Total Responses: 26. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

Market	Higher	Lower	Same	Net*
Other Transportation (e.g., transit, rail, airport)	64%	7%	29%	57%
All projects	50%	0%	50%	50%
Private Office	56%	11%	33%	44%
Retail, Warehouse, Lodging	47%	11%	42%	37%
Hospital	41%	6%	53%	35%
Public Building	44%	11%	44%	33%
Multifamily Residential	38%	6%	56%	31%
Power	31%	0%	69%	31%
Higher Education	23%	31%	46%	13%
Manufacturing	24%	12%	65%	12%
K-12 School	20%	13%	67%	7%
Water/Sewer	20%	13%	67%	7%
Federal (e.g., VA, GSA, USACE, NAVFAC)	31%	25%	44%	6%
Highway	23%	31%	46%	-8%

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

Chart 1

Category	Value
My firm has had a harder time getting bank loans than a year ago	9%
My firm has had an easier time getting bank loans than a year ago	9%
Bank credit has not been an issue for my firm, but has caused my customers' projects to be delayed or canceled	30%
Easier bank credit has enabled customers to move ahead with previously delayed projects	9%
There has been no change in bank lending with regard to my firm or customers	43%

Chart 2

Category	Value
Increased	96%
Decreased	0%
Stayed the same	0%
We did not provide health care insurance in 2016	4%

Chart 3

Category	Value
Increase	88%
Decrease	4%
Stay the same	4%
We did not provide health insurance in 2016 and do not plan to do so in 2017	4%
We did not provide health insurance in 2016, but plan to do so in 2017	0%
We provided health insurance in 2016, but do not plan to do so in 2017	0%

Chart 4

Category	Value
Increase more than 26%	21%
Increase 11-25%	13%
Increase 10% or less	21%
Stay the same	25%
Decrease	0%
We do not expect to use BIM on any projects in 2017	8%

Category	Percentage
	33%
	29%
	25%
	25%
	17%
	17%
	17%
	13%
	13%
	8%
	8%
	8%
Subcontractor bid management/ITB software	4%
Prequalification software	0%
None	17%

Category	Percentage
(top bar)	58%
Communication between field and office	50%
Connectivity to remote job sites	46%
Keeping company data secure from hackers	46%
Employee resistance to technology	38%
Integration between software used inside of our company	29%
Outdated company software and systems	17%
Integration with software used by business partners outside our company	13%
Management resistance to technology	13%
None	4%

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