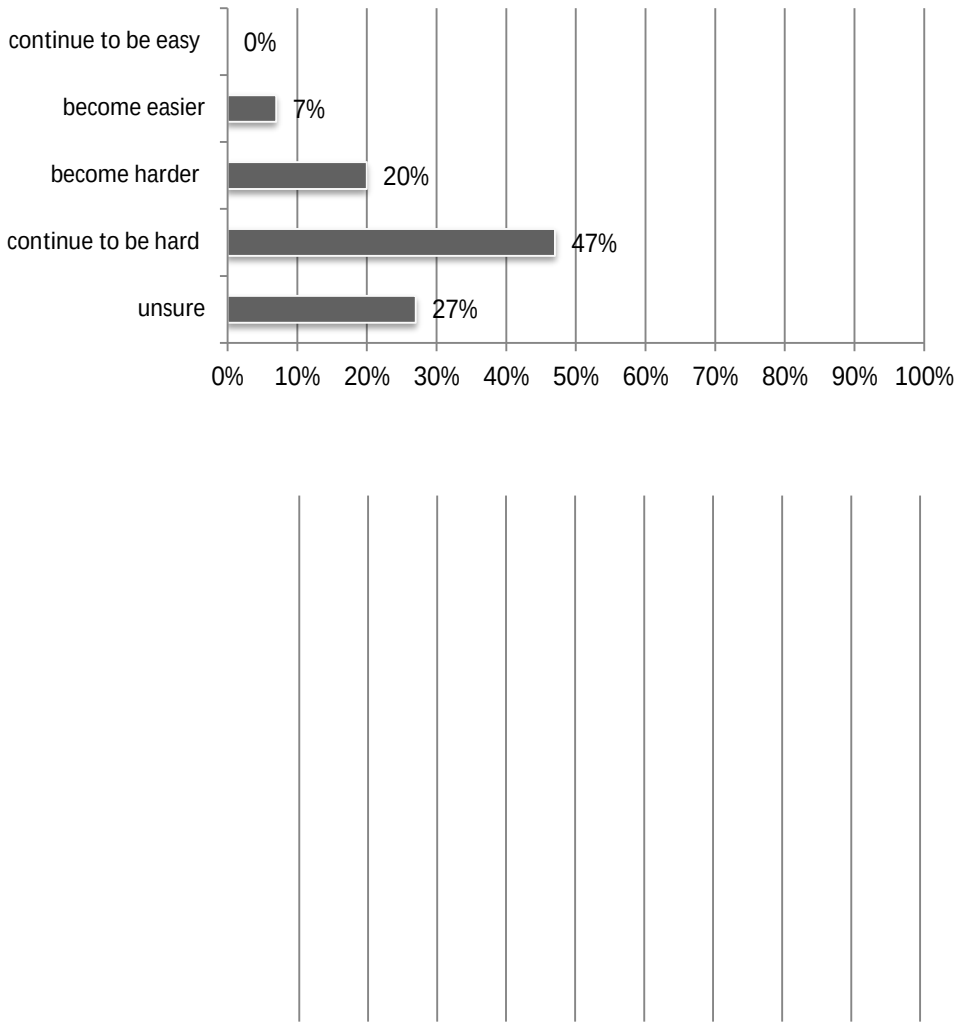
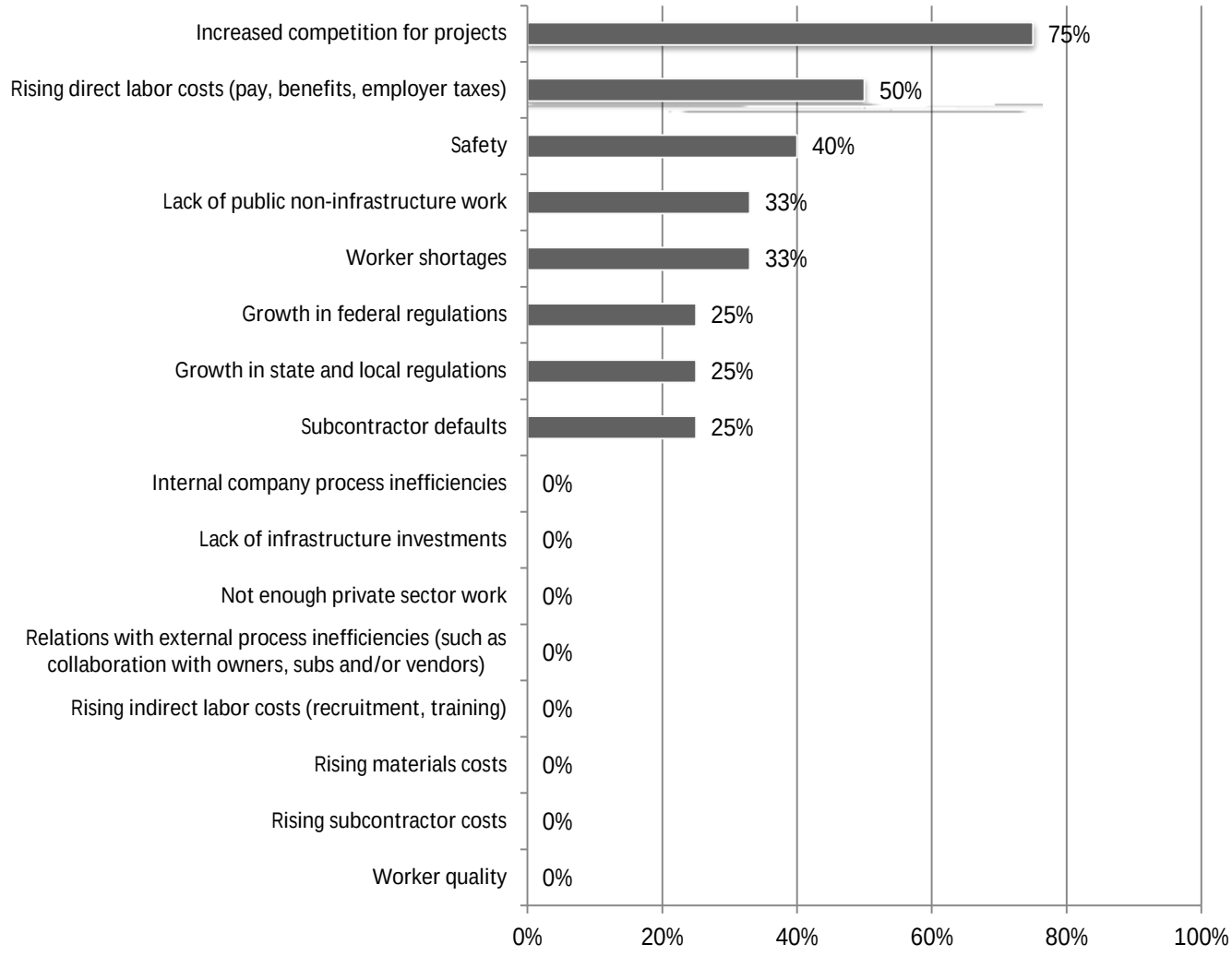
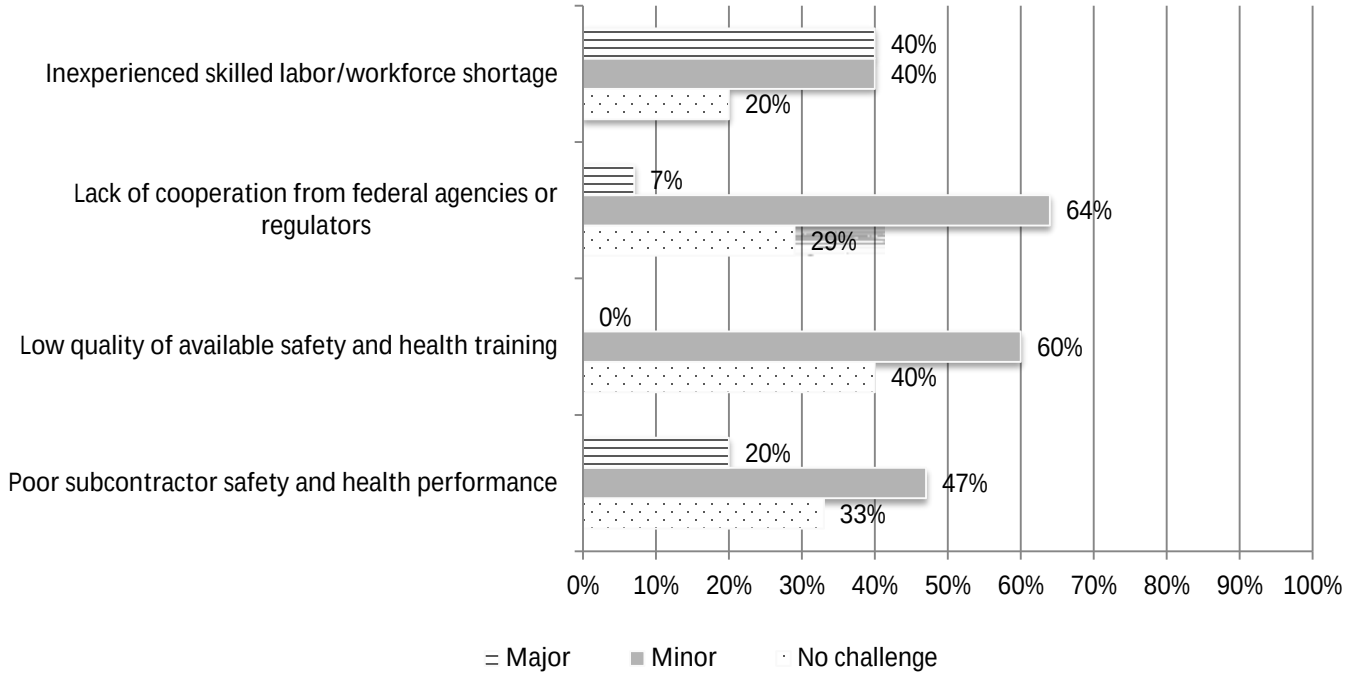
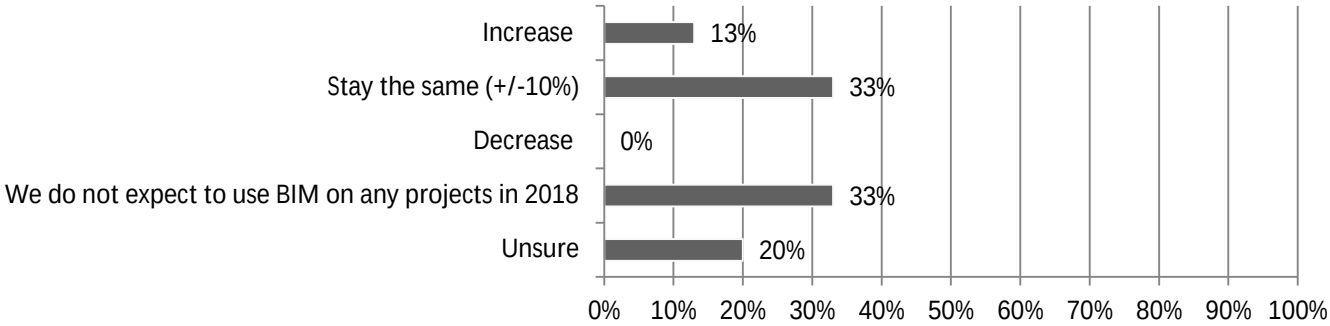
All projects	53%	7%	40%	47%
Manufacturing	50%	17%	33%	33%
Water/Sewer	42%	17%	42%	25%
Federal (e.g., VA, GSA, USACE, NAVFAC)	33%	17%	50%	17%
Highway	42%	25%	33%	17%
Transportation (e.g., transit, rail, airport)	42%	25%	33%	17%
Power	31%	15%	54%	15%
Private Office	29%	21%	50%	7%
K-12 School	25%	25%	50%	0%
Hospital	17%	25%	58%	-8%
Multifamily Residential	17%	25%	58%	-8%
Retail, Warehouse, Lodging	15%	31%	54%	-15%
Higher Education	17%	33%	50%	-17%
Public Building	9%	36%	55%	-27%

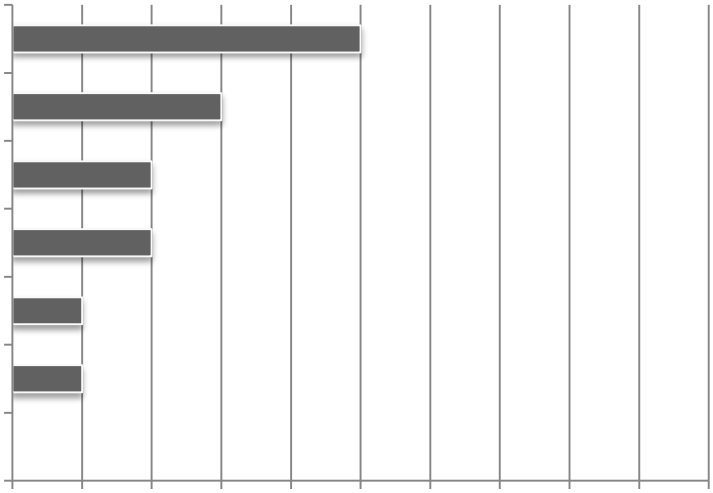
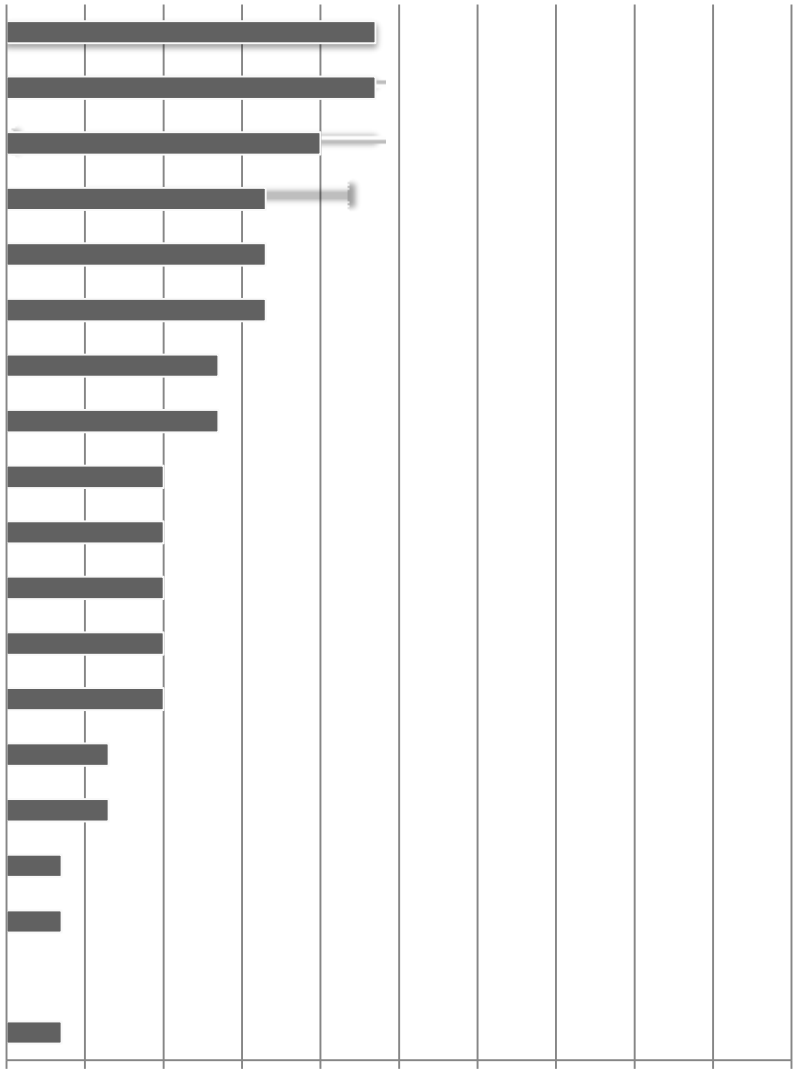
**Net eljdzală diffeNence beűǿeen ndzmbeN 2f áHigheNé and áL2ǿeNé NeăLJ2năeă aă LJeNcenű 2f ű2űalȹ*


continue to be easy
0%
become easier
7%
become harder
20%
continue to be hard
47%
unsure
27%
0%
10%
20%
30%
40%
50%
60%
70%
80%
90%
100%


Increased competition for projects
75%
Rising direct labor costs (pay, benefits, employer taxes)
50%
Safety
40%
Lack of public non-infrastructure work
33%
Worker shortages
33%
Growth in federal regulations
25%
Growth in state and local regulations
25%
Subcontractor defaults
25%
Internal company process inefficiencies
0%
Lack of infrastructure investments
0%
Not enough private sector work
0%
Relations with external process inefficiencies (such as collaboration with owners, subs and/or vendors)
0%
Rising indirect labor costs (recruitment, training)
0%
Rising materials costs
0%
Rising subcontractor costs
0%
Worker quality
0%
0%
20%
40%
60%
80%
100%


Inexperienced skilled labor/workforce shortage
40%
40%
20%
Lack of cooperation from federal agencies or regulators
7%
64%
29%
Low quality of available safety and health training
0%
60%
40%
Poor subcontractor safety and health performance
20%
47%
33%
0%
10%
20%
30%
40%
50%
60%
70%
80%
90%
100%
Major
Minor
No challenge


Increase
13%
Stay the same (+/-10%)
33%
Decrease
0%
We do not expect to use BIM on any projects in 2018
33%
Unsure
20%
0%
10%
20%
30%
40%
50%
60%
70%
80%
90%
100%



Accounting software