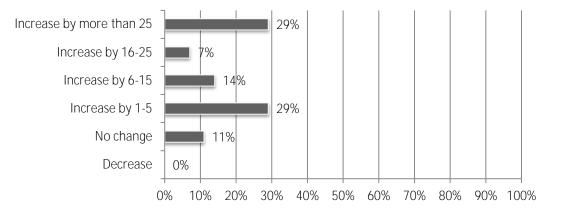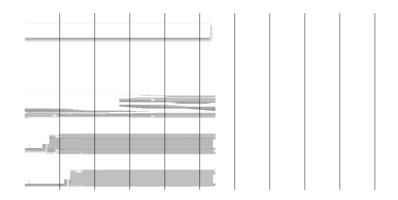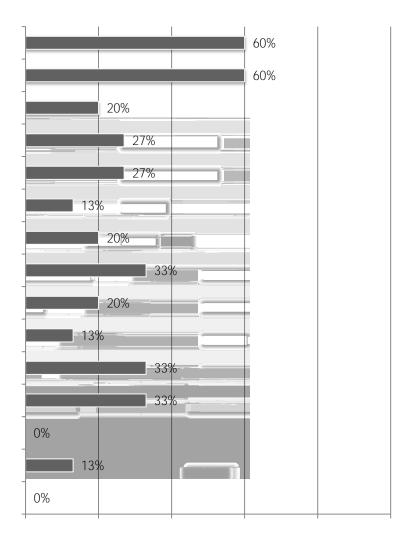*Total Responses: 21. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*
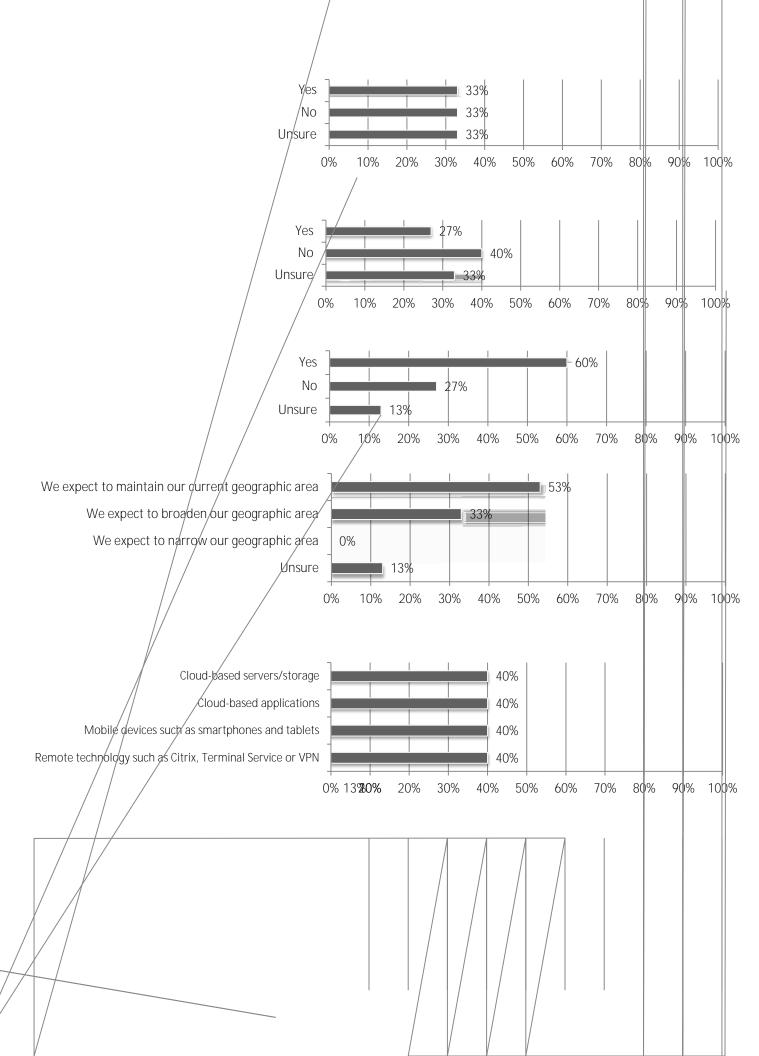
Market	Higher	Lower	Same	Net*
Other Transportation (e.g., transit, rail, airport)	60%	0%	40%	60%
Highway	50%	10%	40%	40%
Higher Education	36%	0%	64%	36%
Federal (e.g., VA, GSA, USACE, NAVFAC)	25%	0%	75%	25%
K-12 School	42%	17%	42%	25%
All projects	33%	11%	56%	22%
Multifamily Residential	30%	10%	60%	20%
Power	25%	13%	63%	13%
Hospital	30%	20%	50%	10%
Public Building	27%	18%	55%	9%
Private Office	23%	15%	62%	8%
Retail, Warehouse, Lodging	25%	17%	58%	8%
Manufacturing	10%	10%	80%	0%
Water/Sewer	11%	22%	67%	-11%

Net e al diffe ence be een n mbe f Highe and L e e n e a e cen f al

Increase by more than 25 — 29%
Increase by 16-25 — 7%
Increase by 6-15 — 14%
Increase by 1-5 — 29%
No change — 11%
Decrease — 0%

Chart 1

Yes	33%
No	33%
Unsure	33%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 2

Yes	27%
No	40%
Unsure	33%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 3

Yes	60%
No	27%
Unsure	13%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 4

We expect to maintain our current geographic area	53%
We expect to broaden our geographic area	33%
We expect to narrow our geographic area	0%
Unsure	13%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Chart 5

Cloud-based servers/storage	40%
Cloud-based applications	40%
Mobile devices such as smartphones and tablets	40%
Remote technology such as Citrix, Terminal Service or VPN	40%

0% 13% 20% 30% 40% 50% 60% 70% 80% 90% 100%

40%

Company supplies mobile devices to staff; no staff-supplied devices — 43%

Employees use their own mobile devices; no company-supplied devices — 14%

We do a combination of both — 43%

Unsure — 0%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%