Market	Higher	Lower	Same	Net*
All projects	71%	0%	29%	71%
Multifamily Residential	62%	0%	38%	62%
Manufacturing	67%	7%	27%	60%
Retail, Warehouse, Lodging	56%	0%	44%	56%
K-12 School	43%	7%	50%	36%
Private Office	1%	6%	53%	35%
Public Building	36%	7%	57%	29%
Higher Education	36%	14%	50%	21%
Highway	45%	27%	27%	18%
Water/Sewer	31%	15%	54%	15%
Hospital	21%	14%	64%	7%
Power	25%	25%	50%	0%
Other Transportation (e.g., transit, rail, airport)	9%	18%	73%	-9%
Federal (e.g., VA, GSA, USACE, NAVFAC)	8%	42%	50%	-33%

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

Chart 1

Category	Percentage
Worker shortages	57%
Worker quality	71%
Safety	21%
Rising direct labor costs	57%
Rising subcontractor costs	29%
Subcontractor defaults	7%
Rising materials costs	43%
Growth in federal regulations	36%
Growth in state and local regulations	43%
External process inefficiencies (such as collaboration with owners, subs and/or vendors)	29%
Internal company process inefficiencies	29%
Increased competition for projects	57%
Not enough private sector work	7%
Lack of infrastructure investments	7%
Lack of public non-infrastructure work	7%

Chart 2

Category	Major	Minor	No challenge
Inexperienced skilled labor/workforce shortage	31%	54%	15%
Lack of cooperation from federal agencies or regulators	50%	50%	0%
Low quality of available safety and health training	8%	46%	46%
Poor subcontractor safety and health performance	9%	55%	33%

— Major   ▓ Minor   ⋯ No challenge

Chart 1

Yes	69%
No	15%
Unsure	15%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 2

Yes	38%
No	31%
Unsure	31%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 3

Yes	62%
No	0%
Unsure	38%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 4

62%
31%
8%
0%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

	8%
	54%
	23%
Sales software	0%
Social media (e.g., Facebook, Twitter)	23%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

	54%
Employees use their own mobile devices; no company-	15%
We do a combination of both	31%
Unsure	0%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 1

Category	Percentage
Communication between field and office	38%
Employee resistance to technology	38%
Integration between software used inside of our company	38%
Time to implement and train on new technology	38%
Connectivity to remote job sites	31%
Outdated company software and systems	23%
Integration with software used by business partners outside our company	15%
Keeping company data secure from hackers	15%
Management resistance to technology	8%
None	8%

Chart 2

Category	Percentage
$10 million or less	57%
$10.1 million-$30 million	24%
$30.1 million-$50 million	10%
$50.1 million-$100 million	5%
$100.1 million-$500 million	0%
Over $500 million	5%

Chart 3

Category	Percentage
1-49	52%
50-249	24%
250-499	10%
500-999	5%
1,000 or more	10%

Chart 4

Category	Percentage
We employ union workers for all of our projects	33%
We employ union workers for most of our projects	6%
We are primarily an open shop contractor, but occasionally employ union workers	6%
We are exclusively open shop	56%