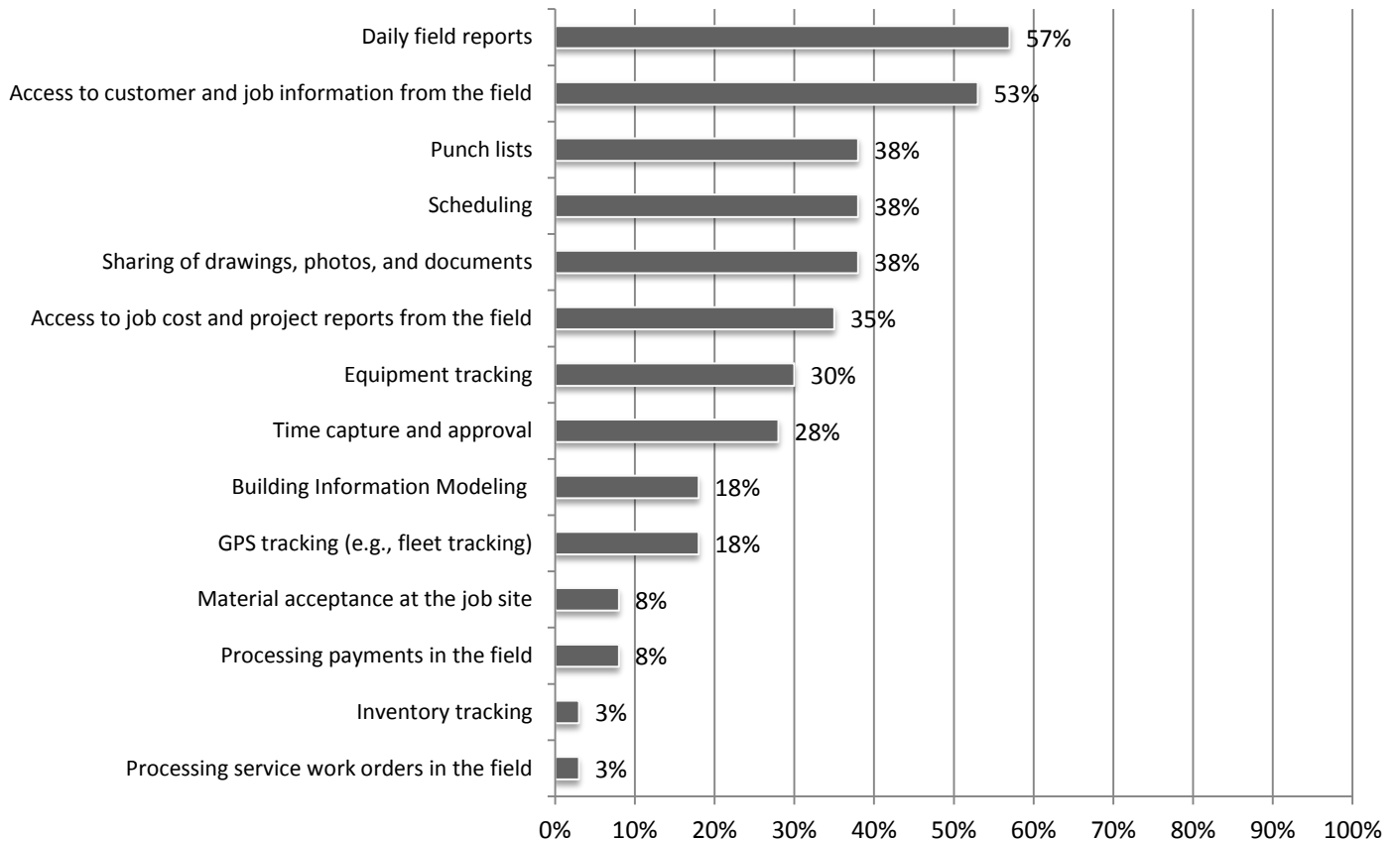
**24. Compared to 2016, how will your 2017 investment in IT change?**



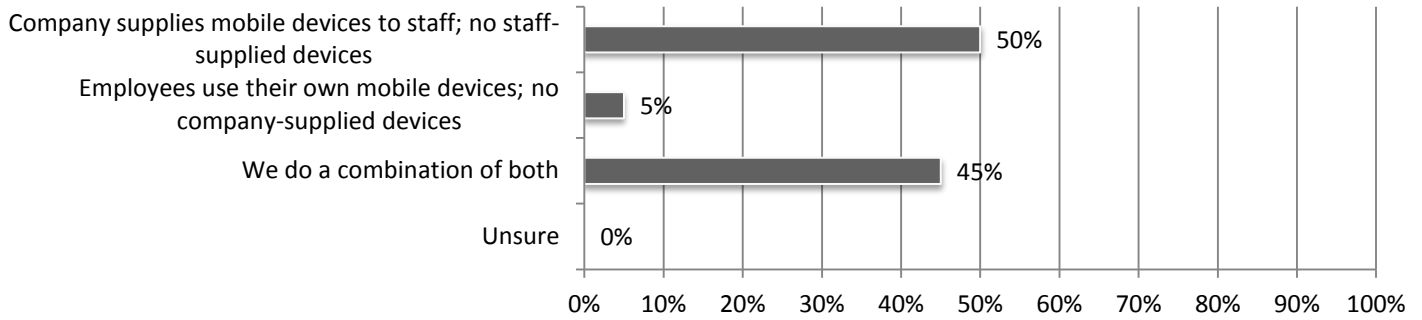
**25. What software technology do you plan to invest in during 2017?**



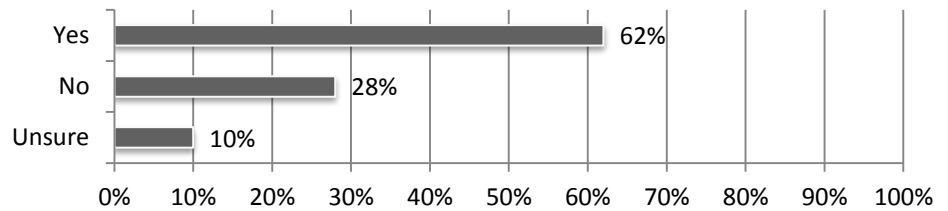
**26. How does your company plan to use mobile software technology?**



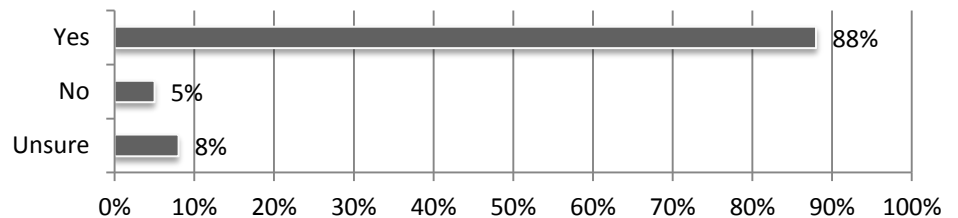
**27. How do you handle the use of mobile devices (e.g., tablets, smartphones) in your company?**



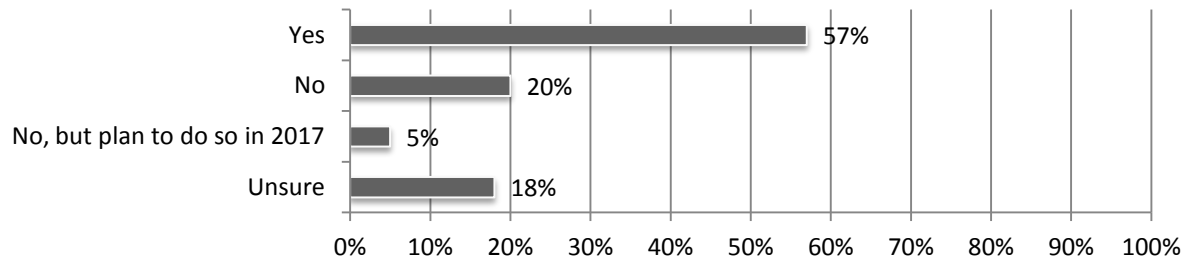
**28. Do you currently have a mobile security policy in place?**



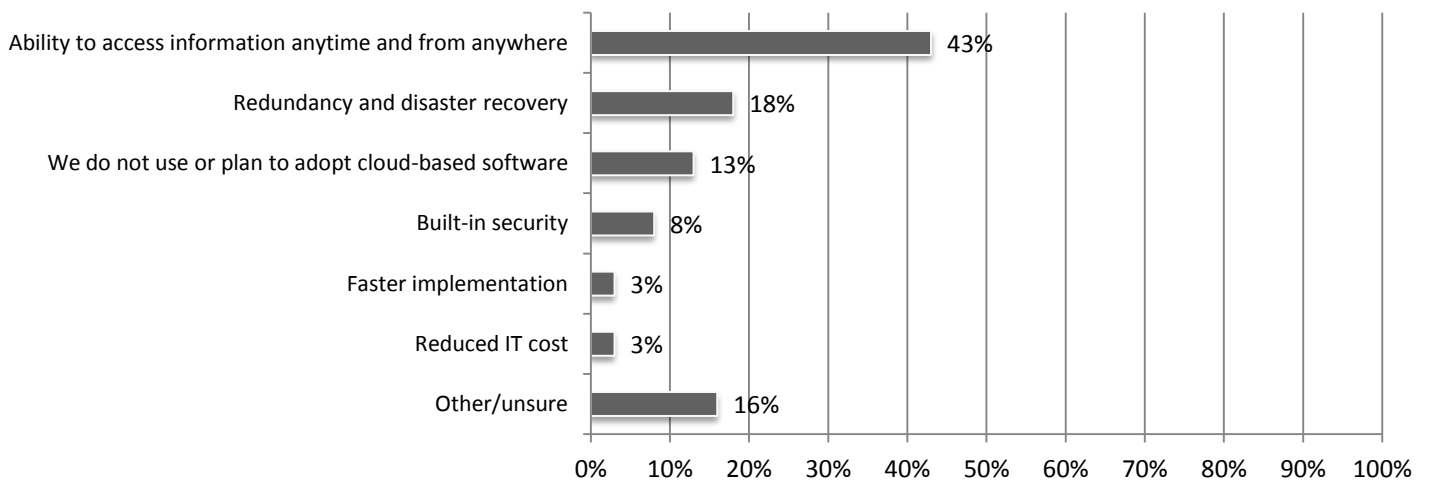
**29. Do you currently have an overall IT security plan in place to protect against hacking?**



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

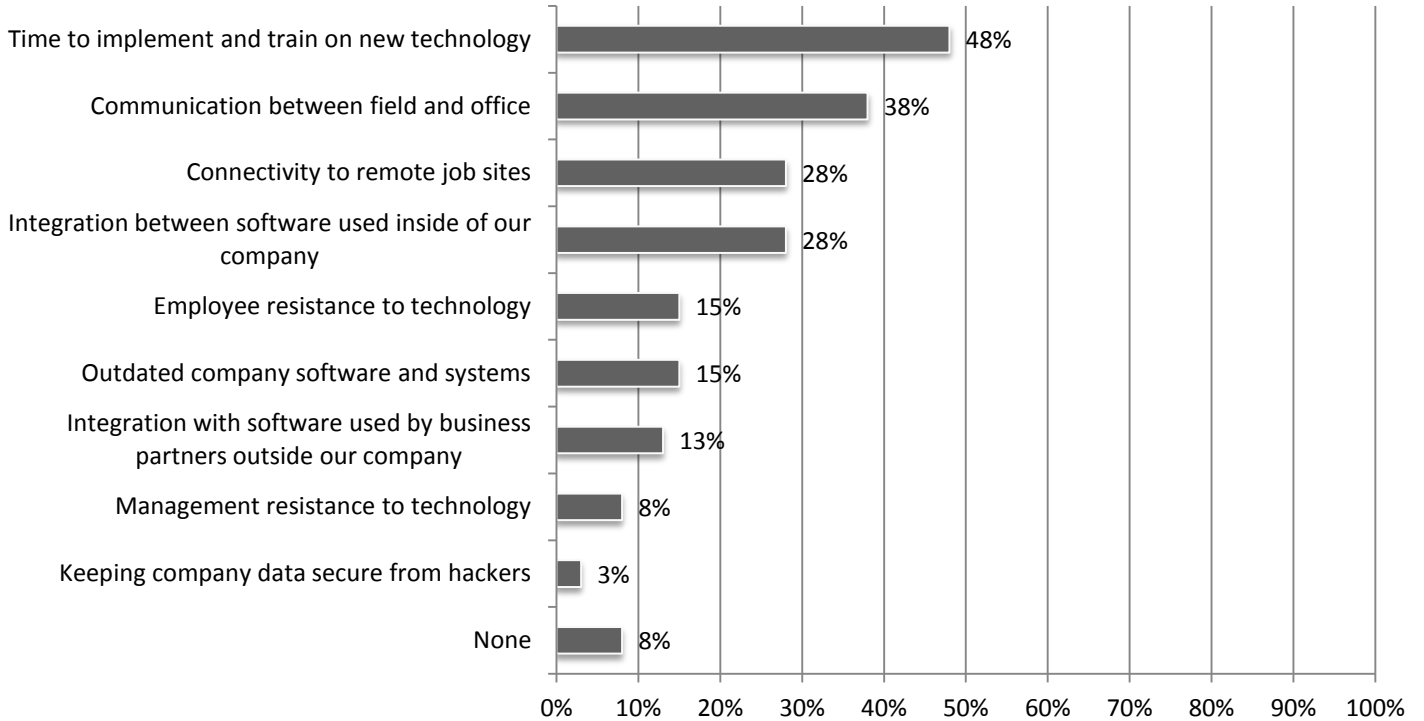


**31. What is the main reason you use or plan to adopt cloud-based software?**

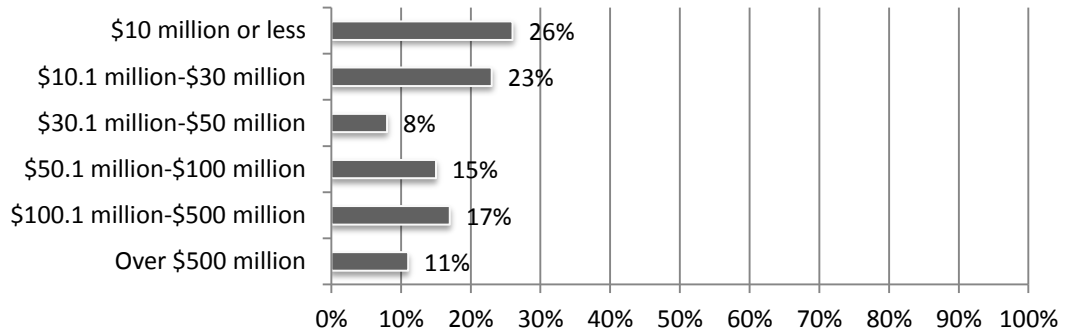




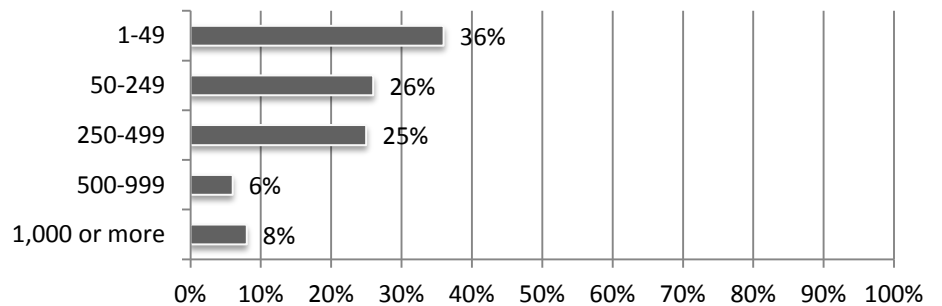
**32. What are your biggest IT challenges?**



**33. Estimate the total dollar amount of work your firm performed in 2016.**



**34. How many total employees does your organization employ at all of its locations?**



**35. Do you employ union workers, or is your firm primarily open shop?**

