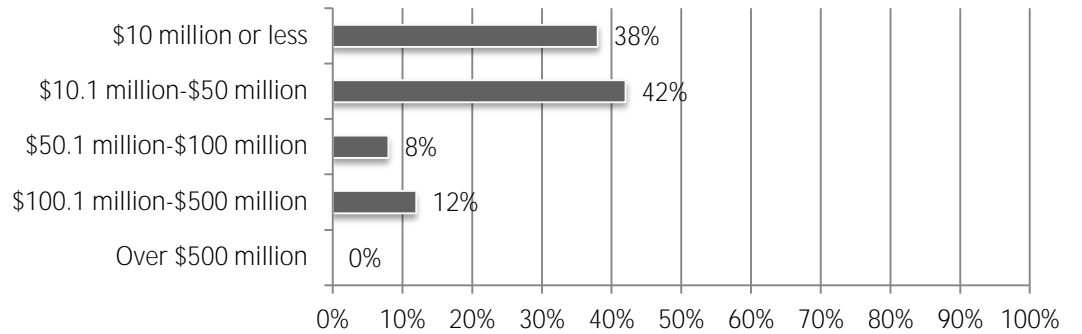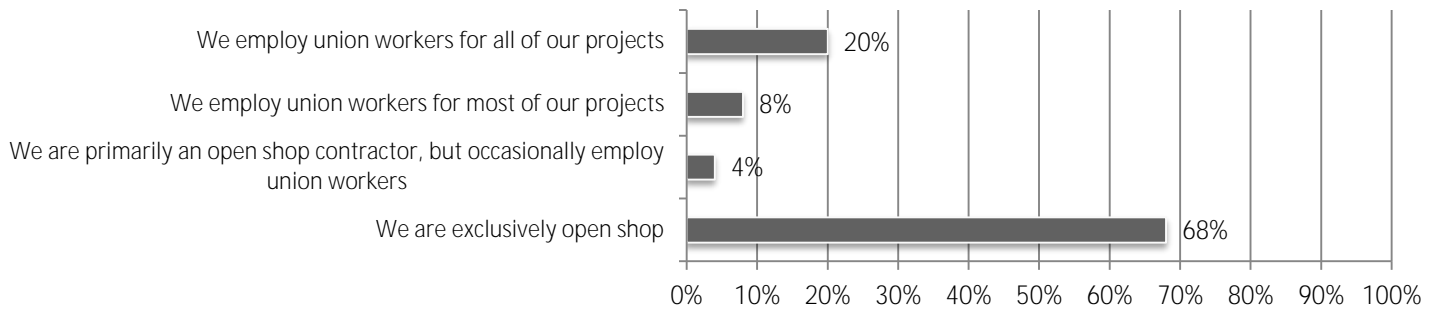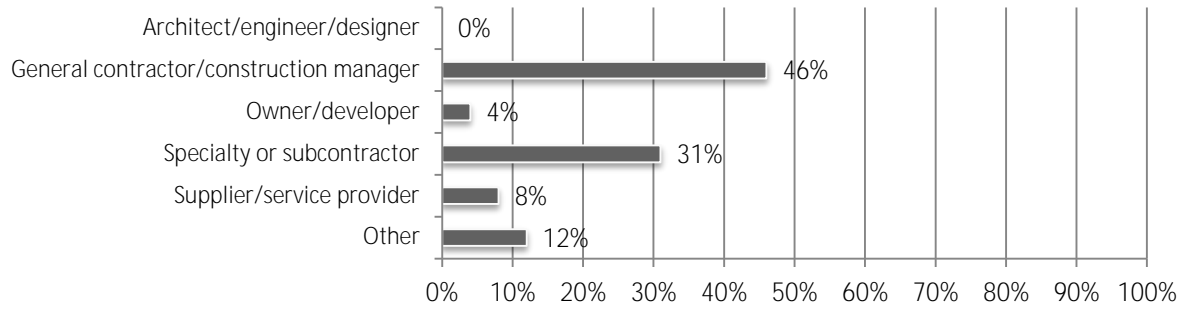*Total Responses: 26. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

Respondent type	Percentage
Architect/engineer/designer	0%
General contractor/construction manager	46%
Owner/developer	4%
Specialty or subcontractor	31%
Supplier/service provider	8%
Other	12%

Union status	Percentage
We employ union workers for all of our projects	20%
We employ union workers for most of our projects	8%
We are primarily an open shop contractor, but occasionally employ union workers	4%
We are exclusively open shop	68%

Revenue	Percentage
$10 million or less	38%
$10.1 million-$50 million	42%
$50.1 million-$100 million	8%
$100.1 million-$500 million	12%
Over $500 million	0%

All projects	55%	9%	36%	45%
Federal (e.g., VA, GSA, USACE, NAVFAC)	21%	21%	57%	0%
Higher Education	33%	0%	67%	33%
Highway	50%	10%	40%	40%
Hospital	38%	0%	62%	38%
K-12 School	83%	0%	17%	83%
Manufacturing	57%	7%	36%	50%
Multifamily Residential	36%	9%	55%	27%
Power	17%	8%	75%	8%
Private Office	28%	17%	56%	11%
Public Building	38%	6%	56%	31%
Retail, Warehouse, Lodging	27%	0%	73%	27%
Transportation (e.g., transit, rail, airport)	36%	0%	64%	36%
Water/Sewer	22%	11%	67%	11%

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

65%

50%

15%

25%

65%

45%

40%

30%

30%

10%

0%

5%

10%

50%

40%

45%

65%

40%

5%

0%　　10%　　20%　　3 533.28 438 reW*ηBT/F1 9.96 Tf1 0 0 1 348.07 396 Tf1 0

Chart 1

Response	Percentage
Yes	32%
No	53%
Unsure	16%

Chart 2

Response	Percentage
Yes	45%
No	45%
No, but plan to do so in 2018	10%
Unsure	0%