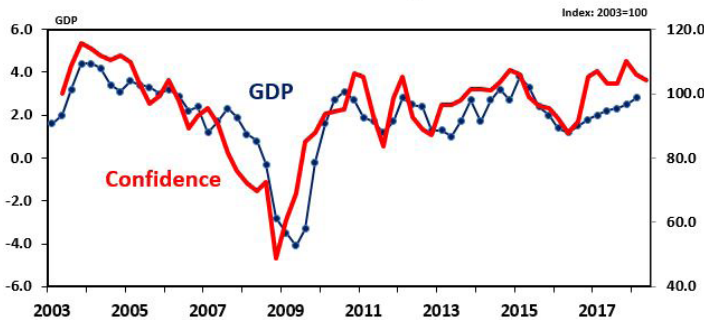


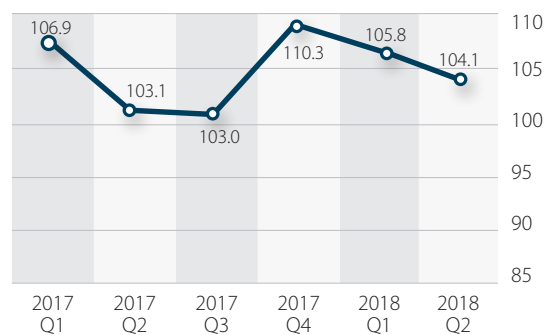
CEO optimism slips from recent peaks; confidence remains at favorable levels.

The overall trend in CEO optimism has remained largely unchanged, maintaining favorable levels over the past year. In Q2 2018, the Vistage CEO Confidence Index was 104.1, between the prior quarter's 105.8 and last year's 103.1. The only quarter that was significantly higher in the past year was Q4 2017, which was elevated due to the expected passage of the tax reform legislation (with the details of the tax reform largely unspecified).

Vistage CEO Confidence Index and Year-to-Year Changes In GDP



Vistage CEO Confidence Index



In Q2 2018 the Vistage CEO Confidence Index was 104.1, between the prior quarter's 105.8 and last year's 103.1.

The minor decline in confidence in Q2 was due to slight falloff from last quarter in investment and hiring intentions as well as projected revenue and profit growth. Importantly, all of these factors were at least as favorable as a year ago.

Of some concern is that CEOs anticipate slowing growth in the national economy during the year ahead. In contrast, many observers now anticipated a stronger pace of economic growth in 2018, with a modest slowdown in 2019. If the 2nd quarter GDP comes in close to the 4% as now expected, CEOs may well change their outlook for the economy. In any event, trends in the Vistage CEO Confidence Index are a bit above the actual pace of GDP growth. Wages, commodities and interest costs will continue to edge upward during the year ahead, putting the emphasis on lowering costs as well as increasing prices.

– Analysis provided by Dr. Richard Curtin, University of Michigan



Q2 2018 Vistage CEO Confidence Index Survey
Construction

Construction Survey Highlights

31% of CEOs expect the economy to improve in the year ahead (vs. **32%** nationally)

44% of CEOs expect to increase investments in the year ahead (vs. **48%** nationally)

72% of CEOs expect to increase revenue in the year ahead (vs. **78%** nationally)

64% of CEOs plan to expand their workforce in the next year (vs. **61%** nationally)

66% of CEOs thought the national economy had improved in the past year (vs. **64%** nationally)

57% of CEOs expect rising profits in the year ahead (vs. **62%** nationally)

National Economic Outlook by Industry

% of CEOs who expect the economy to improve in the year ahead (includes industries with at least 25 responses). Response count in parentheses.

Other Services	49% (41)
Transportation & Warehousing	39% (41)
Retail Trade	38% (48)
Consulting Services	37% (49)
Finance and Insurance	35% (69)
Health Care	33% (43)
Manufacturing	32% (293)
Construction	31% (217)
Wholesale Trade	31% (103)
Other Professional Services	31% (49)
Other	30% (138)
Architectural, Engineering, and Related Services	30% (44)
Advertising & PR	27% (26)
Computer Systems Design and Related Services	25% (51)
Real Estate and Rental and Leasing	24% (38)

National Employment Outlook by Industry

% of CEOs who plan to expand their workforce in the next year (includes industries with at least 25 responses). Response count in parentheses.

Computer Systems Design and Related Services	75% (51)
Health Care	74% (43)
Consulting Services	73% (49)
Architectural, Engineering, and Related Services	73% (44)
Other Services	68% (41)
Other Professional Services	67% (49)
Other	64% (138)
Advertising & PR	64% (25)
Construction	64% (215)
Finance and Insurance	62% (69)
Transportation & Warehousing	61% (41)
Real Estate and Rental and Leasing	61% (38)
Manufacturing	52% (291)
Wholesale Trade	50% (101)
Retail Trade	45% (47)



Q2 2018 Vistage CEO Confidence Index Survey
Construction

Number of respondents in (blue)

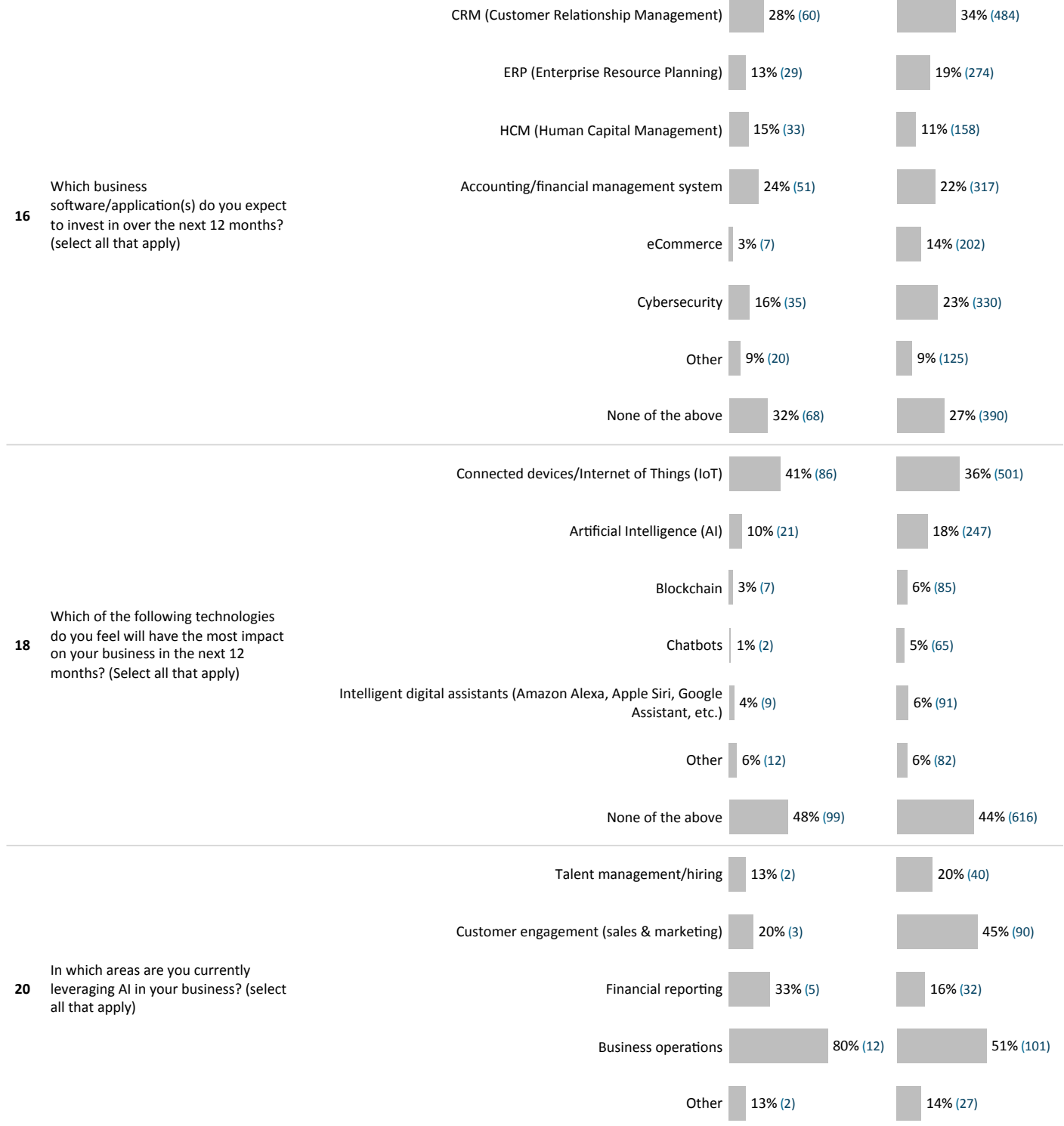
	Construction	National
1 Compared with a year ago, have overall economic conditions in the United States improved, remained the same, or worsened?	Improved	66% (143) 64% (946)
	Remained about the same	31% (68) 30% (437)
	Worsened	2% (5) 5% (77)
	Don't know/No opinion	0% (1) 0% (7)
2 During the next 12 months, do you expect the overall economic conditions in the U.S. will be better, about the same, or worse than now?	Better	31% (68) 32% (467)
	About the same	57% (124) 50% (728)
	Worse	10% (21) 17% (246)
	Don't know/No opinion	2% (4) 2% (26)
3 Are your firm's total fixed investment expenditures likely to increase, remain about the same, or decrease during the next 12 months?	Increase	44% (95) 48% (710)
	Remain the same	49% (106) 43% (625)
	Decrease	7% (16) 8% (122)
	Don't know/No opinion	0% (0) 1% (10)
3.1 When do you plan to increase your investment expenditures over the next 12 months?	Q3 2018	23% (21) 26% (180)
	Q4 2018	16% (15) 16% (113)
	Q1 2019	11% (10) 6% (42)
	Q2 2019	1% (1) 2% (12)
	Steadily throughout the next 12 months	49% (45) 50% (352)
	Increase	72% (156) 78% (1,143)
4 Do you anticipate that your firm's sales revenues will increase, remain about the same, or decrease during the next 12 months?	Remain the same	21% (45) 17% (251)
	Decrease	7% (15) 5% (69)
	Don't know/No opinion	0% (1) 0% (4)
	Increase	57% (123) 62% (907)
5 Do you expect your firm's profitability to improve, remain about the same, or worsen during the next 12 months?	Remain the same	33% (71) 29% (425)
	Worsen	10% (22) 9% (130)
	Don't know/No opinion	0% (1) 0% (5)
	Increase	70% (151) 56% (816)
6 Do you expect prices for your product or service to increase, remain about the same, or decrease during the next 12 months?	About the same	28% (60) 41% (599)
	Decrease	3% (6) 3% (49)
	Don't know/No opinion	0% (0) 0% (3)
	Increase	64% (137) 61% (890)
7 Do you expect your firm's total number of employees will increase, remain about the same, or decrease during the next 12 months?	Remain the same	33% (71) 34% (492)
	Decrease	3% (6) 5% (69)
	Don't know/No opinion	0% (1) 0% (7)
	Increase	70% (151) 56% (816)
7.1 When do you plan to increase your firm's total number of employees over the next 12 months?	Q3 2018	28% (39) 29% (261)
	Q4 2018	10% (14) 10% (93)
	Q1 2019	7% (9) 6% (52)
	Q2 2019	4% (5) 2% (21)
	Steadily throughout the next 12 months.	51% (70) 52% (463)
	Increase	72% (156) 78% (1,143)



Q2 2018 Vistage CEO Confidence Index Survey
Construction

Number of respondents in (blue)

Construction National

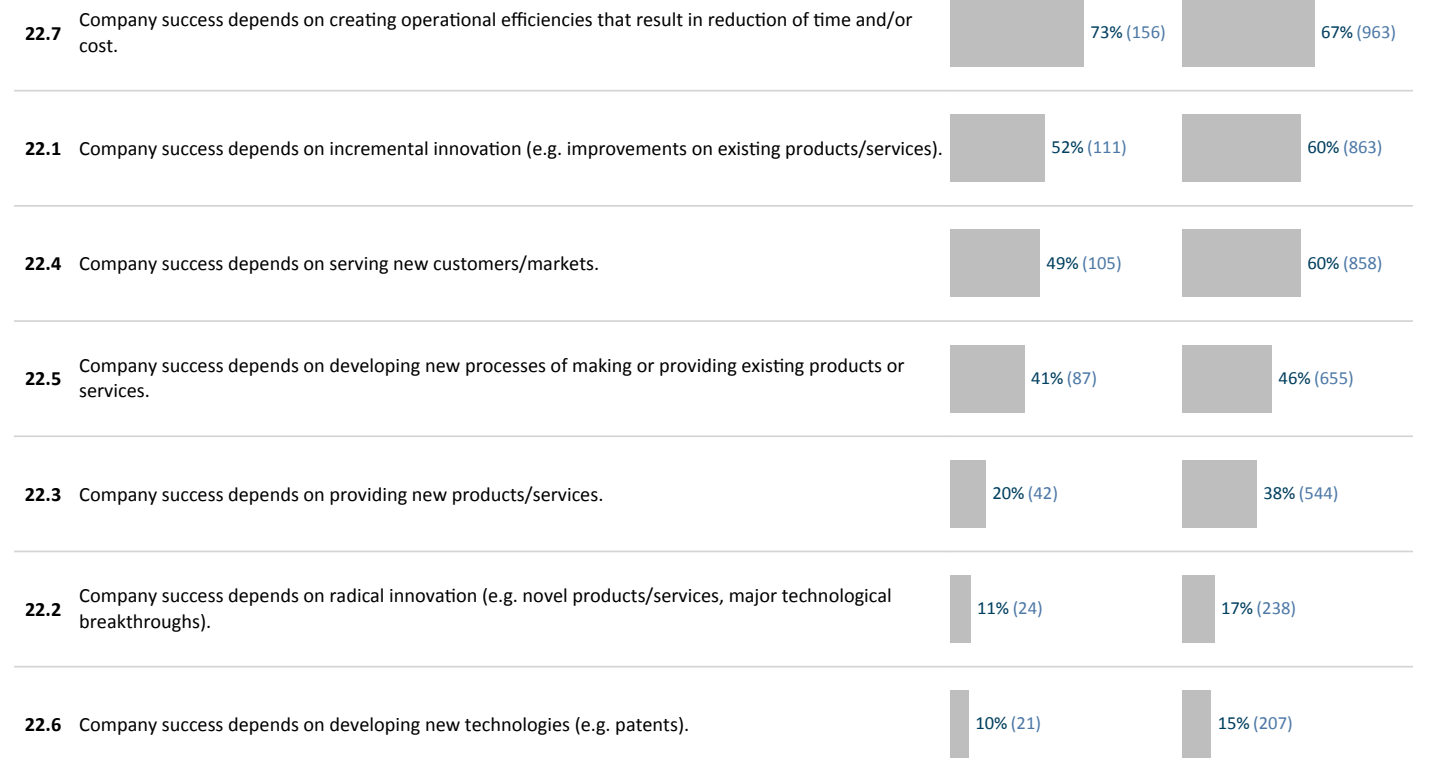


Q2 2018 Vistage CEO Confidence Index Survey
Construction

Number of respondents in (blue)

Construction National

Ranking areas related to company success:





Q2 2018 Vistage CEO Confidence Index Survey
Construction

Number of respondents in (blue)

		Construction	National
27	During your company's last fiscal year, what were its total revenues?	Less than 500k 0% (1)	2% (31)
		500-999k 1% (3)	2% (25)
		1-4 Million 8% (17)	18% (257)
		5-9 Million 13% (29)	16% (232)
		10-20 Million 24% (53)	19% (283)
		21-49 Million 21% (45)	20% (294)
		50-99 Million 19% (42)	12% (170)
		100-249 Million 8% (18)	8% (111)
		250-499 Million 3% (6)	3% (40)
		500-999 Million 0% (1)	1% (14)
		1+ Billion 1% (2)	1% (10)
28	During your company's last fiscal year, what was its total employment?	1-9 employees 4% (8)	8% (120)
		10-19 employees 7% (16)	12% (174)
		20-49 employees 29% (62)	24% (356)
		50-99 employees 21% (45)	19% (282)
		100-499 employees 35% (75)	29% (428)
		500-999 employees 3% (7)	4% (59)
		1000-4999 employees 1% (3)	3% (39)
		5000-9999 employees 0% (1)	0% (4)
		10000+ employees 0% (0)	0% (2)
		None 0% (0)	0% (3)



Surveying CEOs of small to mid-sized businesses since 2003