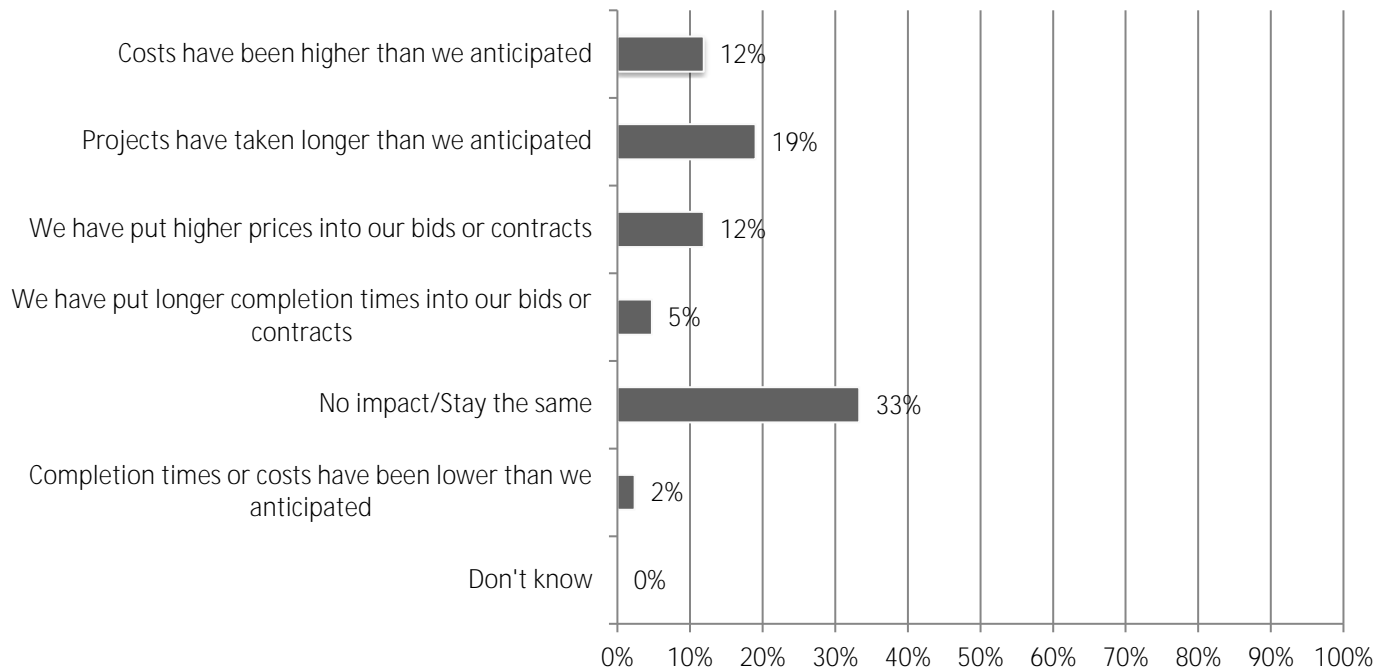


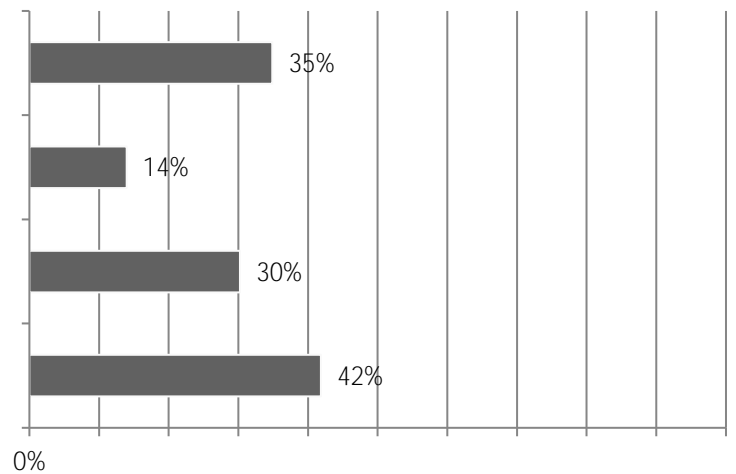
2019 Construction Outlook Survey Results
Illinois Results

4. How would you describe your current situation in filling salaried and hourly craft positions?

7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)



8. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)



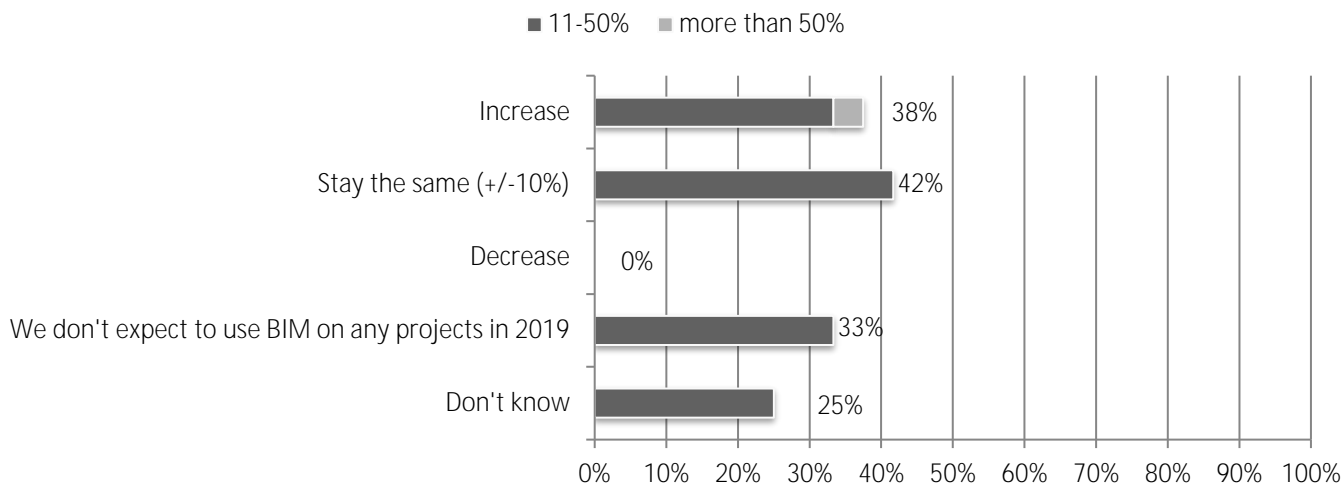
9. Compared to 2018, how will your firm's 2019 investment in training and development change?

10. Which of the following issues is the biggest concern to your firm?

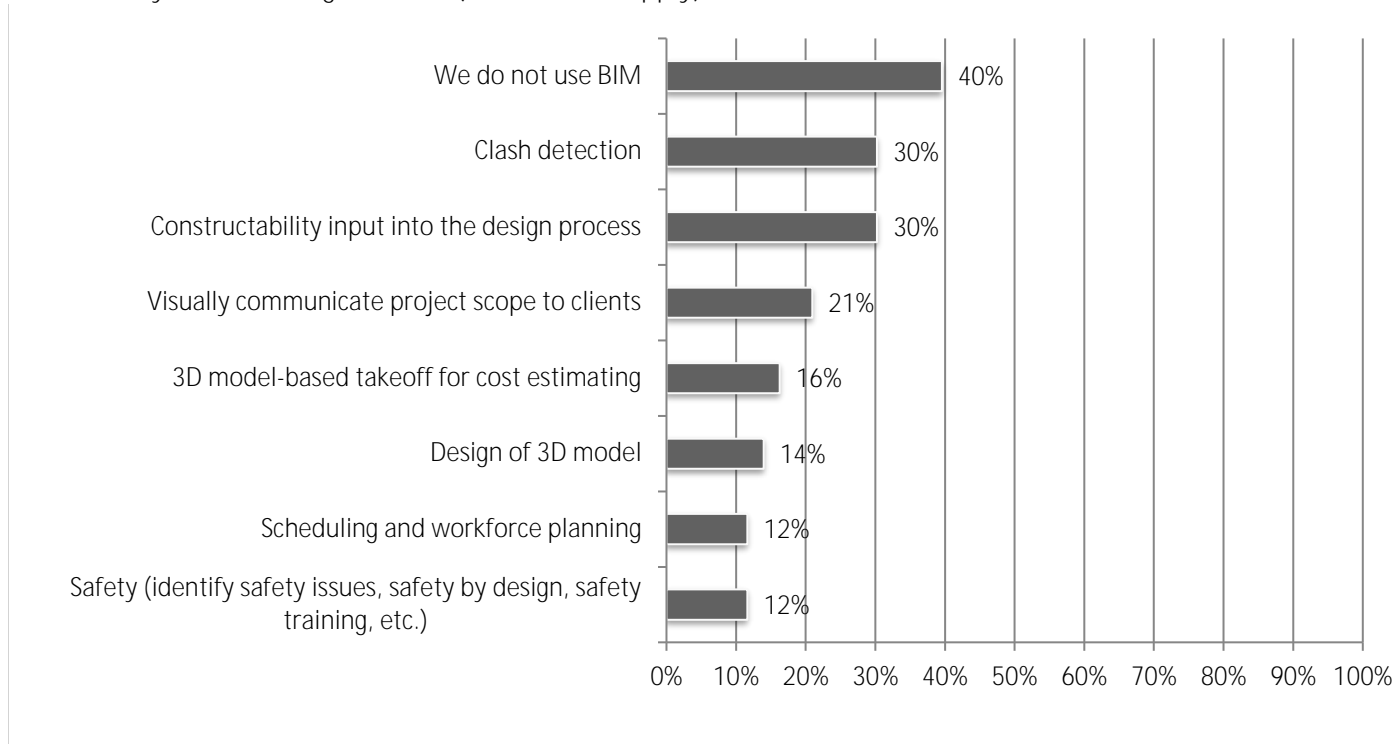
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11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply)

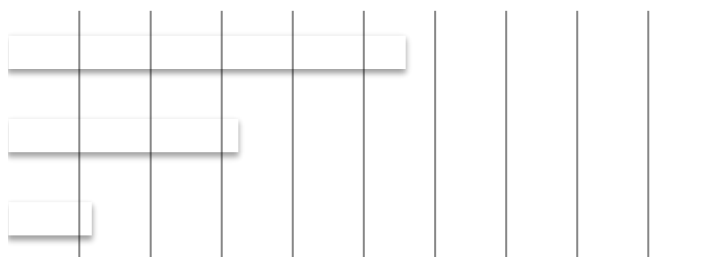
12. What change do you expect in 2019 in the number of your firm's projects that involve Building Information Modeling (BIM)?



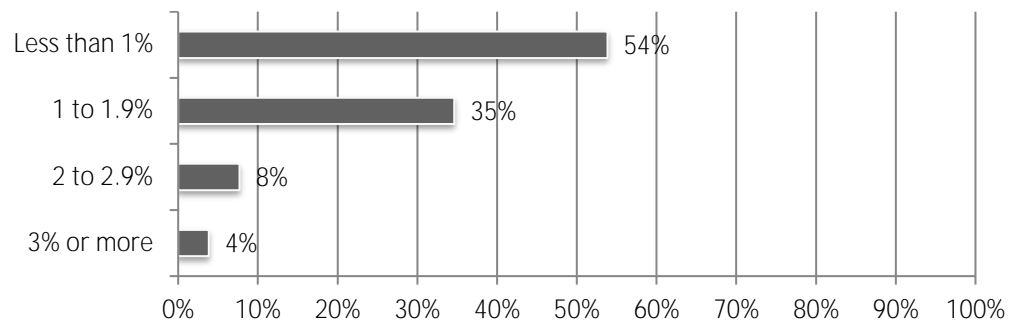
13. What is your firm using BIM for? (mark all that apply)



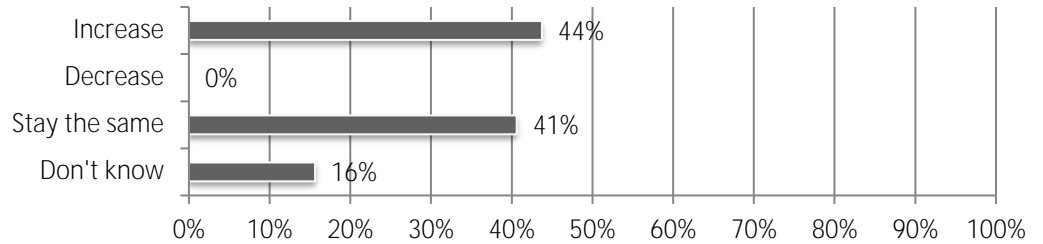
14. Does your firm utilize lean construction principles on its projects and/or in its operation?



18. Approximately what percent of your firm's gross annual revenue is spent on IT?



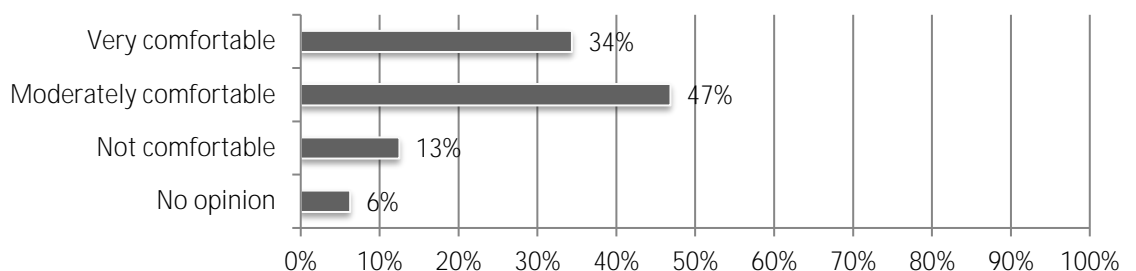
19. Compared to 2018, how will your firm's 2018 investment in IT change?



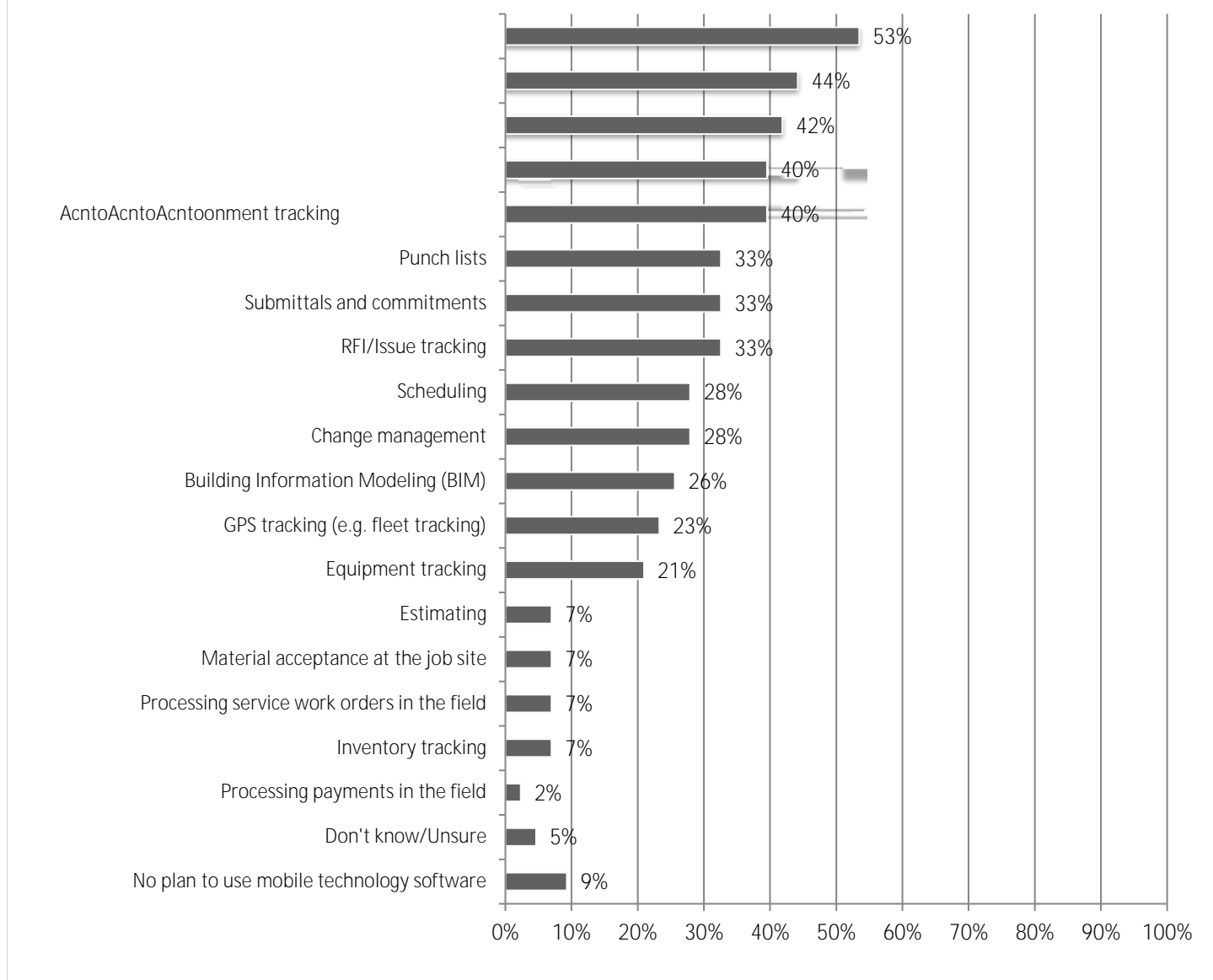
20. Compared to 2018, how will your firm's 2019 investment in the following technologies change? (mark all that apply)

Technology	Increase	Decrease	Stay the same	Don't know
Document management software	36%	50%	0%	14%
Building Information Modeling (BIM)	32%	50%	0%	18%
Project management software	31%	52%	0%	17%
Accounting software	25%	61%	0%	14%
Payroll software	22%	67%	0%	11%
Scheduling software	21%	64%	0%	14%
Project collaboration software	21%	61%	0%	18%
Estimating software	18%	64%	0%	18%
Fleet tracking/management software	17%	61%	0%	22%
Subcontractor bid management/ITB software	15%	65%	0%	19%
Client relationship management (CRM) software	15%	56%	0%	30%
Human resources (HR) software	12%	64%	0%	24%
Prequalification software	12%	60%	0%	28%
Service management software	0%	78%	0%	22%

21. How comfortable is your firm with moving its data to the cloud?



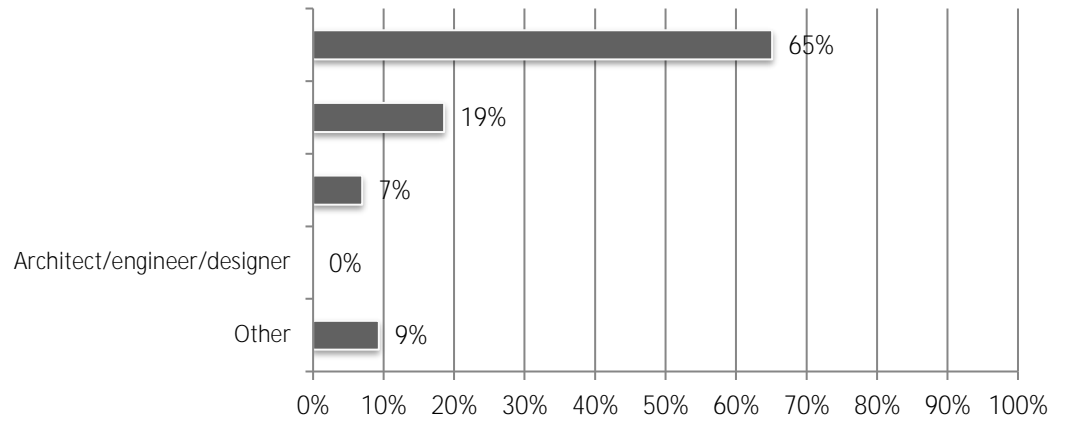
22. How does your firm plan to use mobile software technology? (mark all that apply)



23. Which of the following cloud service models does your firm plan to use? (mark all that apply)

24. Does your firm currently have a mobile security plan in place?

27. What best describes your firm:



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

29. Estimate the total dollar amount of work your firm performed in 2018.

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