



AGC of America  
THE ASSOCIATION OF GENERAL CONTRACTORS OF AMERICA



# THE AGC/SAGE CONSTRUCTION HIRING & BUSINESS OUTLOOK FOR 2017

January 10, 2017

Quality People.  
Quality Projects.



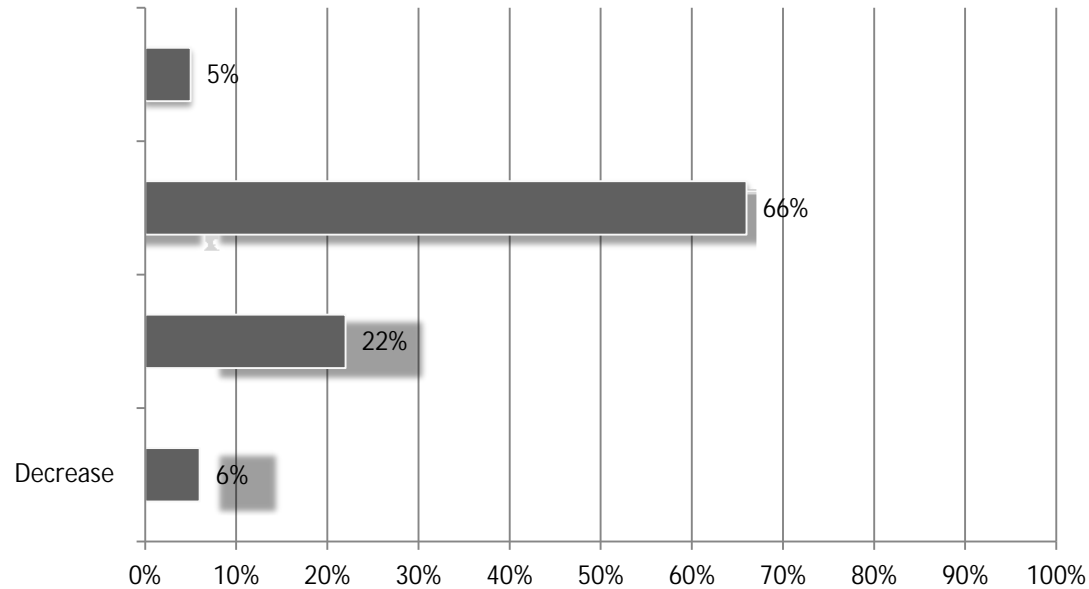
## CONTRACTORS ARE OPTIMISTIC ABOUT ALL MARKET SEGMENTS

*Compared to 2016, do you expect the available dollar volume of projects you compete for in 2017 to be:*

| Market  | Higher | Lower | Same | Net* |
|---|--------|-------|------|------|
| All projects  | 46%    | 9%    | 45%  | 36%  |
| Hospital  | 36%    | 13%   | 51%  | 23%  |
| Retail, Warehouse, Lodging                          | 34%    | 11%   | 54%  | 23%  |
| Private Office                                      | 34%    | 14%   | 52%  | 20%  |
| Manufacturing                                       | 31%    | 13%   | 56%  | 18%  |
| Highway   | 31%    | 17%   | 52%  | 15%  |
| Public Building                                     | 29%    | 14%   | 57%  | 15%  |
| Higher Education                                    | 29%    | 14%   | 56%  | 14%  |
| K-12 School   | 30%    | 15%   | 55%  | 14%  |
| Water/Sewer   | 28%    | 14%   | 58%  | 14%  |
| Multifamily Residential                             | 30%    | 19%   | 51%  | 11%  |
| Other Transportation (e.g., transit, rail, airport) | 26%    | 15%   | 59%  | 11%  |
| Power   | 25%    | 15%   | 61%  | 10%  |
| Federal (e.g., VA, GSA, USACE, NAVFAC)              | 25%    | 18%   | 57%  | 7%   |

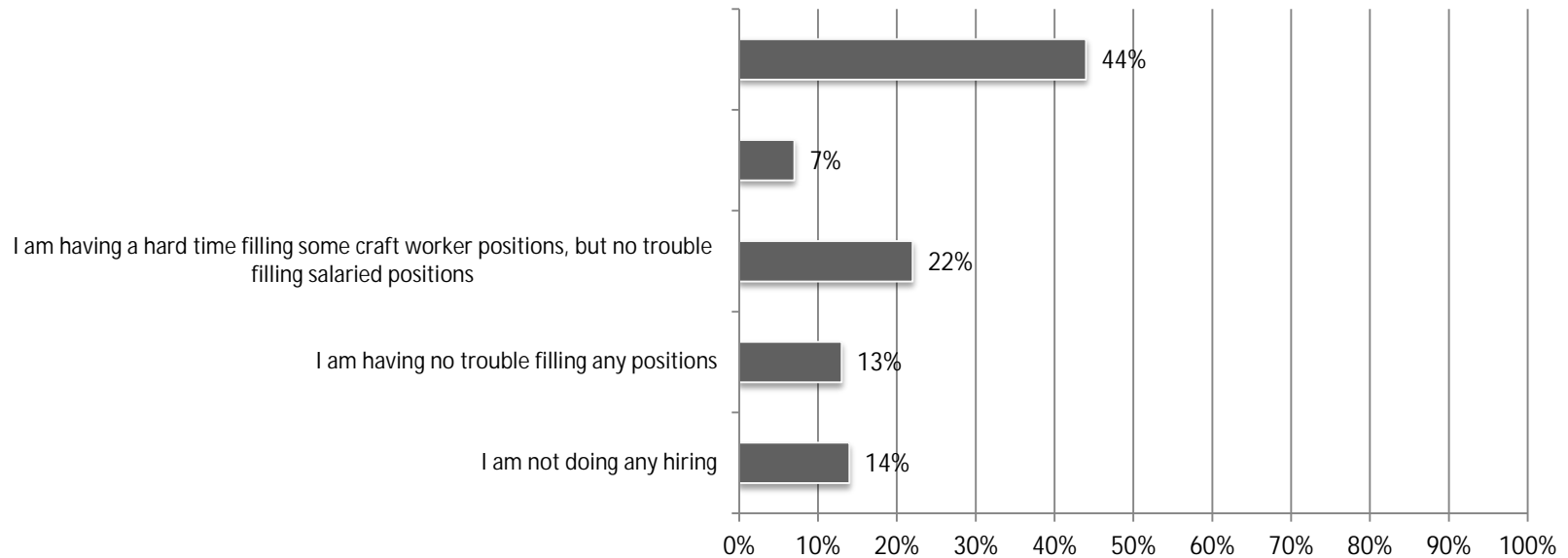
## HEADCOUNTS WILL CONTINUE TO EXPAND IN 2017

*What percentage change do you expect in your headcount in 2017?*



## FIRMS WILL CONTINUE TO COPE WITH WORKER SHORTAGES

*How would you describe your current conditions for filling key salaried positions (project manager/supervisor, estimator, etc.) and hourly craft positions (carpenter, laborer, equipment operator, etc.)?*

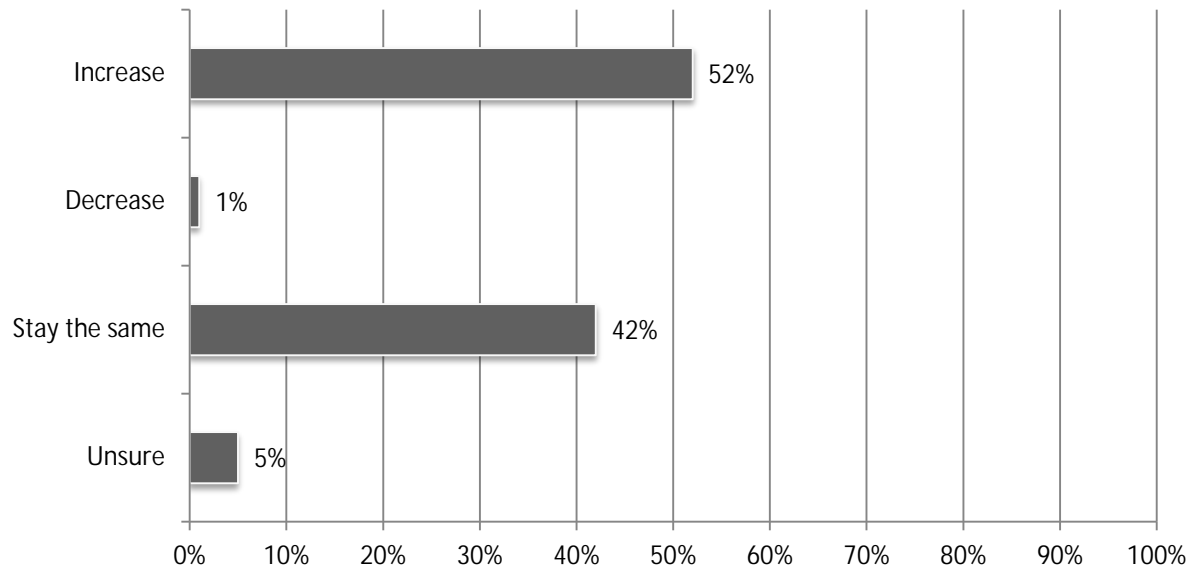


# MOST FIRMS ARE INCREASING PAY OR BENEFITS...

*Has*

## ...AND INVESTING IN TRAINING & DEVELOPMENT PROGRAMS

*Compared to 2016, how will your 2017 investment in training and development change?*





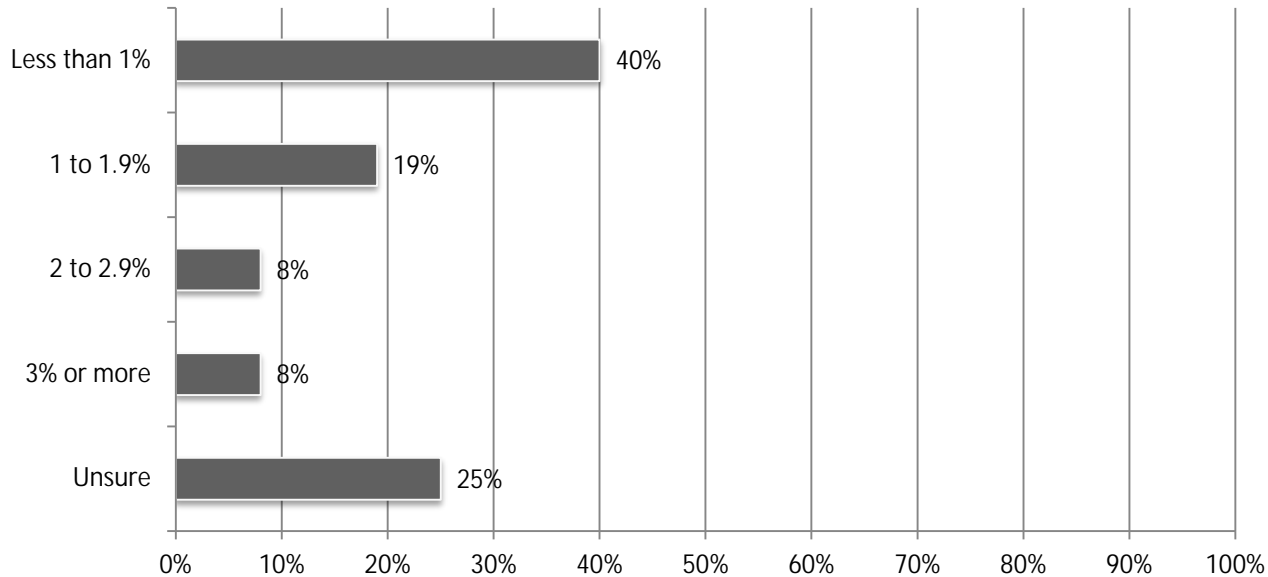
## CONTRACTORS ARE MAKING I.T. A PART OF THEIR BUSINESS STRATEGY

*Do you have a formal IT strategy? If so, what is it? How do you measure its success? How do you ensure it is aligned with your business strategy? How do you ensure it is up-to-date and relevant? How do you ensure it is effective? How do you ensure it is efficient? How do you ensure it is secure? How do you ensure it is compliant? How do you ensure it is scalable? How do you ensure it is flexible? How do you ensure it is resilient? How do you ensure it is sustainable? How do you ensure it is innovative? How do you ensure it is competitive? How do you ensure it is profitable? How do you ensure it is successful? How do you ensure it is a part of your business strategy?*



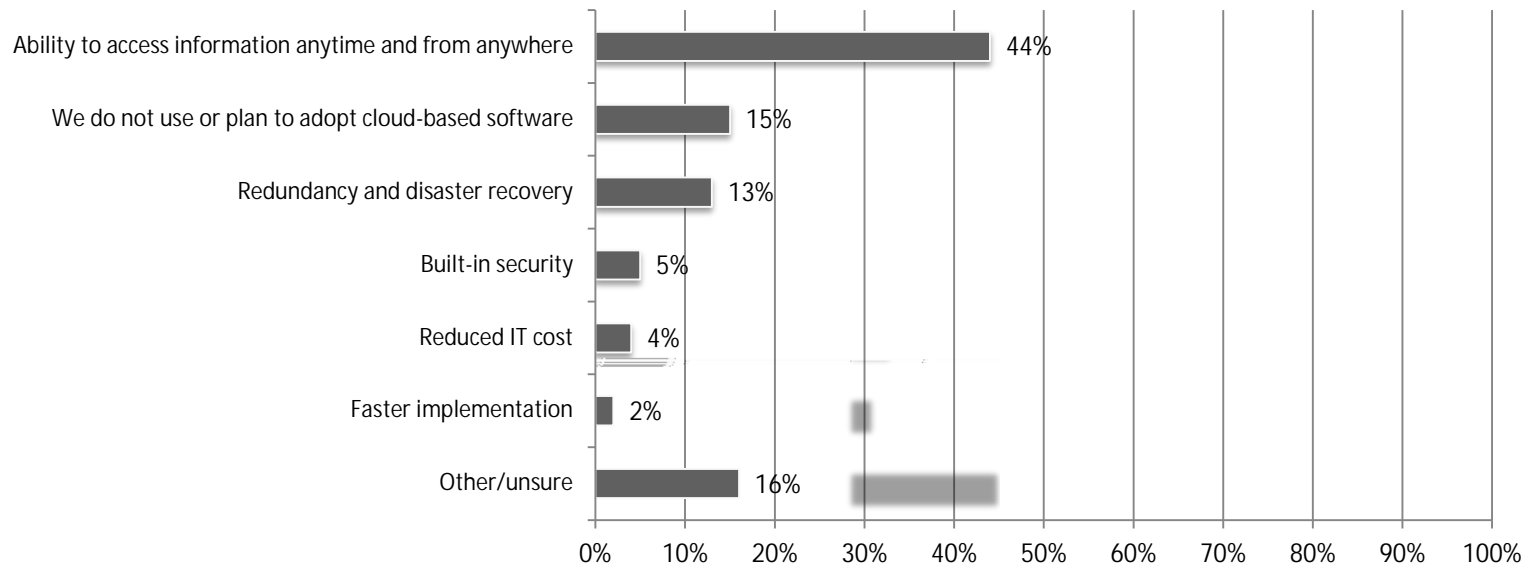
## CONTRACTORS ARE INCREASING FUNDING FOR THEIR I.T. PLANS

*Approximately what percent of your gross annual revenue do you spend on IT?*



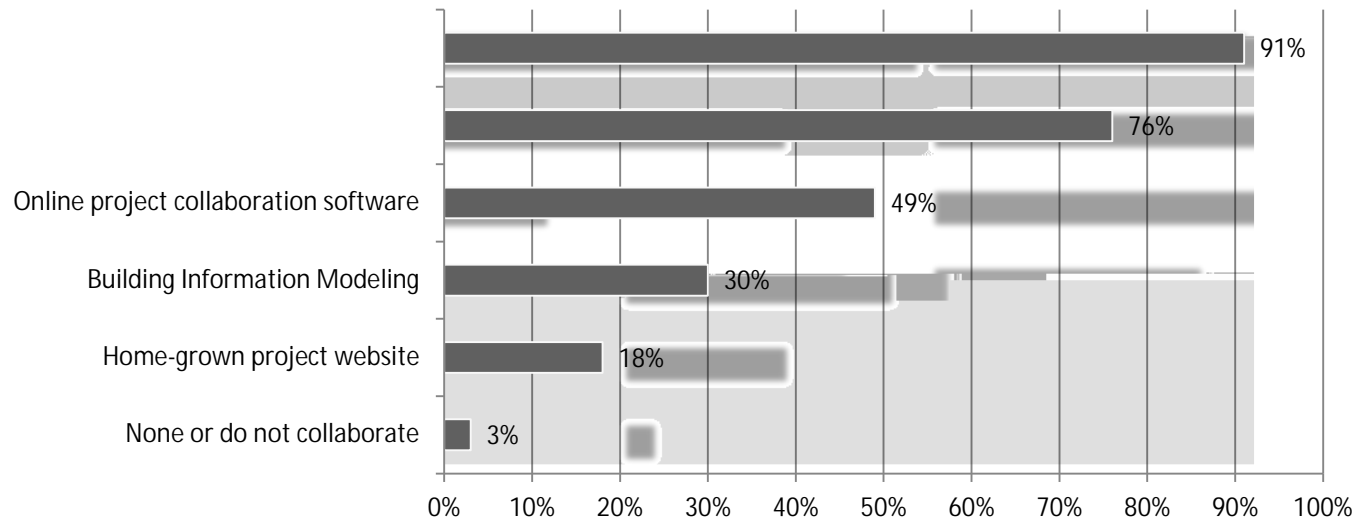
# CONTRACTORS ARE MOVING TO THE CLOUD FOR GREATER ACCESS TO INFORMATION

*What is the main reason you use or plan to adopt cloud-based software?*



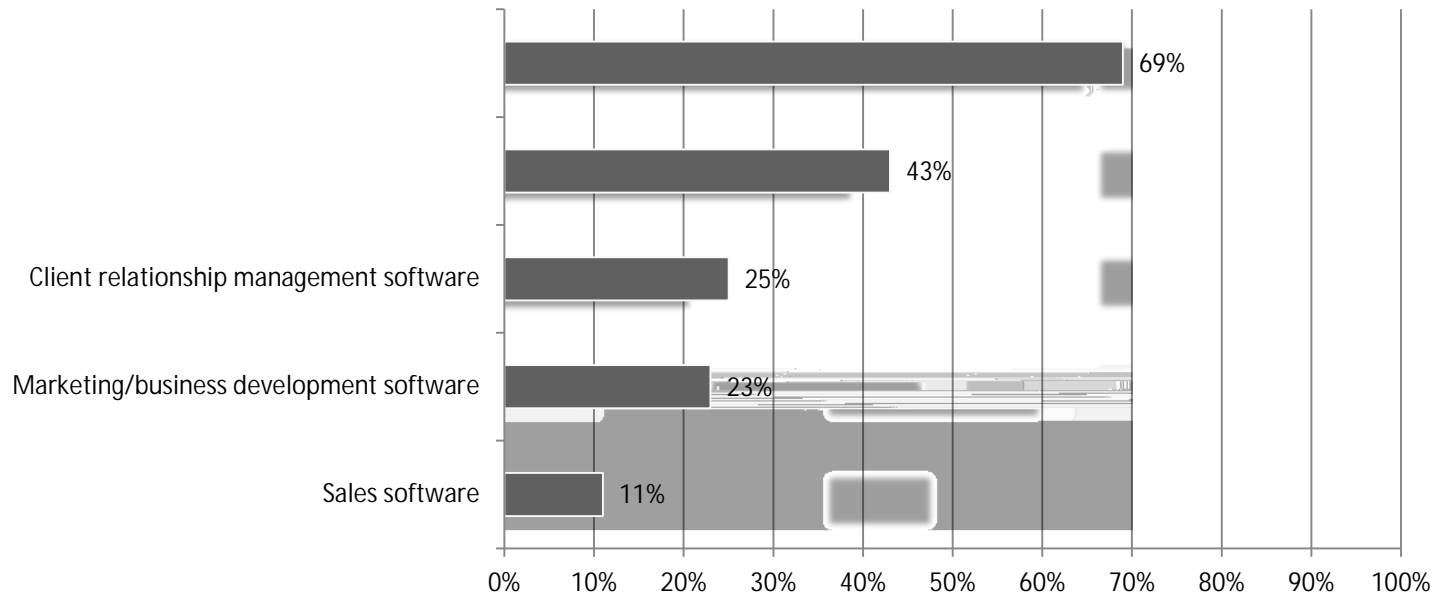
## COLLABORATION TECHNOLOGY IS GAINING A FOOTHOLD

*Do you use any of the following to collaborate with project partners?*



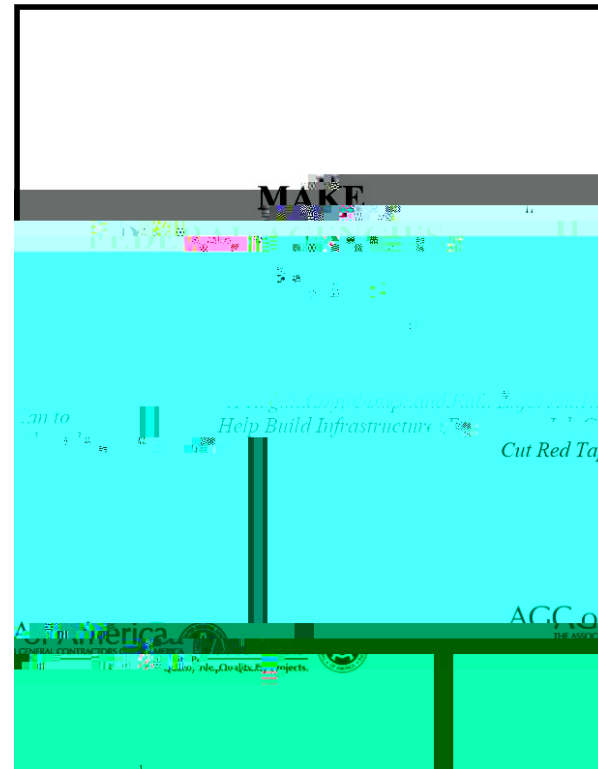
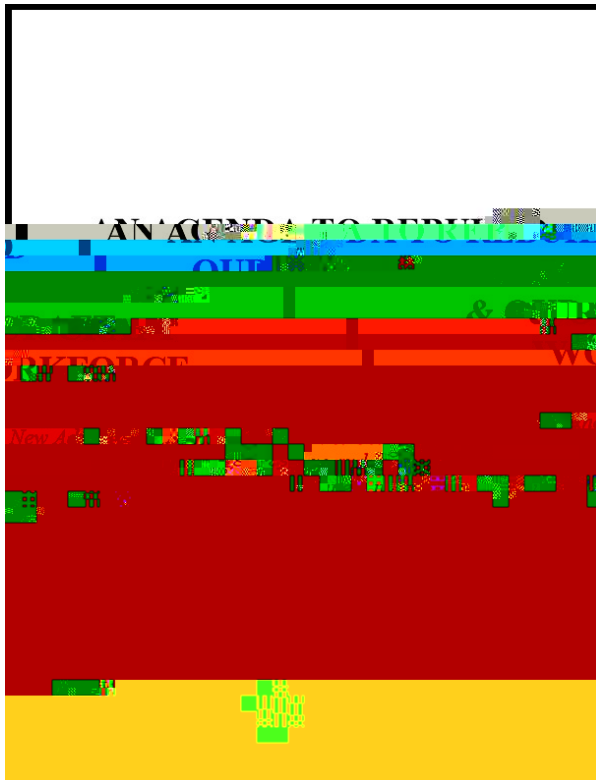
## MORE FIRMS ARE USING TECHNOLOGY TO WIN BUSINESS

*What information technology (IT), if any, do you use to obtain work?*



# FIRMS ARE TAKING STEPS TO ADDRESS I.T. SECURITY

# AGC HAS PREPARED TWO PLANS TO GUIDE NEW CONGRESS AND PRESIDENT ON WORKFORCE, INFRASTRUCTURE AND REGULATION



# QUESTIONS?

*For more information, please visit [www.agc.org](http://www.agc.org)*