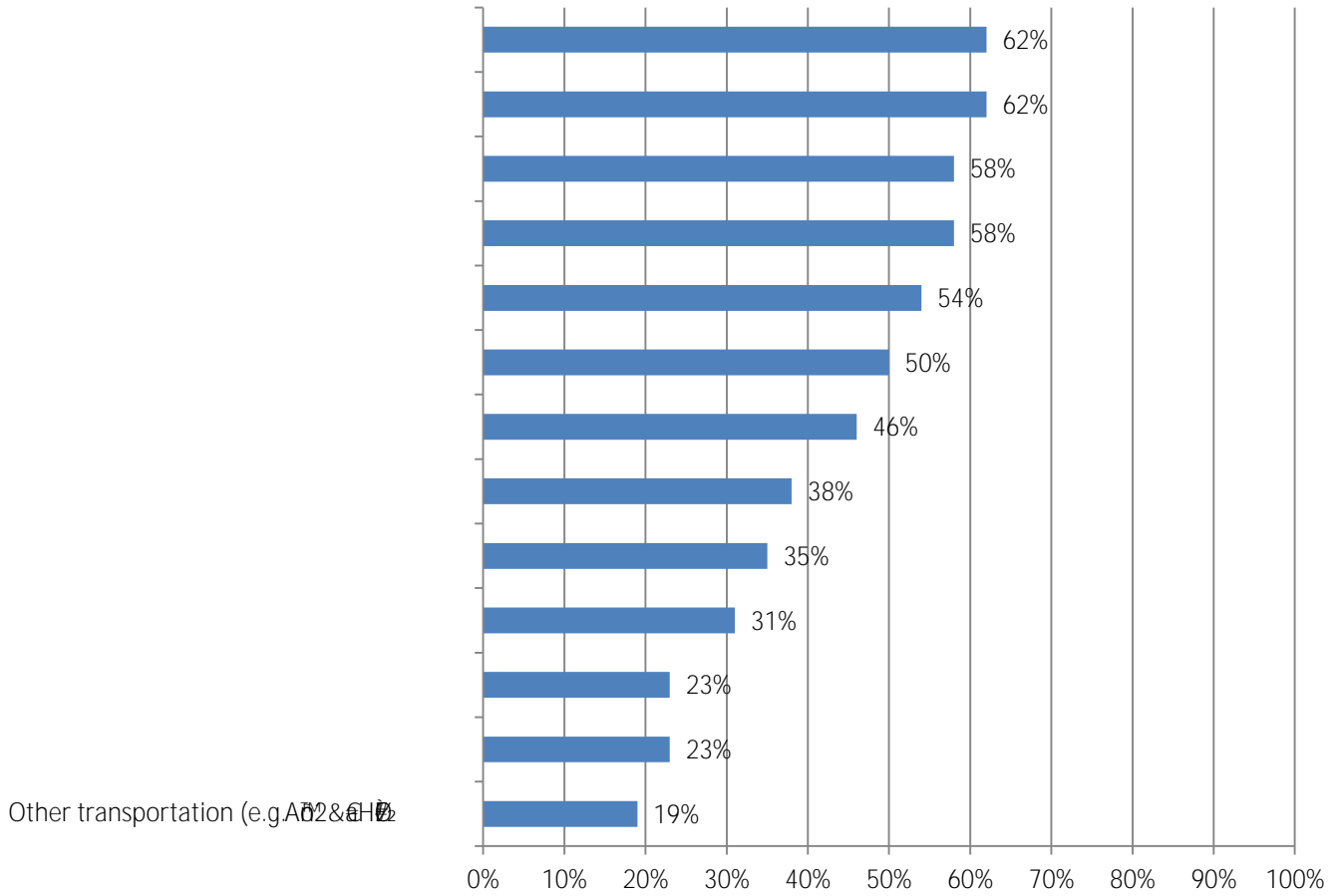


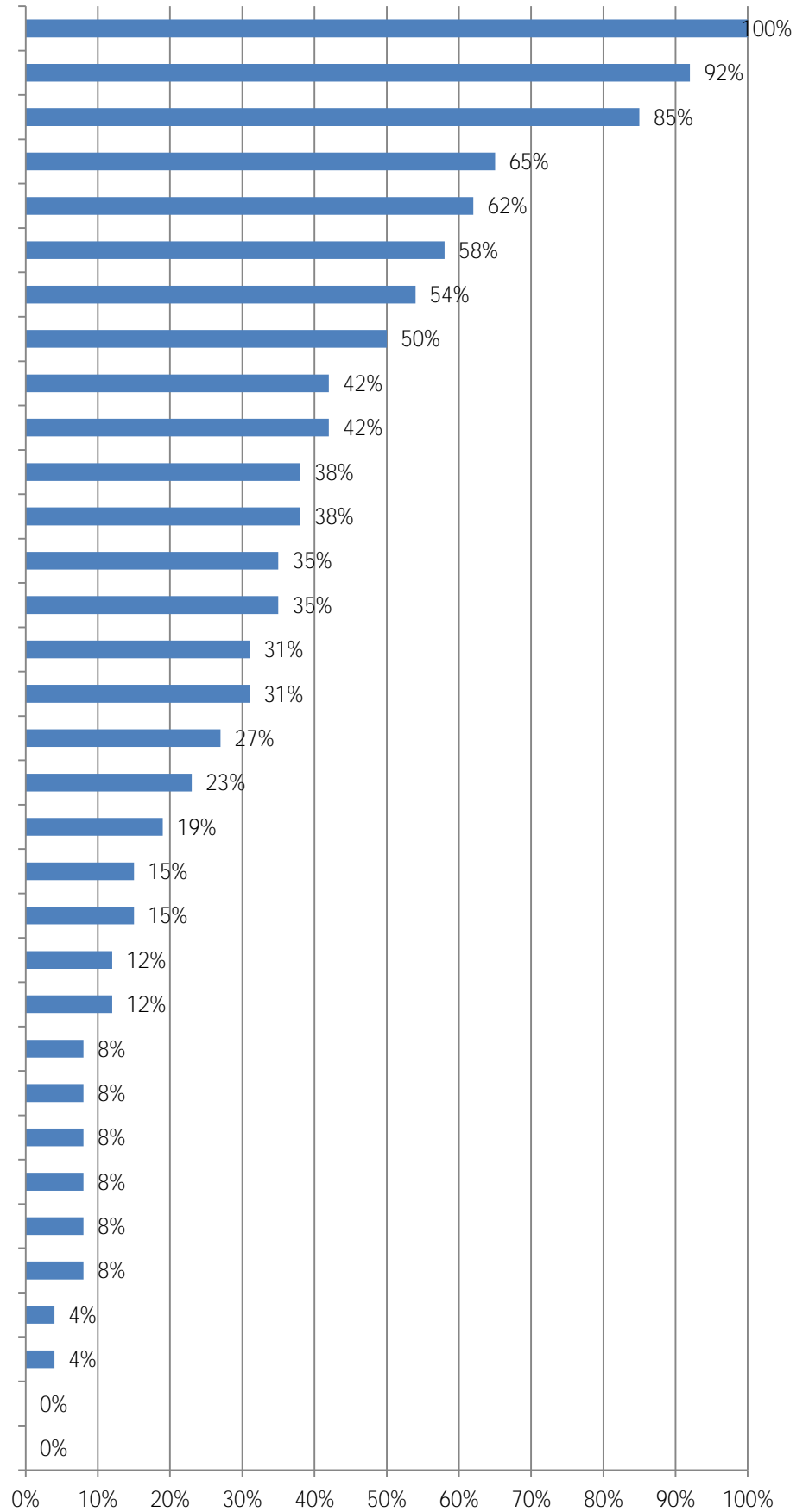
2016 Workforce Survey Results

Virginia Results

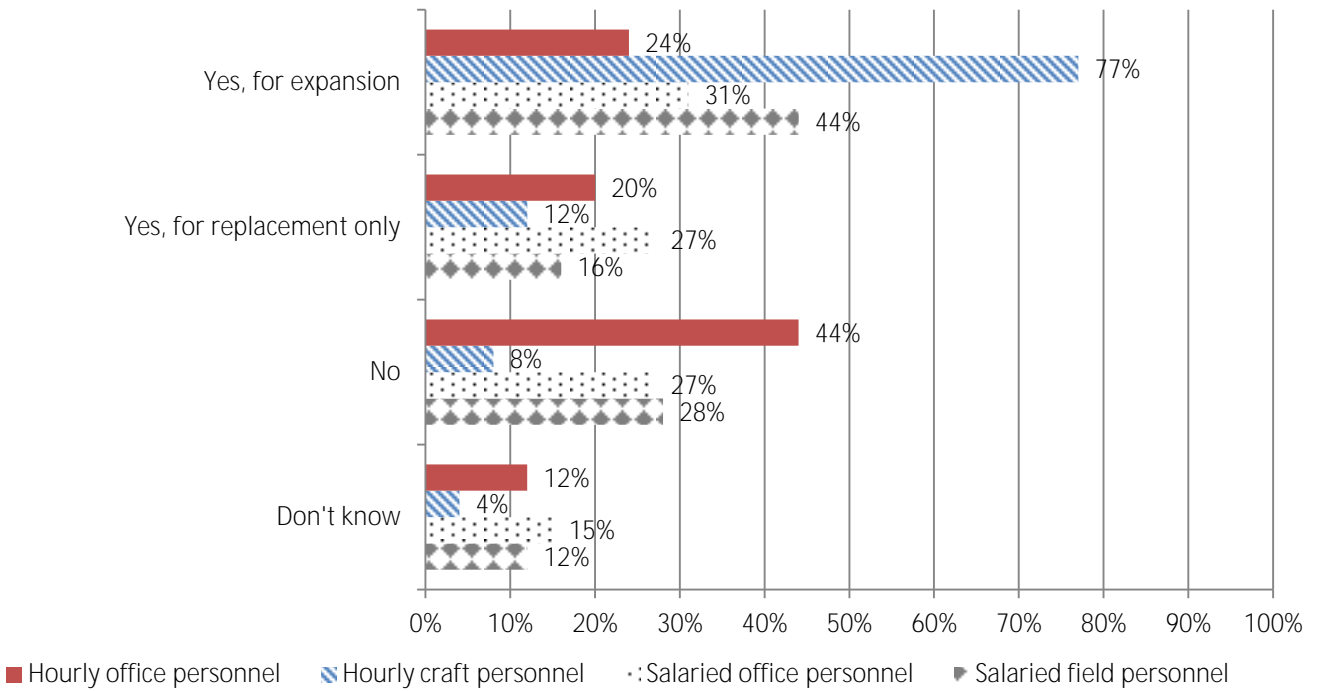
1. Please indicate which of the following types of construction projects your firm performs (mark all that apply)?



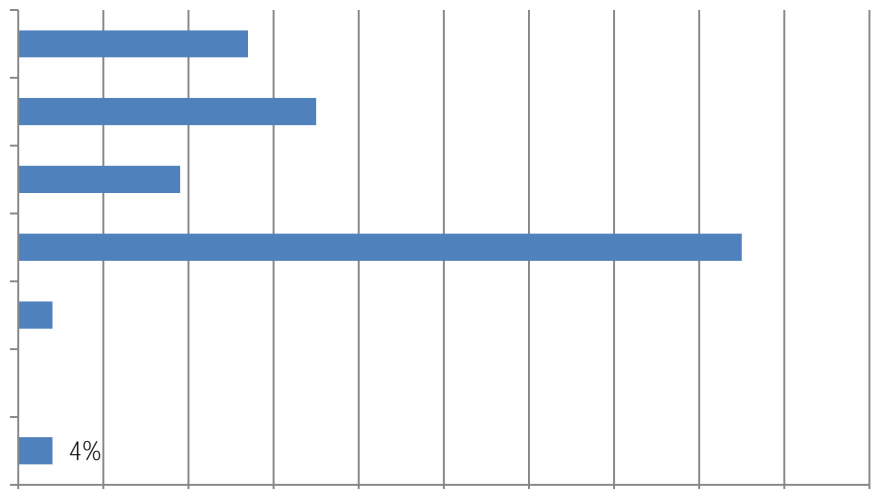
2. What types of employees does your firm employ (mark all that apply)?



3. In the next 12 months, do you expect your firm will hire additional or replacement:



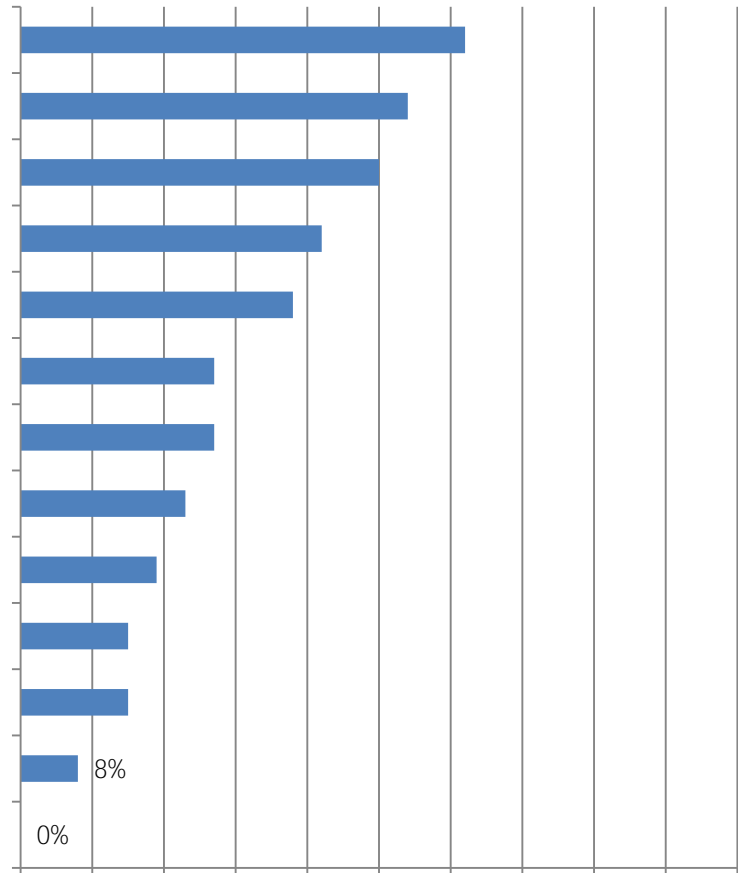
4. How would you describe your current recruitment challenges?



5. If your firm is having trouble filling salaried positions, please indicate the position types you are having trouble filling:

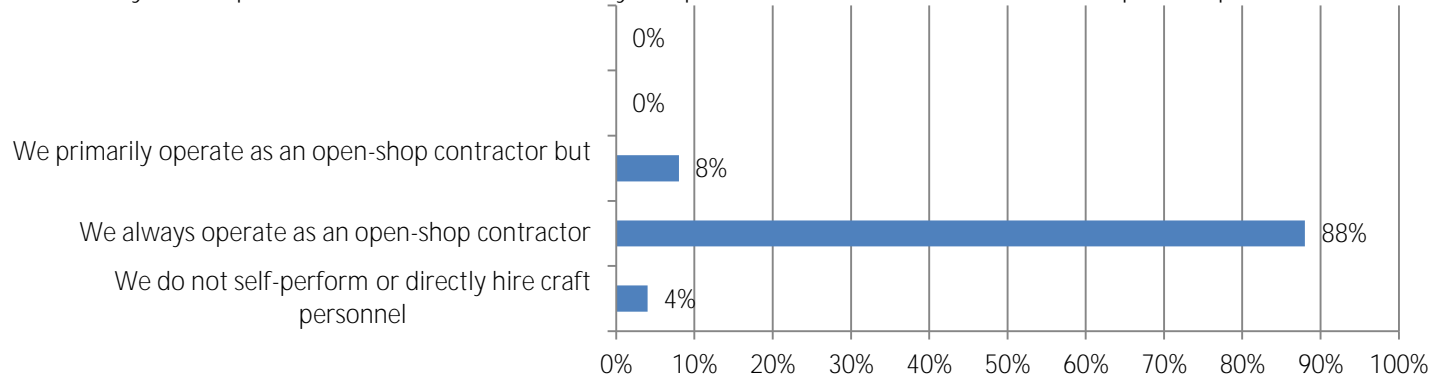
9. Is your firm losing hourly craft or salaried personnel

11. Have you increased your use of any of the following during the past year because of difficulty in filling positions (mark all that apply)?



12. If your firm is experiencing staffing challenges, how would you describe the impact on your company's safety and health program or performance?

13. When you self-perform construction work, do you operate as a union contractor or an open shop?



14. Would/ do you encourage your children to pursue careers in construction?

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

16. Estimate the total dollar amount of work your firm performed during the past 12 months.