



## 2017 Construction Outlook Survey Results Michigan Results

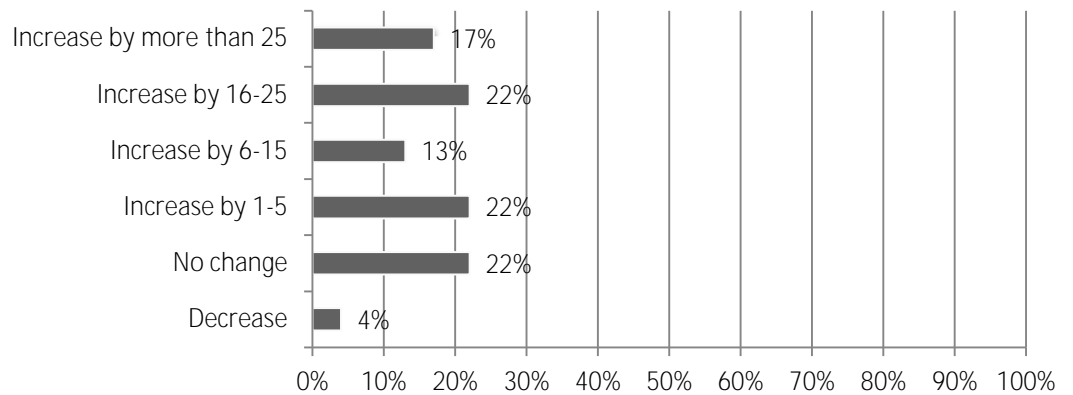
*Total Responses: 31. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

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

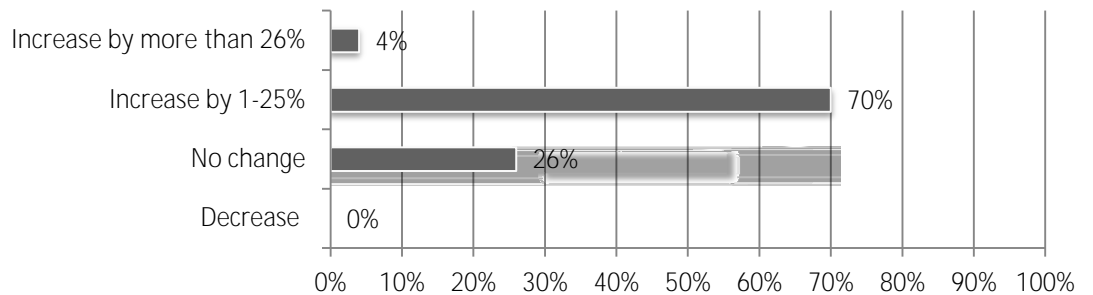
All projects	61%	6%	33%	56%
Manufacturing	50%	6%	44%	44%
Higher Education	47%	5%	47%	42%
Other Transportation (e.g., transit, rail, airport)	45%	9%	45%	36%
Highway	40%	10%	50%	30%
Private Office	35%	12%	53%	24%

*\*Net equal difference between number of High and Low end respondents*

2. What numerical change do you expect in your headcount in 2017?

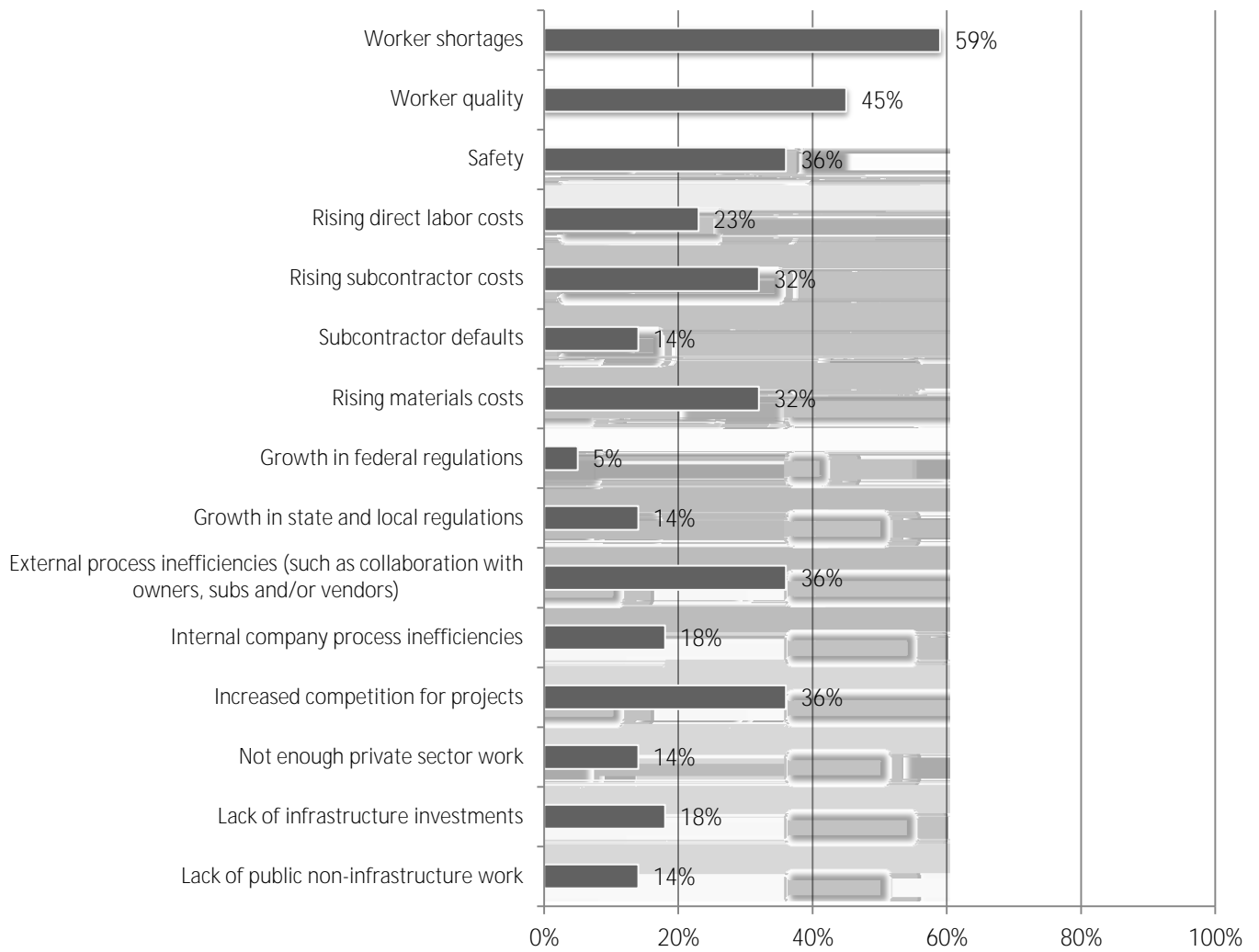


3. What percentage change do you expect in your headcount in 2017?





8. Which of the following issues are the biggest concerns to you and your business?

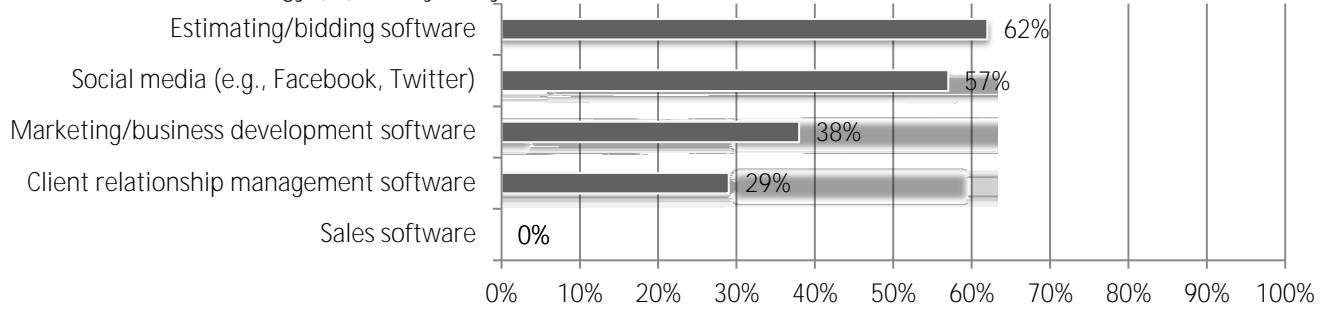


9. What challenges, if any, do you see regarding the safety and health of your workers?

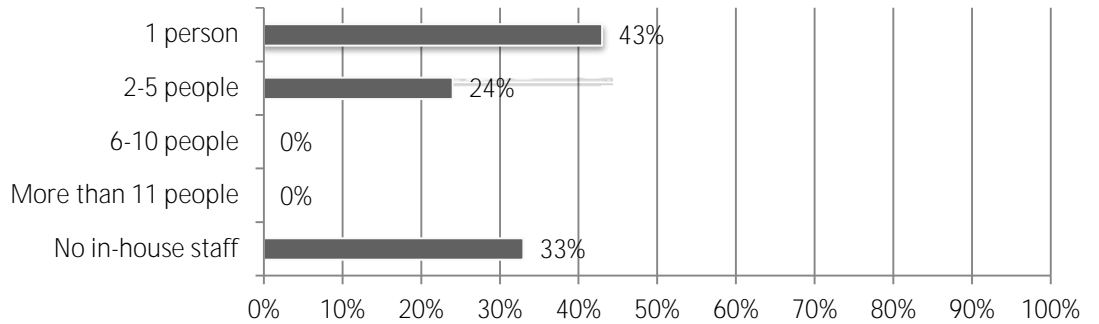
10. How would you describe credit or lending conditions for your company?



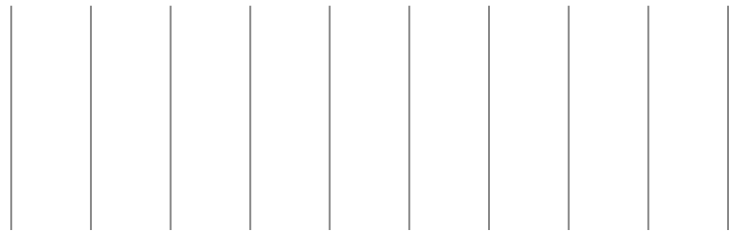
20. What information technology (IT), if any, do you use to obtain work?



21. What is the size of your in-house IT staff?



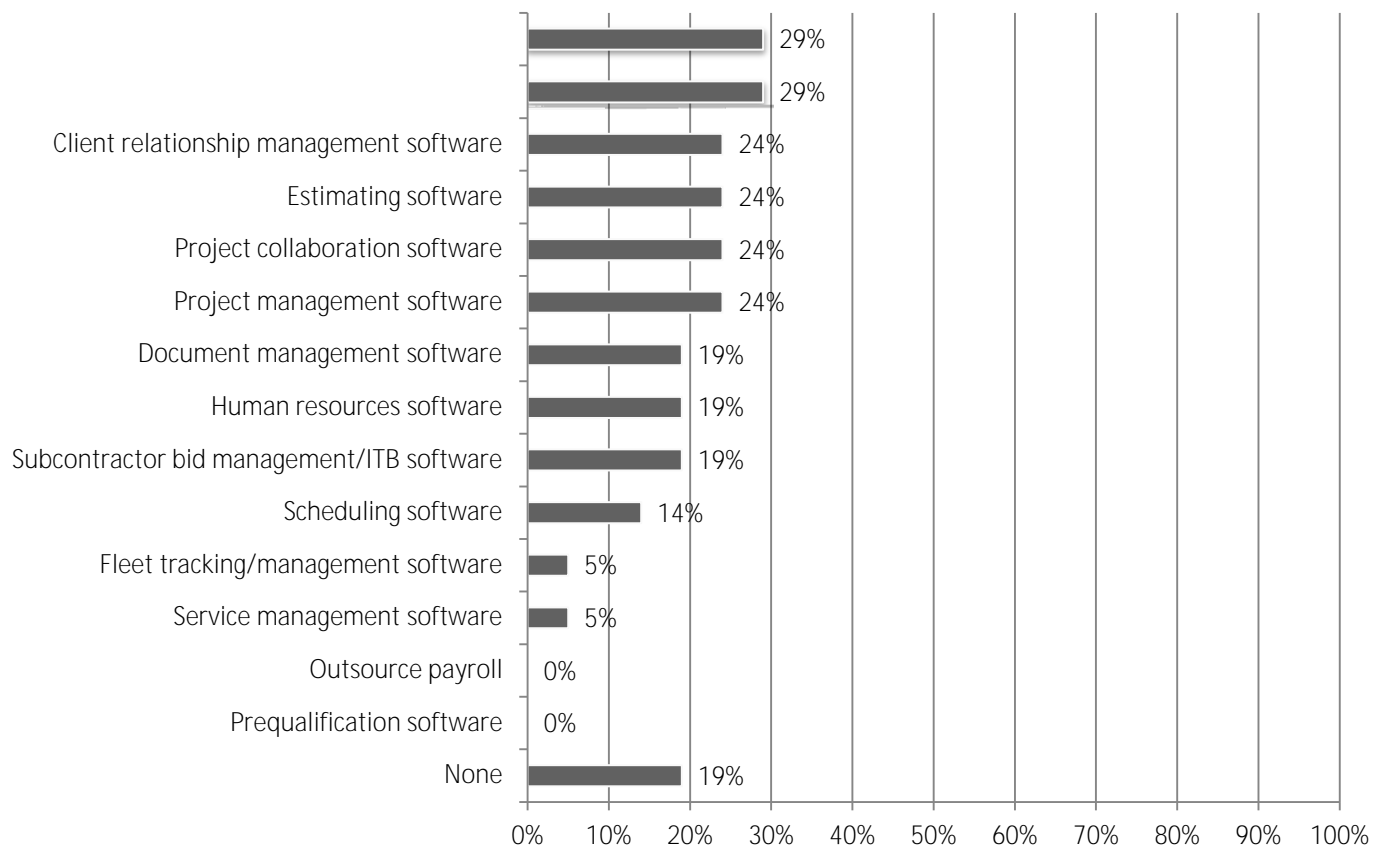
22. Do you use an outsourced service for IT?



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

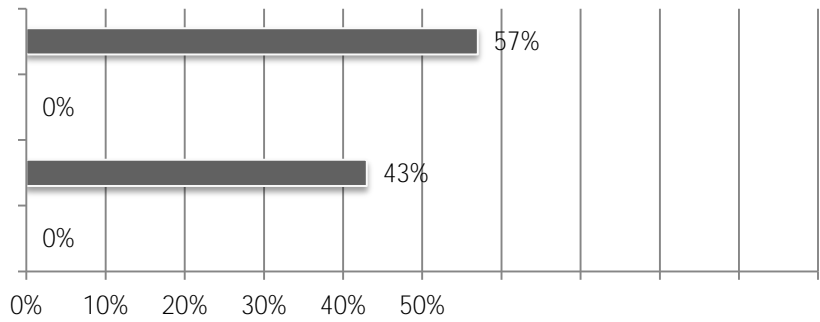
24. Compared to 2016, how will your 2017 investment in IT change?

25. What software technology do you plan to invest in during 2017?



26. How does your company plan to use mobile software technology?

27. How do you handle the use of mobile devices (e.g., tablets, smartphones) in your company?



28. Do you currently have a mobile security policy in place?

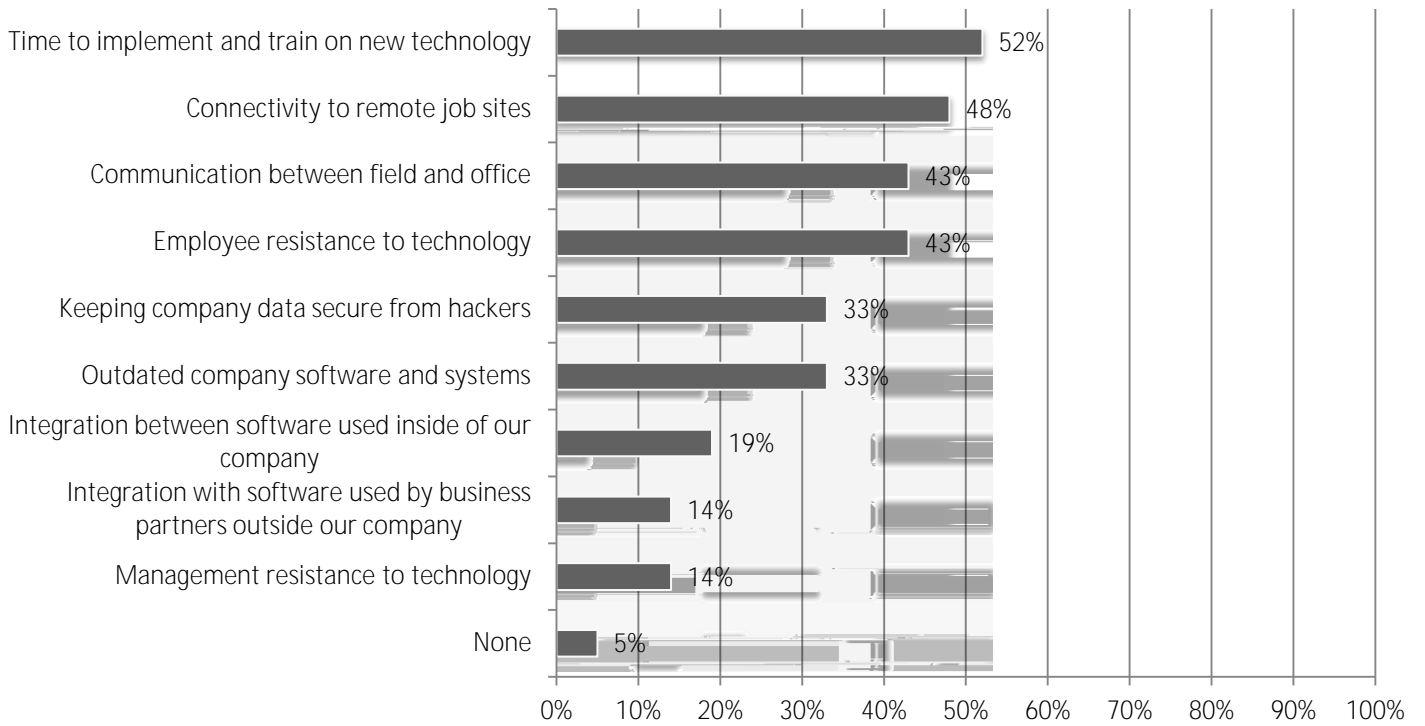
29. Do you currently have an overall IT security plan in place to protect against hacking?

30. Do you have a formal IT plan that supports your business objectives?

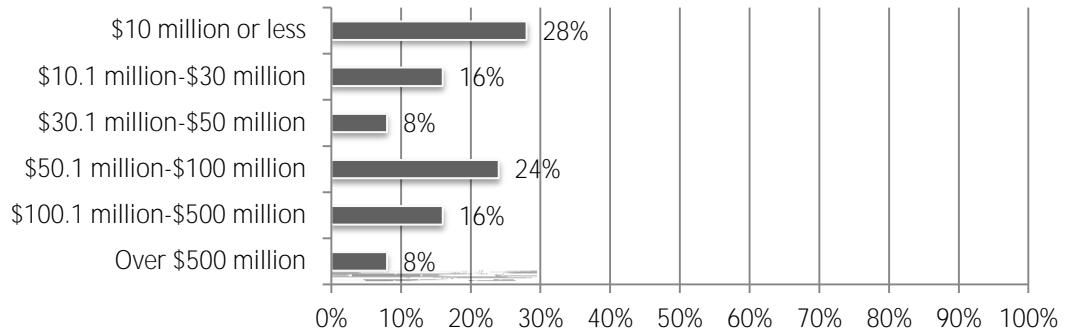
31. What is the main reason you use or plan to adopt cloud-based software?



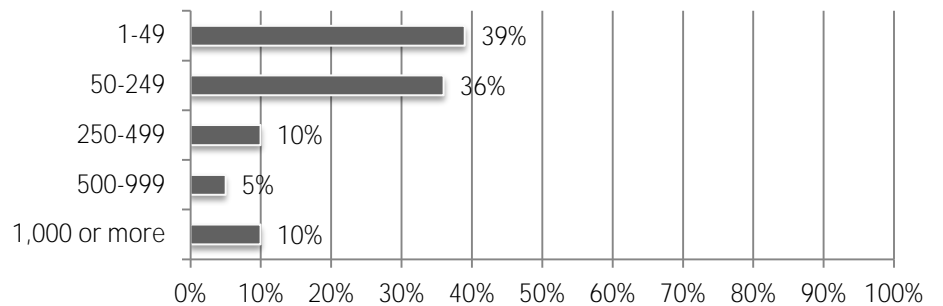
32. What are your biggest IT challenges?



33. Estimate the total dollar amount of work your firm performed in 2016.



34. How many total employees does your organization employ at all of its locations?



35. Do you employ union workers, or is your firm primarily open shop?

