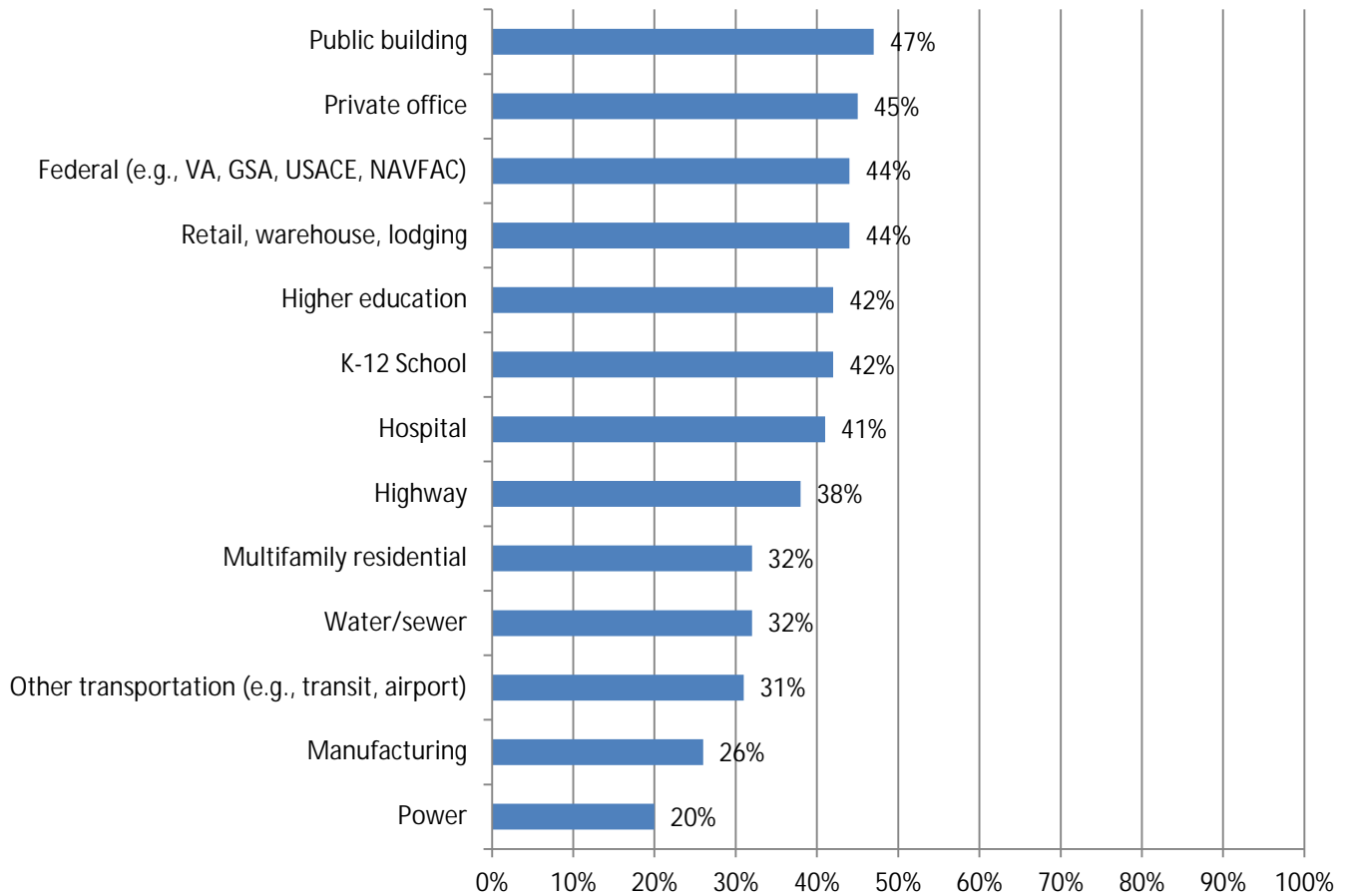


2017 Workforce Survey Results

West Results

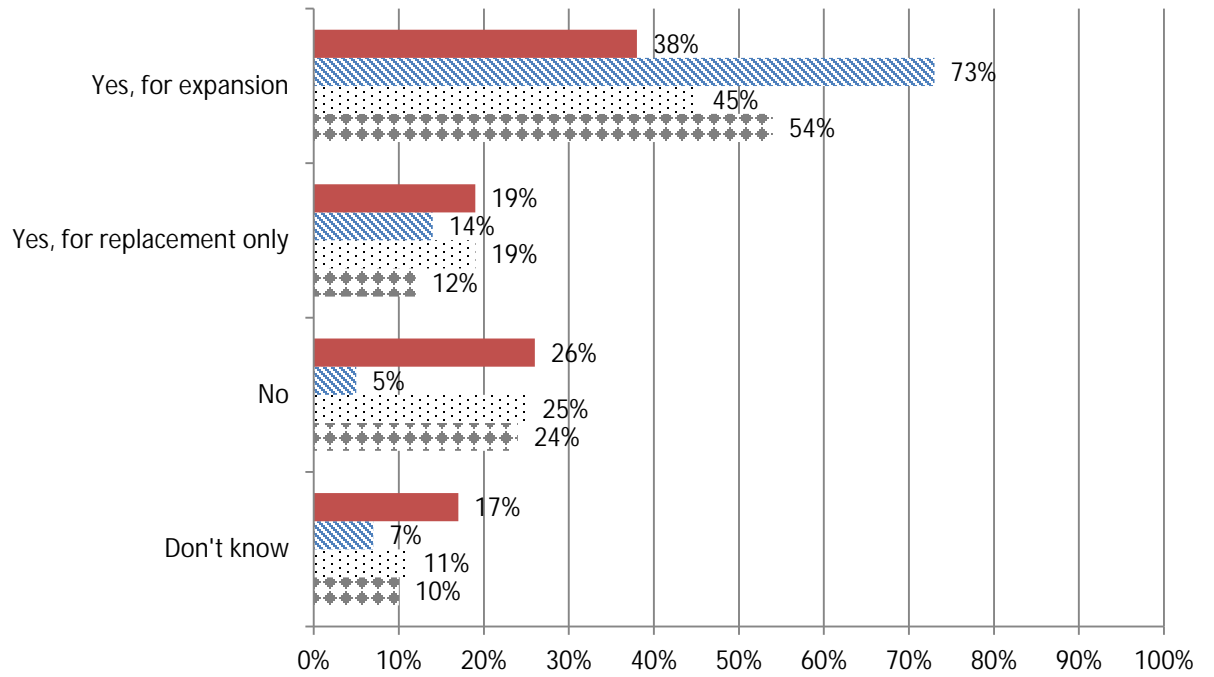
Total responses: 392. Responses varied for some questions.

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

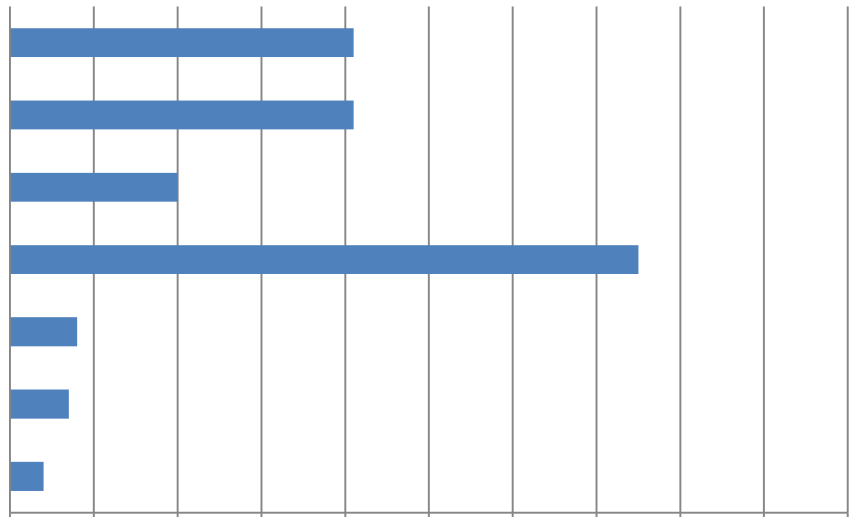


3. In the next 12 months, do you expect your firm will hire additional or replacement:

■ Hourly office personnel ■ Hourly craft personnel ■ Salaried office personnel ■ Salaried field personnel



4. How would you describe your current recruitment situation?



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

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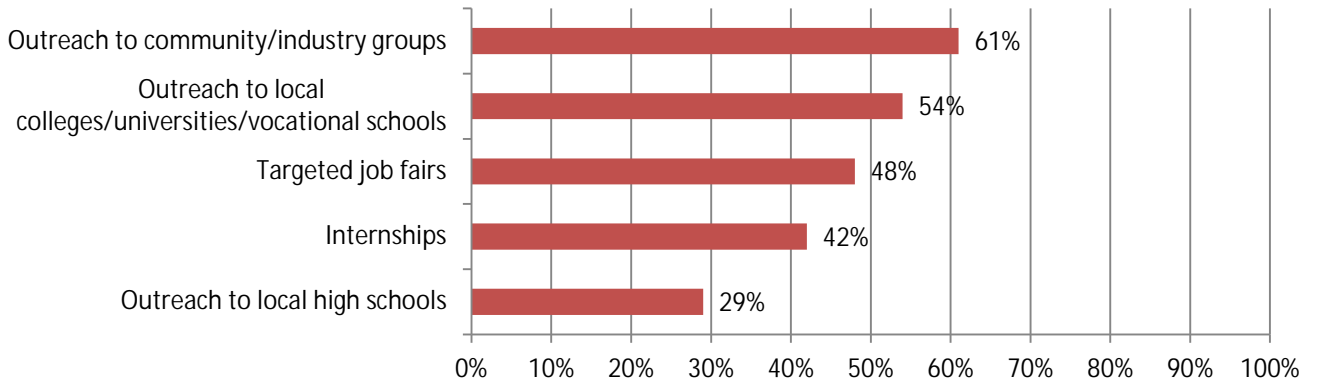
6. If your firm is having trouble filling craft professional positions, please indicate the position types you are having trouble filling:

7. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months

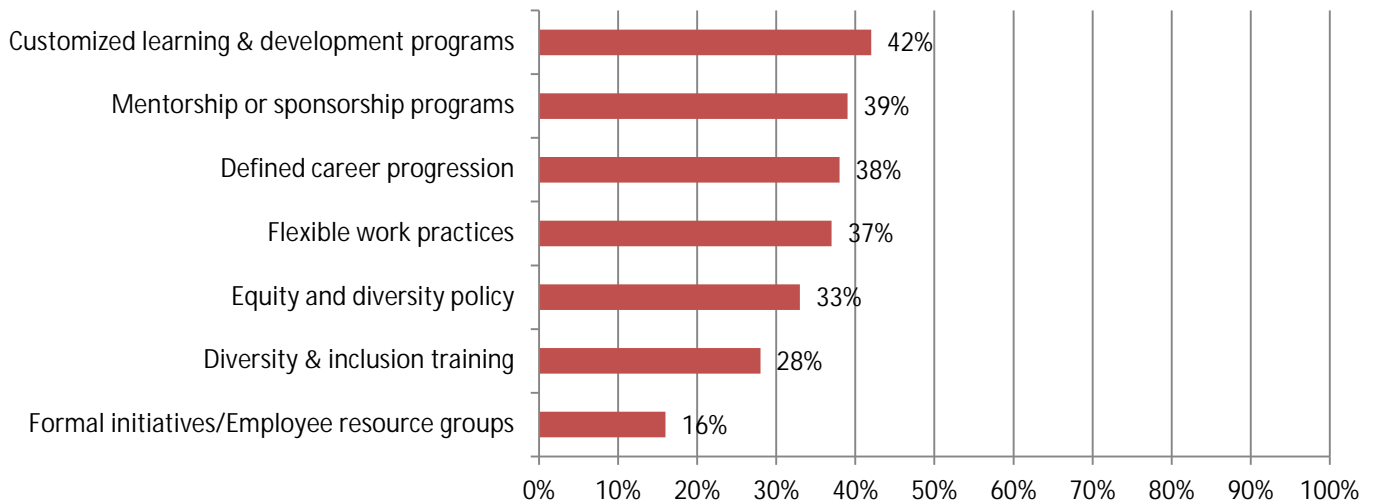
8. How would you rate the adequacy of the local pipeline for supplying well-trained craft personnel?

9. How

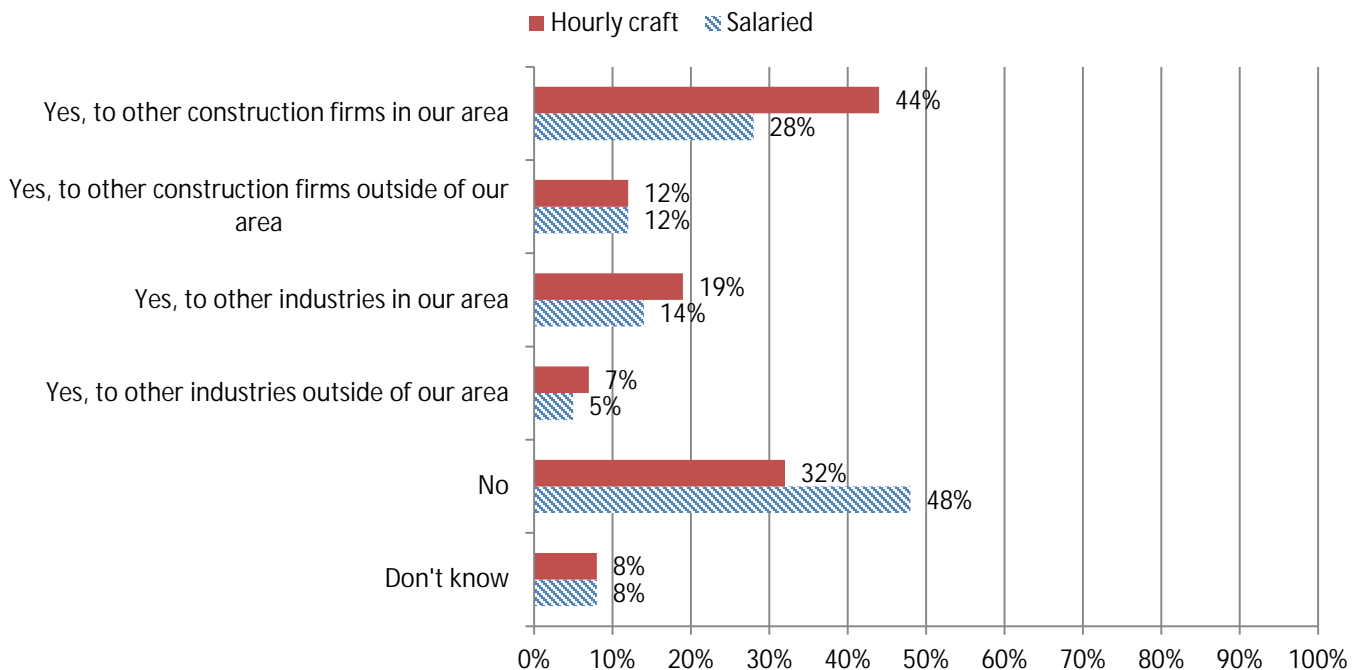
11. What methods does your firm use to recruit these categories of workers (mark all that apply)?



12. What methods does your firm use to retain these categories of workers (mark all that apply)?

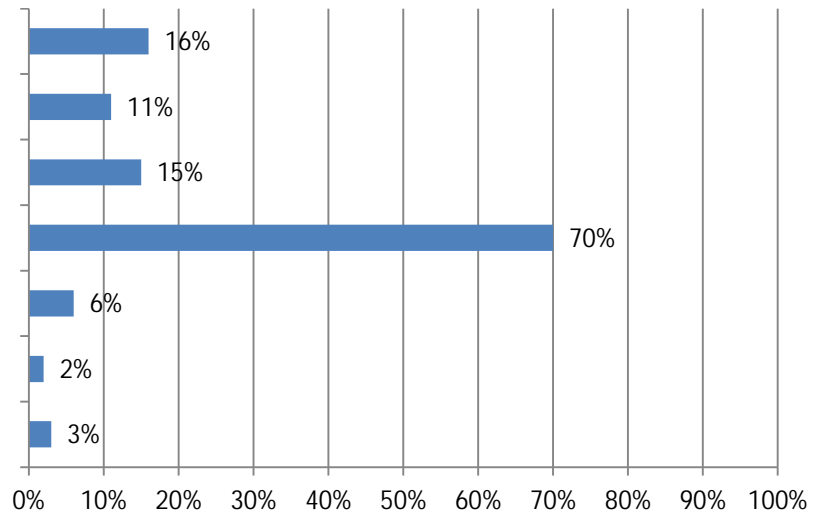


13. Is your firm losing hourly craft or salaried personnel to other employers (mark all that apply)?



14. Has your firm increased pay and/or benefits hourly craft or salaried

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



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

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

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

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