

2017 Construction Outlook Survey Results North Carolina Results

Total Responses 73 Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

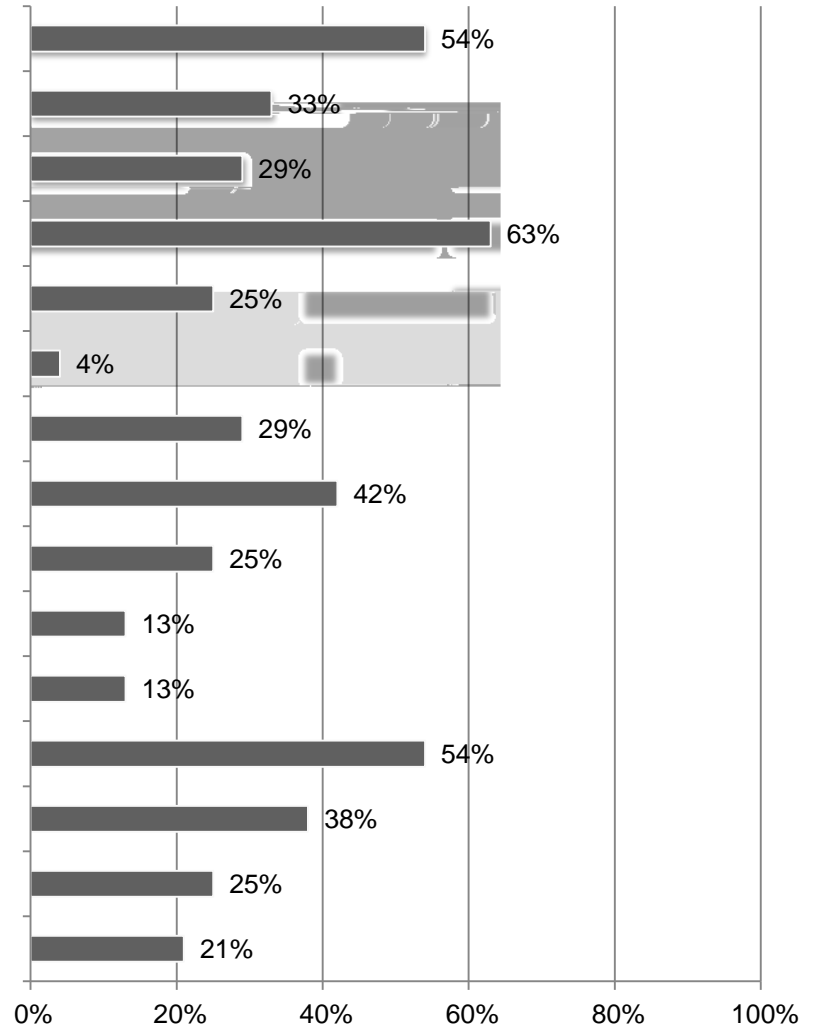
1. Compared to 2016, do you expect the available dollar volume of projects you compete for in 2017 to be:

| Market | Higher | Lower | Same | Net* |
|---|--------|-------|------|------|
| All projects | 32% | 5% | 64% | 27% |
| Federal (e.g., VA, GSA, USACE, NAVFAC) | 6% | 29% | 65% | -24% |
| Higher Education | 29% | 6% | 65% | 24% |
| Highway | 22% | 0% | 78% | 22% |
| Hospital | 26% | 5% | 68% | 21% |
| K-12 School | 31% | 13% | 56% | 19% |
| Manufacturing | 5% | 0% | 85% | 15% |
| Multifamily Residential | 23% | 23% | 54% | 0% |
| Other Transportation (e.g., transit, rail, airport) | 19% | 13% | 73% | 0% |
| Power | 0% | 8% | 92% | -8% |
| Private Office | 25% | 13% | 63% | 13% |
| Public Building | 29% | 7% | 64% | 21% |
| Retail, Warehouse, Lodging | 36% | 14% | 50% | 21% |
| Water/Sewer | 24% | 6% | 71% | 18% |

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

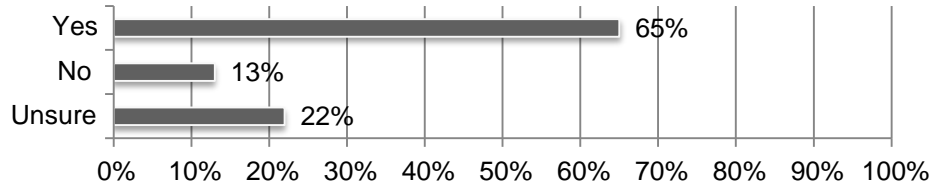
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8. Which of the following issues are the biggest concerns to you and your business?

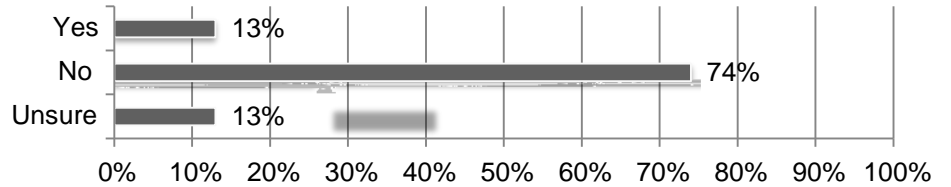


9. What challenges, if any, do you see regarding the safety and health of your workers?

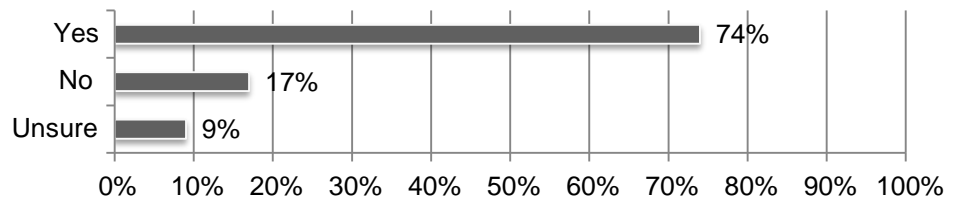
14. Do you believe that your firm utilizes lean construction principles on its projects and/or in its operation?



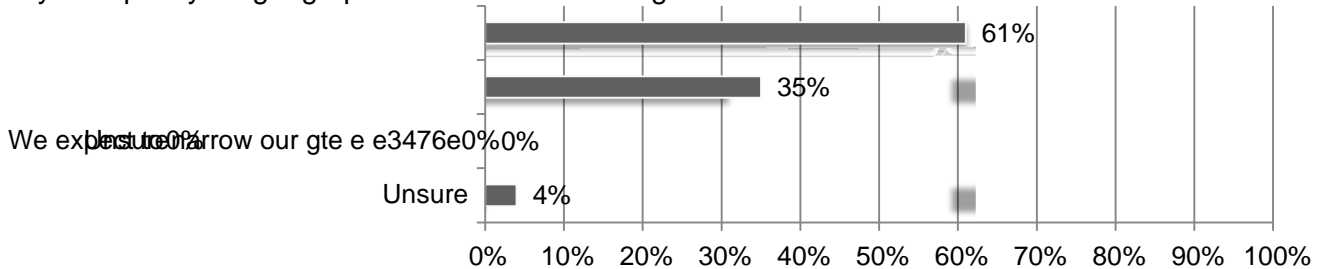
15. Do you expect your firm will work on a project using modular construction and/or off-site construction/prefabrication in 2017?



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?

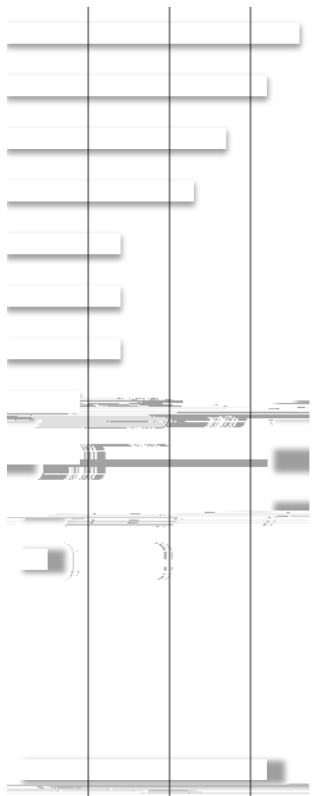
19. Do you use any of the following to collaborate with project partners?

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

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

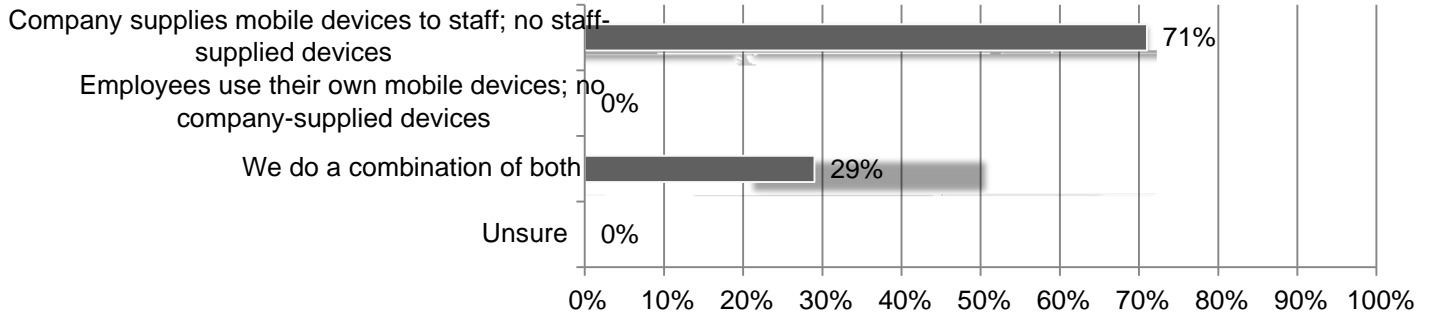
22. Do you use an outsourced service for IT?

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

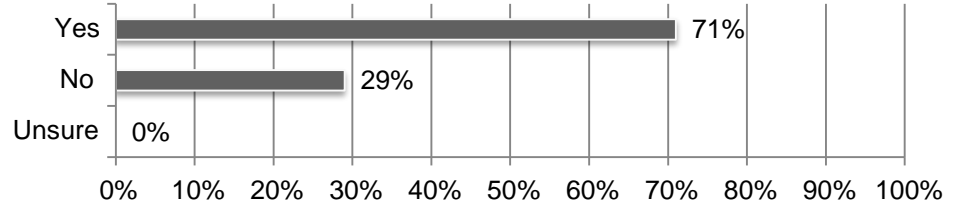
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26. How does your company plan to use mobile software technology?

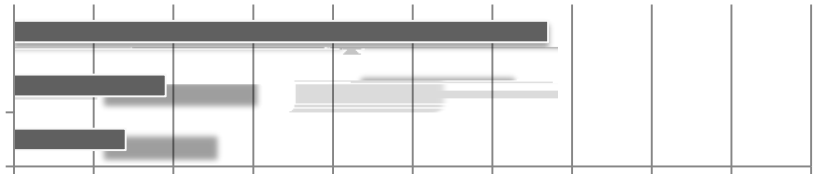
27. How do you handle the use of mobile devices (e.g., tablets, smartphones) in your company?



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 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?