



Contractors Remain Optimistic for 2019

Katherine Jacobs *Director of Research*

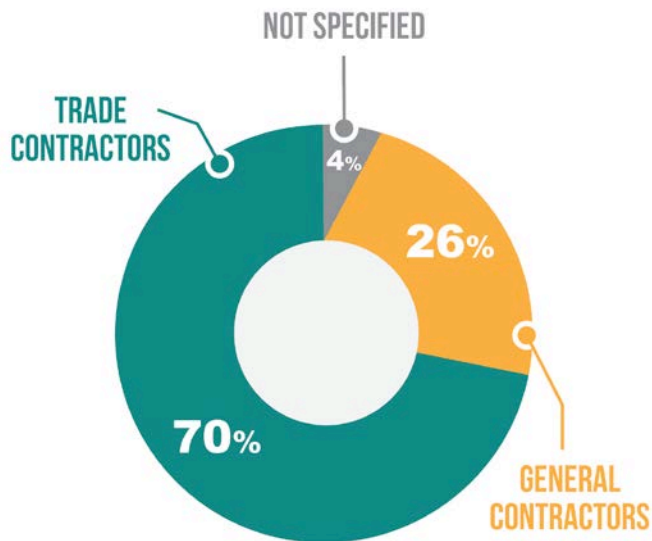
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2019 Contractor Survey – Trends & Outlook

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25% CENTRAL ONTARIO

38% GTA

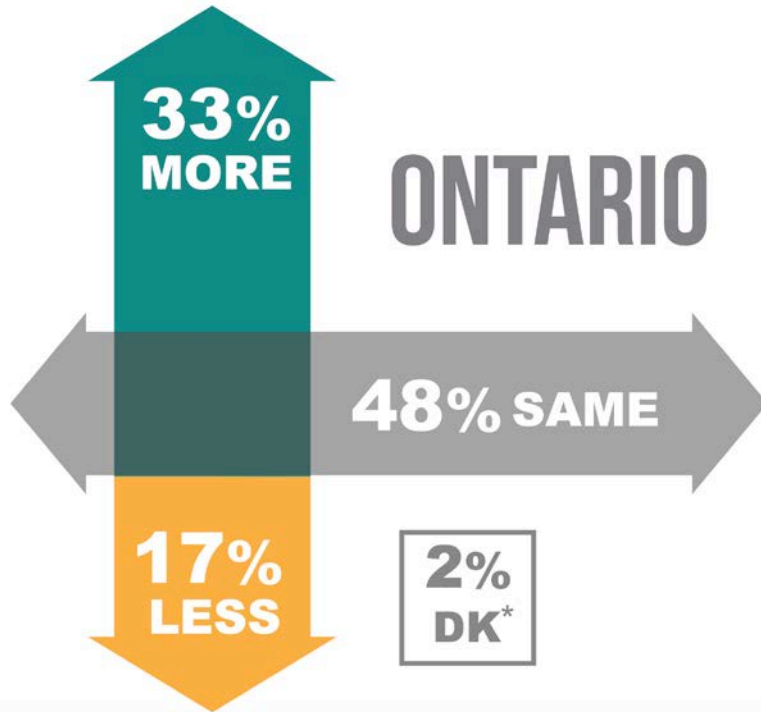
16% EASTERN ONTARIO

13% SOUTHWESTERN ONTARIO

9% NORTHERN ONTARIO

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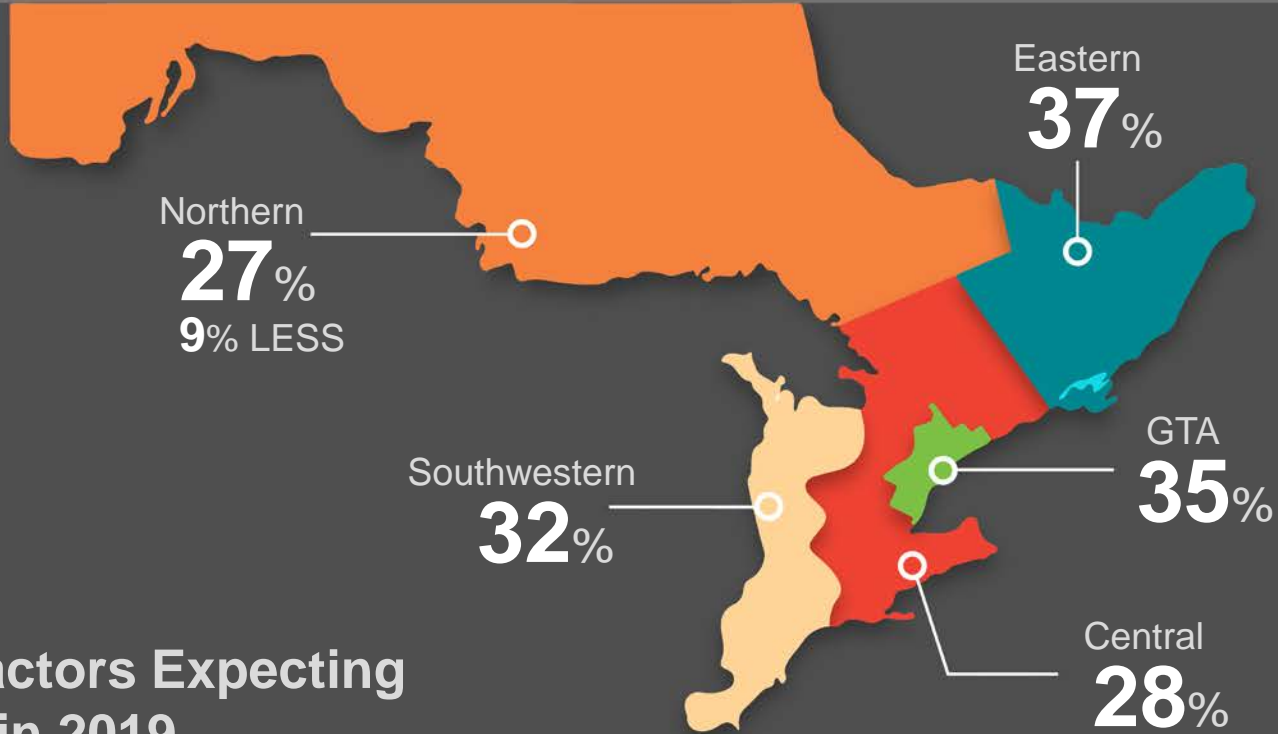
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**One-Third of Contractors
Expect More Work in 2019
Compared to Last Year**

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**% of Contractors Expecting
More Work in 2019**



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21% INDUSTRIAL



29% COMMERCIAL



23% INSTITUTIONAL



22% ENGINEERING/CIVIL



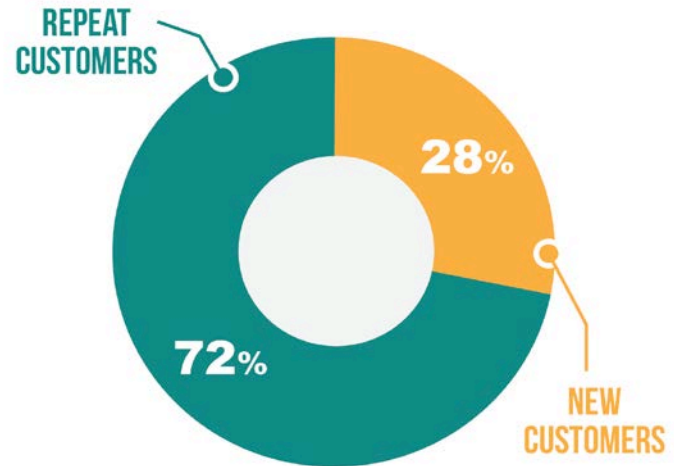
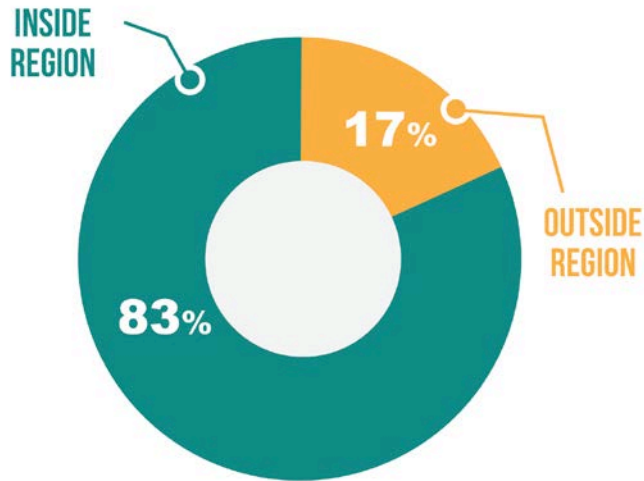
32% HIGH-RISE RESIDENTIAL

Net Increases are expected in:

- **High-Rise Residential**
- **Commercial**

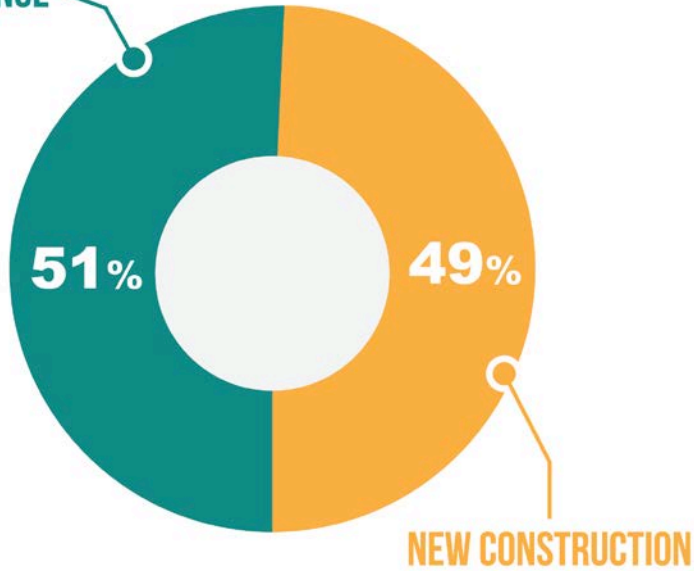
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Continued Focus on Local Markets and Existing Customers

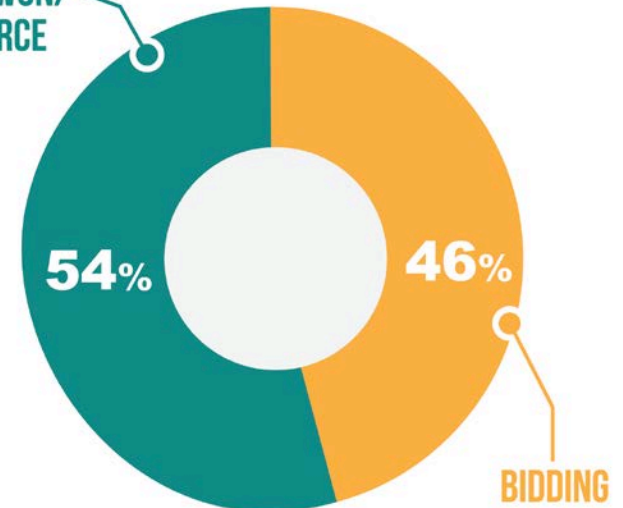


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MAINTENANCE

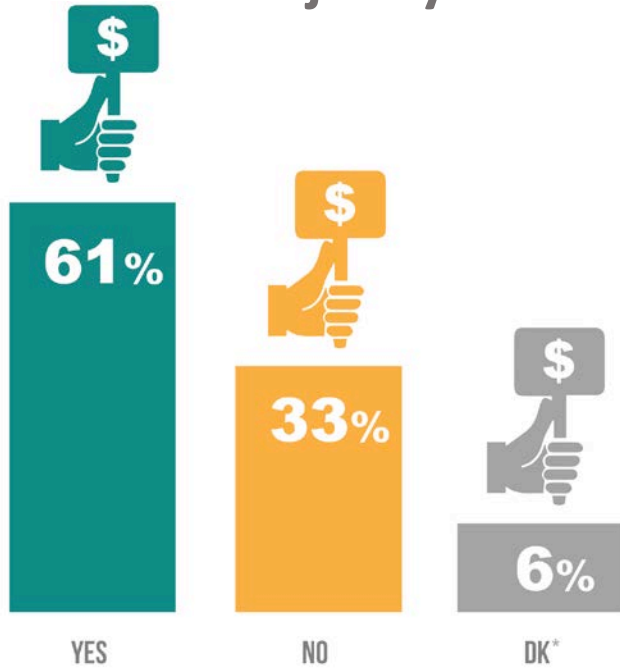


PRIVATELY-WON/
SOLE-SOURCE



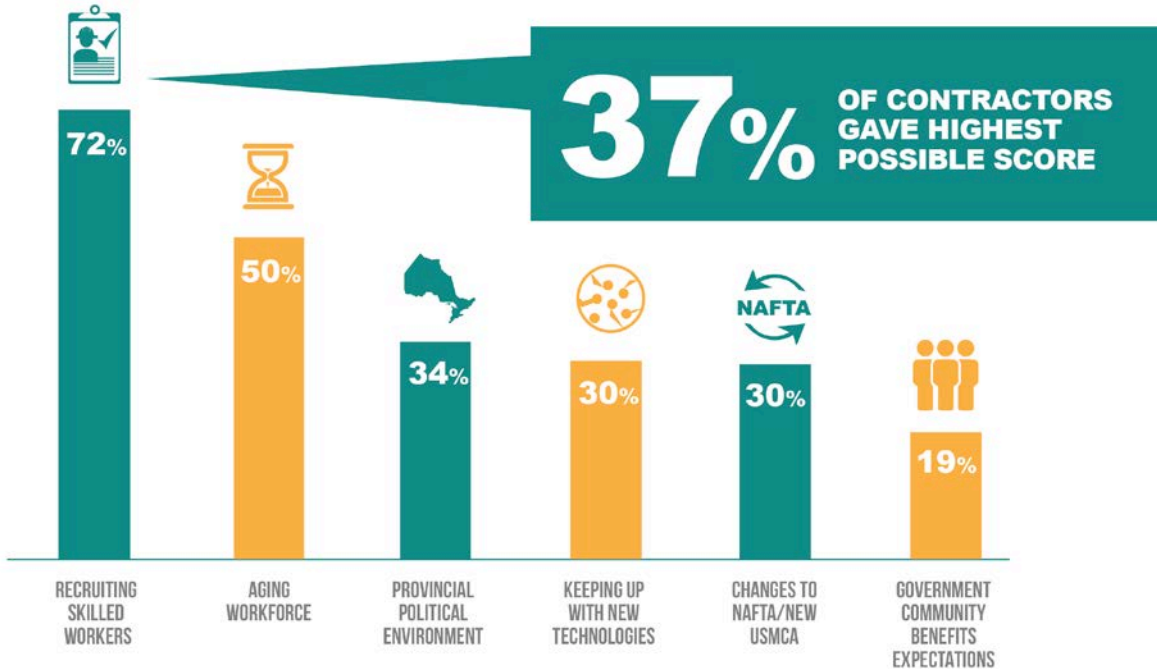
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Majority of Contractors Prefer Prequalification



- **61%** of contractors prefer when owners use prequalification
- **More than half** more likely to bid on prequalified projects over open bidding
- **52%** believe prequalification increases fairness for contractors
- **53%** agree that prequalification is an effective process for ensuring construction buyers select the best bid

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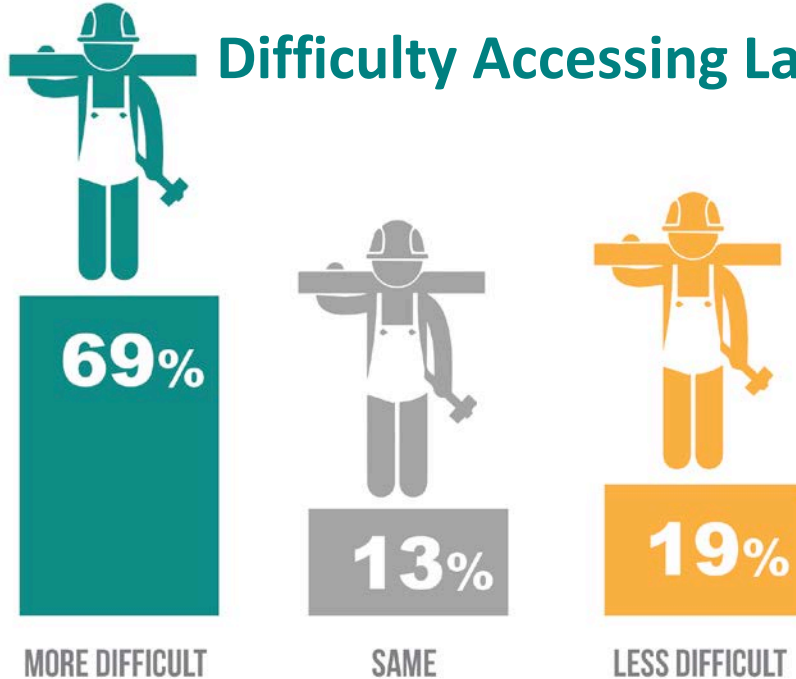
Top Industry Challenges

- Recruiting skilled workers
- Aging workforce

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Difficulty Accessing Labour in 2019



62% of Contractors Experienced Skilled Labour Shortages in the Past 3 Years

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How Have Skilled Labour Shortages Impacted Your Business?

79% GROWTH OF FIRM SLOWED

76% TURNED DOWN WORK

70% USED LESS QUALIFIED LABOUR

69% DECLINED TO BID ON PROJECTS

How Have Skilled Labour Shortages Impacted Your Business?

Middle of the Road Impacts

(affecting 50-60% of contractors)

- **Cost increases**
- **Delays in project starts and completions**
- **Losing competitiveness and market share**

Lesser Impacts

(affecting one-third of contractors)

- **Reputation was harmed**
- **Quality of work deteriorated**
- **Projects were cancelled**

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Exploring Solutions to Skilled Labour Shortages

**SOLUTIONS
CONTRACTORS
MOST LIKELY
TO ADOPT**



**DEPLOYING WORKERS
MORE EFFICIENTLY**



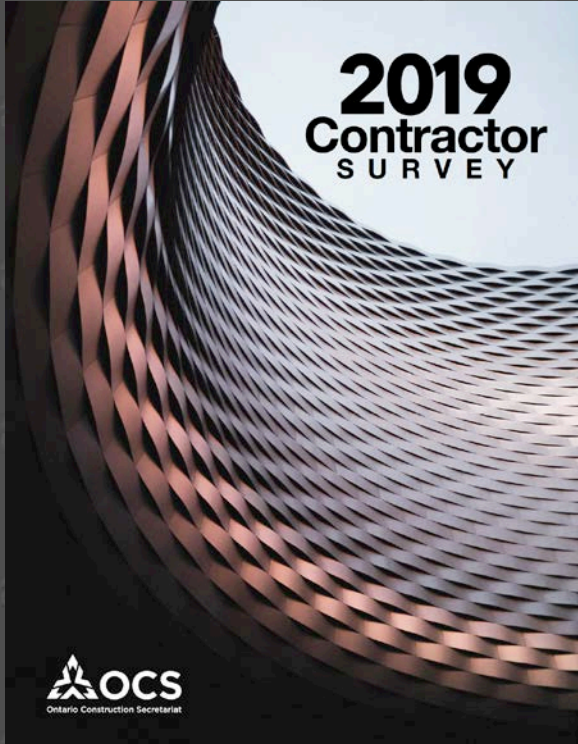
**ADOPTING NEW
TECHNOLOGIES**



**HIRING MORE
APPRENTICES**



**RAISING
WAGES**



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