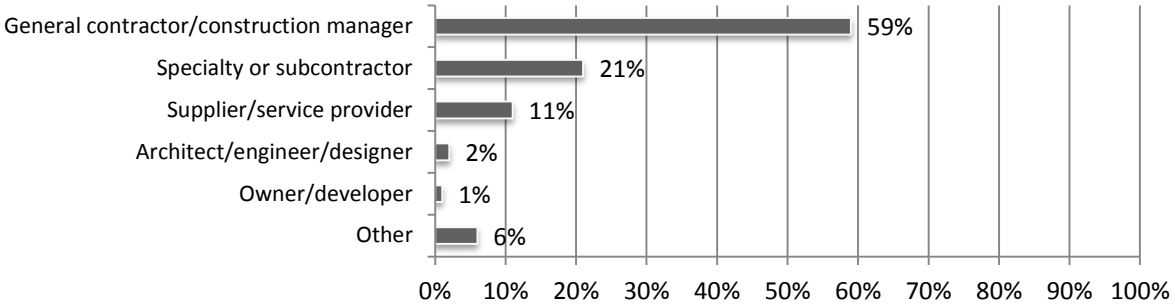
AGC of America
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA
Quality People. Quality Projects.

sage

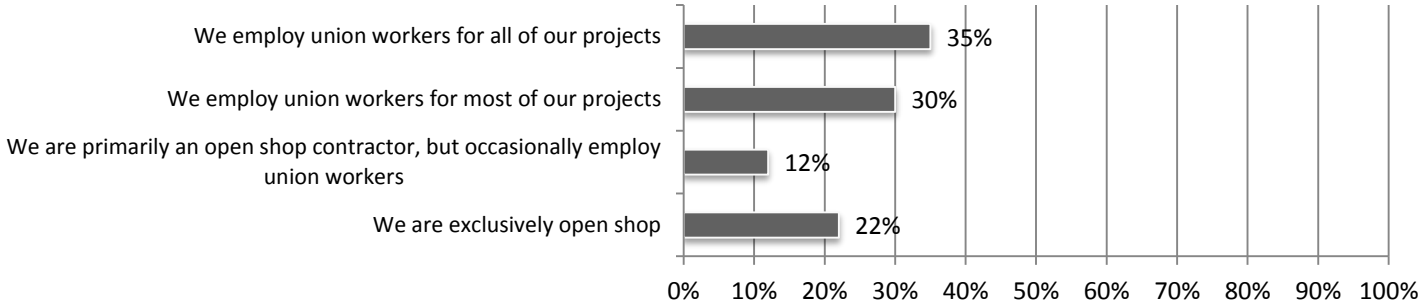
2018 Construction Outlook Survey Results
Regional Results - Northeast

Total Responses: 82. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

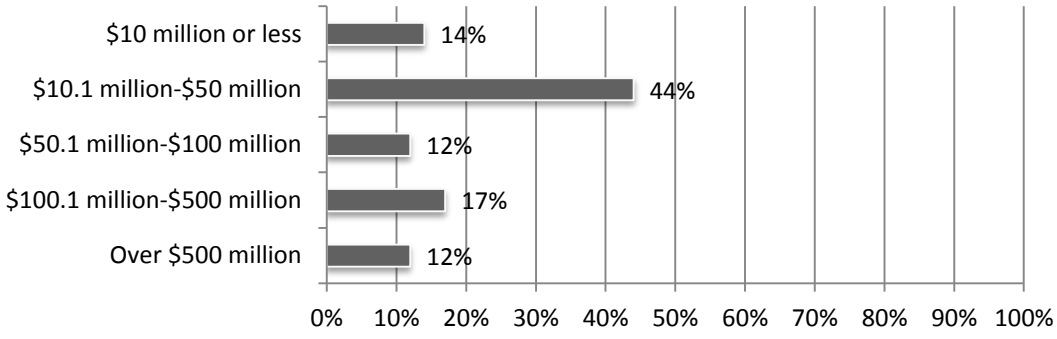
1. What best describes your firm:



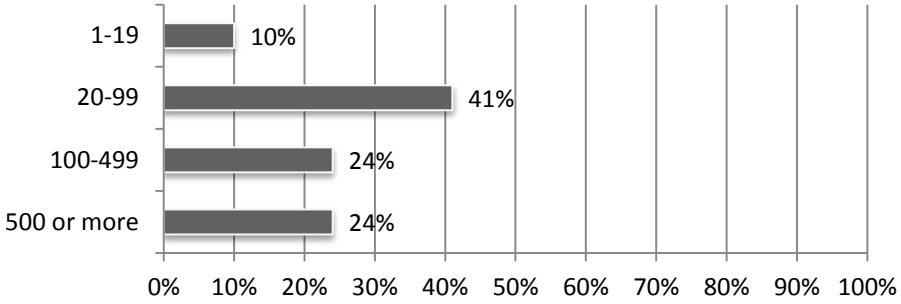
2. Does your firm employ union workers, or is your firm primarily open shop?



3. Estimate the total dollar amount of work your firm performed in 2017.



4. How many total employees does your firm employ at all of its locations?

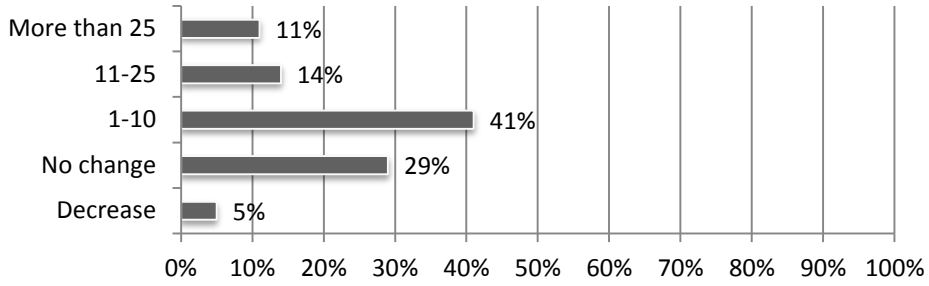


5. Compared to 2017, do you expect the available dollar volume of projects you compete for in 2018 to be:

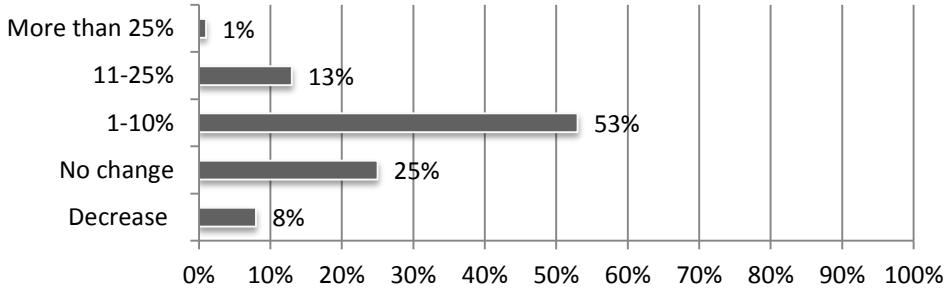
Market	Higher	Lower	Same	Net*
Water/Sewer	38%	5%	57%	33%
All projects	47%	16%	38%	31%
Multifamily Residential	36%	17%	48%	19%
Hospital	34%	16%	50%	18%
Power	29%	14%	57%	14%
Private Office	30%	19%	51%	11%
Federal (e.g., VA, GSA, USACE, NAVFAC)	22%	11%	67%	11%
Higher Education	30%	21%	49%	9%
Retail, Warehouse, Lodging	26%	17%	57%	9%
K-12 School	20%	18%	62%	2%
Manufacturing	22%	22%	57%	0%
Highway	20%	23%	57%	-2%
Transportation (e.g., transit, rail, airport)	16%	18%	66%	-2%
Public Building	24%	31%	44%	-7%

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

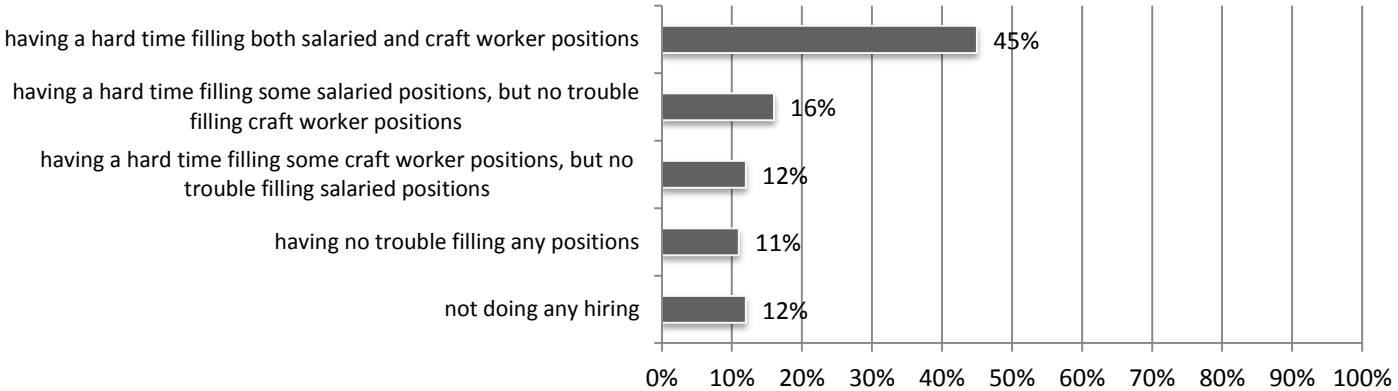
6. What numerical change do you expect in your headcount in 2018?



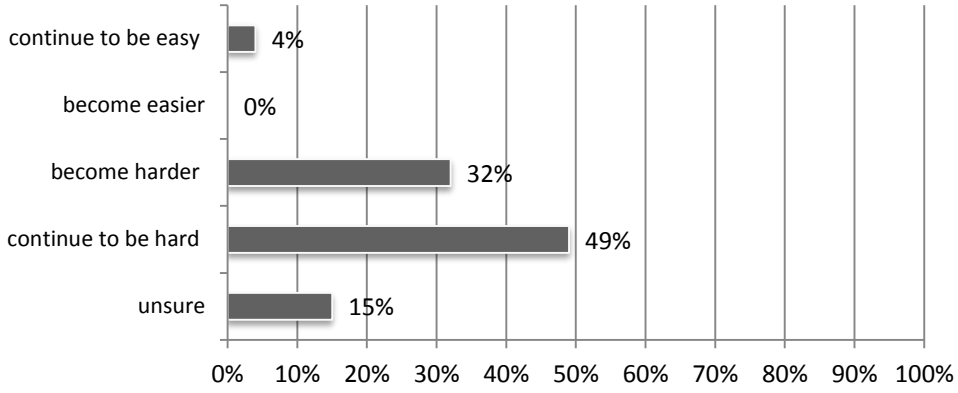
7. What percentage change do you expect in your headcount in 2018?



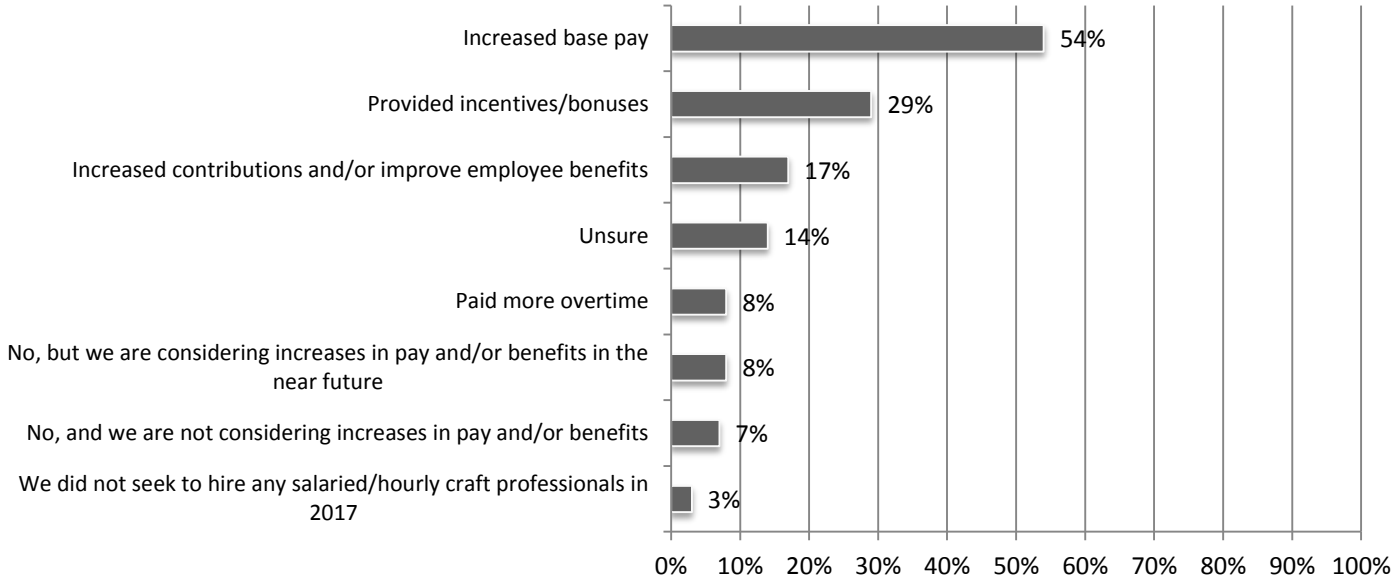
8. How would you describe your firm's current conditions for filling key salaried positions (project manager/supervisor, estimator, etc.) and hourly craft positions (carpenter, laborer, equipment operator, etc.)? My firm is:



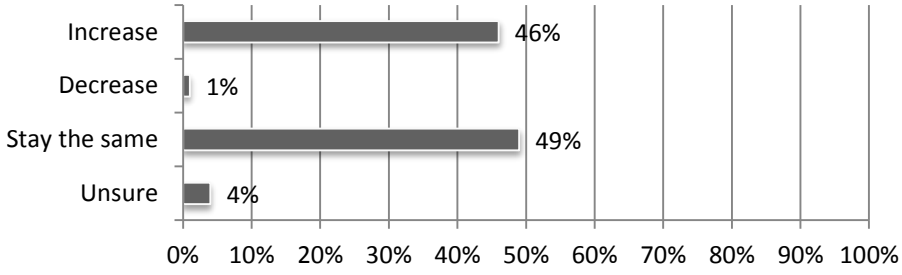
9. Do you expect any changes in the availability of salaried/hourly craft construction professionals over the coming 12 months? Finding and hiring qualified construction professionals will:



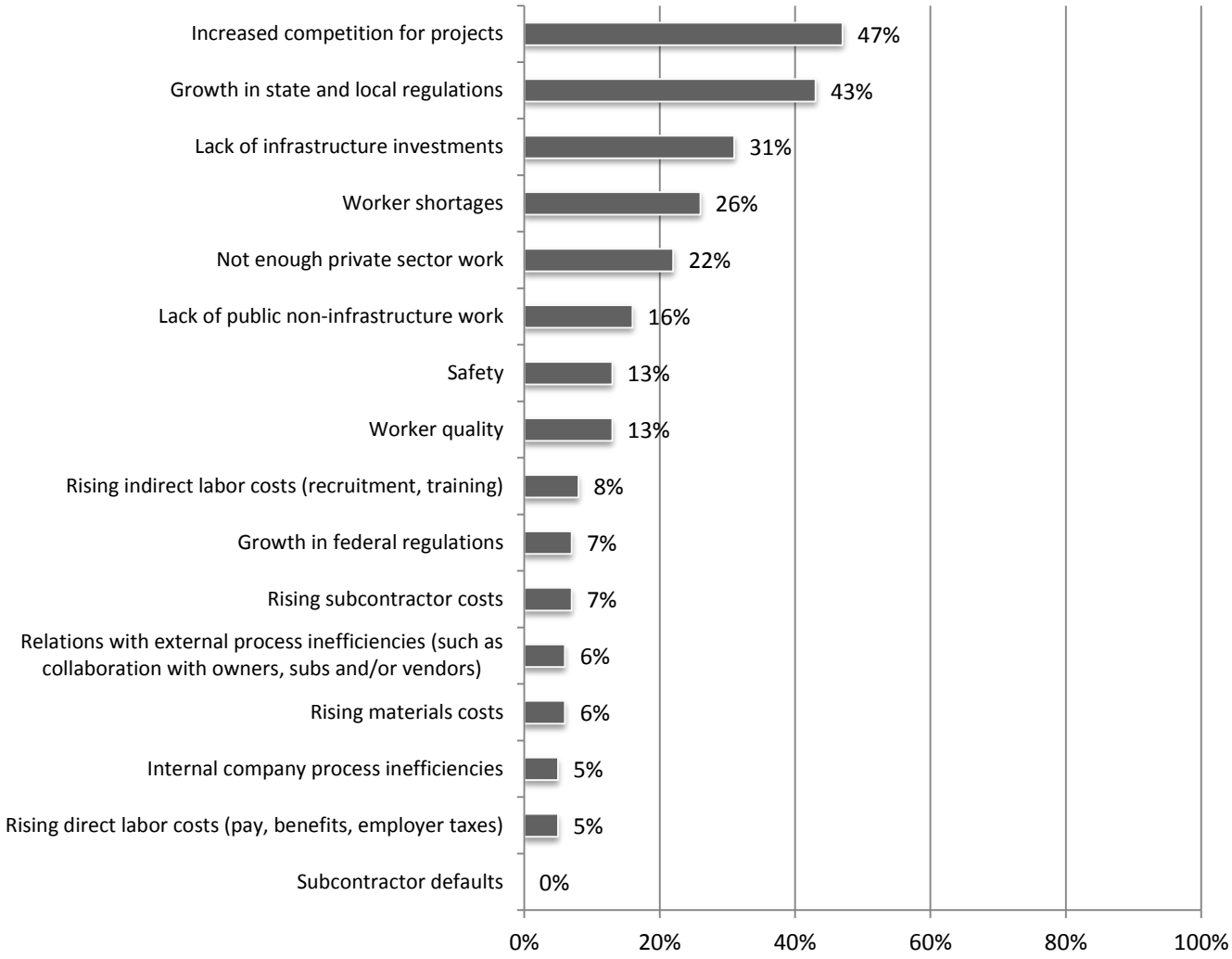
10. Did your firm increase pay or benefits in 2017 to retain or recruit salaried/hourly craft professionals?



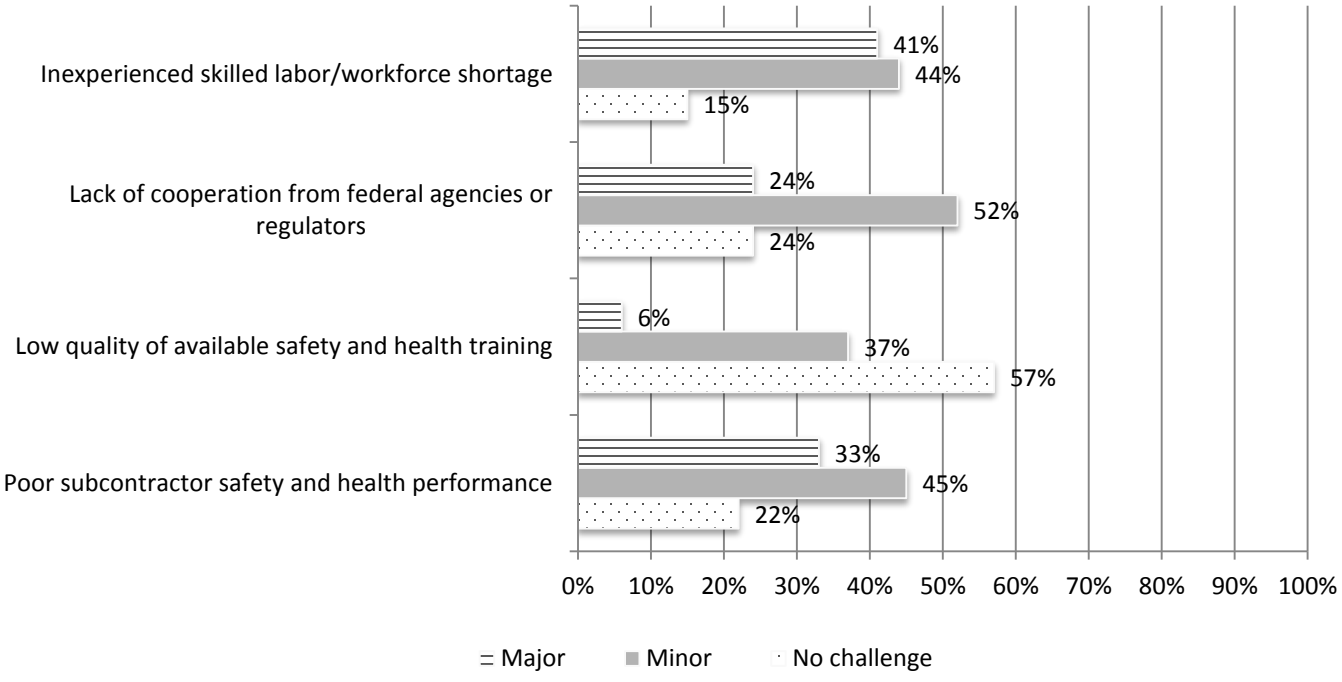
11. Compared to 2017, how will your firm's 2018 investment in training and development change?



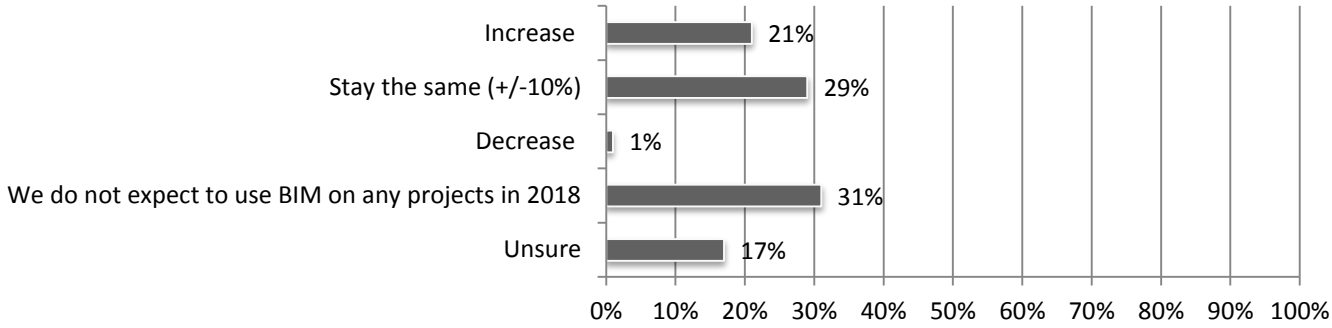
12. Which of the following issues is the biggest concern to your firm out of the following list?



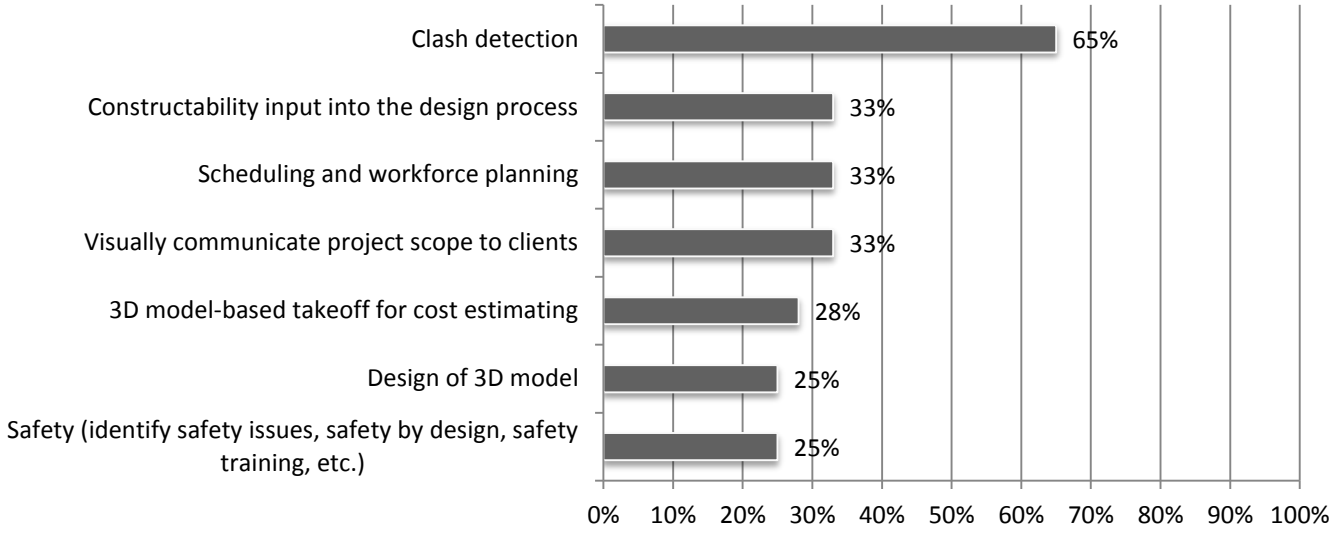
13. What challenges, if any, do you see regarding the safety and health of your firm's workers?



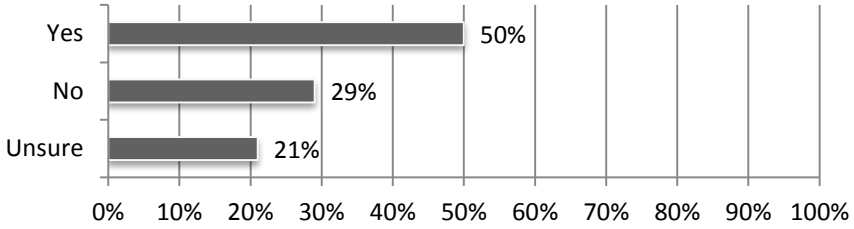
14. What change do you expect in 2018 in the number of your firm's projects that involve Building Information Modeling (BIM)?



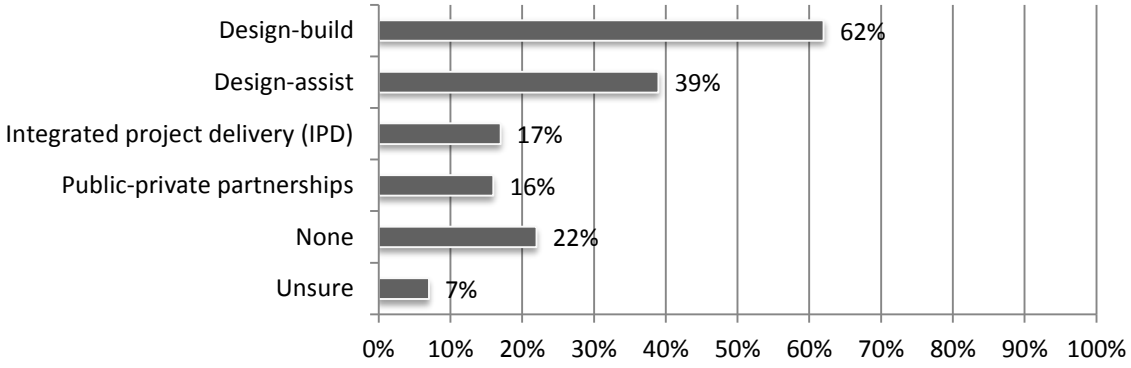
15. What is your firm using BIM for?



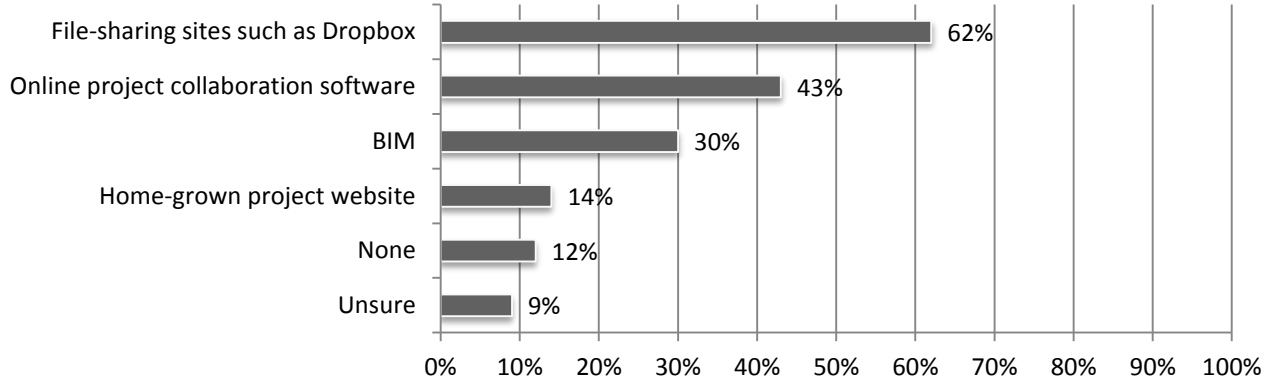
16. Does your firm utilize lean construction principles on its projects and/or in its operation?



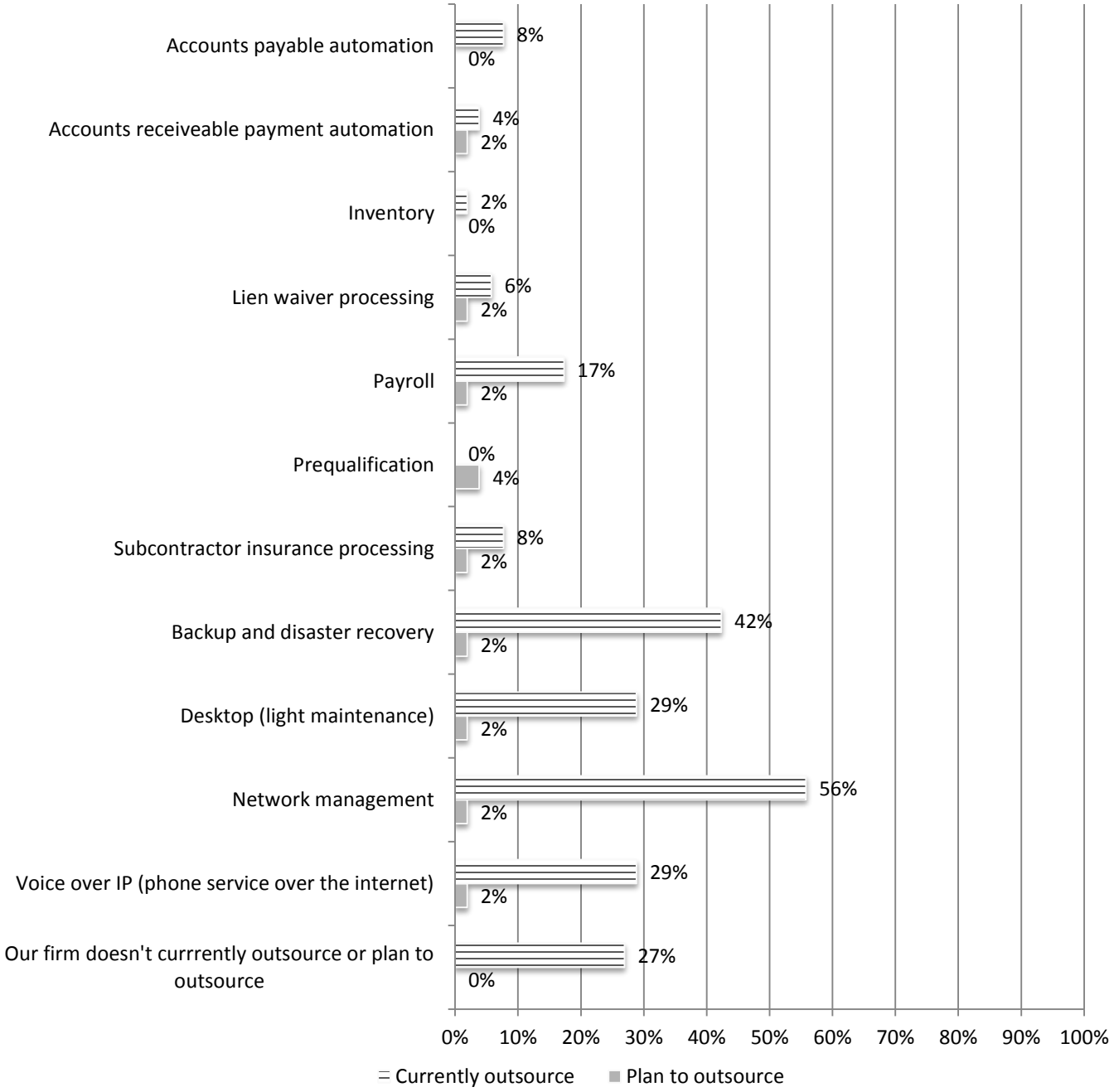
17. Does your firm use any of the following collaborative project delivery methods?



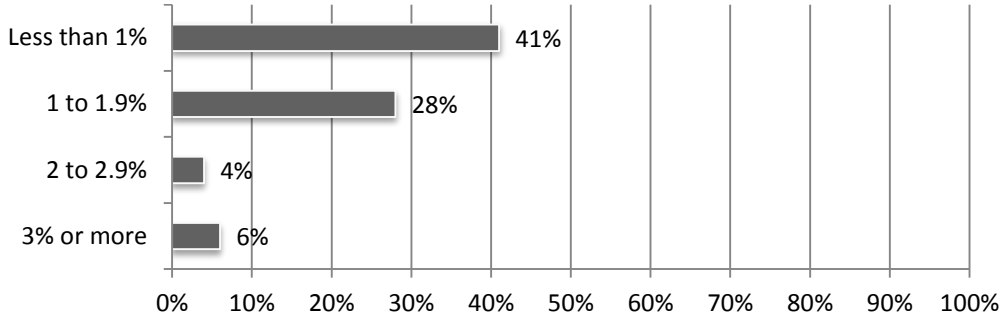
18. Does your firm use any of the following to collaborate with project partners?



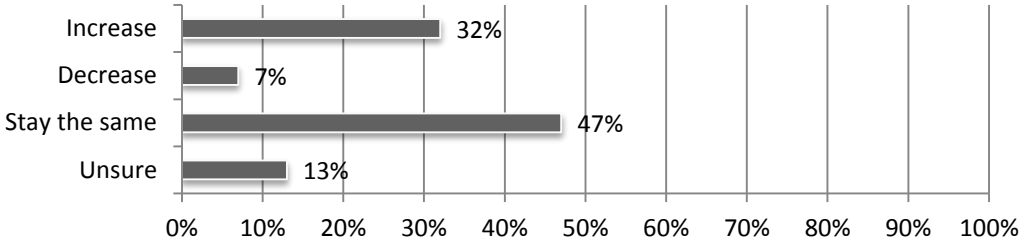
19. What business of IT functions does your firm outsource or plan to outsource to a technology provider?



20. Approximately what percent of your firm's gross annual revenue is spent on IT?



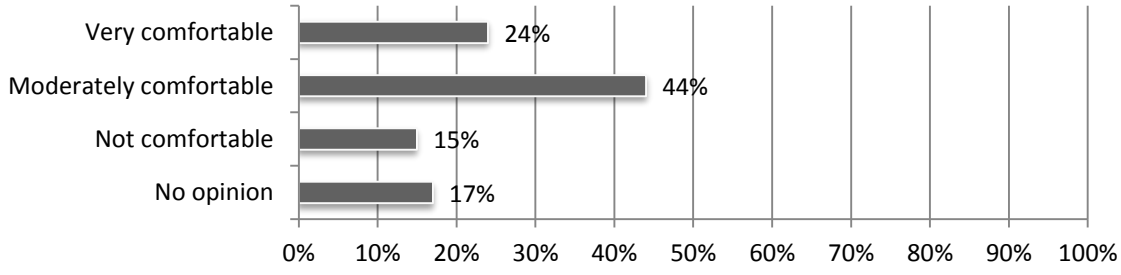
21. Compared to 2017, how will your firm's 2018 investment in IT change?



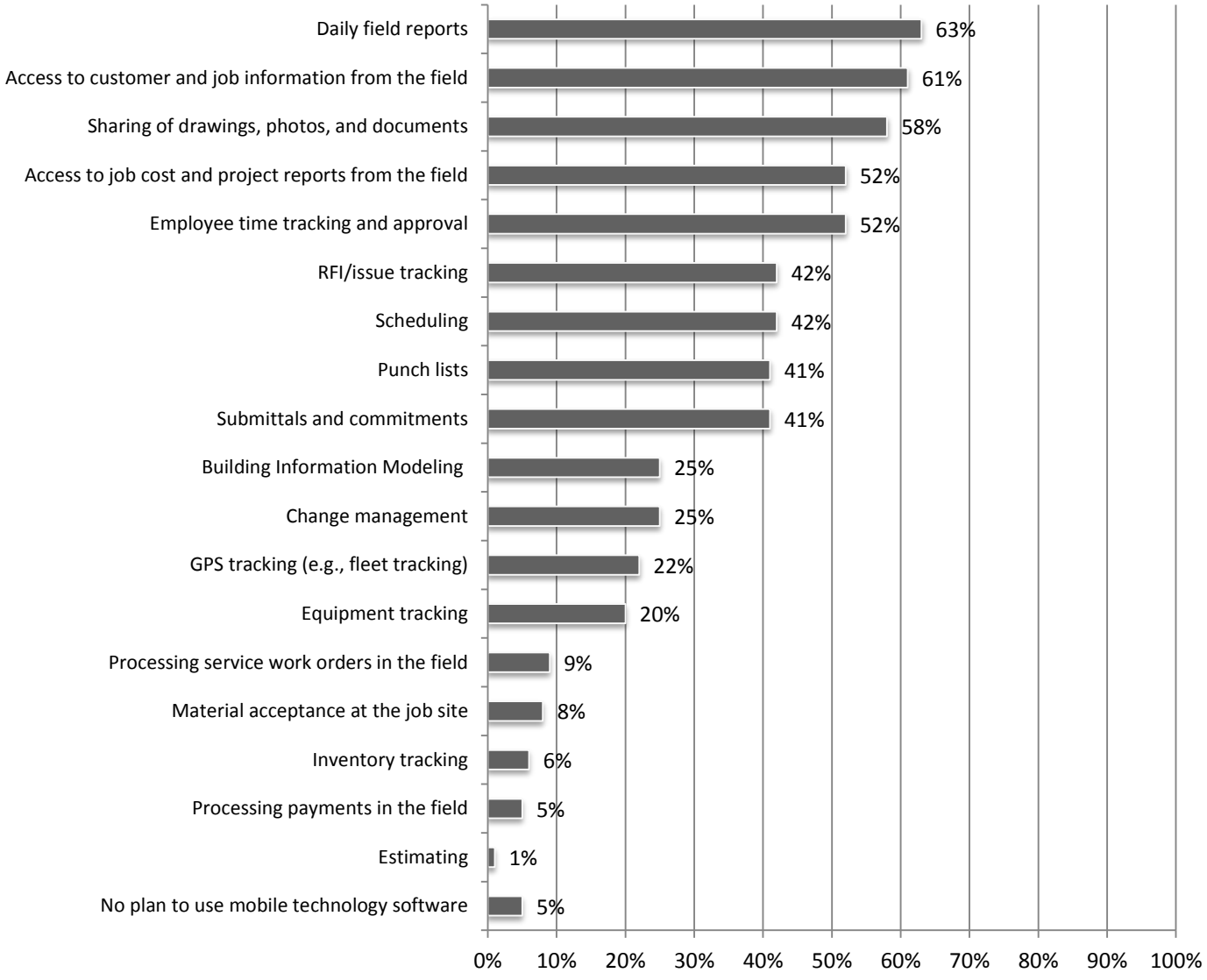
22. Compared to 2017, how will your firm's 2018 investment in the following technologies change?

Technologies	Increase	Stay the same	Decrease	Unsure
Accounting software	23%	68%	0%	9%
Building Information Modeling	19%	48%	0%	32%
Client relationship management software	21%	51%	0%	29%
Document management software	27%	61%	0%	13%
Estimating software	33%	59%	0%	8%
Fleet tracking/management software	14%	66%	0%	20%
Human resources software	14%	63%	3%	20%
Payroll software	6%	84%	0%	10%
Prequalification software	9%	63%	0%	28%
Project collaboration software	19%	62%	0%	19%
Project management software	27%	60%	0%	13%
Scheduling software	18%	76%	0%	6%
Service management software	2%	60%	2%	36%
Subcontractor bid management/ITB software	9%	62%	0%	29%

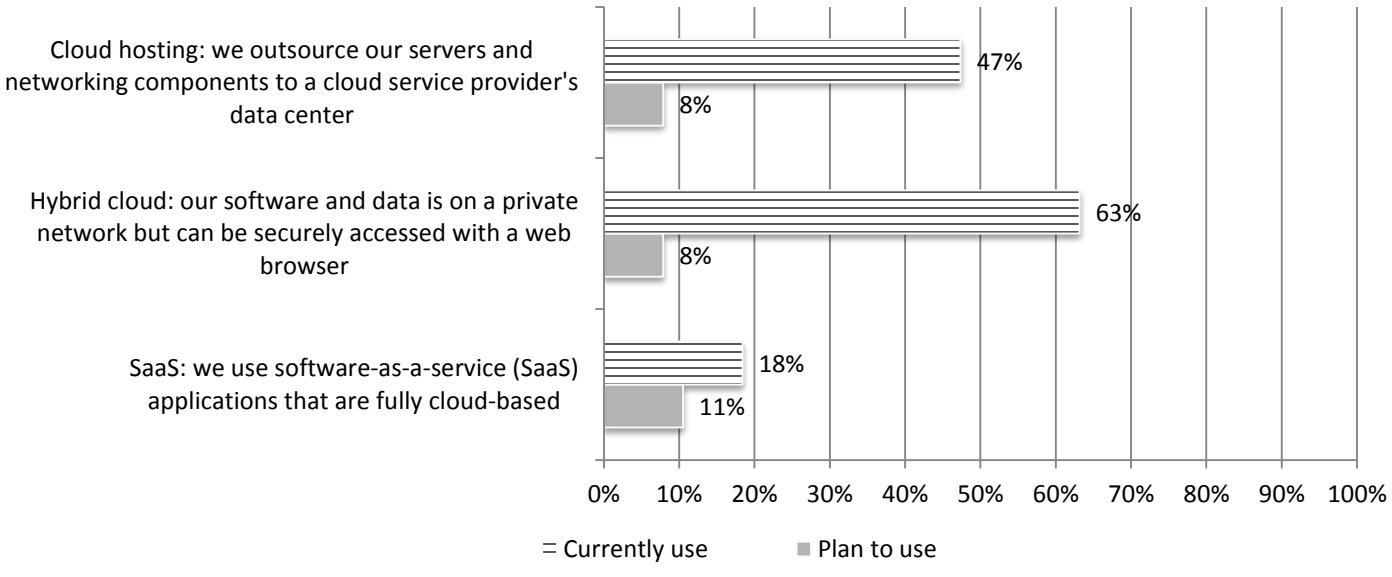
23. How comfortable is your firm with moving its data to the cloud?



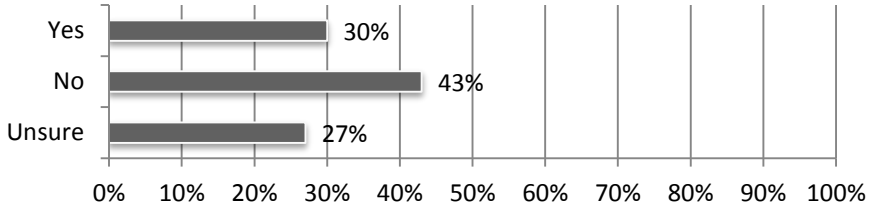
24. How does your firm plan to use mobile software technology?



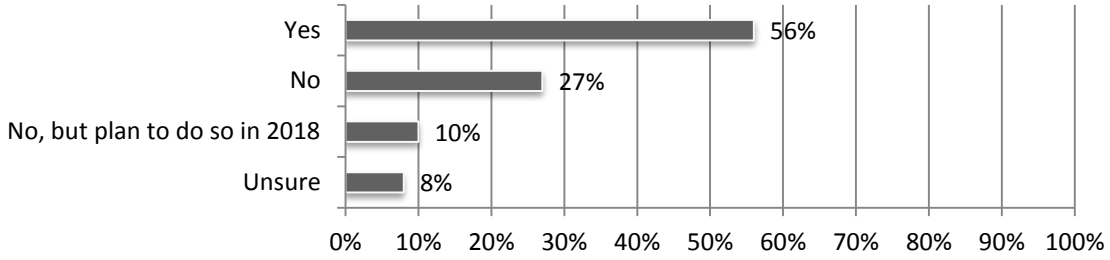
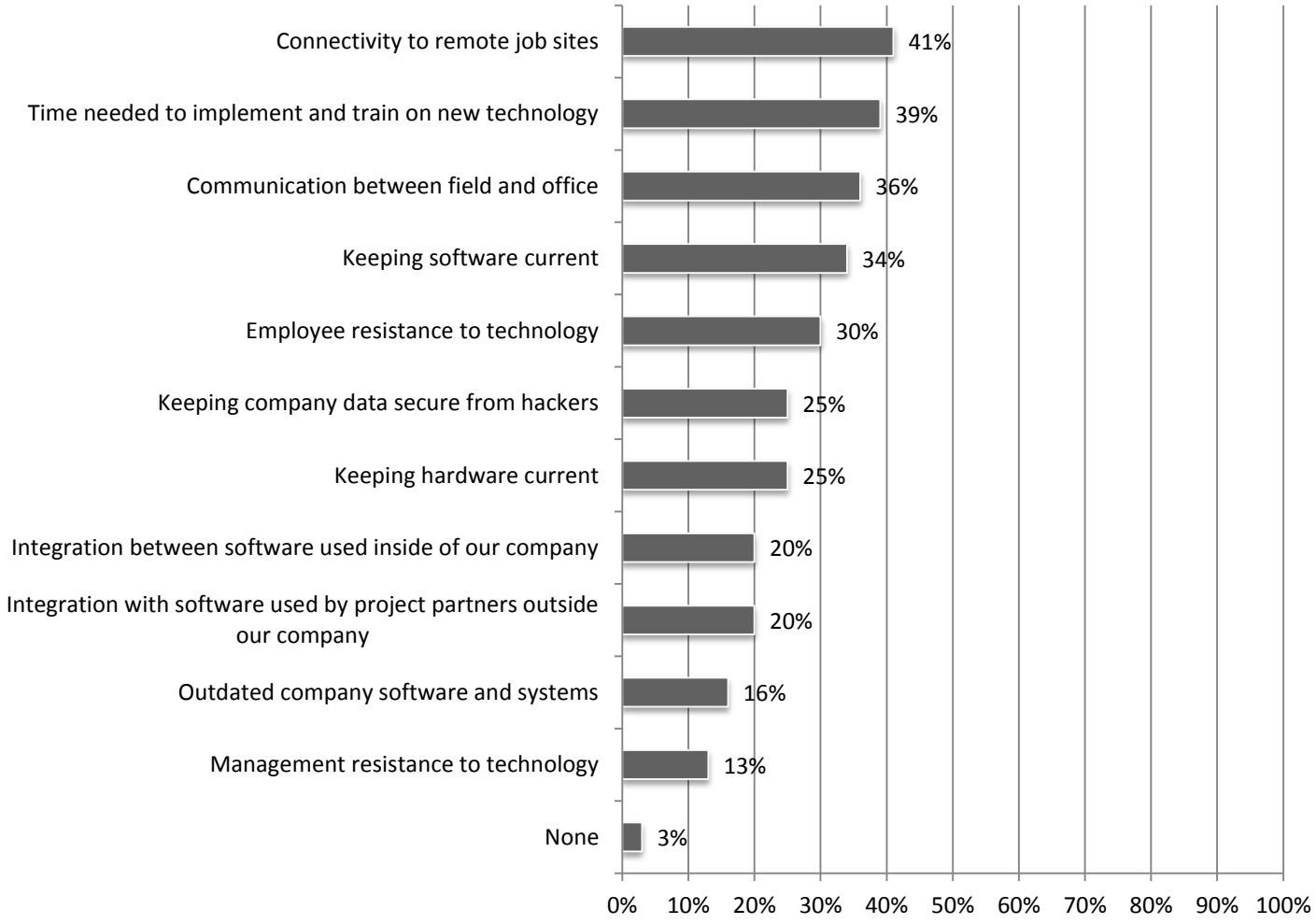
25. Which of the following cloud service models does your firm plan to use?



26. Does your firm currently have a mobile security plan in place?



27. Does your firm currently have a formal IT plan that support your business objectives?



28. What are your firm's biggest IT challenges?