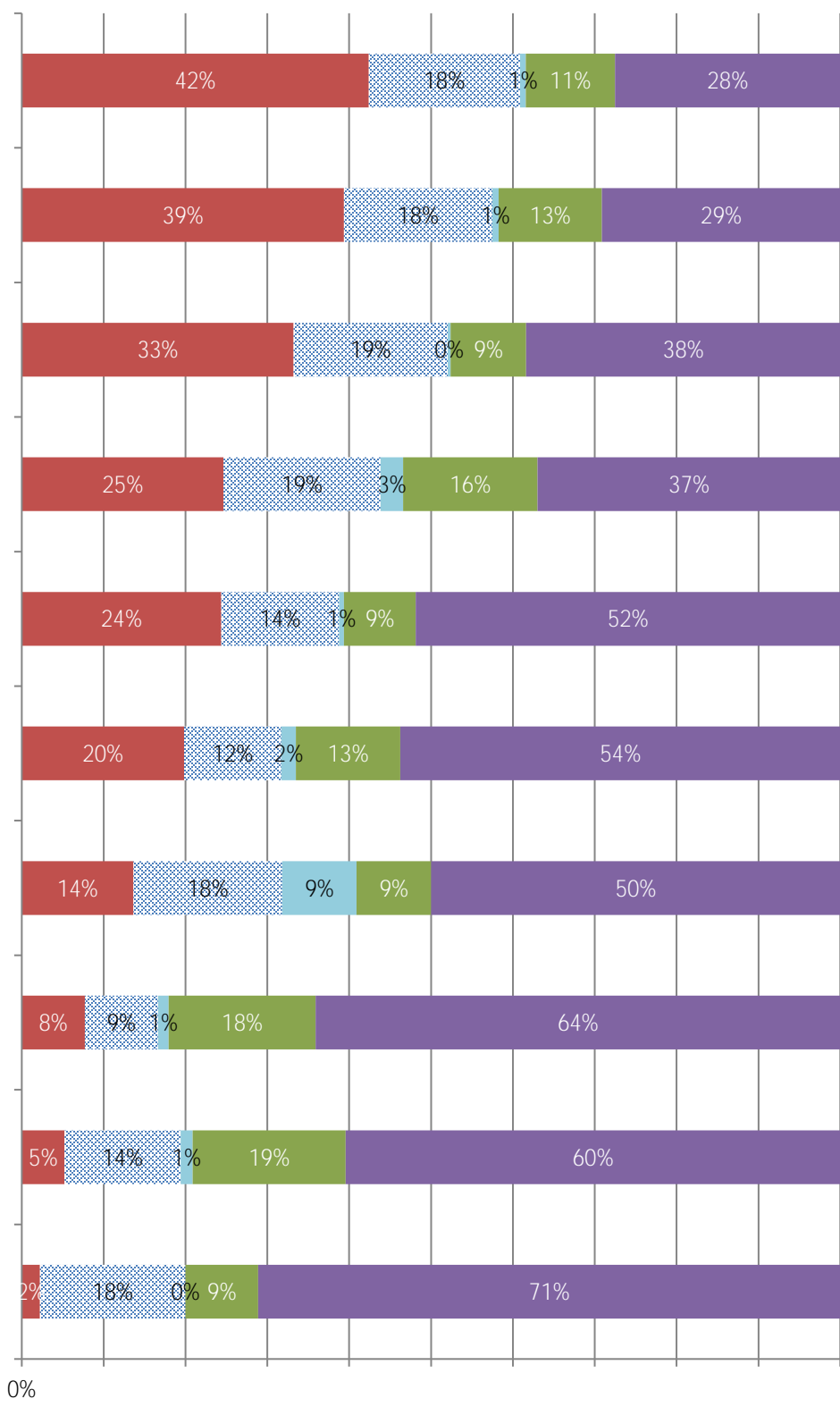


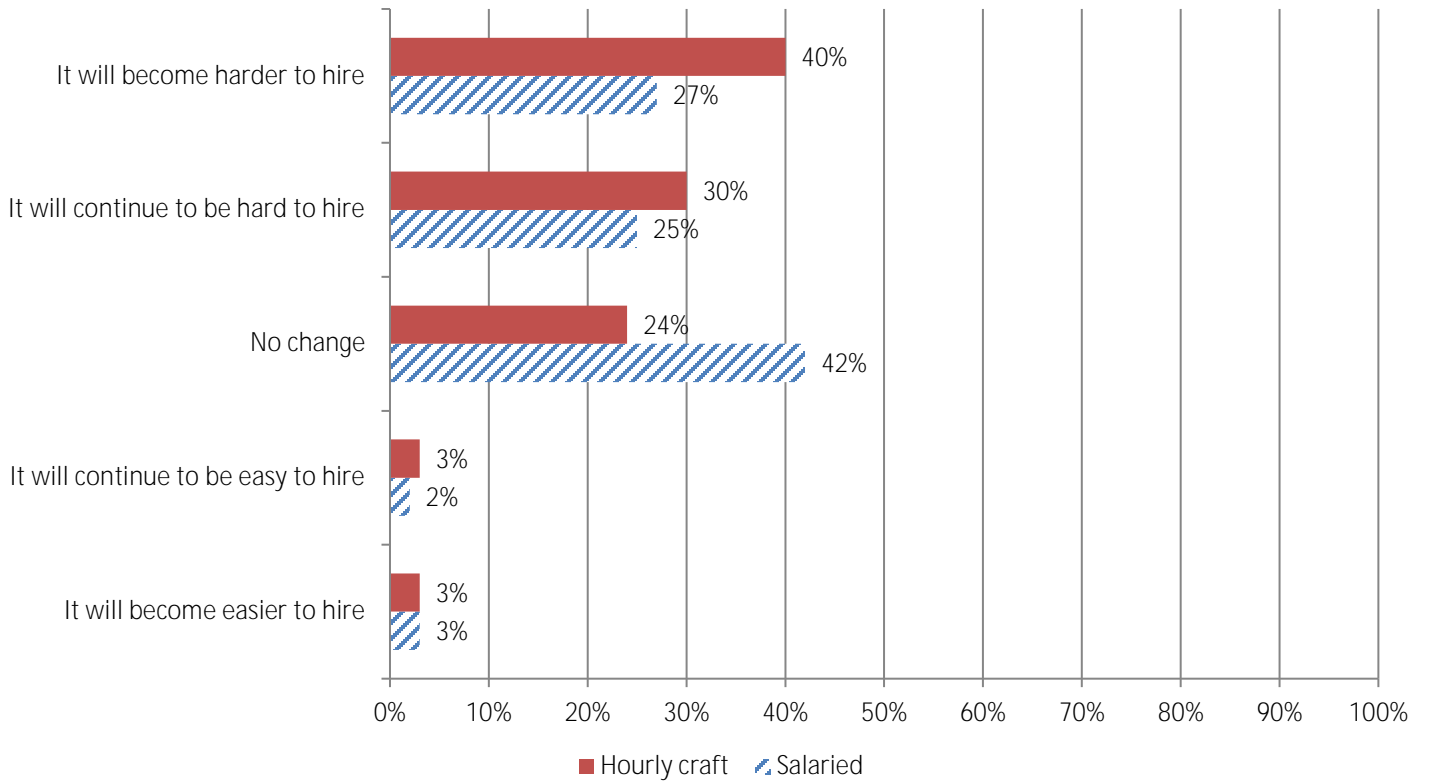


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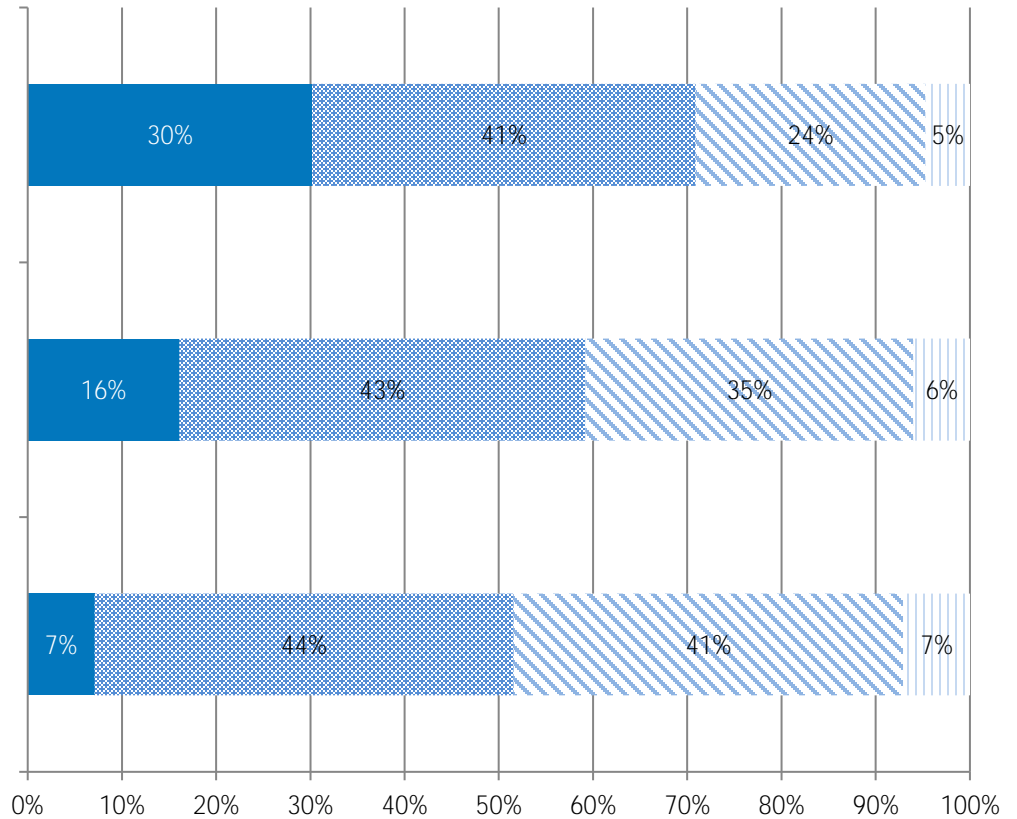




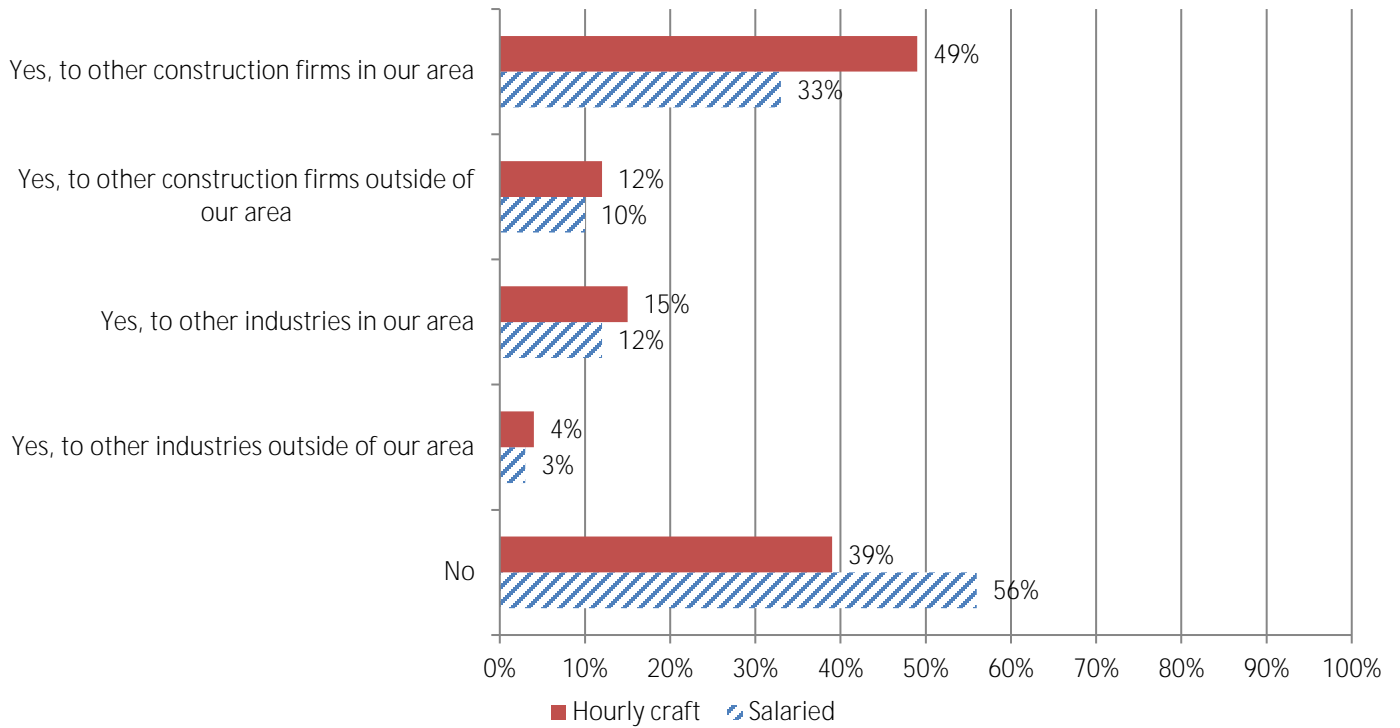
5. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?



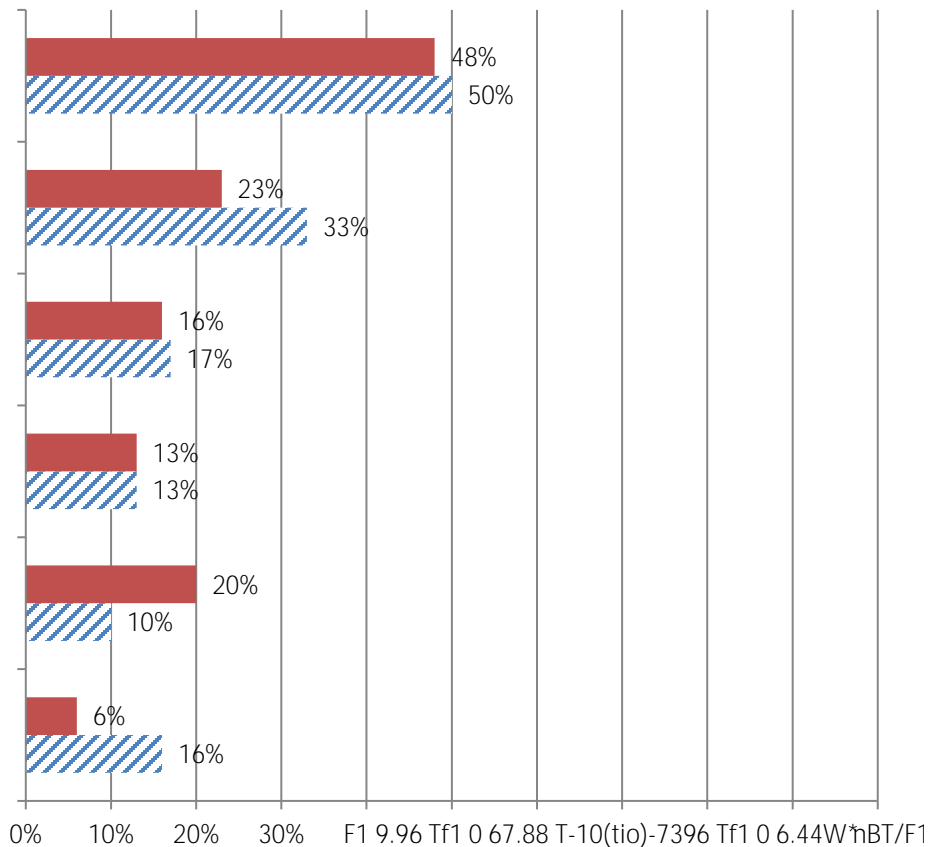
6. How would you rate the adequacy of the local pipeline for supplying craft personnel who are:



7. Is your firm losing hourly craft or salaried personnel to other employers? (Totals may add to more than 100%, as respondents could mark more than one answer.)



8. Has your firm increased pay and/or benefits for hourly craft or salaried personnel in the last year because of difficulty in filling positions? (Totals may add to more than 100%, as respondents could mark more than one answer.)



9. Has your



13. If your firm is experiencing staffing challenges, how would you describe the impact on your company's challenges, how



