

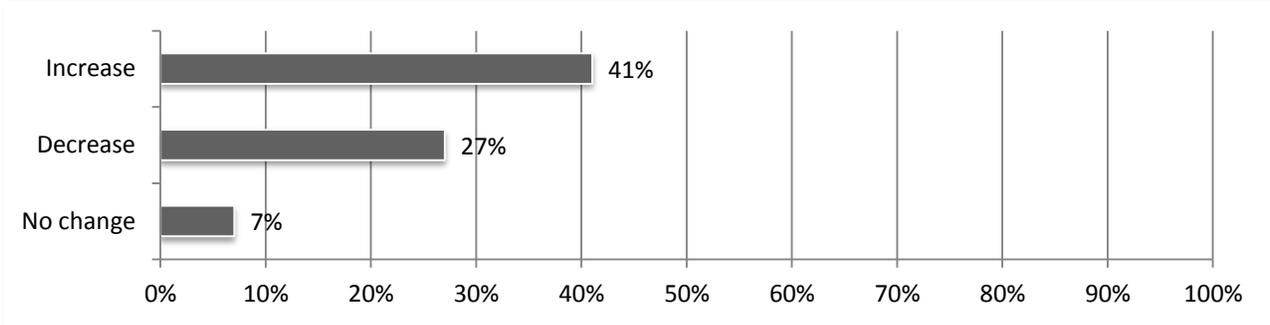


## 2015 Construction Outlook Survey Results Tennessee Results

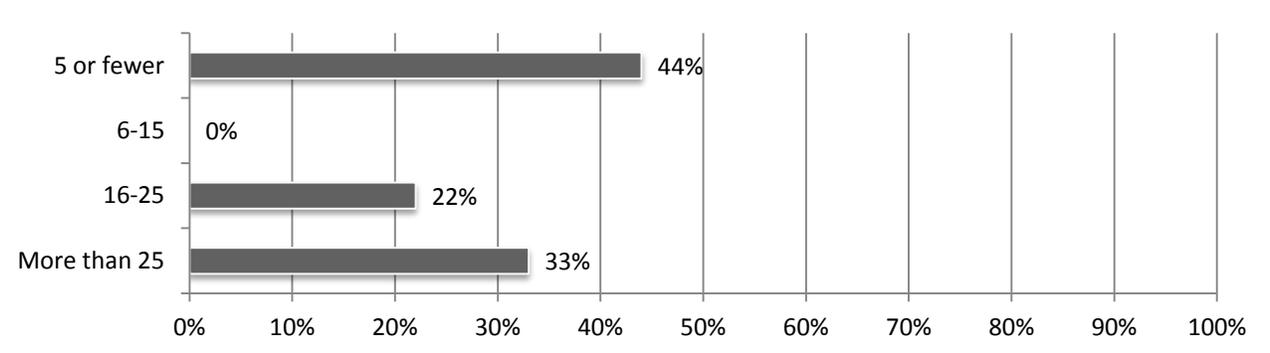
1. Compared to 2014, do you expect the available dollar volume of projects you compete for in 2015 to be:

Market	Higher	Lower	Same	Net
Highway	20%	20%	60%	0%
Other Transportation	33%	11%	56%	22%
Water/Sewer	33%	22%	44%	11%
Power	11%	11%	78%	0%
Manufacturing	33%	13%	53%	20%
Hospital	33%	20%	47%	13%
Higher Education	23%	15%	62%	8%
Retail/Warehouse/Lodging	50%	19%	33%	31%
Direct Federal Construction	18%	9%	73%	9%
Public Building	25%	31%	44%	-6%
Private Office	40%	20%	40%	20%
K-12 School	38%	25%	38%	13%
Marine Construction	10%	10%	80%	0%
Energy	50%	0%	50%	50%

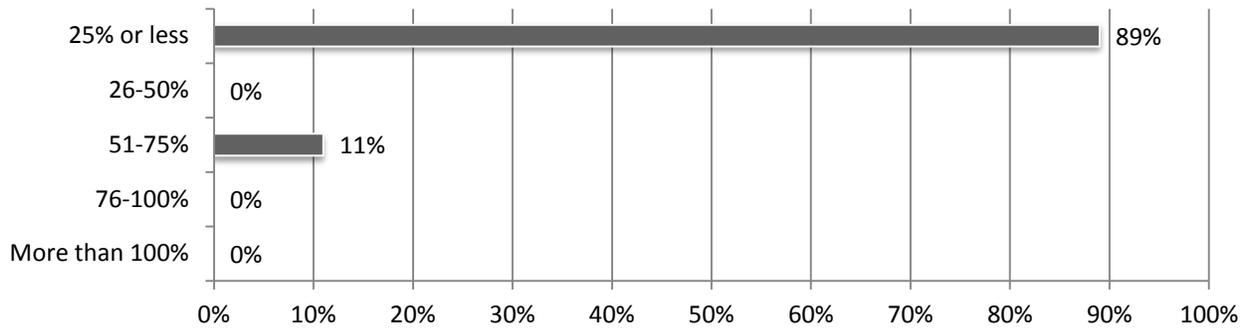
2. Did your employee count increase or decrease between December 2013 and December 2014?



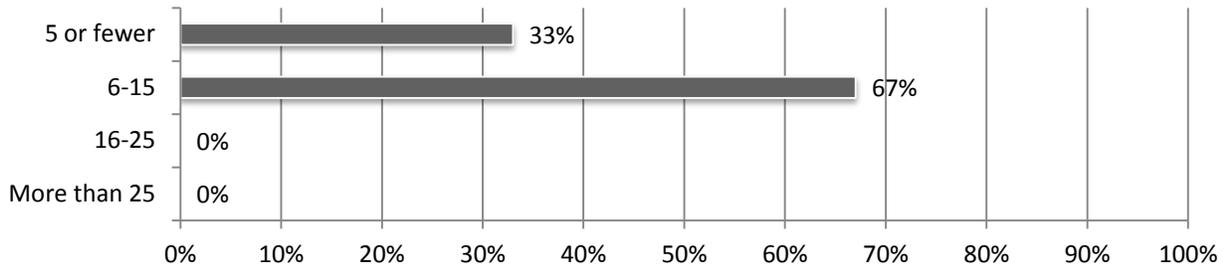
3. Estimate the increase in the number of employees in 2014.



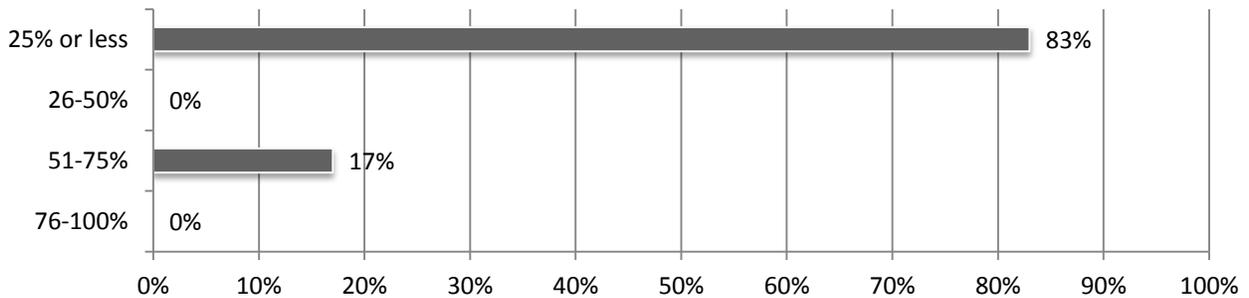
**4. Estimate the percentage increase in your workforce from a year ago.**



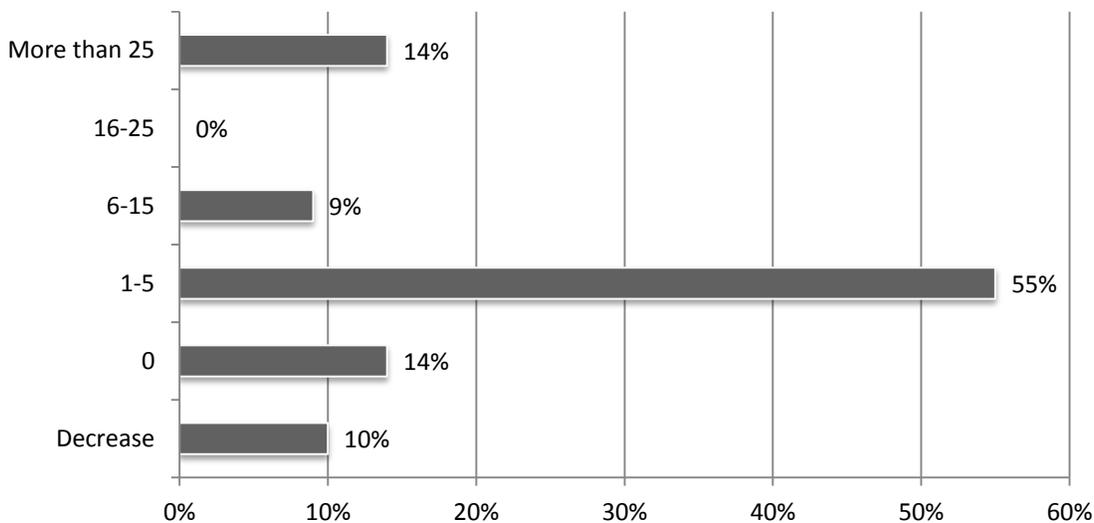
**5. Estimate the decrease in the number of employees in 2014.**



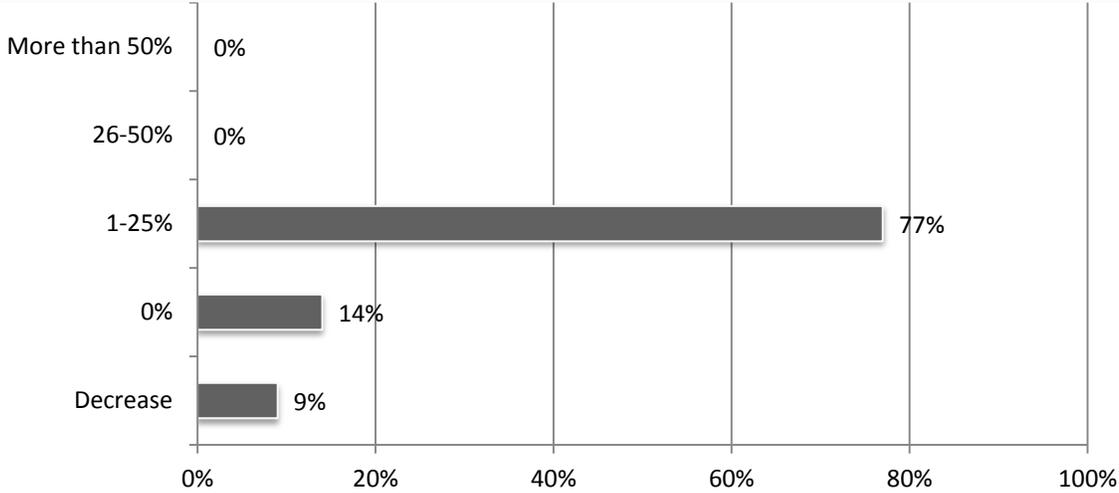
**6. Estimate the percentage decrease in your workforce from a year ago.**



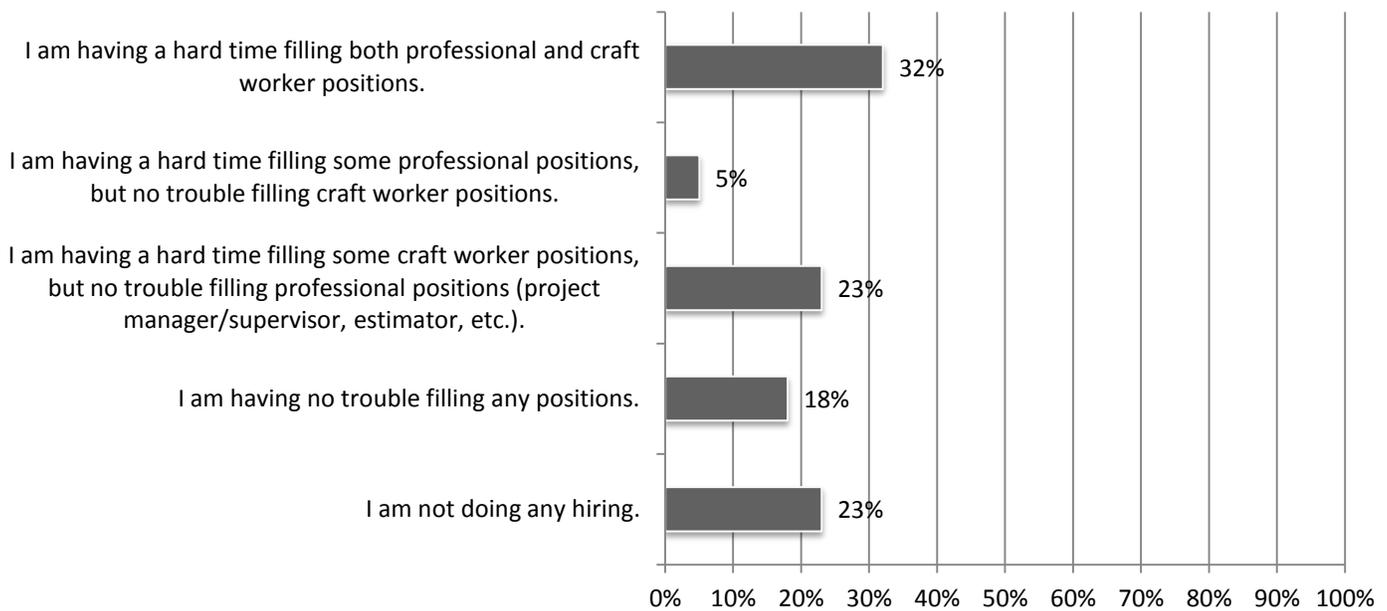
**7. What numerical change do you expect in your headcount in 2015?**



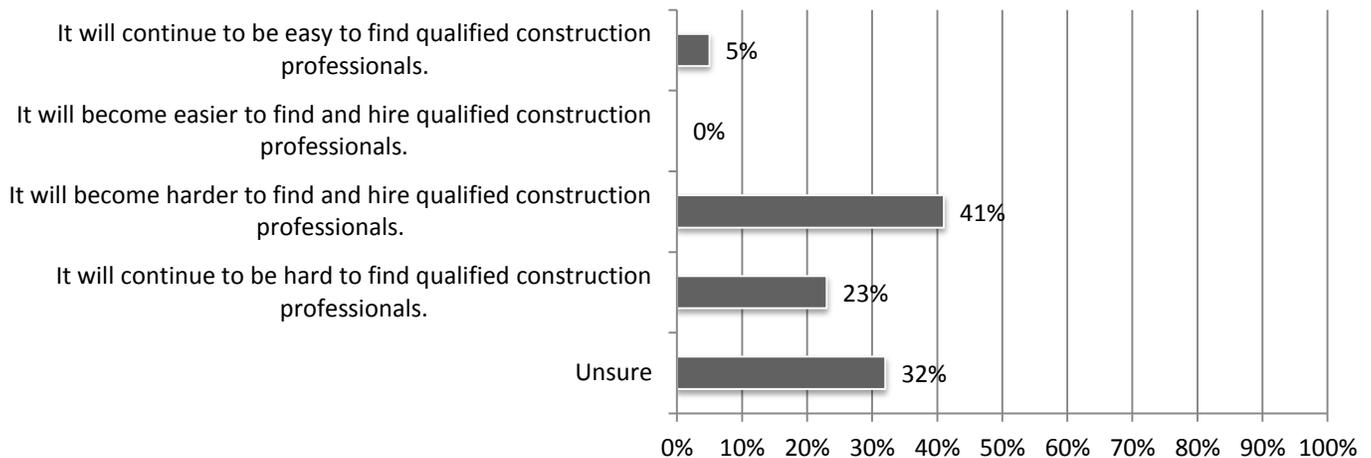
**8. What percentage change do you expect in your headcount in 2015?**



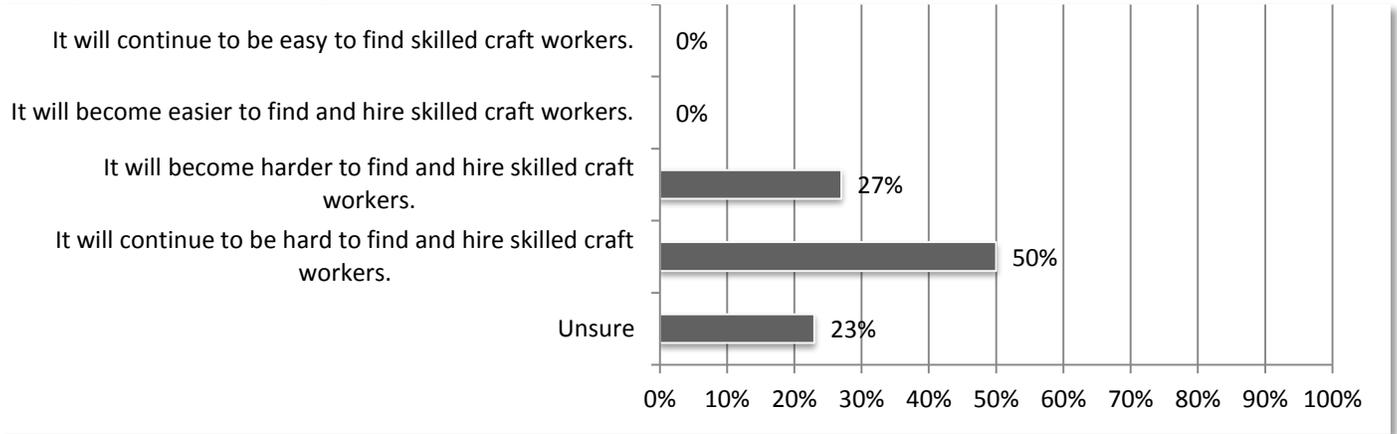
**9. How would you describe your current workforce challenges?**



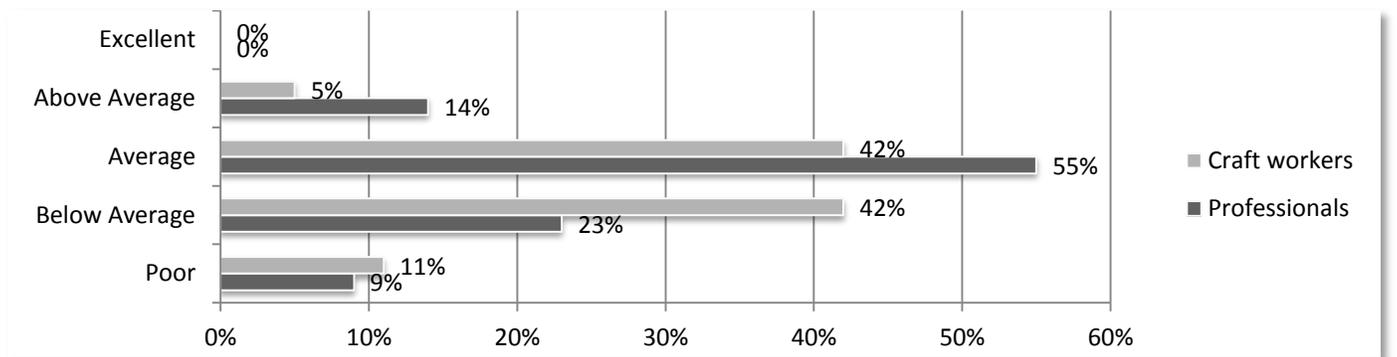
**10. Do you expect any changes in the availability of construction professionals (project manager/supervisor, estimator, etc.) over the coming 12 months?**



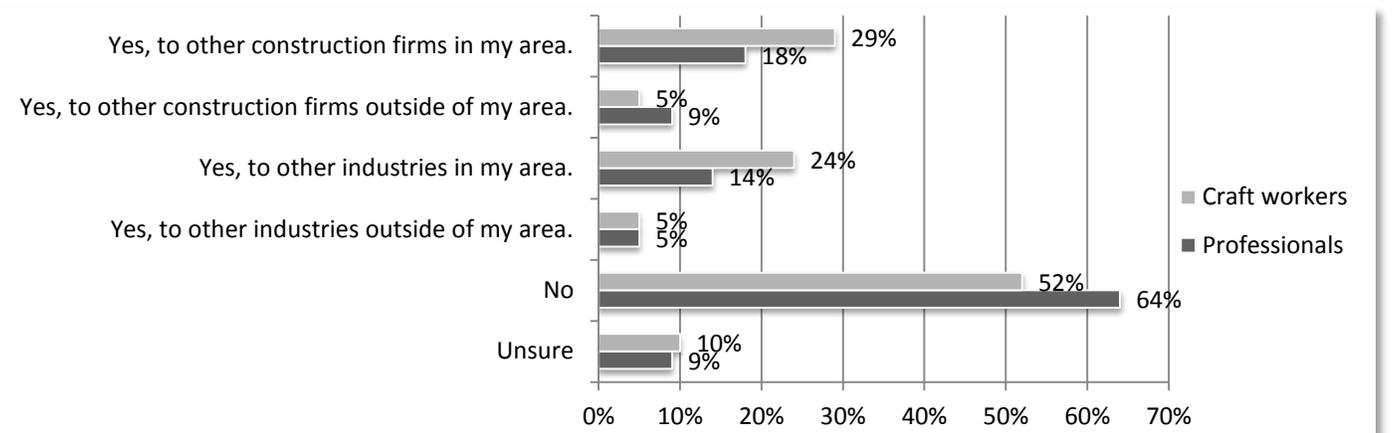
**11. Do you expect any changes in the availability of skilled craft workers over the coming 12 months?**



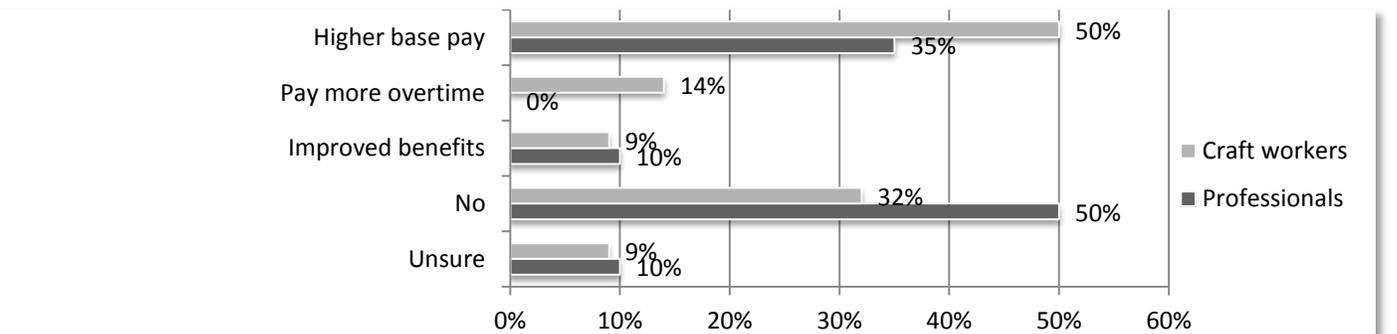
**12. How would you rate the overall quality of the local pipeline for preparing new professionals and craft workers?**



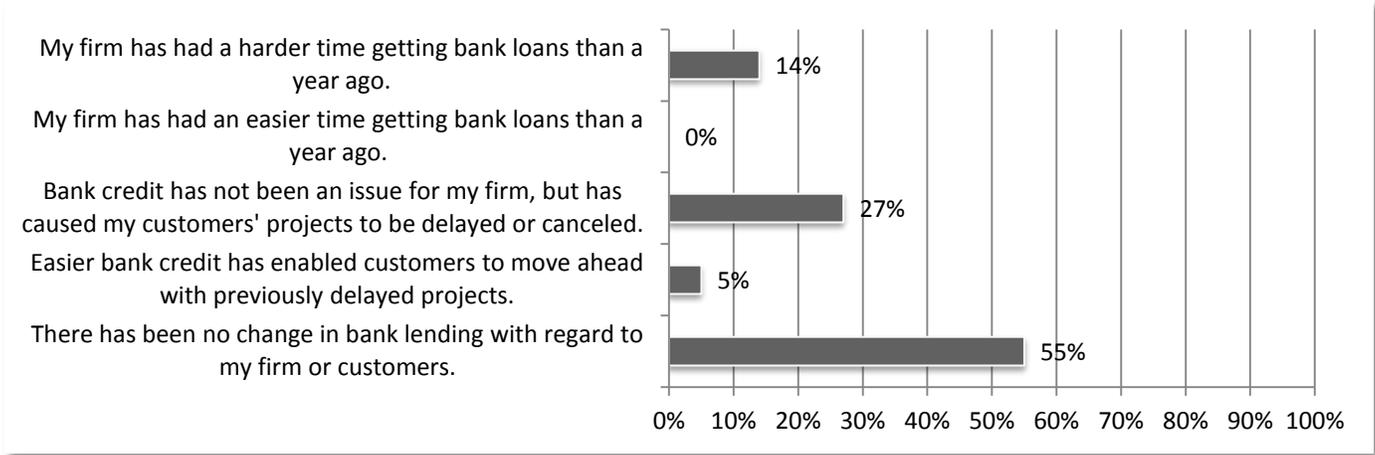
**13. Is your firm losing workers to other, higher-paying jobs?**



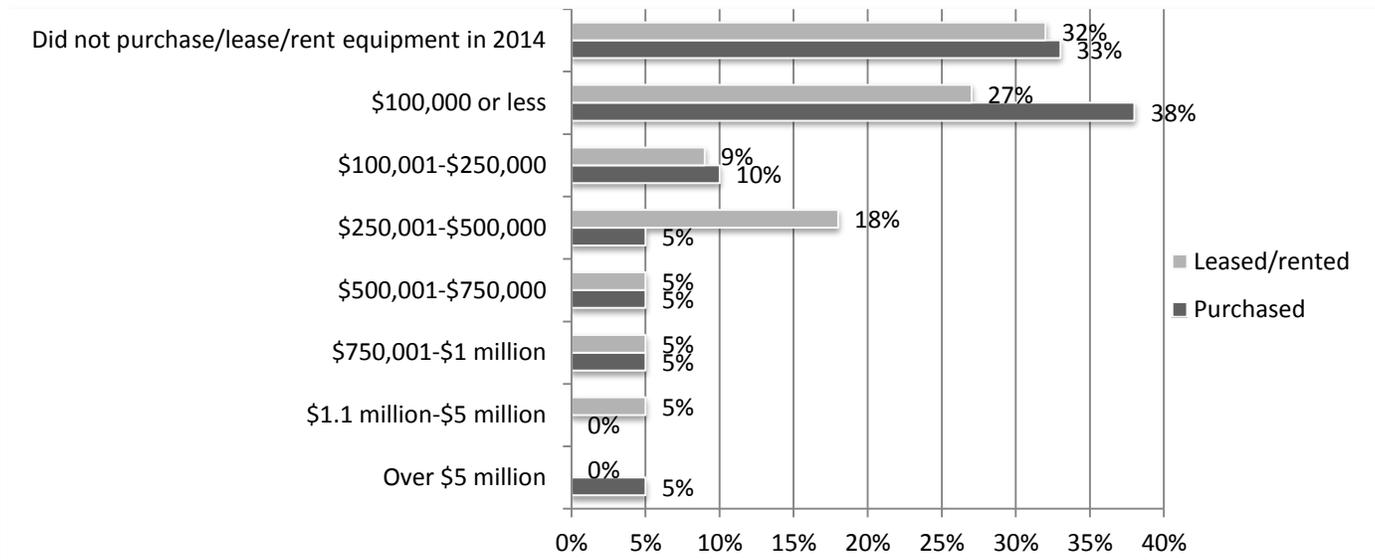
**14. Is your firm having to increase pay and/or benefits to retain and/or recruit workers?**



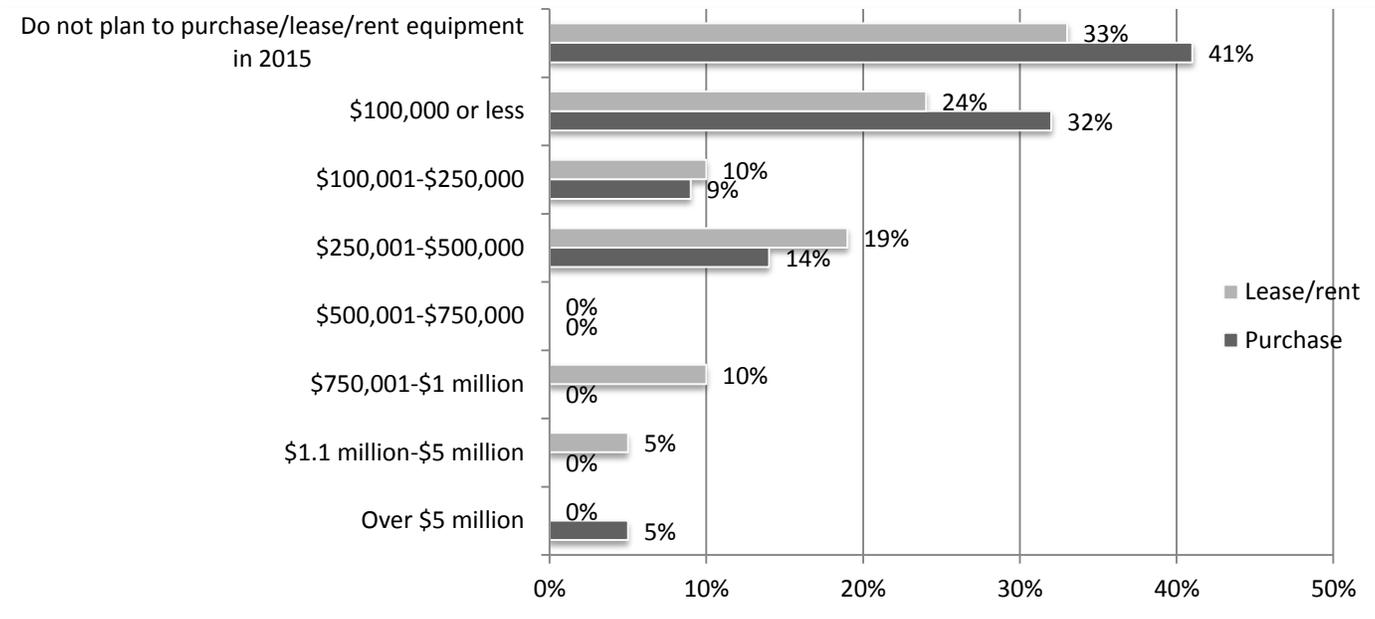
**15. Have credit or tighter lending conditions been an issue for your company?**



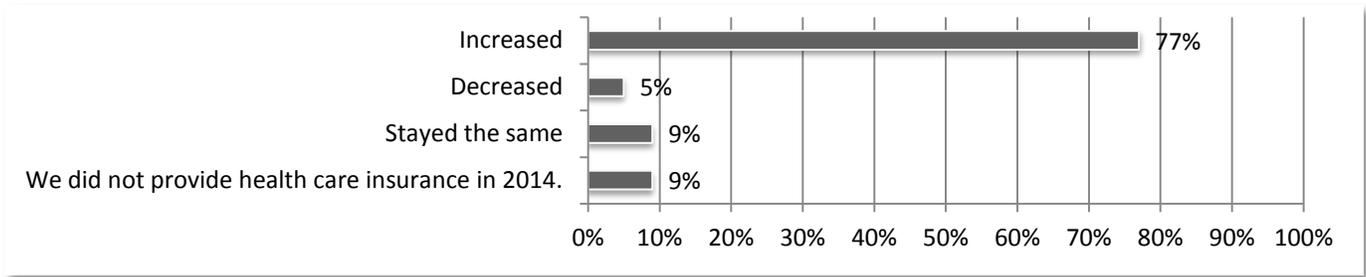
**16. Estimate the dollar value of construction equipment in 2014 that you purchased or leased/rented.**



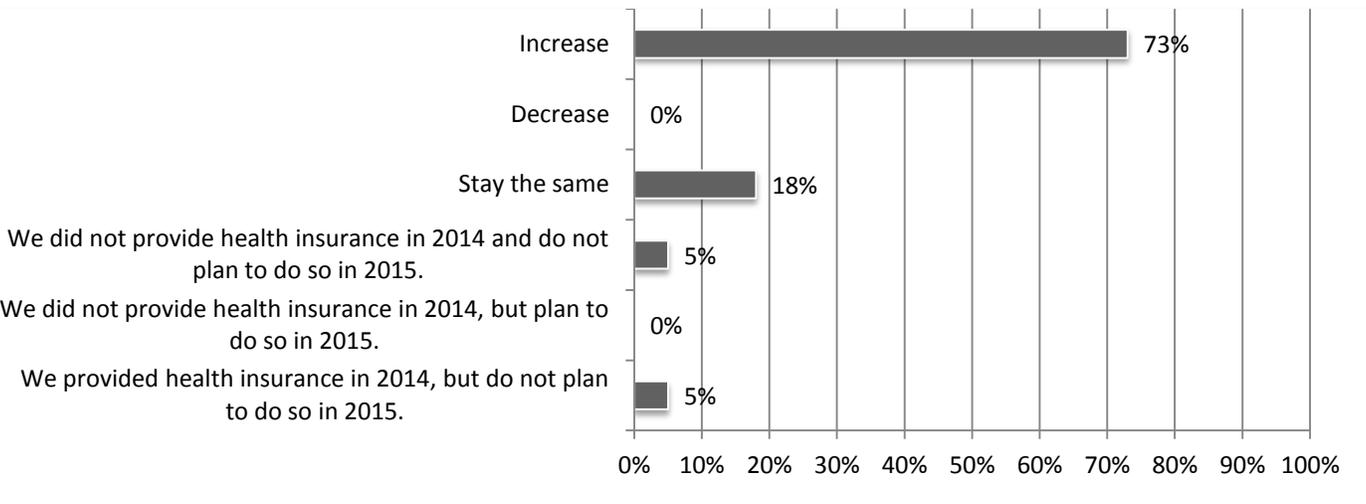
**17. Estimate the dollar value of construction equipment in 2015 that you will purchase or lease/rent.**



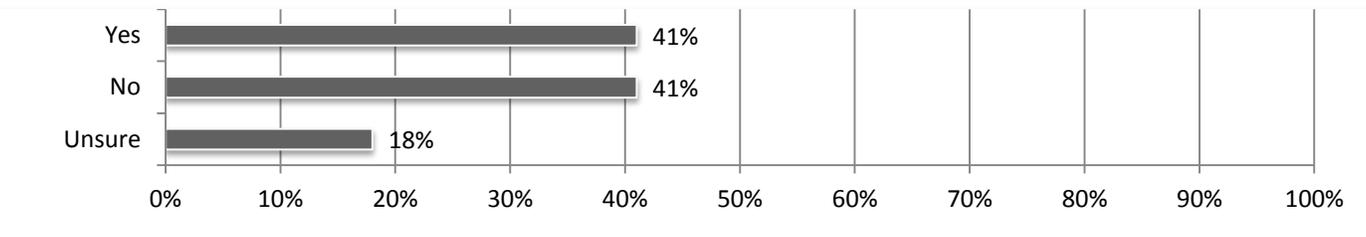
**18. Did the cost of providing health care insurance for your employees increase or decrease in 2014?**



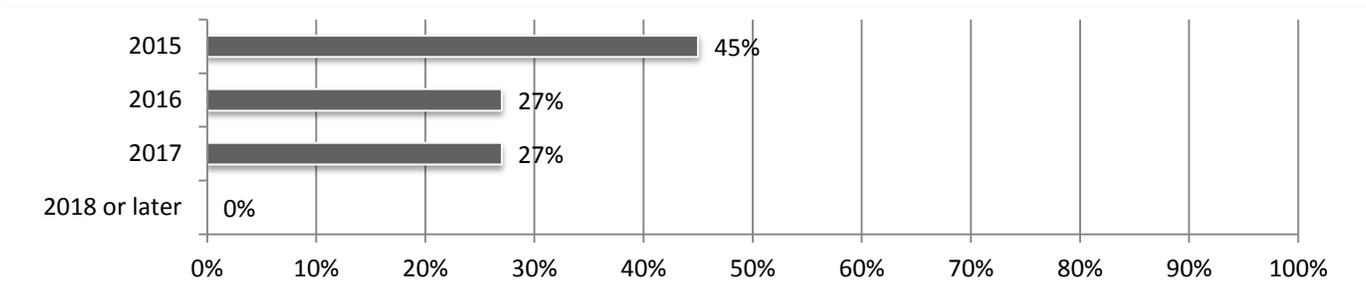
**19. Do you expect the cost of providing health care insurance for your employees to increase or decrease in 2015?**



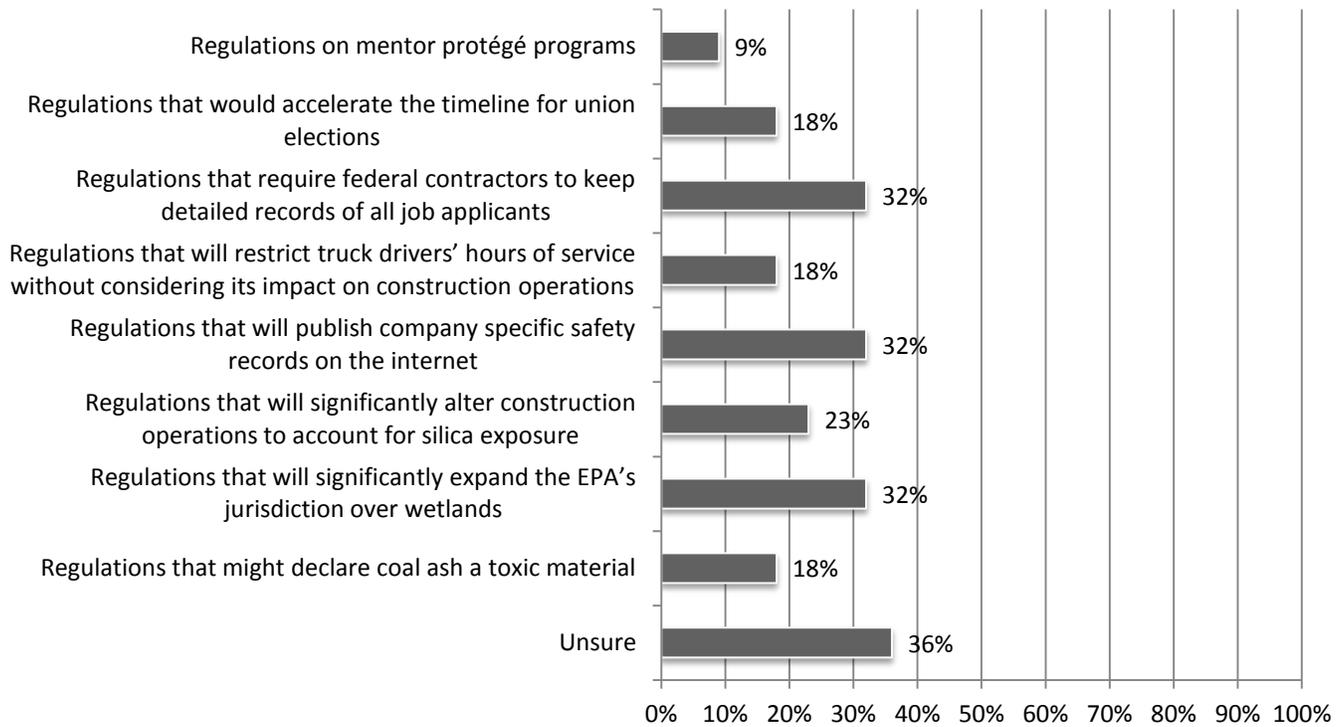
**20. Do you expect your firm will pursue new projects that are outside your traditional geographic market area in 2015?**



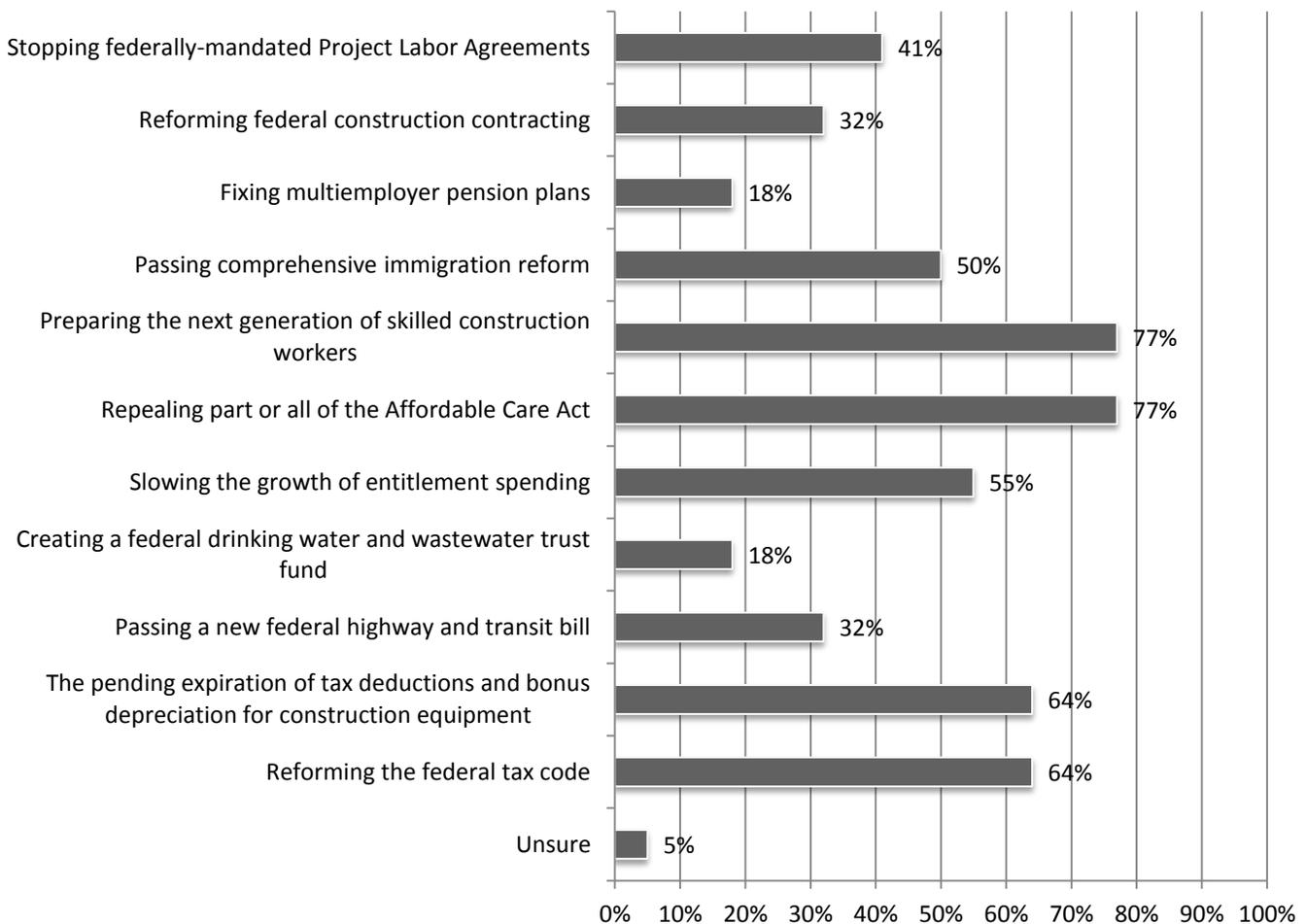
**21. When do you expect the construction market to grow again?**



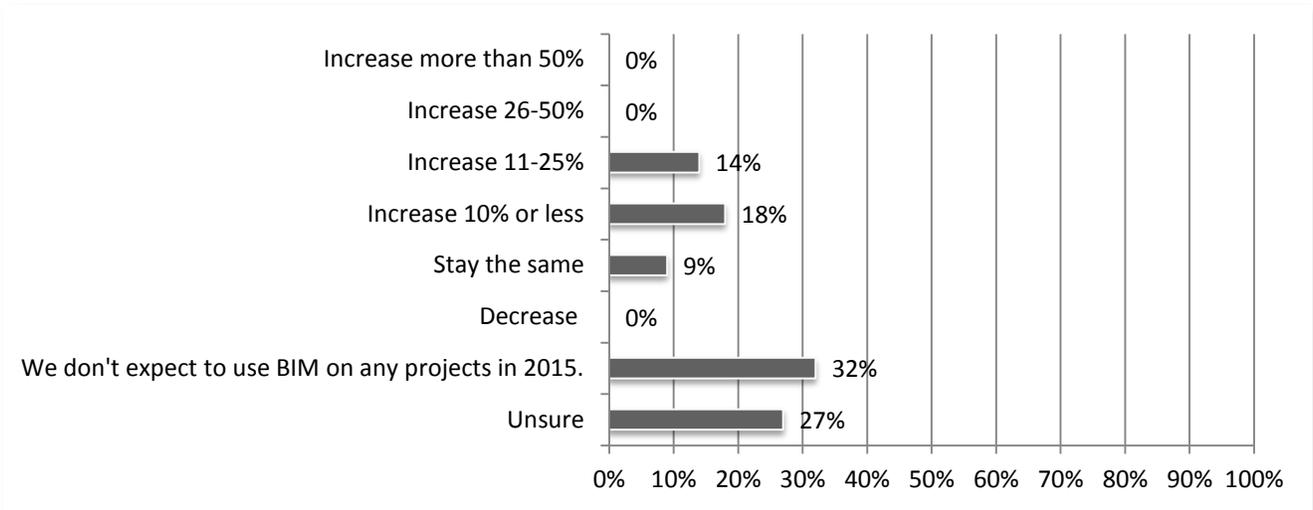
**22. Which proposed or newly enacted federal regulations are you worried will negatively impact your business operations in 2015?**



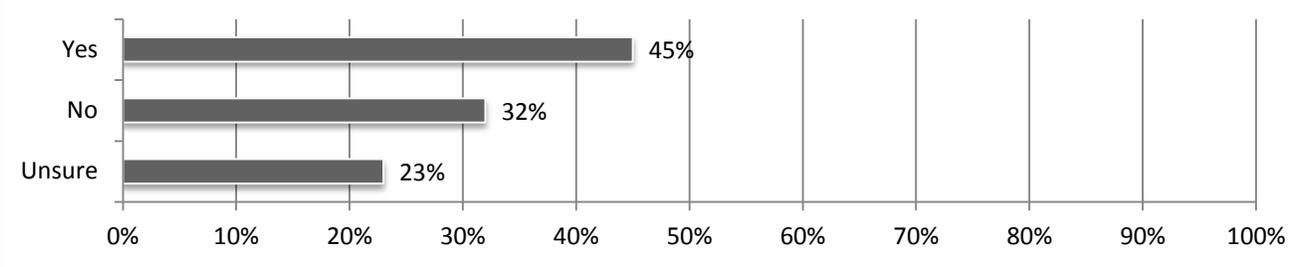
**23. Which of the following legislative issues are important to you and your business?**



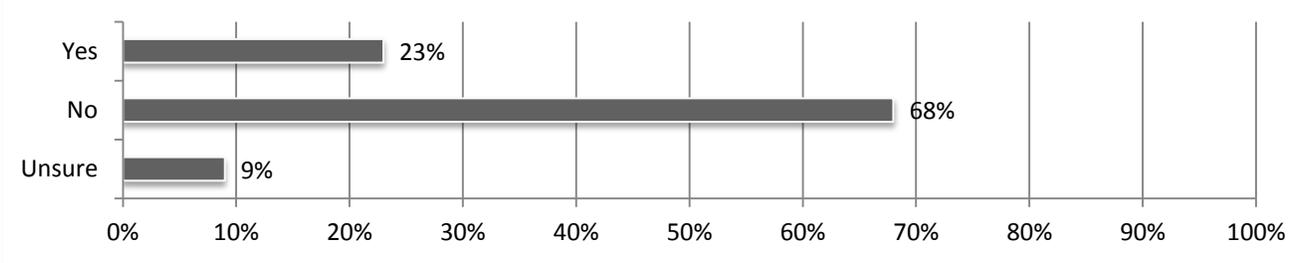
**24. Do you expect the amount of projects involving BIM to increase, decrease or stay the same for you in 2015?**



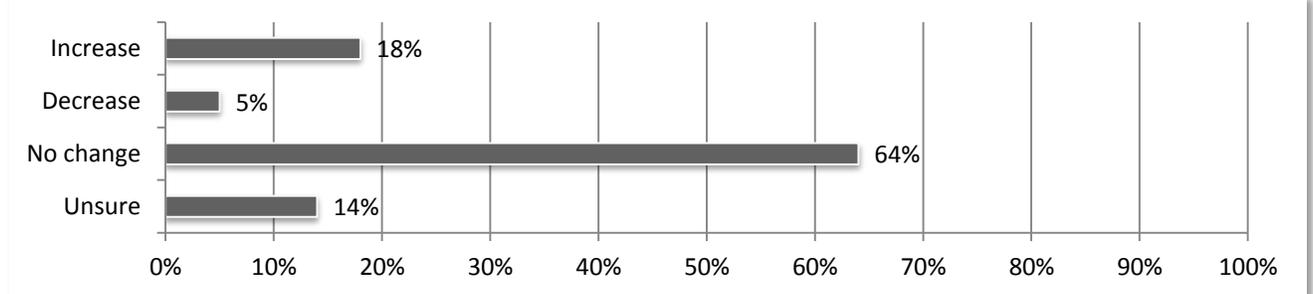
**25. Do you believe that your firm utilizes lean construction principles on its projects and/or in its operations?**



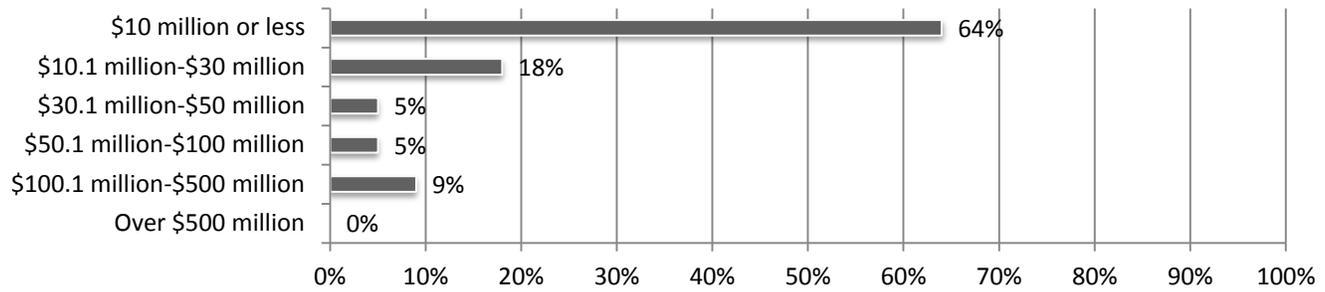
**26. Has your firm worked on a project using modular construction and/or prefab in 2014?**



**27. Have you seen an increase, decrease or level amount of subcontractor defaults from 2013 to 2014?**



**28. Estimate the total dollar amount of work your firm performed in 2014.**



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

