



SterlingSeacrest

PARTNERS

86 TOP
ATLANTA EXEC'S
SURVEYED



2017



INDEX UP FROM
4.44 - SPRING 2016

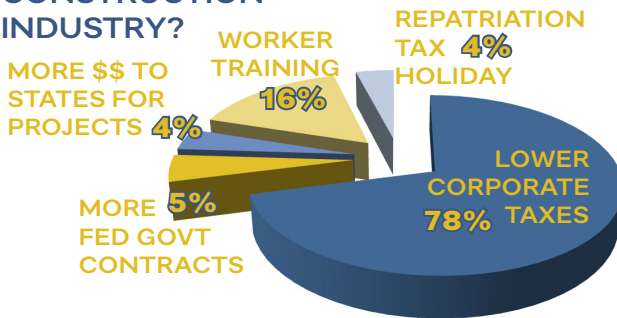


INDEX STILL DOWN
FROM SPRING 2015



Construction Risk Sentiment Index

HOW CAN PRESIDENT TRUMP IMPROVE THE CONSTRUCTION INDUSTRY?



HOW PROPOSED FEDERAL TAX CHANGES MIGHT AFFECT THEIR BUSINESS?



91% BUSINESS WOULD IMPROVE

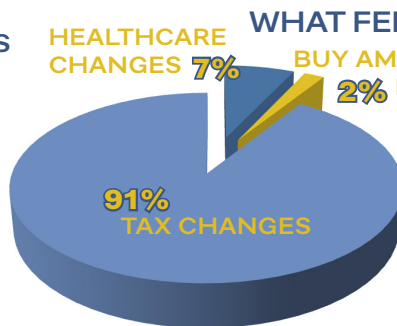
HOW IS THE TRUMP ADMINISTRATION AFFECTING THEIR BUSINESS?

IMPROVING 49%
HURTING 47%
NO EFFECT 4%



TOP 4 CONCERNS

- 63% STAFFING
- 12% ECONOMIC ISSUES
- 8% CASH FLOW
- 6% COMPETITION



WHAT FEDERAL INITIATIVES WILL IMPROVE CONSTRUCTION BUSINESS?

MY RISK IS 57% LOWER NOW THAN A YEAR AGO
43% HIGHER NOW THAN A YEAR AGO

78% SAY MY PROFIT MARGINS ARE BETTER TODAY THAN A YEAR AGO
DOWN FROM 84% IN 2016

SAY MY OPPORTUNITY PIPELINE IS BETTER TODAY THAN A YEAR AGO 79%
DOWN FROM 88% IN 2016