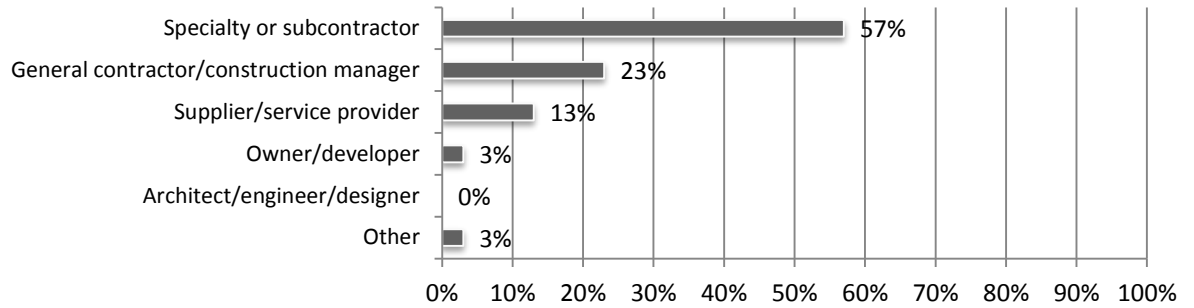




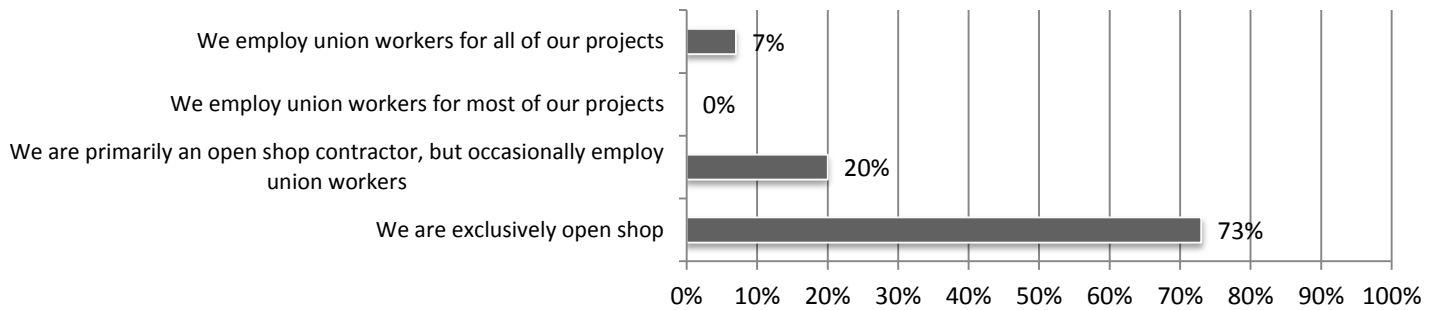
## 2018 Construction Outlook Survey Results Virginia Results

Total Responses: 30. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

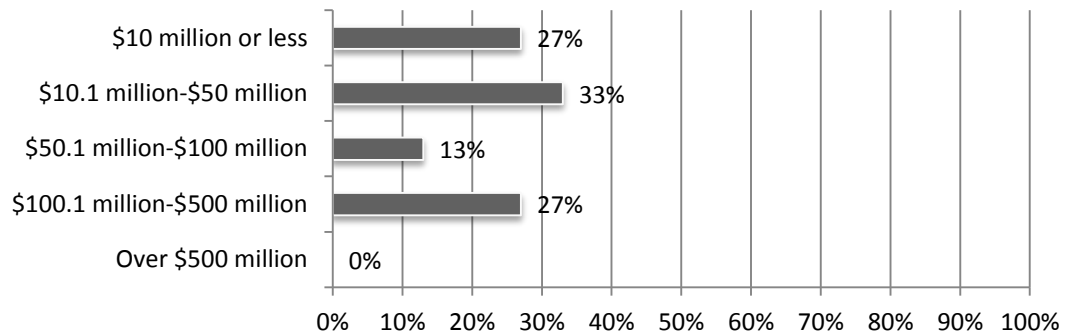
### 1. What best describes your firm:



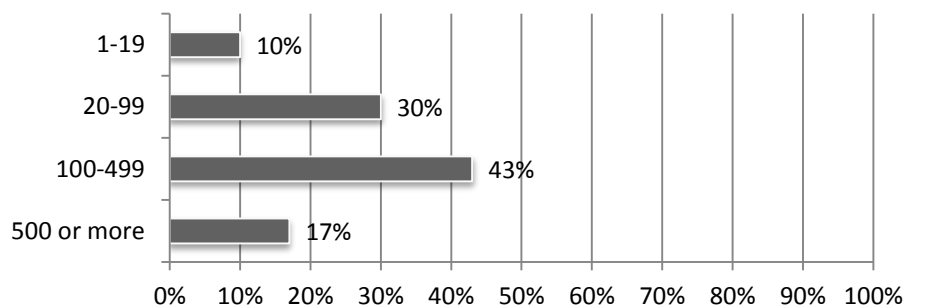
### 2. Does your firm employ union workers, or is your firm primarily open shop?



### 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?

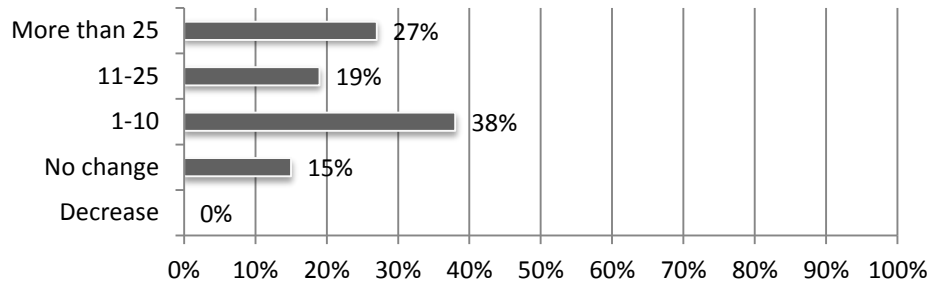


**5. Compared to 2017, do you expect the available dollar volume of projects you compete for in 2018 to be:**

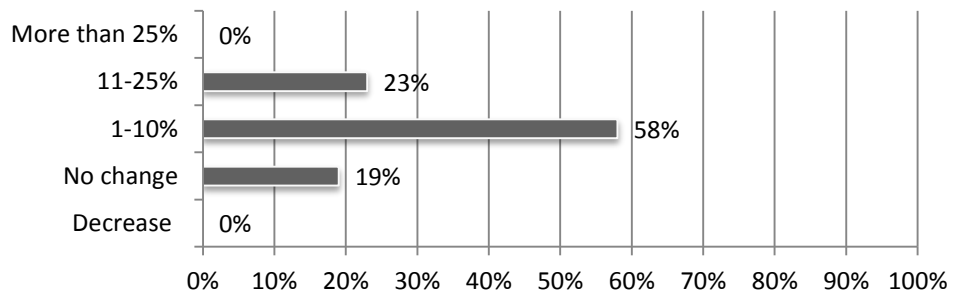
Market	Higher	Lower	Same	Net*
All projects	60%	4%	36%	56%
Multifamily Residential	47%	5%	47%	42%
Hospital	43%	13%	43%	30%
Federal (e.g., VA, GSA, USACE, NAVFAC)	23%	0%	77%	23%
Private Office	26%	4%	70%	22%
Higher Education	25%	8%	67%	17%
Power	23%	8%	69%	15%
Transportation (e.g., transit, rail, airport)	15%	0%	85%	15%
Manufacturing	23%	9%	68%	14%
Retail, Warehouse, Lodging	20%	10%	70%	10%
Water/Sewer	20%	13%	67%	7%
Public Building	9%	14%	77%	-5%
K-12 School	14%	19%	67%	-5%
Highway	7%	27%	67%	-20%

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

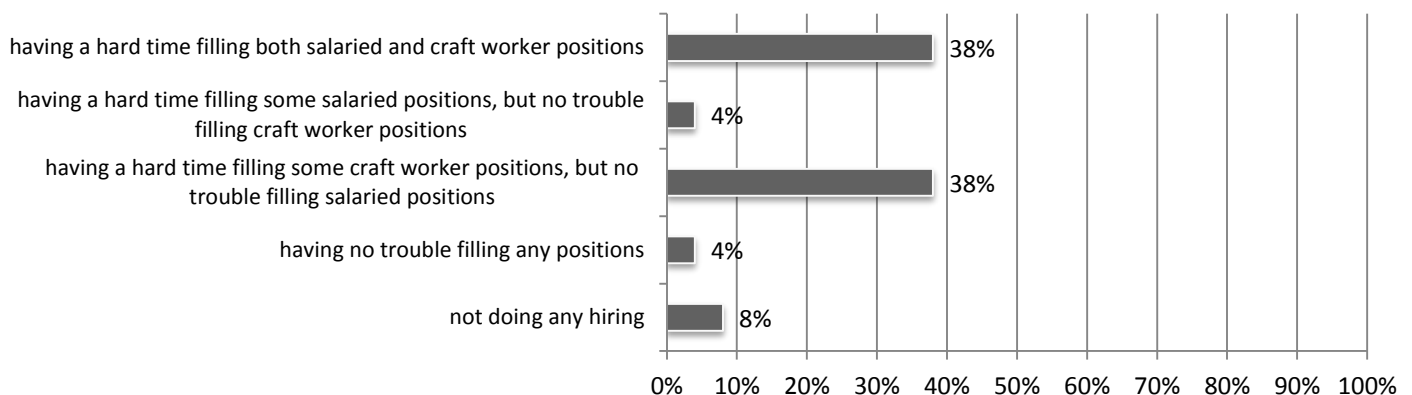
**6. What numerical change do you expect in your headcount in 2018?**



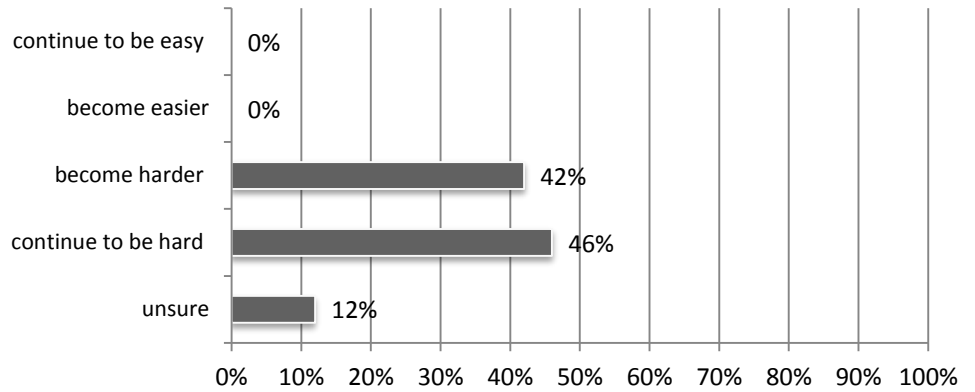
**7. What percentage change do you expect in your headcount in 2018?**



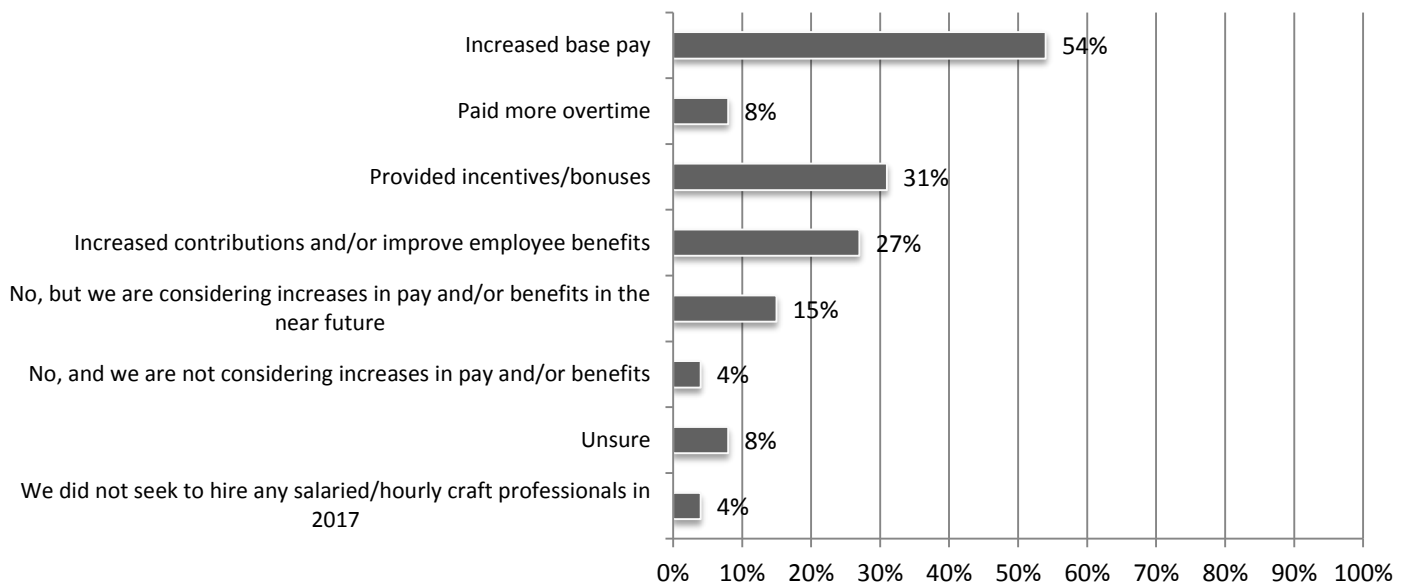
**8. How would you describe your firm's current conditions for filling key salaried positions (project manager/supervisor, estimator, etc.) and hourly craft positions (carpenter, laborer, equipment operator, etc.)? My firm is:**



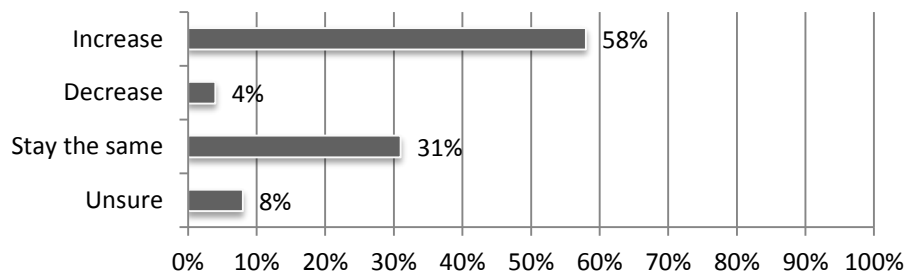
**9. Do you expect any changes in the availability of salaried/hourly craft construction professionals over the coming 12 months? Finding and hiring qualified construction professionals will:**



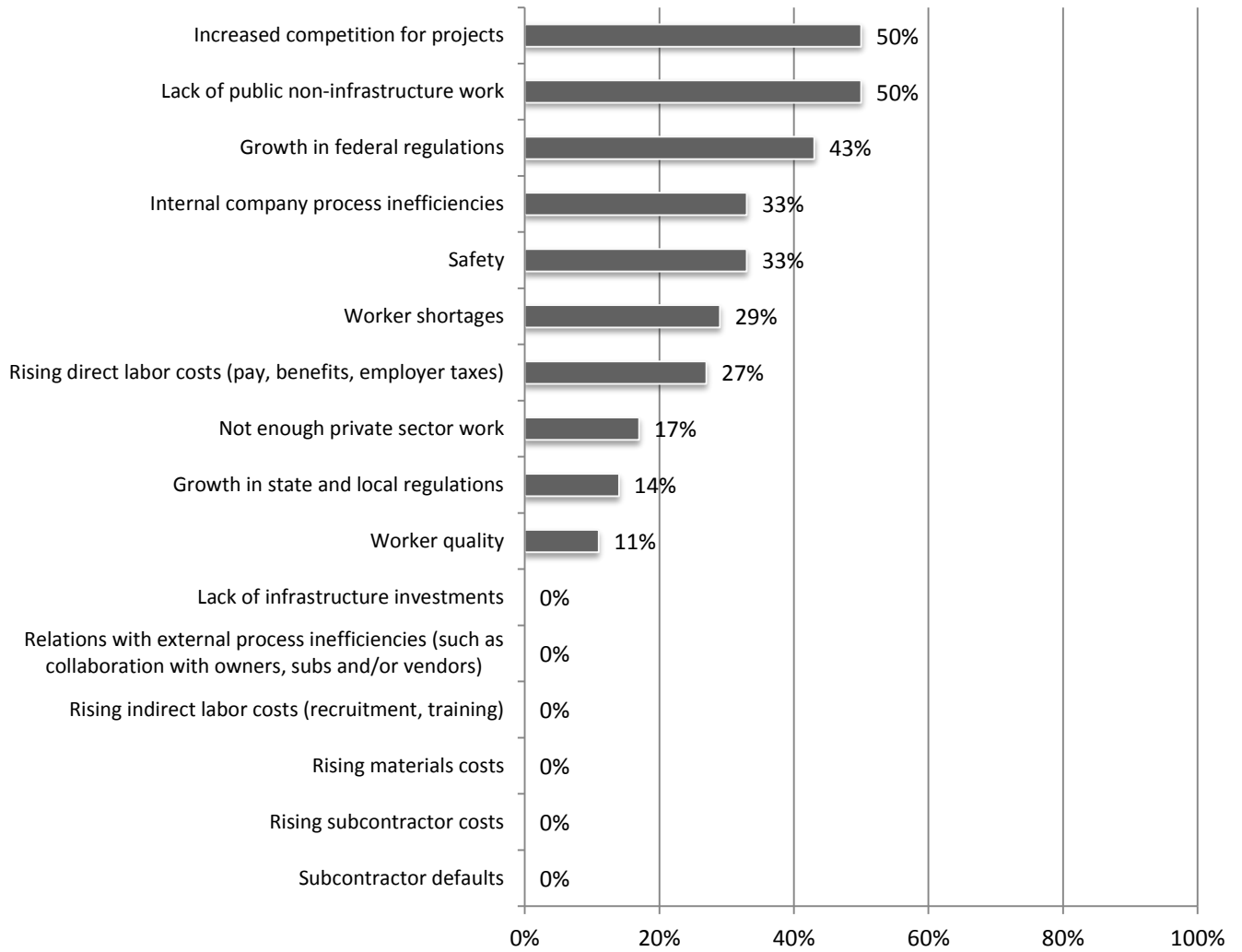
**10. Did your firm increase pay or benefits in 2017 to retain or recruit salaried/hourly craft professionals?**



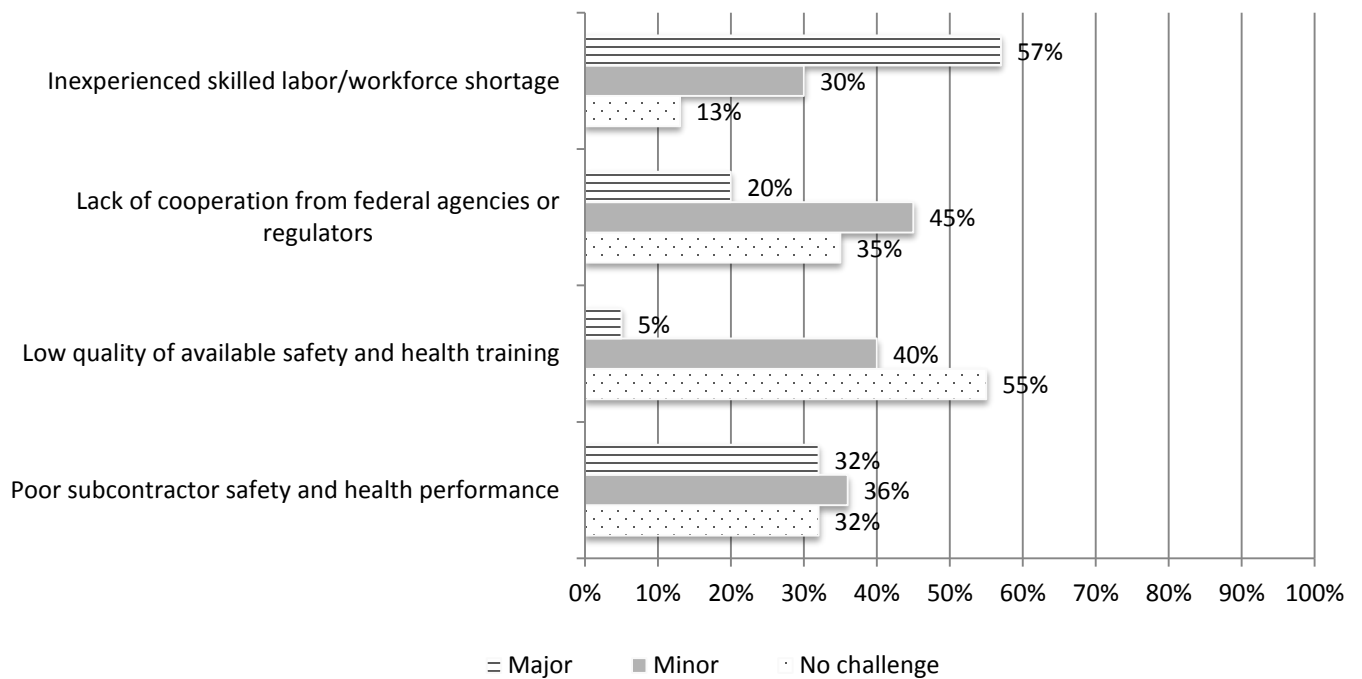
**11. Compared to 2017, how will your firm's 2018 investment in training and development change?**



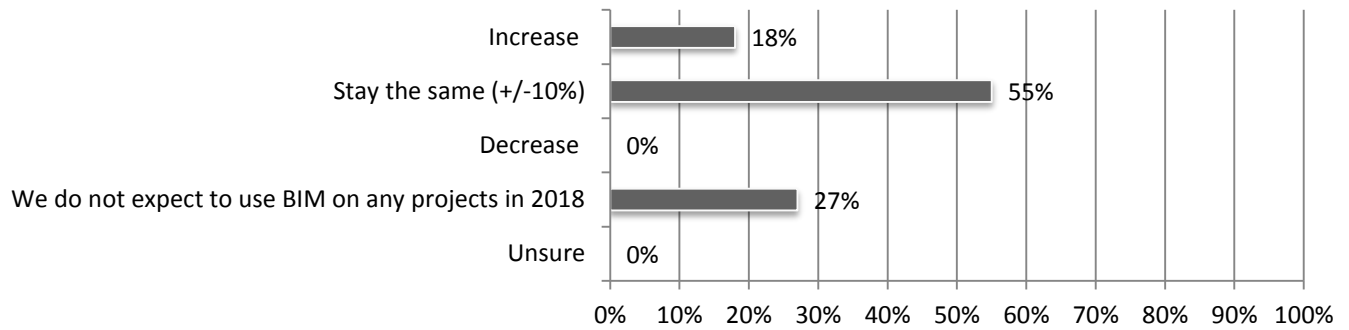
**12. Which of the following issues is the biggest concern to your firm out of the following list?**



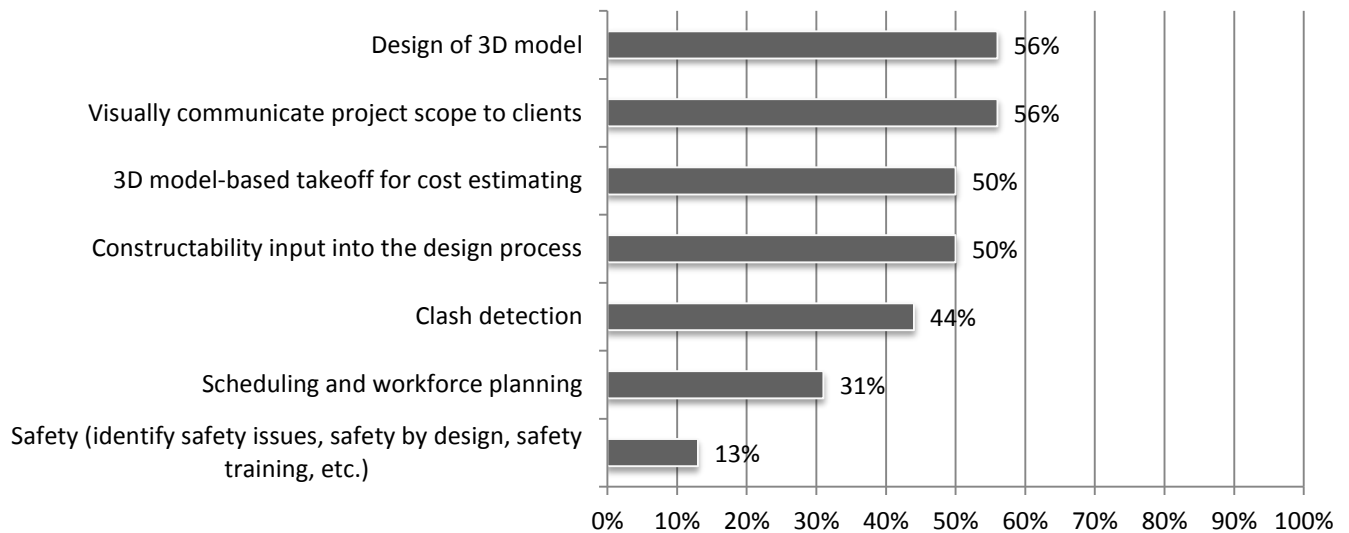
**13. What challenges, if any, do you see regarding the safety and health of your firm's workers?**



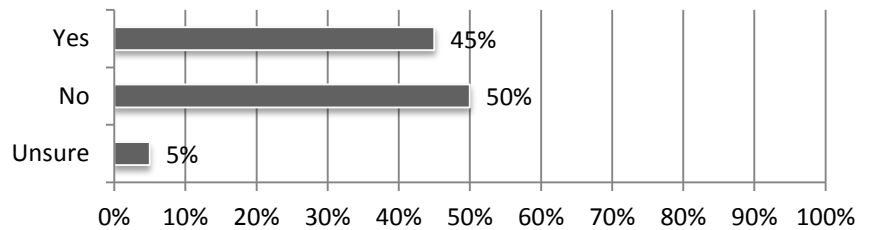
**14. What change do you expect in 2018 in the number of your firm's projects that involve Building Information Modeling (BIM)?**



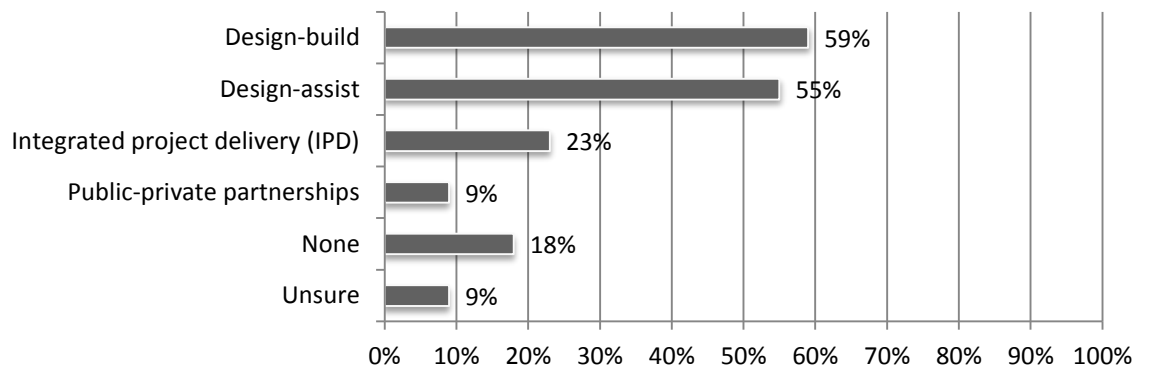
**15. What is your firm using BIM for?**



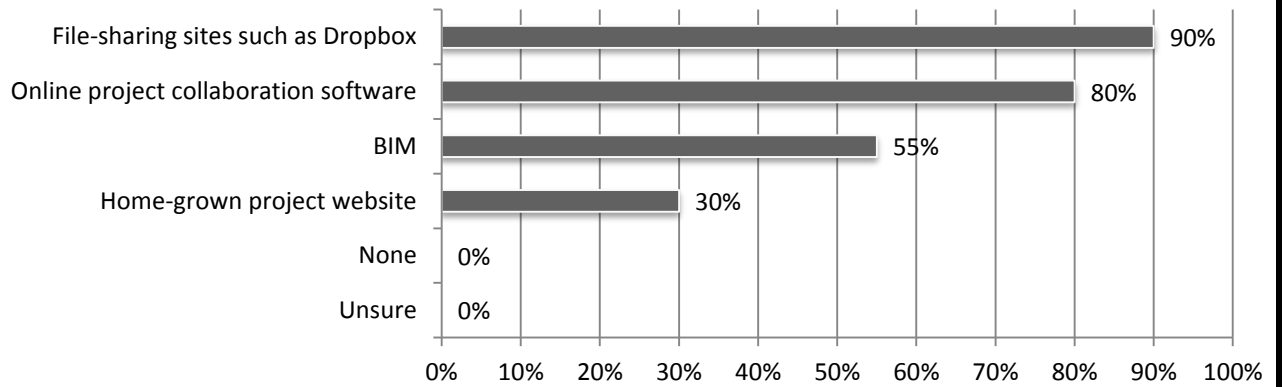
**16. Does your firm utilize lean construction principles on its projects and/or in its operation?**



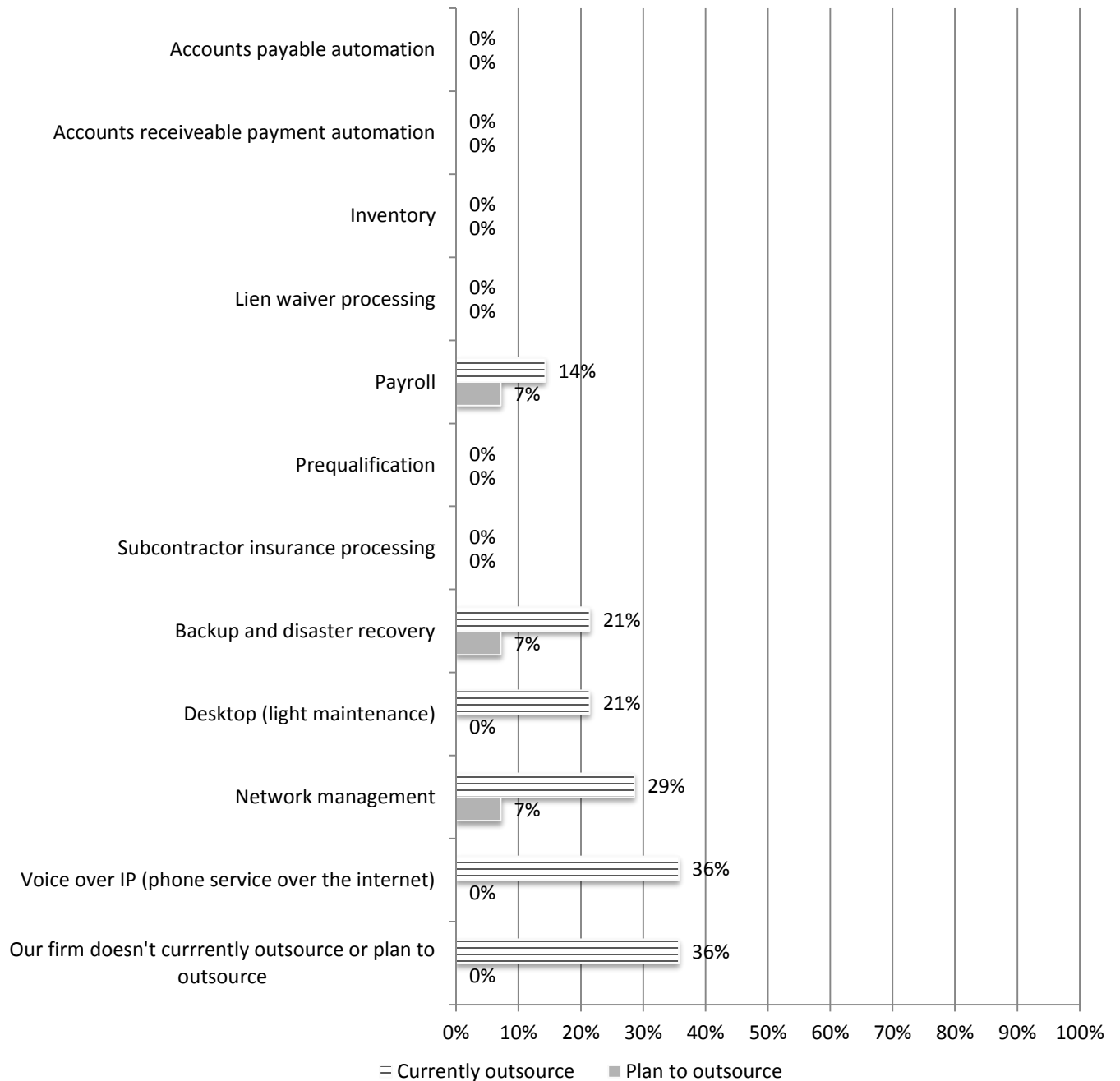
**17. Does your firm use any of the following collaborative project delivery methods?**



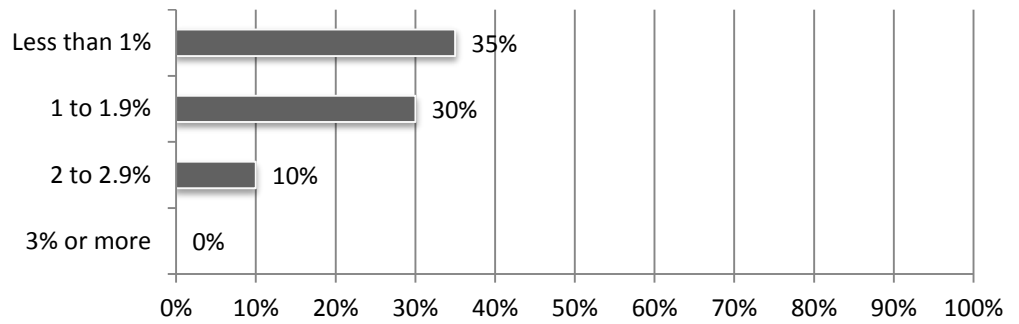
**18. Does your firm use any of the following to collaborate with project partners?**



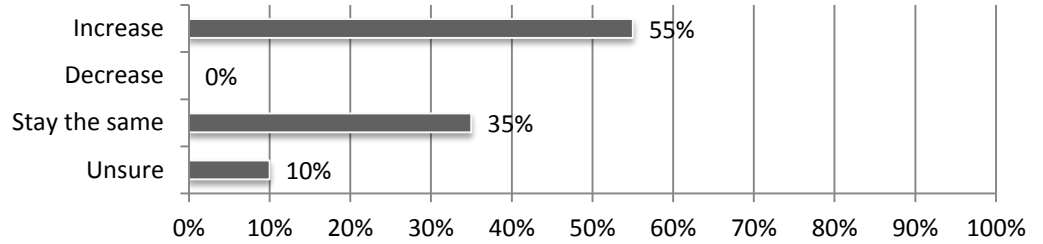
**19. What business of IT functions does your firm outsource or plan to outsource to a technology provider?**



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



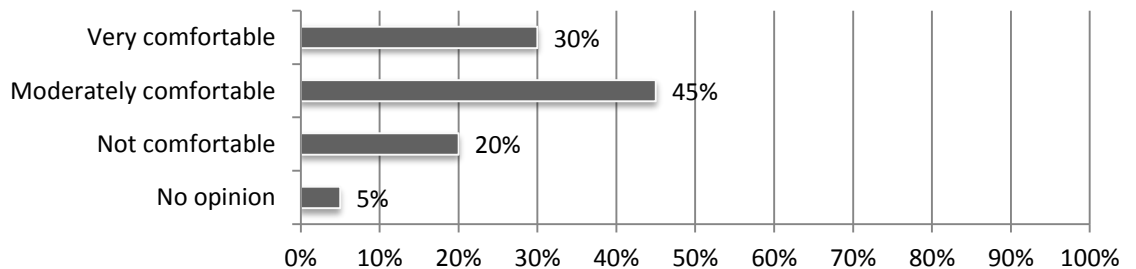
**21. Compared to 2017, how will your firm's 2018 investment in IT change?**



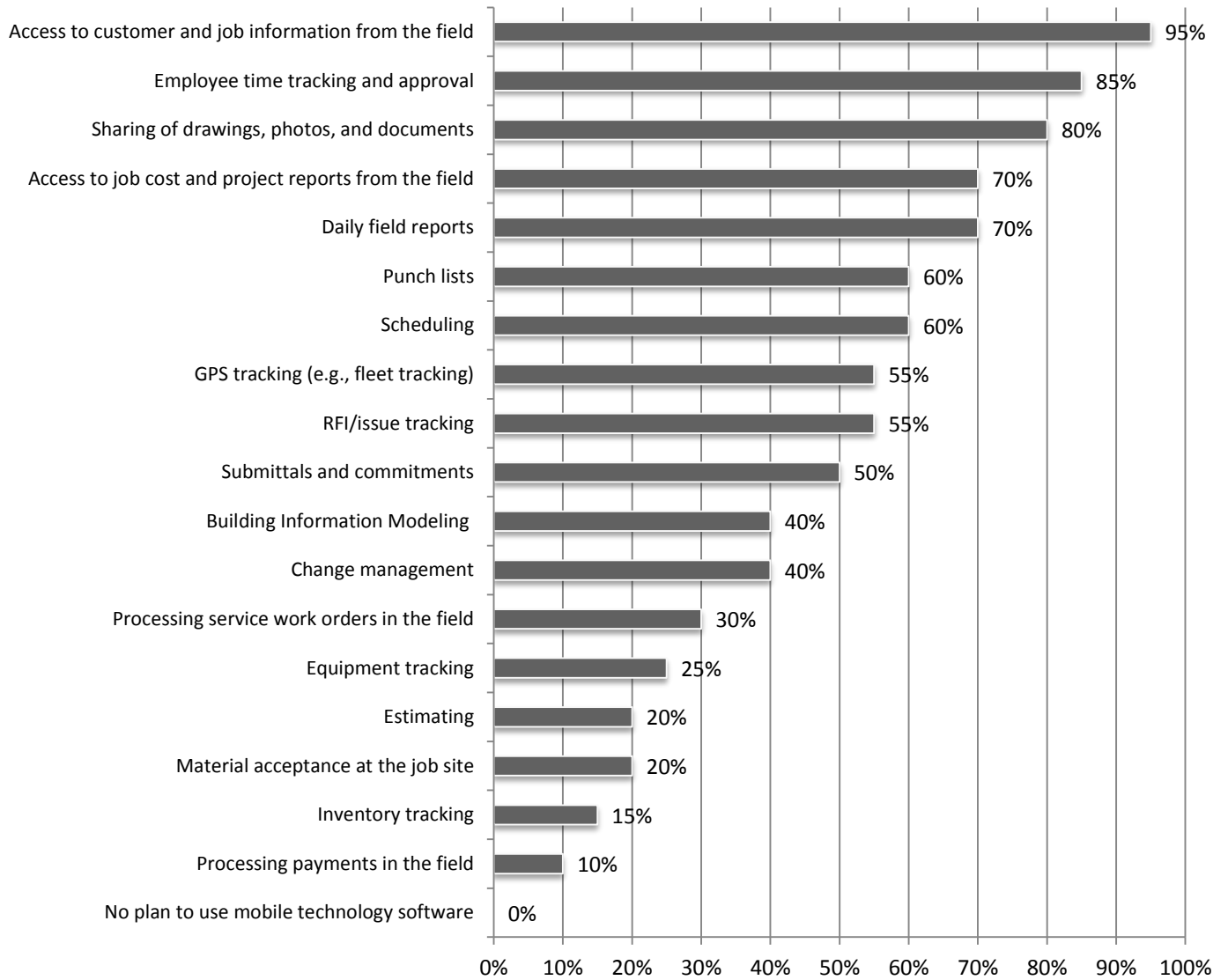
**22. Compared to 2017, how will your firm's 2018 investment in the following technologies change?**

Technologies	Increase	Stay the same	Decrease	Unsure
Accounting software	15%	70%	10%	5%
Building Information Modeling	42%	47%	0%	11%
Client relationship management software	18%	65%	0%	18%
Document management software	30%	70%	0%	0%
Estimating software	26%	68%	0%	5%
Fleet tracking/management software	28%	61%	0%	11%
Human resources software	17%	78%	0%	6%
Payroll software	11%	84%	0%	5%
Prequalification software	6%	82%	0%	12%
Project collaboration software	42%	53%	0%	5%
Project management software	30%	60%	0%	10%
Scheduling software	5%	84%	0%	11%
Service management software	6%	83%	0%	11%
Subcontractor bid management/IT B software	0%	89%	0%	11%

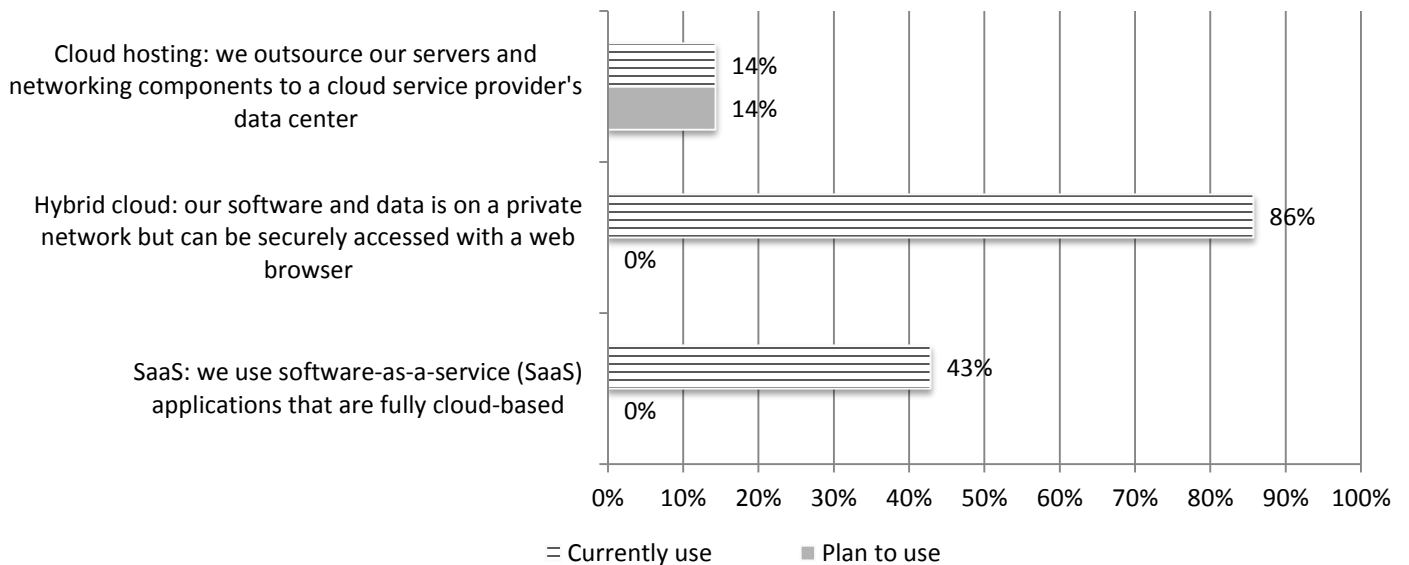
**23. How comfortable is your firm with moving its data to the cloud?**



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

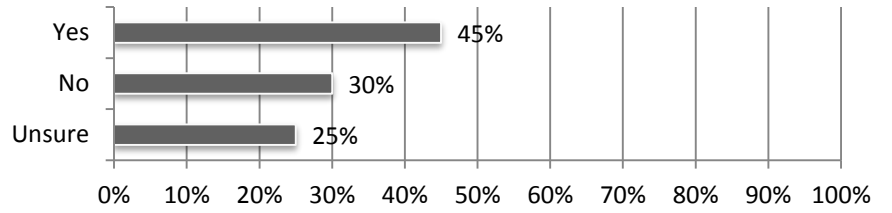


## 25. Which of the following cloud service models does your firm plan to use?

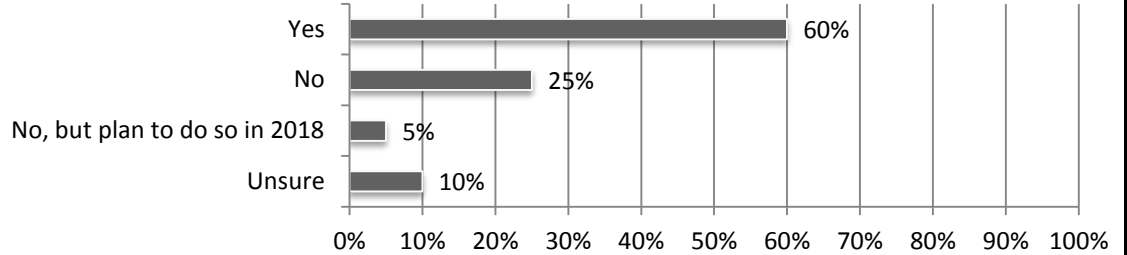




**26. Does your firm currently have a mobile security plan in place?**



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



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

