

# ConstructConnect's Q3 2017 Construction Starts Forecast Report

July 2017

## Contents

|  |    |
|--|----|
| Summary forecasts (table) and Overview .....                               | 2  |
| Drivers of headline sectors (table).....                                   | 3  |
| US type-of-structure forecasts (table) .....                               | 5  |
| US type-of-structure forecasts - <b>INSIGHT</b> (table) .....              | 6  |
| US states, total construction starts (table) .....                         | 7  |
| US four largest states:<br>type-of-structure forecasts (table).....        | 8  |
| US type-of-structure forecasts (charts) .....                              | 9  |
| Canada type-of-structure forecasts (table) .....                           | 12 |
| Canada type-of-structure forecasts -<br><b>INSIGHT</b> (table) .....       | 13 |
| Canadian provinces, total construction starts (table) ..                   | 14 |
| Canada four largest provinces:<br>type-of-structure forecasts (table)..... | 14 |
| Canada type-of-structure forecasts (charts) .....                          | 15 |
| Appendix A: Square footage forecasts<br>(tables and charts) .....          | 18 |

## Highlights

- US construction starts slipped by 2.5% year-on-year in Q2, with significant divergence amongst subsectors. Non-residential building activity contracted most sharply, falling by 17.9% year-on-year, with steep declines across numerous sub-segments. In contrast, construction starts in the residential sector were far more positive, expanding by 6.1% on-the-year. Civil engineering was the standout subsector, growing by 19.4% year-on-year in Q2.
- US GDP growth slowed in Q1 to an annualized rate of 1.4% as higher inflation hit consumer spending growth—though we think this will be a temporary phenomenon and expect activity to rebound in Q2. The GDP growth forecast for 2017 as a whole is 2.2%, driven by firm trade and investment. Jobs growth continues at a robust pace, averaging 180,000 new jobs per month so far this year, while ongoing wage growth will underpin consumer spending.
- Headline US construction starts growth for 2017 has been lowered slightly to 4.5% (from 4.8%). This has been driven by slower-than-expected activity in non-residential starts. Looking ahead, the residential sector will remain the major driver of US construction. The civil engineering sector will also see robust growth going forward as much-needed investments in the US infrastructure stock are made.
- Canadian starts fell by 39.1% year-on-year in Q2, with the declines shared across the residential, non-residential and civil engineering subsectors. Residential starts fell by 8.4%, non-residential starts fell by 13.9% and civil engineering fell by 62.5% year-on-year.
- Canadian headline construction starts are set for another year of decline in 2017. From 2018 onwards, total starts will grow at a relatively healthy pace but this will still not be enough for 2021 starts to exceed 2014 levels. Much of the Canadian construction sector's performance will revolve around the large civil engineering sub-sector which is currently witnessing severe contractions amid falling investments in the extraction sector.

**The total increase in U.S. employment over the past 12 months has been +2.24 million. The monthly average gain in 'hard hat' jobs so far this year has been +19,000, which has almost doubled last year's first-half pace of +10,000.**



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Sources: ConstructConnect™/Oxford Economics.  
Forecast reflects actual starts through Q2 2017.

## Overview

### US non-residential building starts decline, civil engineering is resilient

Total construction starts declined by 2.5% year-on-year in Q2, with a divergence in performance continuing between the construction subsectors. Total non-residential building starts declined by 17.9% from a year earlier, with several sub-segments experiencing steep drops. Construction of retail, manufacturing and parking garages all experienced year-on-year declines exceeding 50%. Construction of retail stores and parking garages look especially weak, with year-to-date declines of 57.2% and 47.2% respectively. The steep decline in manufacturing, by contrast, was likely due to base effects from a strong rise a year earlier; the year-to-date decline is more modest at 29.1%. Construction of courthouses, military and sports arenas bucked the negative trend posting year-on-year growth rates above 80%. Ground-breaking on a new football stadium in Los Angeles was a major contributor to the strength in the latter.

New residential construction projects increased by 6.1% year-on-year in Q2, with similar increases seen in both the single-family and multi-family segments. Starts of civil engineering projects saw the largest annual gain in Q2, growing by 19.4% from the same period a year earlier. Strong growth was seen across most sub-segments of engineering with the construction of airports and power infrastructure particularly robust. Only starts of water and sewage treatment facilities contracted on the year.

Alternative indicators of construction have shown signs of slowing. Put-in-place construction spending from the Census Bureau has been broadly flat in recent months with stronger growth in the residential sector than in the non-residential sector. Since starts are a forward indicator for put-in-place construction spending, this is broadly consistent with the relative performance between residential and non-residential construction starts seen since the beginning of 2017. Construction employment growth slowed to 29,000 in Q2, down from 87,000 new jobs in Q1.

**Table 1: Summary forecasts**  
(Annual percentage changes unless specified otherwise)

|   | 2015  | 2016  | 2017  | 2018 | 2019 | 2020 | 2021 |
|---|-------|-------|-------|------|------|------|------|
| <b>US</b>   |       |       |       |      |      |      |      |
| <b>Macro variables</b>                                  |       |       |       |      |      |      |      |
| GDP   | 2.6   | 1.6   | 2.2   | 2.4  | 1.9  | 1.6  | 1.6  |
| Population growth                                       | 0.8   | 0.8   | 0.8   | 0.8  | 0.8  | 0.8  | 0.8  |
| Unemployment rate (%)                                   | 5.3   | 4.8   | 4.4   | 4.4  | 4.4  | 4.4  | 4.5  |
| Real disposable income                                  | 3.5   | 2.6   | 2.0   | 2.9  | 1.7  | 1.5  | 1.5  |
| Central bank rate (%)                                   | 0.1   | 0.4   | 1.0   | 1.5  | 2.1  | 2.6  | 2.8  |
| 10-year government yield (%)                            | 2.1   | 1.8   | 2.3   | 2.4  | 2.7  | 3.1  | 3.4  |
| <b>Construction starts (y/y % change of \$ volumes)</b> |       |       |       |      |      |      |      |
| Total starts  | 13.5  | 13.2  | 4.5   | 5.9  | 5.1  | 4.0  | 3.4  |
| Residential   | 17.5  | 14.5  | 4.8   | 7.7  | 7.1  | 5.9  | 5.4  |
| Non-res bldg  | 13.2  | 20.8  | -0.8  | 3.3  | 2.4  | 1.1  | 0.7  |
| Civil engineering                                       | 6.9   | -3.9  | 16.5  | 7.4  | 6.5  | 5.6  | 3.9  |
| <b>Canada</b>   |       |       |       |      |      |      |      |
| <b>Macro variables</b>                                  |       |       |       |      |      |      |      |
| GDP   | 0.9   | 1.5   | 2.6   | 2.0  | 1.9  | 1.7  | 1.7  |
| Population growth                                       | 0.9   | 1.1   | 1.1   | 1.0  | 1.0  | 0.9  | 0.9  |
| Unemployment rate (%)                                   | 6.9   | 7.0   | 6.7   | 6.6  | 6.6  | 6.6  | 6.5  |
| Real disposable income                                  | 3.3   | 2.8   | 2.2   | 1.9  | 1.7  | 1.6  | 1.8  |
| Central bank rate (%)                                   | 0.6   | 0.5   | 0.6   | 1.0  | 1.3  | 1.6  | 1.9  |
| 10-year government yield (%)                            | 1.5   | 1.3   | 1.7   | 2.0  | 2.2  | 2.4  | 2.7  |
| Exchange rate C\$ per US\$                              | 1.28  | 1.33  | 1.32  | 1.30 | 1.29 | 1.28 | 1.27 |
| <b>Construction starts (y/y % change of \$ volumes)</b> |       |       |       |      |      |      |      |
| Total starts  | -10.1 | -23.7 | -10.6 | 11.7 | 11.5 | 9.4  | 8.4  |
| Residential   | 0.4   | 1.0   | 0.2   | 6.1  | 6.0  | 5.6  | 5.0  |
| Non-res bldg  | 23.7  | -36.3 | 2.8   | 14.1 | 10.1 | 7.6  | 6.4  |
| Civil engineering                                       | -25.5 | -34.4 | -28.5 | 18.3 | 19.6 | 15.1 | 13.2 |

### GDP growth prospects improving...

US GDP growth slowed to an annual rate of just 1.4% in 2017's Q1 as consumer spending growth was restrained by higher inflation, unusually warm weather and slower tax refunds. These factors are not expected to be repeated in Q2, so we thus forecast a rebound in GDP growth.

We expect that the economy will grow by 2.2% in 2017 overall, with consumer spending moderating somewhat from its pace of 2016, but business investment and trade firming. Recent gains in wages have been only modest (up 2.5% year-on-year in June), despite an unemployment rate of just 4.4% in June and anecdotal evidence of labor shortages. The economy has been creating jobs at a reasonable pace – 220,000 jobs were

added in June and an average of 180,000 jobs per month have been added so far this year. Modest wage growth and rising employment should support income growth, underpinning household spending growth of 2.6% and 2.5% in 2017 and 2018 respectively. Rising incomes should also support growth in housing activity.

Business investment has improved from 2016, thanks to a stronger global backdrop and rebounding energy sector activity. However, ongoing political uncertainty poses a downside risk to the business outlook. Stronger global economic activity should also underpin a rebound in exports over the next two years.

We have pared back our expectations for a fiscal stimulus relative to last quarter. We now expect a package worth \$500 billion

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(down from \$1.2 trillion previously) over the next decade, including tax cuts for businesses and households and a modest infrastructure program. With less fiscal stimulus, the economy is now seen growing 2.4% in 2018 (compared to our expectation of 2.6% three months ago).

Inflation has moderated in recent months, to 1.6% in June (down from 2.7% in February). The Federal Reserve increased its benchmark interest rate by 25bp at its meeting in June, the third rate rise since late-2016. But with inflation moderating, we do not foresee any additional interest rate hikes for the remainder of 2017, and we expect that the Fed will raise rates twice in 2018.

## ...but construction starts are expected to moderate

Headline construction starts have been downgraded slightly in light of slower-than-expected non-residential starts growth so far this year. Residential construction is set to remain the major driver of US construction going forward, though a positive outlook within civil engineering will also contribute to headline growth. Non-residential building starts are comparatively more tepid with growth averaging just below 2% through to 2021.

The driving force of US construction continues to draw from the residential sector. Catch-up dynamics continue to propel residential construction in the US following on from several years of stagnation in homebuilding in the wake of the financial crisis. As of Q2 2017, residential construction remains 21% below its 2005 peak, and as such, we expect to see continued growth in residential construction.

Within residential construction, the single-family segment is set to experience the strongest growth going forward. The single-family segment fell furthest during the housing downturn following the sub-prime crisis amid foreclosures and increased demand for urban living, which tends to be dominated by multi-family accommodations. As such, the single-family sector has the most potential for fast catch-up growth. In addition, the rising prominence of the millennial generation as the major homebuying demographic is feeding into

| Sector                   | Short-term drivers  | Long-term drivers  |
|--------------------------|---|--|
| Residential              | Unemployment rate;<br>Household liabilities;<br>Mortgage interest rates;<br>House prices;<br>Population trends  | House prices;<br>Incomes   |
| Non-residential building | Output trends in relevant sector;<br>Population trends;<br>Capacity utilization;<br>Borrowing costs;<br>Employment in relevant sector;<br>Disposable income | Output trends in relevant sector;<br>Employment in relevant sector     |
| Civil engineering        | Federal/State/Provincial spending;<br>Government borrowing costs;<br>Employment in government sector;<br>Output trends in relevant sector                   | Federal/State/Provincial spending;<br>Output trends in relevant sector |

increased demand for single-family housing. The millennial generation had previously driven the move into urban living, but as they reach family-rearing age, we expect this trend will progressively decline driven by the desire for more family-friendly living spaces.

Total non-residential starts are forecast to fall this year in the wake of weak starts growth in the year-to-date. Over the medium term, we forecast non-residential starts to grow by less than 2% per year on average, by far the slowest growth of the three major construction subsectors. Within non-residential construction, manufacturing starts will outperform headline non-residential construction starts. There remains some cause for optimism within the US manufacturing subsegment. The US maintains a competitive advantage within high value-added manufacturing, such as precision engineering and aerospace, reflecting the US stock in highly engineered products that require technical “know-how” and skilled labor. In addition, cheap energy prices keep input costs for US manufacturing competitive relative to other countries, particularly in energy-intensive industries like chemicals. Furthermore, the Trump administration has placed much political stock into rebuilding America’s manufacturing base. Efforts to prevent further offshoring of American manufacturing, either by imposing tariffs, or by the threat of imposing tariffs, could raise the likelihood of US companies maintaining their manufacturing operations in the US.

The outlook for the medical-related sector has been lowered slightly amid increased uncertainty relating to healthcare reform. Republican efforts to repeal the past administration’s legislation have so far fallen flat, but the spectre of the Affordable Care Act possibly coming to an end will likely diminish demand for new medical sector construction.

The outlook for civil engineering starts remains supportive. A strong uptake in new projects in the year-to-date have put civil engineering starts on course for double digit growth this year. Over the medium-term, starts will average in excess of 5% growth per year

The All Other Civil category, which includes oil and gas related infrastructure projects is set to grow at a near double-digit pace over the forecast period. The Trump administration’s plans to expand US energy will underscore significant growth within oil and gas infrastructure. Key examples of projects already underway are the Dakota Access Pipeline and the Keystone XL, which were both approved by executive order in the first few days of the Trump presidency, underlining the importance the administration places on this sector.

Elsewhere, the Trump administration’s general infrastructure plan has the potential to generate significant starts growth across the civil engineering sector. The plan has stressed the importance of incentivising private capital to make investments in

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infrastructure with a view to reaping long-run cash returns via tolls and charges for its eventual use. Roads and bridges are both types of infrastructure that can be easily monetised via charges, and hence are more likely to benefit from this private financing model. Beyond this, the current poor state of the US infrastructure stock only serves to increase the need for new investments across the civil engineering subsector.

## Second consecutive year of decline in Canada in 2017

Canadian construction starts fell by 39.1% year-on-year in Q2 2017, with steep declines posted in all three segments of residential building, non-residential building and especially civil engineering. Construction of residential buildings fell by 8.4% from a year earlier, resulting from a 26% decrease in multi-family starts that more than offset an 8.1% increase in new single-family homebuilding. New non-residential building contracted by 13.9% year-on-year with particularly steep annual declines posted in construction of hotels, miscellaneous retail and transportation terminals. Civil engineering construction starts declined by 62.5% year-on-year, with annual declines exceeding 60% in the construction of bridges, dams, power infrastructure and other civil (which fell by 97% year-on-year). Only construction of water and sewage treatment facilities increased from a year earlier.

The Canadian economy grew at an annual rate of 3.7% in the first quarter of 2017, and although GDP likely slowed in Q2, we estimate that it still grew by a healthy 2.2%. Total business investment fell steeply in 2015-16, driven by a sharp decline in oil prices. The low oil price undermined profitability in the oil and gas sector, leading to

a sharp retrenchment in capital spending by oil and gas companies. This drag should fade in 2017 – the energy sector has undergone a structural adjustment to lower oil prices, although softer oil prices since the end of May pose a downside risk. In addition, stronger external demand and a still-competitive currency, will provide a mild boost to exports in the coming quarters. Household spending is also expected to strengthen in 2017, but we expect it will moderate again in 2018. Recent job growth has been solid, but it is expected to slow in the coming quarters as the labor market tightens. Nominal wages have increased at a moderate pace, but inflation is also expected to pick up this year, eroding real incomes. The Bank of Canada raised its overnight lending rate by 25 basis point in July and signalled that additional rate hikes could be in the pipeline. A higher path for interest rates poses a downside risk to highly-indebted Canadian households. Overall, we expect that GDP growth will accelerate to 2.6% in 2017 before slowing to 2% in 2018, up from 1.5% growth last year.

Despite an improvement in the macro-economy, construction starts in Canada are expected to see another year of decline in 2017, largely resulting from their dismal performance in the first half of the year. Total construction starts are expected to shrink by 10.6% in 2017 overall, before returning to growth of 11.7% next year. A relatively healthy growth outlook in construction starts from 2018 should be seen in the context of three years of decline – even by 2021, Canadian total construction starts are still expected to be lower than at their 2014 peak.

New civil engineering projects are expected to lead the downturn in 2017. In particular, miscellaneous civil construction, which includes the oil and gas sector, is expected to decline by 60.2% this year fol-

lowing contractions of 73.8% and 29.7% in 2015 and 2016 respectively. The low oil price since late-2014 resulted in a steep reduction in oil sector capex in Canada. The oil price has stabilized somewhat this year, but that has yet to translate into a rebound of new projects. Oilfield construction should eventually bounce back from its current lows, but even by 2021, ground-breaking on other civil projects will be more than 65% below its 2014 peak.

Outside of civil engineering, construction is more robust. Non-residential building starts are expected to rise by 2.8% in 2017, improving to 14.1% growth in 2018. Particular strength is expected in the hospitals segment, an area that should benefit from strong government support as well as an aging population. The Trudeau government's fiscal spending plan is targeting investment in transport and water systems, which should see growth in most civil engineering categories as well as in transportation terminals (although all will decline in 2017 due to the weak start to the year). The outlook for the retail sector in Canada is more resilient than that in the US – retail vacancy rates are lower than in the US and are closer to their longer-term average based on data from CBRE.

Residential construction starts are expected to rise by 0.2% in 2017, accelerating to 6.1% growth in 2018. The scope for catch-up growth in Canada is smaller than in the US, particularly in the multi-family segment which is currently near historic highs. Moreover, apartment construction could be further restricted by macro-prudential policies aimed at moderating house price growth in overheating markets such as Toronto and Vancouver, although supply constraints means that new construction in these markets is probably necessary.

**Table 3: U.S. Type-of-Structure Forecasts**  
(\$ Billions USD)

|   | Actuals        |                | Forecasts      |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | 2015           | 2016           | 2017           | 2018           | 2019           | 2020           | 2021           |
| Single-family                           | 173.165        | 186.757        | 198.985        | 218.193        | 237.523        | 254.383        | 270.663        |
| Multi-family                            | 65.866         | 86.923         | 87.793         | 90.718         | 93.393         | 95.901         | 98.625         |
| <b>TOTAL RESIDENTIAL</b>                | <b>239.031</b> | <b>273.680</b> | <b>286.778</b> | <b>308.911</b> | <b>330.916</b> | <b>350.284</b> | <b>369.288</b> |
| <i>(Yr/yr % change)</i>                 | <i>17.5%</i>   | <i>14.5%</i>   | <i>4.8%</i>    | <i>7.7%</i>    | <i>7.1%</i>    | <i>5.9%</i>    | <i>5.4%</i>    |
| Hotels/Motels                           | 14.907         | 20.239         | 27.962         | 27.195         | 26.116         | 23.857         | 21.551         |
| Shopping/Retail                         | 24.295         | 35.308         | 21.513         | 20.549         | 20.313         | 20.578         | 21.096         |
| Parking Garages                         | 3.252          | 4.549          | 3.471          | 3.818          | 4.039          | 4.109          | 4.175          |
| Amusement                               | 12.804         | 6.467          | 6.843          | 7.267          | 7.609          | 7.946          | 8.165          |
| Private Offices                         | 19.370         | 26.052         | 25.864         | 28.659         | 29.827         | 28.693         | 27.373         |
| Governmental Offices                    | 10.516         | 13.102         | 12.695         | 13.251         | 13.645         | 13.976         | 14.273         |
| Laboratories (Schools & Industrial)     | 2.332          | 3.918          | 2.696          | 2.897          | 3.031          | 3.171          | 3.270          |
| Warehouses                              | 15.229         | 14.785         | 17.188         | 18.122         | 19.004         | 19.595         | 20.187         |
| Sports Stadium/Convention Center        | 9.265          | 8.022          | 11.816         | 11.470         | 11.633         | 11.948         | 12.278         |
| Transportation Terminals                | 7.091          | 4.608          | 4.604          | 5.161          | 5.752          | 6.404          | 6.723          |
| <b>TOTAL COMMERCIAL</b>                 | <b>119.061</b> | <b>137.050</b> | <b>134.653</b> | <b>138.390</b> | <b>140.969</b> | <b>140.276</b> | <b>139.091</b> |
| <i>(Yr/yr % change)</i>                 | <i>21.6%</i>   | <i>15.1%</i>   | <i>-1.7%</i>   | <i>2.8%</i>    | <i>1.9%</i>    | <i>-0.5%</i>   | <i>-0.8%</i>   |
| <b>TOTAL INDUSTRIAL (manufacturing)</b> | <b>15.048</b>  | <b>20.204</b>  | <b>17.930</b>  | <b>19.611</b>  | <b>20.216</b>  | <b>20.807</b>  | <b>21.392</b>  |
| <i>(Yr/yr % change)</i>                 | <i>7.2%</i>    | <i>34.3%</i>   | <i>-11.3%</i>  | <i>9.4%</i>    | <i>3.1%</i>    | <i>2.9%</i>    | <i>2.8%</i>    |
| Religious                               | 1.697          | 1.738          | 1.984          | 1.991          | 2.015          | 2.032          | 2.040          |
| Hospitals/Clinics                       | 14.409         | 21.431         | 18.934         | 19.177         | 19.956         | 20.640         | 21.101         |
| Nursing Homes/Assisted Living           | 5.665          | 9.731          | 8.886          | 9.650          | 10.115         | 10.691         | 11.055         |
| Libraries/Museums                       | 3.006          | 3.213          | 2.985          | 3.126          | 3.195          | 3.252          | 3.292          |
| Courthouse                              | 1.183          | 1.276          | 2.679          | 2.952          | 3.132          | 3.345          | 3.548          |
| Police/Fire                             | 1.983          | 2.864          | 2.880          | 3.044          | 3.188          | 3.310          | 3.419          |
| Prisons                                 | 2.910          | 1.858          | 2.323          | 2.499          | 2.679          | 2.843          | 2.996          |
| Military                                | 5.813          | 4.679          | 5.590          | 6.214          | 6.738          | 7.183          | 7.541          |
| Educational Facilities                  | 61.053         | 70.112         | 72.573         | 74.605         | 75.839         | 76.856         | 77.775         |
| MED misc                                | 3.897          | 7.820          | 8.934          | 8.967          | 9.154          | 9.283          | 9.365          |
| <b>TOTAL INSTITUTIONAL</b>              | <b>101.616</b> | <b>124.721</b> | <b>127.769</b> | <b>132.225</b> | <b>136.012</b> | <b>139.434</b> | <b>142.133</b> |
| <i>(Yr/yr % change)</i>                 | <i>5.3%</i>    | <i>22.7%</i>   | <i>2.4%</i>    | <i>3.5%</i>    | <i>2.9%</i>    | <i>2.5%</i>    | <i>1.9%</i>    |
| Miscellaneous Non-Res Building          | 4.884          | 8.654          | 7.845          | 7.621          | 7.664          | 7.796          | 7.960          |
| <b>TOTAL NON-RES BLDG</b>               | <b>240.609</b> | <b>290.630</b> | <b>288.196</b> | <b>297.847</b> | <b>304.861</b> | <b>308.314</b> | <b>310.577</b> |
| <i>(Yr/yr % change)</i>                 | <i>13.2%</i>   | <i>20.8%</i>   | <i>-0.8%</i>   | <i>3.3%</i>    | <i>2.4%</i>    | <i>1.1%</i>    | <i>0.7%</i>    |
| Airport                                 | 4.508          | 6.659          | 9.188          | 9.378          | 9.638          | 9.871          | 10.026         |
| Roads                                   | 51.611         | 51.114         | 58.264         | 61.755         | 65.421         | 68.581         | 71.004         |
| Bridges                                 | 13.084         | 14.504         | 18.993         | 20.673         | 22.113         | 23.547         | 24.521         |
| Dams/Canal/Marine                       | 6.265          | 3.740          | 4.289          | 4.665          | 4.777          | 4.879          | 4.995          |
| Water & Sewage Treatment                | 28.816         | 30.466         | 31.463         | 34.248         | 36.639         | 38.949         | 40.258         |
| Misc Civil (Power, etc.)                | 20.253         | 13.171         | 17.234         | 19.047         | 20.929         | 22.599         | 24.156         |
| <b>TOTAL ENGINEERING</b>                | <b>124.538</b> | <b>119.654</b> | <b>139.430</b> | <b>149.766</b> | <b>159.518</b> | <b>168.425</b> | <b>174.961</b> |
| <i>(Yr/yr % change)</i>                 | <i>6.9%</i>    | <i>-3.9%</i>   | <i>16.5%</i>   | <i>7.4%</i>    | <i>6.5%</i>    | <i>5.6%</i>    | <i>3.9%</i>    |
| <b>TOTAL NON-RESIDENTIAL</b>            | <b>365.147</b> | <b>410.283</b> | <b>427.627</b> | <b>447.614</b> | <b>464.379</b> | <b>476.738</b> | <b>485.537</b> |
| <i>(Yr/yr % change)</i>                 | <i>11.0%</i>   | <i>12.4%</i>   | <i>4.2%</i>    | <i>4.7%</i>    | <i>3.7%</i>    | <i>2.7%</i>    | <i>1.8%</i>    |
| <b>GRAND TOTAL</b>                      | <b>604.178</b> | <b>683.963</b> | <b>714.405</b> | <b>756.525</b> | <b>795.295</b> | <b>827.022</b> | <b>854.826</b> |
| <i>(Yr/yr % change)</i>                 | <i>13.5%</i>   | <i>13.2%</i>   | <i>4.5%</i>    | <i>5.9%</i>    | <i>5.1%</i>    | <i>4.0%</i>    | <i>3.4%</i>    |

EXPLANATION: Table 3 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 4 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

**Table 4: U.S. Type-of-Structure Forecasts**  
 Arranged to match the alphabetical category drop-down menus in INSIGHT (\$ Billions USD)

|                                      | Actuals        |                | Forecasts      |                |                |                |                |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                      | 2015           | 2016           | 2017           | 2018           | 2019           | 2020           | 2021           |
| <b>Summary</b>                       |                |                |                |                |                |                |                |
| CIVIL                                | 124.538        | 119.654        | 139.430        | 149.766        | 159.518        | 168.425        | 174.961        |
| NON-RESIDENTIAL BUILDING             | 240.609        | 290.630        | 288.196        | 297.847        | 304.861        | 308.314        | 310.577        |
| RESIDENTIAL                          | 239.031        | 273.680        | 286.778        | 308.911        | 330.916        | 350.284        | 369.288        |
| <b>GRAND TOTAL</b>                   | <b>604.178</b> | <b>683.963</b> | <b>714.405</b> | <b>756.525</b> | <b>795.295</b> | <b>827.022</b> | <b>854.826</b> |
| <b>Verticals</b>                     |                |                |                |                |                |                |                |
| Airport                              | 4.508          | 6.659          | 9.188          | 9.378          | 9.638          | 9.871          | 10.026         |
| All Other Civil                      | 18.774         | 11.528         | 12.619         | 14.662         | 16.108         | 17.398         | 18.606         |
| Bridges                              | 13.084         | 14.504         | 18.993         | 20.673         | 22.113         | 23.547         | 24.521         |
| Dams / Canals / Marine Work          | 6.265          | 3.740          | 4.289          | 4.665          | 4.777          | 4.879          | 4.995          |
| Power Infrastructure                 | 1.478          | 1.644          | 4.614          | 4.385          | 4.821          | 5.201          | 5.550          |
| Roads                                | 51.611         | 51.114         | 58.264         | 61.755         | 65.421         | 68.581         | 71.004         |
| Water and Sewage Treatment           | 28.816         | 30.466         | 31.463         | 34.248         | 36.639         | 38.949         | 40.258         |
| <b>CIVIL</b>                         | <b>124.538</b> | <b>119.654</b> | <b>139.430</b> | <b>149.766</b> | <b>159.518</b> | <b>168.425</b> | <b>174.961</b> |
| <i>(Yr/yr % change)</i>              | <i>6.9%</i>    | <i>-3.9%</i>   | <i>6.5%</i>    | <i>7.4%</i>    | <i>6.5%</i>    | <i>5.6%</i>    | <i>3.9%</i>    |
| Offices (private)                    | 19.370         | 26.052         | 25.864         | 28.659         | 29.827         | 28.693         | 27.373         |
| Parking Garages                      | 3.252          | 4.549          | 3.471          | 3.818          | 4.039          | 4.109          | 4.175          |
| Transportation Terminals             | 7.091          | 4.608          | 4.604          | 5.161          | 5.752          | 6.404          | 6.723          |
| <b>Commercial</b>                    | <b>29.713</b>  | <b>35.208</b>  | <b>33.939</b>  | <b>37.638</b>  | <b>39.618</b>  | <b>39.206</b>  | <b>38.272</b>  |
| <i>(Yr/yr % change)</i>              | <i>-8.6%</i>   | <i>18.5%</i>   | <i>-3.6%</i>   | <i>10.9%</i>   | <i>5.3%</i>    | <i>-1.0%</i>   | <i>-2.4%</i>   |
| Amusement                            | 12.804         | 6.467          | 6.843          | 7.267          | 7.609          | 7.946          | 8.165          |
| Libraries / Museums                  | 3.006          | 3.213          | 2.985          | 3.126          | 3.195          | 3.252          | 3.292          |
| Religious                            | 1.697          | 1.738          | 1.984          | 1.991          | 2.015          | 2.032          | 2.040          |
| Sports Arenas / Convention Centers   | 9.265          | 8.022          | 11.816         | 11.470         | 11.633         | 11.948         | 12.278         |
| <b>Community</b>                     | <b>26.771</b>  | <b>19.441</b>  | <b>23.629</b>  | <b>23.855</b>  | <b>24.452</b>  | <b>25.178</b>  | <b>25.775</b>  |
| <i>(Yr/yr % change)</i>              | <i>44.7%</i>   | <i>-27.4%</i>  | <i>21.5%</i>   | <i>1.0%</i>    | <i>2.5%</i>    | <i>3.0%</i>    | <i>2.4%</i>    |
| College / University                 | 21.137         | 24.668         | 24.359         | 25.130         | 25.515         | 25.849         | 26.141         |
| Elementary / Pre School              | 18.901         | 20.326         | 21.504         | 22.369         | 22.801         | 22.997         | 23.119         |
| Jr / Sr High School                  | 19.579         | 23.468         | 25.112         | 25.443         | 25.798         | 26.222         | 26.668         |
| Special / Vocational                 | 1.436          | 1.650          | 1.598          | 1.663          | 1.726          | 1.788          | 1.847          |
| <b>Educational</b>                   | <b>61.053</b>  | <b>70.112</b>  | <b>72.573</b>  | <b>74.605</b>  | <b>75.839</b>  | <b>76.856</b>  | <b>77.775</b>  |
| <i>(Yr/yr % change)</i>              | <i>7.9%</i>    | <i>14.8%</i>   | <i>3.5%</i>    | <i>2.8%</i>    | <i>1.7%</i>    | <i>1.3%</i>    | <i>1.2%</i>    |
| Courthouses                          | 1.183          | 1.276          | 2.679          | 2.952          | 3.132          | 3.345          | 3.548          |
| Fire and Police Stations             | 1.983          | 2.864          | 2.880          | 3.044          | 3.188          | 3.310          | 3.419          |
| Government Offices                   | 10.516         | 13.102         | 12.695         | 13.251         | 13.645         | 13.976         | 14.273         |
| Prisons                              | 2.910          | 1.858          | 2.323          | 2.499          | 2.679          | 2.843          | 2.996          |
| <b>Government</b>                    | <b>16.593</b>  | <b>19.099</b>  | <b>20.576</b>  | <b>21.746</b>  | <b>22.643</b>  | <b>23.473</b>  | <b>24.236</b>  |
| <i>(Yr/yr % change)</i>              | <i>8.3%</i>    | <i>15.1%</i>   | <i>7.7%</i>    | <i>5.7%</i>    | <i>4.1%</i>    | <i>3.7%</i>    | <i>3.2%</i>    |
| Industrial Labs / Labs / School Labs | 2.332          | 3.918          | 2.696          | 2.897          | 3.031          | 3.171          | 3.270          |
| Manufacturing                        | 15.048         | 20.204         | 17.930         | 19.611         | 20.216         | 20.807         | 21.392         |
| Warehouses                           | 15.229         | 14.785         | 17.188         | 18.122         | 19.004         | 19.595         | 20.187         |
| <b>Industrial</b>                    | <b>32.609</b>  | <b>38.907</b>  | <b>37.814</b>  | <b>40.630</b>  | <b>42.251</b>  | <b>43.573</b>  | <b>44.849</b>  |
| <i>(Yr/yr % change)</i>              | <i>36.3%</i>   | <i>19.3%</i>   | <i>-2.8%</i>   | <i>7.4%</i>    | <i>4.0%</i>    | <i>3.1%</i>    | <i>2.9%</i>    |
| Hospitals / Clinics                  | 14.409         | 21.431         | 18.934         | 19.177         | 19.956         | 20.640         | 21.101         |
| Medical Misc.                        | 3.897          | 7.820          | 8.934          | 8.967          | 9.154          | 9.283          | 9.365          |
| Nursing Homes                        | 5.665          | 9.731          | 8.886          | 9.650          | 10.115         | 10.691         | 11.055         |
| <b>Medical</b>                       | <b>23.970</b>  | <b>38.981</b>  | <b>36.754</b>  | <b>37.794</b>  | <b>39.226</b>  | <b>40.614</b>  | <b>41.522</b>  |
| <i>(Yr/yr % change)</i>              | <i>12.1%</i>   | <i>62.6%</i>   | <i>-5.7%</i>   | <i>2.8%</i>    | <i>3.8%</i>    | <i>3.5%</i>    | <i>2.2%</i>    |
| Military                             | 5.813          | 4.679          | 5.590          | 6.214          | 6.738          | 7.183          | 7.541          |
| <i>(Yr/yr % change)</i>              | <i>-46.1%</i>  | <i>-19.5%</i>  | <i>19.5%</i>   | <i>11.2%</i>   | <i>8.4%</i>    | <i>6.6%</i>    | <i>5.0%</i>    |
| Hotels                               | 14.907         | 20.239         | 27.962         | 27.195         | 26.116         | 23.857         | 21.551         |
| Retail Misc.                         | 4.884          | 8.654          | 7.845          | 7.621          | 7.664          | 7.796          | 7.960          |
| Shopping                             | 24.295         | 35.308         | 21.513         | 20.549         | 20.313         | 20.578         | 21.096         |
| <b>Retail</b>                        | <b>44.086</b>  | <b>64.202</b>  | <b>57.320</b>  | <b>55.365</b>  | <b>54.093</b>  | <b>52.230</b>  | <b>50.607</b>  |
| <i>(Yr/yr % change)</i>              | <i>31.7%</i>   | <i>45.6%</i>   | <i>-10.7%</i>  | <i>-3.4%</i>   | <i>-2.3%</i>   | <i>-3.4%</i>   | <i>-3.1%</i>   |
| <b>NON-RESIDENTIAL BUILDING</b>      | <b>240.609</b> | <b>290.630</b> | <b>288.196</b> | <b>297.847</b> | <b>304.861</b> | <b>308.314</b> | <b>310.577</b> |
| <i>(Yr/yr % change)</i>              | <i>13.2%</i>   | <i>20.8%</i>   | <i>-0.8%</i>   | <i>3.3%</i>    | <i>2.4%</i>    | <i>1.1%</i>    | <i>0.7%</i>    |
| Multi-Family                         | 65.866         | 86.923         | 87.793         | 90.718         | 93.393         | 95.901         | 98.625         |
| Single-Family                        | 173.165        | 186.757        | 198.985        | 218.193        | 237.523        | 254.383        | 270.663        |
| <b>RESIDENTIAL</b>                   | <b>239.031</b> | <b>273.680</b> | <b>286.778</b> | <b>308.911</b> | <b>330.916</b> | <b>350.284</b> | <b>369.288</b> |
| <i>(Yr/yr % change)</i>              | <i>17.5%</i>   | <i>14.5%</i>   | <i>4.8%</i>    | <i>7.7%</i>    | <i>7.1%</i>    | <i>5.9%</i>    | <i>5.4%</i>    |
| <b>GRAND TOTAL</b>                   | <b>604.178</b> | <b>683.963</b> | <b>714.405</b> | <b>756.525</b> | <b>795.295</b> | <b>827.022</b> | <b>854.826</b> |
| <i>(Yr/yr % change)</i>              | <i>13.5%</i>   | <i>13.2%</i>   | <i>4.5%</i>    | <i>5.9%</i>    | <i>5.1%</i>    | <i>4.0%</i>    | <i>3.4%</i>    |

EXPLANATION: Table 3 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 4 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

**Table 5: U.S. States, Total Construction Starts — ConstructConnect**

| States (alphabetical by 2-letter code) | Actuals                    | Forecasts (Year versus previous year % change) |        |      |      |      |
|--|----------------------------|--|--------|------|------|------|
|  | (Level in \$ Millions USD) | 2017   | 2018   | 2019 | 2020 | 2021 |
|  | 2016                       |  |        |      |      |      |
| Alaska                                 | \$2,000                    | 4.9%   | -19.7% | 5.6% | 3.8% | 3.0% |
| Alabama                                | \$8,721                    | 7.9%   | 14.6%  | 6.1% | 4.9% | 3.9% |
| Arkansas                               | \$6,268                    | -16.1%   | 19.1%  | 6.9% | 5.2% | 4.1% |
| Arizona                                | \$15,018                   | 4.1%   | 6.1%   | 6.7% | 4.1% | 4.0% |
| California*                            | \$59,655                   | 31.2%  | -1.5%  | 5.6% | 4.6% | 3.3% |
| Colorado                               | \$14,718                   | -1.9%  | 2.7%   | 4.6% | 3.8% | 3.7% |
| Connecticut                            | \$4,776                    | 37.6%  | 6.5%   | 4.0% | 2.4% | 1.9% |
| District Of Columbia                   | \$3,709                    | 4.0%   | 6.7%   | 3.6% | 4.6% | 3.6% |
| Delaware                               | \$2,121                    | 28.9%  | -6.2%  | 5.3% | 4.8% | 3.6% |
| Florida*                               | \$47,068                   | 12.4%  | -3.6%  | 5.1% | 3.4% | 3.5% |
| Georgia                                | \$26,614                   | -9.7%  | 13.9%  | 4.9% | 3.7% | 3.5% |
| Hawaii                                 | \$4,250                    | -48.4%   | 82.5%  | 5.8% | 2.2% | 1.5% |
| Iowa                                   | \$7,487                    | -12.4%   | -0.2%  | 4.4% | 3.4% | 2.8% |
| Idaho                                  | \$4,069                    | -6.2%  | 11.9%  | 4.5% | 3.8% | 3.4% |
| Illinois                               | \$18,765                   | 42.9%  | -0.7%  | 4.3% | 5.3% | 4.7% |
| Indiana                                | \$12,047                   | 4.9%   | 14.4%  | 4.4% | 4.1% | 2.9% |
| Kansas                                 | \$5,947                    | -14.7%   | 15.2%  | 4.8% | 3.4% | 2.8% |
| Kentucky                               | \$9,573                    | -30.6%   | 29.8%  | 4.6% | 3.9% | 2.9% |
| Louisiana                              | \$10,795                   | -6.6%  | 0.9%   | 5.8% | 4.2% | 3.5% |
| Massachusetts                          | \$14,531                   | 19.8%  | 3.2%   | 3.1% | 1.9% | 1.9% |
| Maryland                               | \$14,013                   | -18.7%   | 5.8%   | 3.8% | 2.7% | 2.6% |
| Maine                                  | \$1,930                    | -2.2%  | 14.8%  | 3.2% | 2.9% | 2.4% |
| Michigan                               | \$14,601                   | 7.2%   | -1.1%  | 3.8% | 6.5% | 5.2% |
| Minnesota                              | \$13,263                   | -1.4%  | -0.7%  | 3.9% | 3.4% | 3.0% |
| Missouri                               | \$11,644                   | -6.8%  | 2.0%   | 3.3% | 3.3% | 2.7% |
| Mississippi                            | \$4,975                    | 1.8%   | 15.4%  | 6.0% | 4.8% | 3.8% |
| Montana                                | \$1,957                    | -15.2%   | 31.4%  | 4.7% | 3.9% | 3.2% |
| North Carolina                         | \$27,485                   | -8.1%  | 13.4%  | 6.3% | 5.0% | 4.5% |
| North Dakota                           | \$2,917                    | -23.8%   | 6.5%   | 8.3% | 5.4% | 4.4% |
| Nebraska                               | \$4,273                    | 11.9%  | -0.5%  | 5.0% | 3.7% | 3.0% |
| New Hampshire                          | \$2,666                    | -19.8%   | 40.6%  | 4.6% | 2.3% | 2.5% |
| New Jersey                             | \$13,372                   | 5.7%   | 2.6%   | 4.9% | 3.7% | 2.9% |
| New Mexico                             | \$3,099                    | 2.4%   | 23.0%  | 5.3% | 3.8% | 3.4% |
| Nevada                                 | \$7,378                    | -9.4%  | 24.3%  | 8.3% | 2.9% | 2.6% |
| New York*                              | \$41,443                   | 6.7%   | -1.8%  | 4.1% | 2.5% | 2.0% |
| Ohio                                   | \$18,376                   | 0.4%   | 5.8%   | 4.4% | 3.8% | 2.4% |
| Oklahoma                               | \$8,572                    | 11.5%  | 3.5%   | 6.6% | 4.9% | 4.0% |
| Oregon                                 | \$8,699                    | 10.0%  | 16.6%  | 5.0% | 3.4% | 3.4% |
| Pennsylvania                           | \$18,971                   | 9.3%   | 8.5%   | 4.3% | 3.0% | 2.4% |
| Rhode Island                           | \$1,127                    | 47.9%  | 10.3%  | 3.6% | 2.2% | 2.0% |
| South Carolina                         | \$13,925                   | -1.7%  | 0.4%   | 5.7% | 4.8% | 3.7% |
| South Dakota                           | \$2,126                    | -0.8%  | -11.3% | 4.7% | 4.5% | 3.7% |
| Tennessee                              | \$16,480                   | 0.2%   | 3.0%   | 5.1% | 4.4% | 3.6% |
| Texas*                                 | \$89,270                   | -0.9%  | 15.4%  | 6.3% | 4.9% | 4.0% |
| Utah                                   | \$9,643                    | -0.6%  | -4.3%  | 4.0% | 4.2% | 3.7% |
| Virginia                               | \$18,785                   | 4.2%   | 17.2%  | 4.4% | 2.5% | 2.4% |
| Vermont                                | \$1,243                    | -9.4%  | 13.4%  | 5.6% | 4.7% | 3.4% |
| Washington                             | \$18,776                   | 6.7%   | 3.9%   | 5.5% | 3.8% | 3.6% |
| Wisconsin                              | \$11,206                   | 0.1%   | -13.7% | 3.7% | 3.0% | 2.4% |
| West Virginia                          | \$1,652                    | 20.3%  | 46.8%  | 5.9% | 3.9% | 2.9% |
| Wyoming                                | \$1,965                    | -22.6%   | 7.5%   | 6.1% | 4.5% | 3.1% |
| United States                          | \$683,963                  | 4.5%   | 5.9%   | 5.1% | 4.0% | 3.4% |

\*One in three Americans lives in one of the four shaded states, New York, Florida, Texas or California. Sum of first column may not exactly equal total due to rounding.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

**Table 6: U.S. Four Largest States: Type-of-Structure Forecasts**  
(\$ Billions USD)

|            |                              | Actuals |        | Forecasts |         |         |         |         |
|------------|------------------------------|---------|--------|-----------|---------|---------|---------|---------|
|            |                              | 2015    | 2016   | 2017      | 2018    | 2019    | 2020    | 2021    |
| New York   | Residential                  | 17.110  | 17.446 | 11.694    | 14.498  | 15.239  | 15.814  | 16.357  |
|            | Non-res Building             | 15.978  | 17.942 | 24.221    | 20.094  | 20.536  | 20.555  | 20.558  |
|            | Engineering/Civil            | 7.935   | 6.054  | 8.286     | 8.798   | 9.404   | 9.923   | 10.304  |
|            | Total                        | 41.022  | 41.443 | 44.201    | 43.390  | 45.179  | 46.292  | 47.218  |
|            | (Yr vs previous yr % Change) | -8.9%   | 1.0%   | 6.7%      | -1.8%   | 4.1%    | 2.5%    | 2.0%    |
| Florida    | Residential                  | 20.420  | 22.178 | 25.595    | 25.905  | 27.892  | 29.253  | 30.836  |
|            | Non-res Building             | 12.384  | 17.726 | 18.272    | 17.043  | 17.127  | 17.152  | 17.177  |
|            | Engineering/Civil            | 6.545   | 7.164  | 9.022     | 8.039   | 8.551   | 8.982   | 9.291   |
|            | Total                        | 39.350  | 47.068 | 52.889    | 50.987  | 53.570  | 55.387  | 57.305  |
|            | (Yr vs previous yr % Change) | 41.9%   | 19.6%  | 12.4%     | -3.6%   | 5.1%    | 3.4%    | 3.5%    |
| Texas      | Residential                  | 38.988  | 38.329 | 41.362    | 49.991  | 54.717  | 59.003  | 62.815  |
|            | Non-res Building             | 33.767  | 38.165 | 32.668    | 36.935  | 37.632  | 37.806  | 37.991  |
|            | Engineering/Civil            | 12.515  | 12.777 | 14.470    | 15.207  | 16.226  | 17.068  | 17.668  |
|            | Total                        | 85.270  | 89.270 | 88.501    | 102.132 | 108.575 | 113.878 | 118.474 |
|            | (Yr vs previous yr % Change) | 35.4%   | 4.7%   | -0.9%     | 15.4%   | 6.3%    | 4.9%    | 4.0%    |
| California | Residential                  | 19.197  | 21.915 | 26.192    | 27.649  | 28.947  | 29.920  | 31.215  |
|            | Non-res Building             | 22.215  | 27.414 | 33.892    | 32.080  | 33.969  | 35.461  | 36.007  |
|            | Engineering/Civil            | 11.075  | 10.326 | 18.158    | 17.324  | 18.418  | 19.712  | 20.720  |
|            | Total                        | 52.487  | 59.655 | 78.243    | 77.053  | 81.334  | 85.093  | 87.943  |
|            | (Yr vs previous yr % Change) | -5.6%   | 13.7%  | 31.2%     | -1.5%   | 5.6%    | 4.6%    | 3.3%    |

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Table: ConstructConnect.

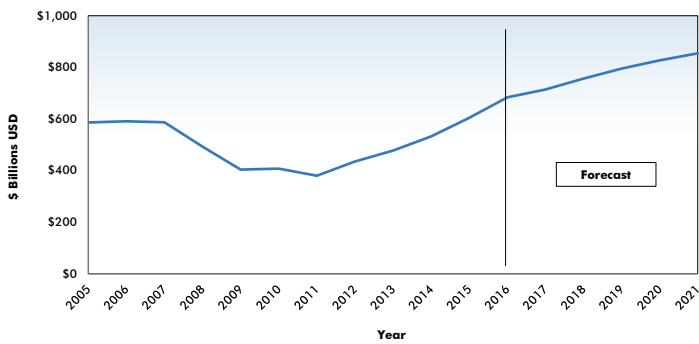
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The percentage shares of the U.S. goods trade deficit with some of its major trading partners currently stand at: 44%, China; 10%, Mexico; 8%, Japan; 7%, Germany; 16% with the entire Euro area; less than 1% with Saudi Arabia; and 2% with Canada.

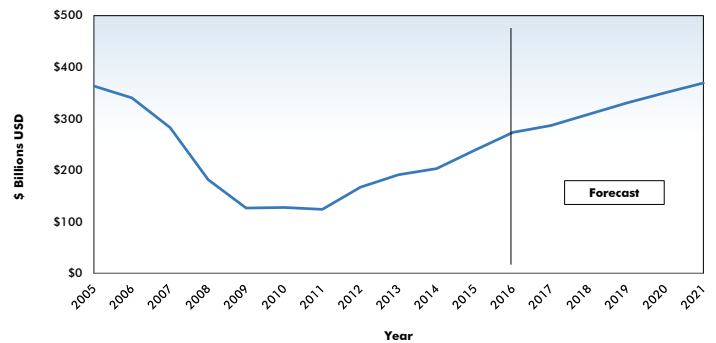


### Graph 1: U.S. Grand Total Construction Starts — ConstructConnect



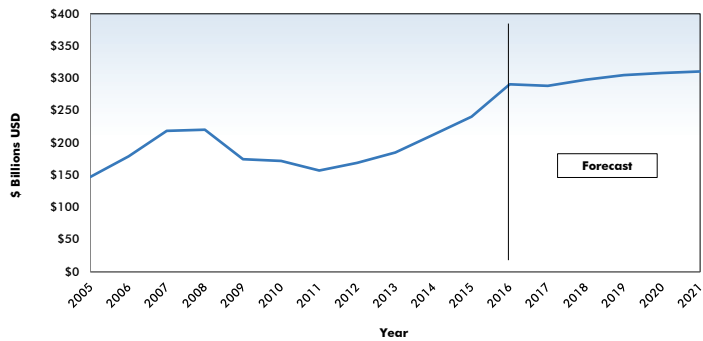
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 2: U.S. Total Residential Construction Starts — ConstructConnect



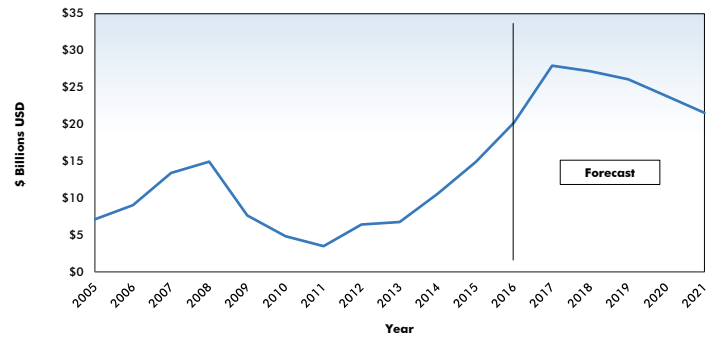
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 3: U.S. Total Non-Residential Building Starts — ConstructConnect



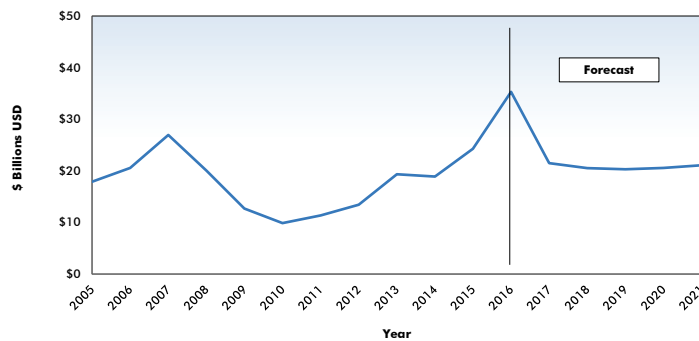
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 4: U.S. Hotel/Motel Construction Starts — ConstructConnect



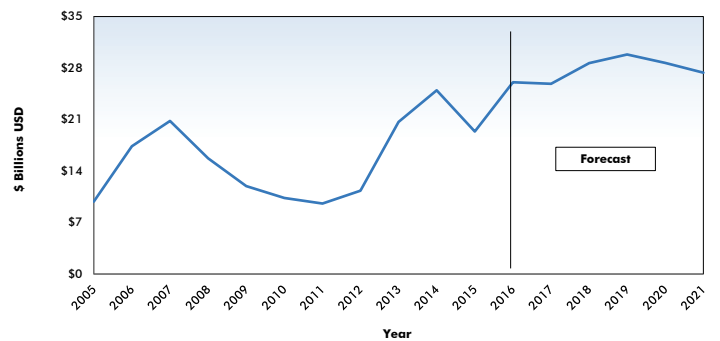
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 5: U.S. Shopping/Retail Construction Starts — ConstructConnect



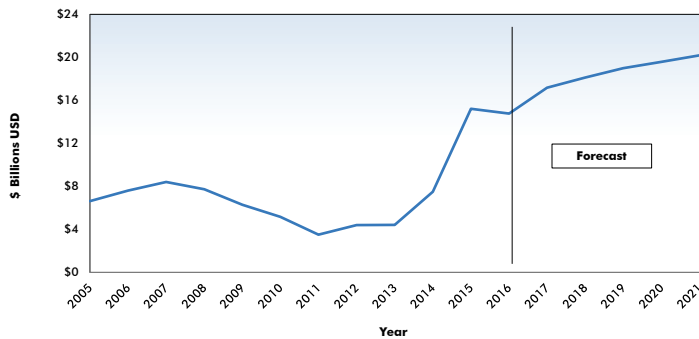
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 6: U.S. Private Office Building Construction Starts — ConstructConnect



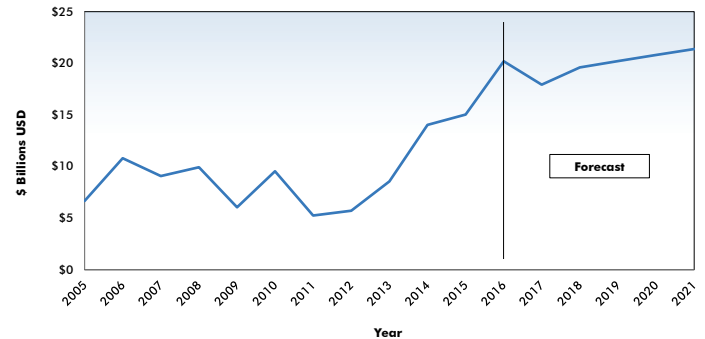
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 7: U.S. Warehouse Construction Starts — ConstructConnect



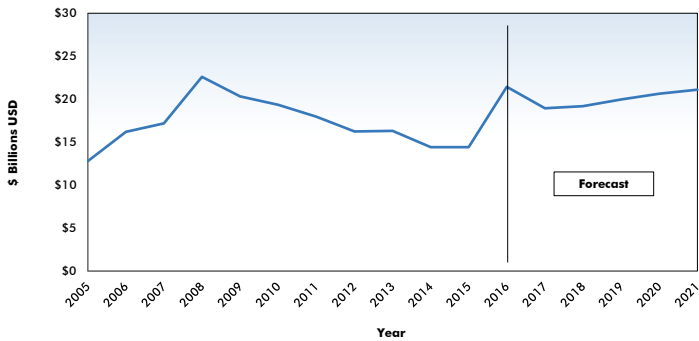
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 8: U.S. Manufacturing Construction Starts — ConstructConnect



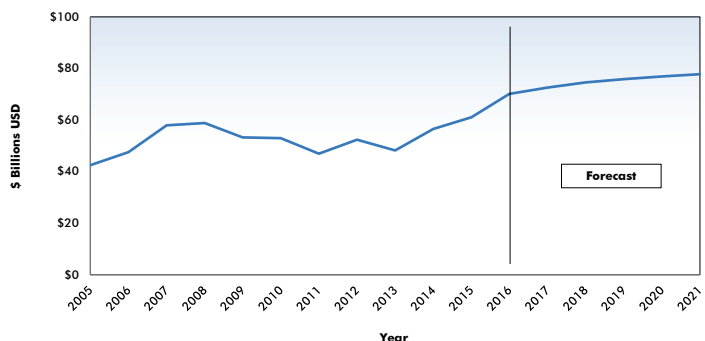
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 9: U.S. Hospital and Clinic Construction Starts — ConstructConnect



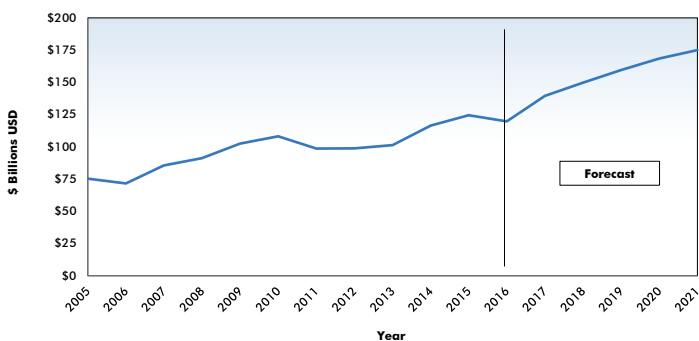
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 10: U.S. Total Educational Construction Starts — ConstructConnect



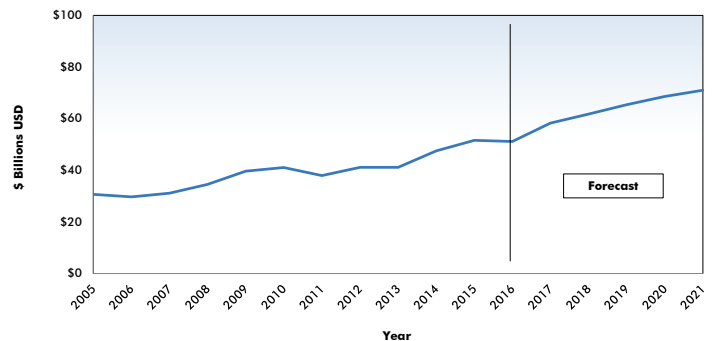
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 11: U.S. Total Heavy Engineering/Civil Construction Starts — ConstructConnect



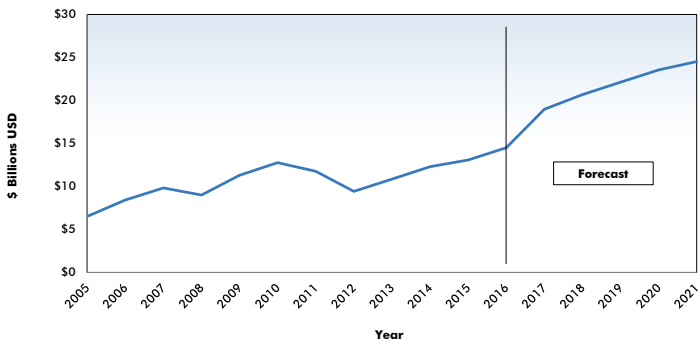
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 12: U.S. Roadwork Construction Starts — ConstructConnect



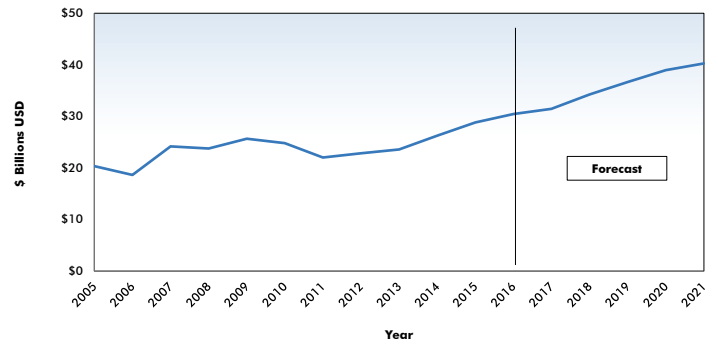
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 13: U.S. Bridge Construction Starts — ConstructConnect



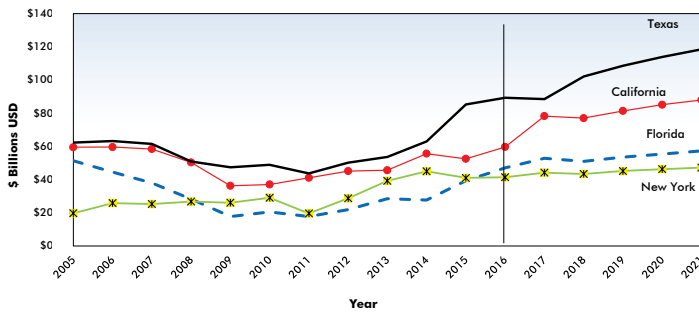
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 14: U.S. Water and Sewage Treatment Construction Starts — ConstructConnect



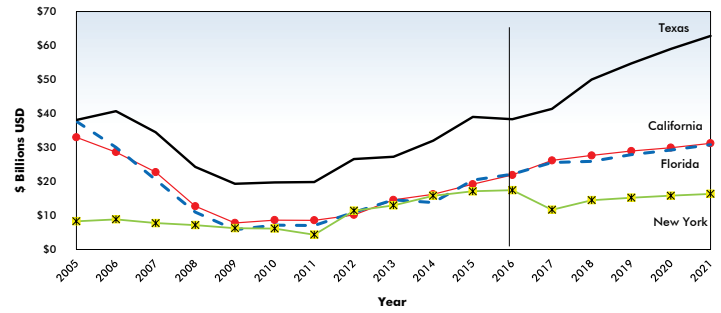
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 15: U.S. Four Largest States (by Population): Total Construction Starts — ConstructConnect



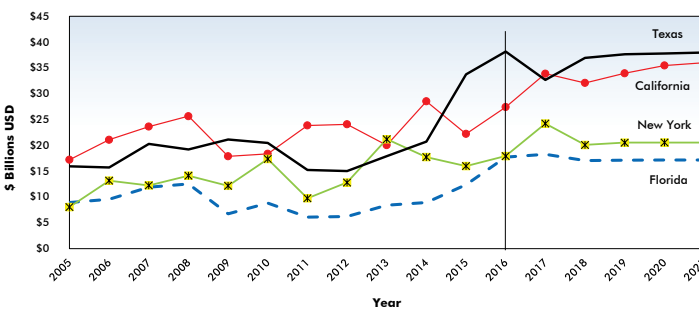
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 16: U.S. Four Largest States: Total Residential Construction Starts — ConstructConnect



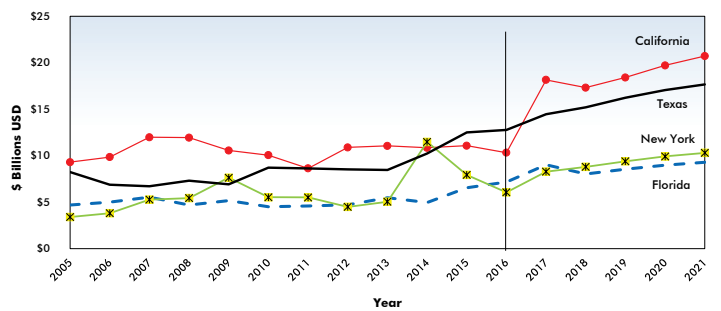
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 17: U.S. Four Largest States: Total Non-residential Building Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 18: U.S. Four Largest States: Total Engineering/Civil Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

**Table 7: Canada Type-of-Structure Forecasts**  
(\$ Billions CAD)

|   | Actuals       |               | Forecasts     |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|   | 2015          | 2016          | 2017          | 2018          | 2019          | 2020          | 2021          |
| Single-family                           | 14.920        | 16.052        | 16.698        | 17.679        | 18.735        | 19.809        | 20.793        |
| Multi-family                            | 13.957        | 13.114        | 12.519        | 13.325        | 14.120        | 14.873        | 15.618        |
| <b>TOTAL RESIDENTIAL</b>                | <b>28.876</b> | <b>29.166</b> | <b>29.218</b> | <b>31.004</b> | <b>32.854</b> | <b>34.681</b> | <b>36.412</b> |
| (Yr/yr % change)                        | 0.4%          | 1.0%          | 0.2%          | 6.1%          | 6.0%          | 5.6%          | 5.0%          |
| Hotels/Motels                           | 1.077         | 0.592         | 0.508         | 0.710         | 0.783         | 0.732         | 0.646         |
| Private Offices                         | 2.743         | 0.657         | 0.620         | 0.949         | 1.188         | 1.414         | 1.618         |
| Governmental Offices                    | 0.834         | 1.450         | 1.404         | 1.440         | 1.483         | 1.526         | 1.557         |
| Shopping/Retail                         | 1.246         | 1.073         | 0.701         | 0.725         | 0.724         | 0.725         | 0.740         |
| Retail Miscellaneous                    | 0.722         | 0.450         | 0.387         | 0.379         | 0.381         | 0.395         | 0.405         |
| Parking Garages                         | 0.166         | 0.108         | 0.153         | 0.154         | 0.164         | 0.171         | 0.175         |
| Amusement                               | 2.383         | 1.819         | 1.650         | 1.874         | 1.985         | 2.079         | 2.149         |
| Warehouses                              | 0.977         | 0.868         | 0.780         | 0.847         | 0.902         | 0.954         | 0.998         |
| <b>TOTAL COMMERCIAL</b>                 | <b>10.149</b> | <b>7.018</b>  | <b>6.205</b>  | <b>7.079</b>  | <b>7.611</b>  | <b>7.996</b>  | <b>8.289</b>  |
| (Yr/yr % change)                        | 11.6%         | -30.8%        | -11.6%        | 14.1%         | 7.5%          | 5.1%          | 3.7%          |
| <b>TOTAL INDUSTRIAL (manufacturing)</b> | <b>1.014</b>  | <b>0.667</b>  | <b>1.097</b>  | <b>1.338</b>  | <b>1.638</b>  | <b>1.882</b>  | <b>2.055</b>  |
| (Yr/yr % change)                        | -34.4%        | -34.3%        | 64.5%         | 22.0%         | 22.4%         | 14.9%         | 9.2%          |
| Religious                               | 0.169         | 0.131         | 0.114         | 0.128         | 0.132         | 0.136         | 0.139         |
| Hospitals/Clinics                       | 2.335         | 1.058         | 1.657         | 2.093         | 2.523         | 2.936         | 3.402         |
| MED misc                                | 0.893         | 0.533         | 0.542         | 0.577         | 0.602         | 0.624         | 0.644         |
| Transportation Terminals*               | 0.807         | 0.190         | 0.081         | 0.164         | 0.222         | 0.267         | 0.318         |
| Police/Fire                             | 0.613         | 0.366         | 0.431         | 0.467         | 0.488         | 0.505         | 0.518         |
| Educational Facilities                  | 5.169         | 3.515         | 3.734         | 3.965         | 4.191         | 4.384         | 4.564         |
| <b>TOTAL INSTITUTIONAL</b>              | <b>9.986</b>  | <b>5.794</b>  | <b>6.558</b>  | <b>7.394</b>  | <b>8.157</b>  | <b>8.851</b>  | <b>9.586</b>  |
| (Yr/yr % change)                        | 54.6%         | -42.0%        | 13.2%         | 12.8%         | 10.3%         | 8.5%          | 8.3%          |
| <b>TOTAL NON-RES BUILDING</b>           | <b>21.149</b> | <b>13.479</b> | <b>13.860</b> | <b>15.812</b> | <b>17.406</b> | <b>18.729</b> | <b>19.930</b> |
| (Yr/yr % change)                        | 23.7%         | -36.3%        | 2.8%          | 14.1%         | 10.1%         | 7.6%          | 6.4%          |
| Bridges                                 | 6.413         | 1.869         | 1.445         | 1.860         | 2.070         | 2.236         | 2.403         |
| Dams/Canal/Marine                       | 0.686         | 0.620         | 0.398         | 0.473         | 0.507         | 0.529         | 0.541         |
| Water & Sewage Treatment                | 3.866         | 2.651         | 5.626         | 4.288         | 4.612         | 4.802         | 4.986         |
| Roads                                   | 7.860         | 5.823         | 5.702         | 6.376         | 6.978         | 7.335         | 7.601         |
| Power Infrastructure                    | 13.294        | 9.641         | 3.815         | 5.007         | 6.204         | 7.079         | 7.800         |
| All Other Civil (Oil & Gas etc.)        | 10.106        | 7.102         | 2.823         | 5.439         | 7.674         | 10.292        | 13.188        |
| <b>TOTAL ENGINEERING</b>                | <b>42.226</b> | <b>27.705</b> | <b>19.809</b> | <b>23.443</b> | <b>28.046</b> | <b>32.273</b> | <b>36.520</b> |
| (Yr/yr % change)                        | -25.5%        | -34.4%        | -28.5%        | 18.3%         | 19.6%         | 15.1%         | 13.2%         |
| <b>TOTAL NON-RESIDENTIAL</b>            | <b>63.375</b> | <b>41.184</b> | <b>33.669</b> | <b>39.254</b> | <b>45.452</b> | <b>51.003</b> | <b>56.450</b> |
| (Yr/yr % change)                        | -14.1%        | -35.0%        | -18.2%        | 16.6%         | 15.8%         | 12.2%         | 10.7%         |
| <b>GRAND TOTAL</b>                      | <b>92.252</b> | <b>70.350</b> | <b>62.886</b> | <b>70.258</b> | <b>78.307</b> | <b>85.684</b> | <b>92.861</b> |
| (Yr/yr % change)                        | -10.1%        | -23.7%        | -10.6%        | 11.7%         | 11.5%         | 9.4%          | 8.4%          |

\* With respect to Tables 3 and 7, 'transportation terminals' is the one type-of-structure that is categorized differently in Canada (institutional) than in the U.S. (commercial), for reasons having to do with government statistics.

EXPLANATION: Table 7 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 8 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Table: ConstructConnect.

### Table 8: Canada Type-of-Structure Forecasts

Arranged to match the alphabetical category drop-down menus in INSIGHT (\$ Billions CAD)

|                             | Actuals |        | Forecasts |        |        |        |        |
|-----------------------------|---------|--------|-----------|--------|--------|--------|--------|
|                             | 2015    | 2016   | 2017      | 2018   | 2019   | 2020   | 2021   |
| <b>Summary</b>              |         |        |           |        |        |        |        |
| CIVIL                       | 42.226  | 27.705 | 19.809    | 23.443 | 28.046 | 32.273 | 36.520 |
| NON-RESIDENTIAL BUILDING    | 21.149  | 13.479 | 13.860    | 15.812 | 17.406 | 18.729 | 19.930 |
| RESIDENTIAL                 | 28.876  | 29.166 | 29.218    | 31.004 | 32.854 | 34.681 | 36.412 |
| GRAND TOTAL                 | 92.252  | 70.350 | 62.886    | 70.258 | 78.307 | 85.684 | 92.861 |
| <b>Verticals</b>            |         |        |           |        |        |        |        |
| All Other Civil             | 10.106  | 7.102  | 2.823     | 5.439  | 7.674  | 10.292 | 13.188 |
| Bridges                     | 6.413   | 1.869  | 1.445     | 1.860  | 2.070  | 2.236  | 2.403  |
| Dams / Canals / Marine Work | 0.686   | 0.620  | 0.398     | 0.473  | 0.507  | 0.529  | 0.541  |
| Power Infrastructure        | 13.294  | 9.641  | 3.815     | 5.007  | 6.204  | 7.079  | 7.800  |
| Roads                       | 7.860   | 5.823  | 5.702     | 6.376  | 6.978  | 7.335  | 7.601  |
| Water and Sewage Treatment  | 3.866   | 2.651  | 5.626     | 4.288  | 4.612  | 4.802  | 4.986  |
| CIVIL                       | 42.226  | 27.705 | 19.809    | 23.443 | 28.046 | 32.273 | 36.520 |
| (Yr/yr % change)            | -25.5%  | -34.4% | -28.5%    | 18.3%  | 19.6%  | 15.1%  | 13.2%  |
| Offices (private)           | 2.743   | 0.657  | 0.620     | 0.949  | 1.188  | 1.414  | 1.618  |
| Parking Garages             | 0.166   | 0.108  | 0.153     | 0.154  | 0.164  | 0.171  | 0.175  |
| Transportation Terminals    | 0.807   | 0.190  | 0.081     | 0.164  | 0.222  | 0.267  | 0.318  |
| Commercial                  | 3.716   | 0.955  | 0.855     | 1.267  | 1.575  | 1.852  | 2.111  |
| (Yr/yr % change)            | 31.8%   | -74.3% | -10.5%    | 48.3%  | 24.3%  | 17.6%  | 14.0%  |
| Amusement                   | 2.383   | 1.819  | 1.650     | 1.874  | 1.985  | 2.079  | 2.149  |
| Religious                   | 0.169   | 0.131  | 0.114     | 0.128  | 0.132  | 0.136  | 0.139  |
| Community                   | 2.552   | 1.950  | 1.764     | 2.002  | 2.117  | 2.215  | 2.288  |
| (Yr/yr % change)            | -9.8%   | -23.6% | -9.6%     | 13.5%  | 5.7%   | 4.6%   | 3.3%   |
| Educational                 | 5.169   | 3.515  | 3.734     | 3.965  | 4.191  | 4.384  | 4.564  |
| (Yr/yr % change)            | 61.2%   | -32.0% | 6.2%      | 6.2%   | 5.7%   | 4.6%   | 4.1%   |
| Fire and Police Stations    | 0.613   | 0.366  | 0.431     | 0.467  | 0.488  | 0.505  | 0.518  |
| Government Offices          | 0.834   | 1.450  | 1.404     | 1.440  | 1.483  | 1.526  | 1.557  |
| Government                  | 1.447   | 1.816  | 1.835     | 1.908  | 1.972  | 2.031  | 2.075  |
| (Yr/yr % change)            | 17.6%   | 25.5%  | 1.0%      | 3.9%   | 3.4%   | 3.0%   | 2.2%   |
| Manufacturing               | 1.014   | 0.667  | 1.097     | 1.338  | 1.638  | 1.882  | 2.055  |
| Warehouses                  | 0.977   | 0.868  | 0.780     | 0.847  | 0.902  | 0.954  | 0.998  |
| Industrial                  | 1.991   | 1.535  | 1.877     | 2.186  | 2.540  | 2.836  | 3.053  |
| (Yr/yr % change)            | -12.7%  | -22.9% | 22.3%     | 16.4%  | 16.2%  | 11.6%  | 7.6%   |
| Hospitals / Clinics         | 2.335   | 1.058  | 1.657     | 2.093  | 2.523  | 2.936  | 3.402  |
| Medical Misc.               | 0.893   | 0.533  | 0.542     | 0.577  | 0.602  | 0.624  | 0.644  |
| Medical                     | 3.229   | 1.591  | 2.199     | 2.670  | 3.125  | 3.559  | 4.047  |
| (Yr/yr % change)            | 59.5%   | -50.7% | 38.2%     | 21.4%  | 17.0%  | 13.9%  | 13.7%  |
| Hotels                      | 1.077   | 0.592  | 0.508     | 0.710  | 0.783  | 0.732  | 0.646  |
| Retail Misc.                | 0.722   | 0.450  | 0.387     | 0.379  | 0.381  | 0.395  | 0.405  |
| Shopping                    | 1.246   | 1.073  | 0.701     | 0.725  | 0.724  | 0.725  | 0.740  |
| Retail                      | 3.045   | 2.116  | 1.596     | 1.814  | 1.887  | 1.852  | 1.792  |
| (Yr/yr % change)            | 12.4%   | -30.5% | -24.5%    | 13.6%  | 4.1%   | -1.9%  | -3.3%  |
| NON-RESIDENTIAL BUILDING    | 21.149  | 13.479 | 13.860    | 15.812 | 17.406 | 18.729 | 19.930 |
| (Yr/yr % change)            | 23.7%   | -36.3% | 2.8%      | 14.1%  | 10.1%  | 7.6%   | 6.4%   |
| Multi-Family                | 13.957  | 13.114 | 12.519    | 13.325 | 14.120 | 14.873 | 15.618 |
| Single-Family               | 14.920  | 16.052 | 16.698    | 17.679 | 18.735 | 19.809 | 20.793 |
| RESIDENTIAL                 | 28.876  | 29.166 | 29.218    | 31.004 | 32.854 | 34.681 | 36.412 |
| (Yr/yr % change)            | 0.4%    | 1.0%   | 0.2%      | 6.1%   | 6.0%   | 5.6%   | 5.0%   |
| TOTAL NON-RESIDENTIAL       | 63.375  | 41.184 | 33.669    | 39.254 | 45.452 | 51.003 | 56.450 |
| (Yr/yr % change)            | -14.1%  | -35.0% | -18.2%    | 16.6%  | 15.8%  | 12.2%  | 10.7%  |
| GRAND TOTAL                 | 92.252  | 70.350 | 62.886    | 70.258 | 78.307 | 85.684 | 92.861 |
| (Yr/yr % change)            | -10.1%  | -23.7% | -10.6%    | 11.7%  | 11.5%  | 9.4%   | 8.4%   |

EXPLANATION: Table 7 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 8 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

### Table 9: Canadian Provinces, Total Construction Starts — ConstructConnect

| Regions/Provinces<br>(East to West) | Actuals<br>(Level in \$ Millions CAD) | Forecasts (Year versus previous year % change) |        |       |       |       |
|-------------------------------------|---------------------------------------|--|--------|-------|-------|-------|
|                                     | 2016                                  | 2017   | 2018   | 2019  | 2020  | 2021  |
| Atlantic region                     | \$3,274                               | -13.9%   | 9.2%   | 20.8% | 16.9% | 16.8% |
| Quebec                              | \$9,417                               | 8.1%   | -10.3% | 9.9%  | 9.6%  | 5.6%  |
| Ontario                             | \$27,656                              | -15.4%   | 17.0%  | 9.8%  | 7.3%  | 5.7%  |
| Manitoba                            | \$6,932                               | -63.7%   | 95.8%  | 8.3%  | 6.3%  | 6.0%  |
| Saskatchewan                        | \$1,605                               | -15.1%   | 39.0%  | 14.6% | 13.8% | 6.4%  |
| Alberta                             | \$10,994                              | -5.1%  | 18.3%  | 16.4% | 14.1% | 15.2% |
| British Columbia                    | \$10,470                              | 16.4%  | -5.5%  | 9.6%  | 7.5%  | 7.5%  |
| Canada                              | \$70,350                              | -10.6%   | 11.7%  | 11.5% | 9.4%  | 8.4%  |

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Table: ConstructConnect.

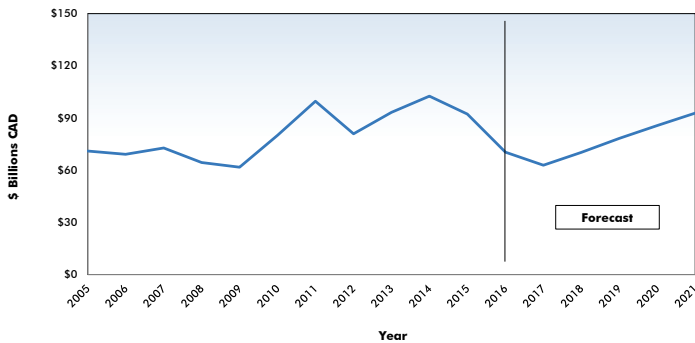
### Table 10: Canada Four Largest Provinces: Type-of-Structure Forecasts

(\$ Billions CAD)

|                                     |                   | Actuals |        | Forecasts |        |        |        |        |
|-------------------------------------|-------------------|---------|--------|-----------|--------|--------|--------|--------|
|                                     |                   | 2015    | 2016   | 2017      | 2018   | 2019   | 2020   | 2021   |
| Quebec                              | Residential       | 3.636   | 4.336  | 3.945     | 3.530  | 3.635  | 3.838  | 3.944  |
|                                     | Non-res Building  | 3.411   | 2.338  | 3.041     | 2.518  | 2.687  | 2.904  | 3.044  |
|                                     | Engineering/Civil | 7.152   | 2.744  | 3.191     | 3.081  | 3.712  | 4.250  | 4.624  |
|                                     | Total             | 14.199  | 9.417  | 10.176    | 9.129  | 10.033 | 10.992 | 11.611 |
| <i>(Yr vs previous yr % Change)</i> |                   | 17.1%   | -33.7% | 8.1%      | -10.3% | 9.9%   | 9.6%   | 5.6%   |
| Ontario                             | Residential       | 12.061  | 12.616 | 12.513    | 12.817 | 13.603 | 14.178 | 14.795 |
|                                     | Non-res Building  | 5.988   | 4.935  | 4.916     | 5.686  | 6.149  | 6.441  | 6.697  |
|                                     | Engineering/Civil | 11.436  | 10.105 | 5.965     | 8.864  | 10.309 | 11.624 | 12.583 |
|                                     | Total             | 29.485  | 27.656 | 23.393    | 27.367 | 30.060 | 32.243 | 34.075 |
| <i>(Yr vs previous yr % Change)</i> |                   | 26.2%   | -6.2%  | -15.4%    | 17.0%  | 9.8%   | 7.3%   | 5.7%   |
| Alberta                             | Residential       | 4.378   | 3.772  | 3.835     | 3.901  | 4.235  | 4.528  | 4.936  |
|                                     | Non-res Building  | 4.585   | 2.342  | 2.218     | 2.739  | 3.070  | 3.395  | 3.732  |
|                                     | Engineering/Civil | 8.213   | 4.880  | 4.382     | 5.710  | 7.068  | 8.472  | 10.213 |
|                                     | Total             | 17.176  | 10.994 | 10.435    | 12.350 | 14.374 | 16.395 | 18.881 |
| <i>(Yr vs previous yr % Change)</i> |                   | -38.9%  | -36.0% | -5.1%     | 18.3%  | 16.4%  | 14.1%  | 15.2%  |
| British Columbia                    | Residential       | 6.713   | 6.020  | 6.547     | 6.761  | 7.142  | 7.614  | 7.977  |
|                                     | Non-res Building  | 4.311   | 1.992  | 2.098     | 2.371  | 2.610  | 2.758  | 2.961  |
|                                     | Engineering/Civil | 12.130  | 2.458  | 3.540     | 2.383  | 2.866  | 3.199  | 3.645  |
|                                     | Total             | 23.154  | 10.470 | 12.185    | 11.515 | 12.618 | 13.570 | 14.583 |
| <i>(Yr vs previous yr % Change)</i> |                   | 74.5%   | -54.8% | 16.4%     | -5.5%  | 9.6%   | 7.5%   | 7.5%   |

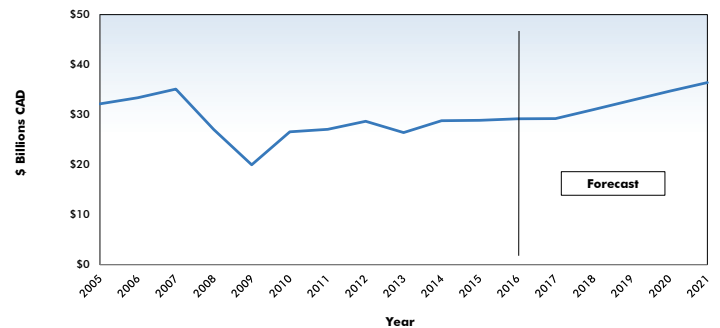
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Table: ConstructConnect.

### Graph 19: Canadian Grand Total Construction Starts — ConstructConnect



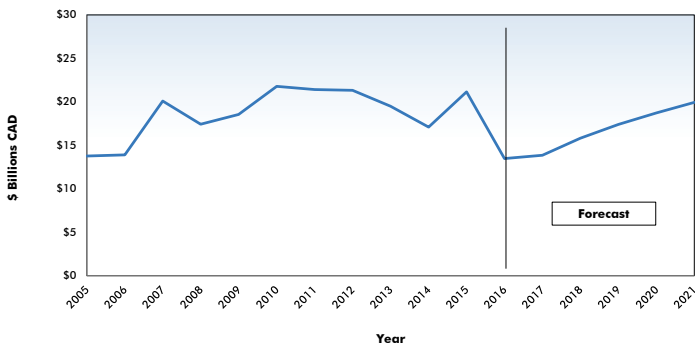
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 20: Canadian Residential Construction Starts — ConstructConnect



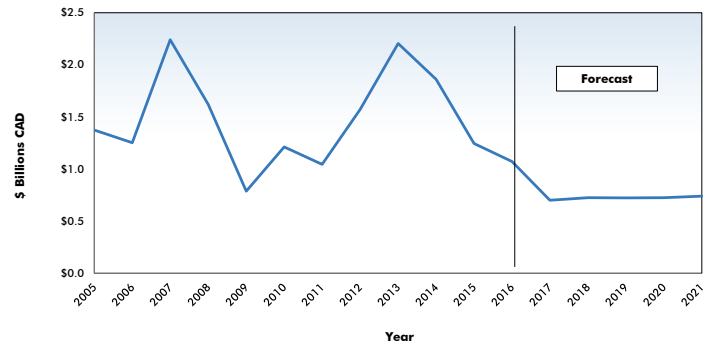
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 21: Canadian Non-Residential Building Starts — ConstructConnect



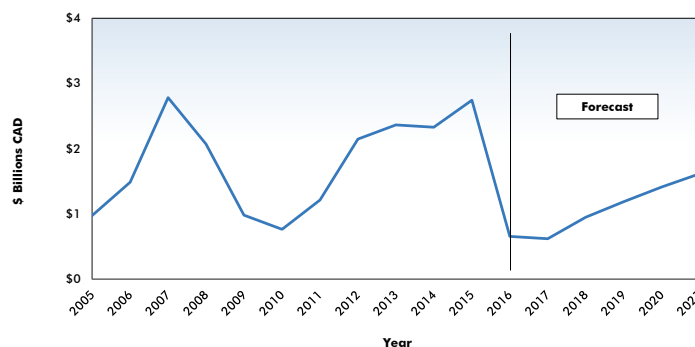
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 22: Canadian Shopping/Retail Construction Starts — ConstructConnect



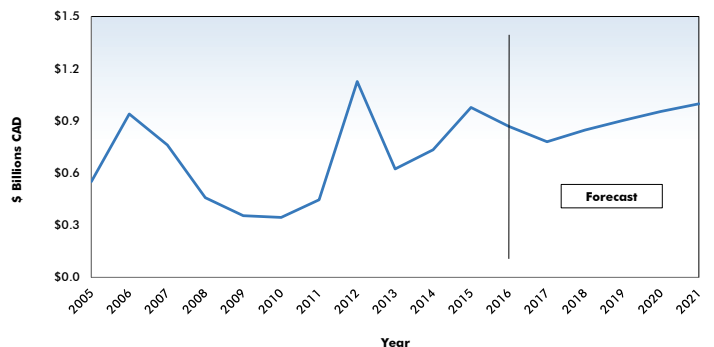
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 23: Canadian Private Offices Construction Starts — ConstructConnect



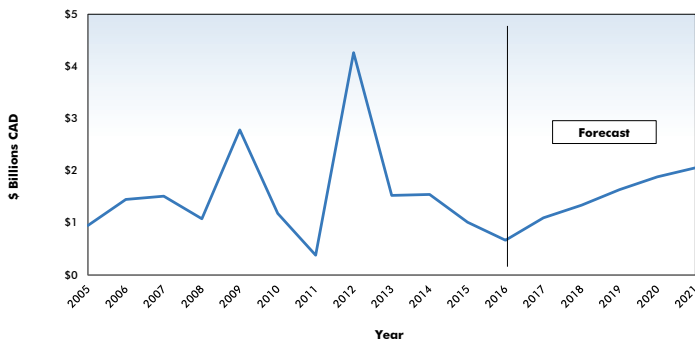
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 24: Canadian Warehouse Construction Starts — ConstructConnect



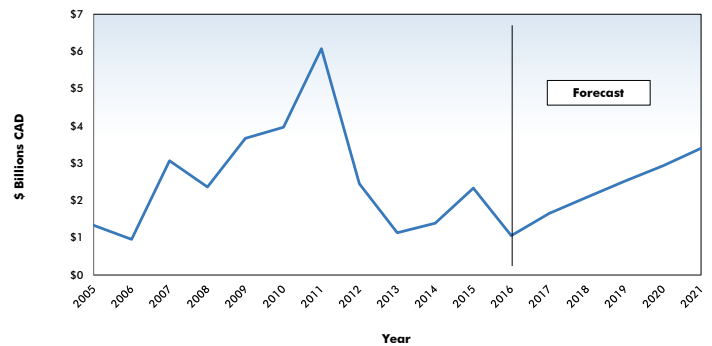
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 25: Canadian Manufacturing Construction Starts — ConstructConnect



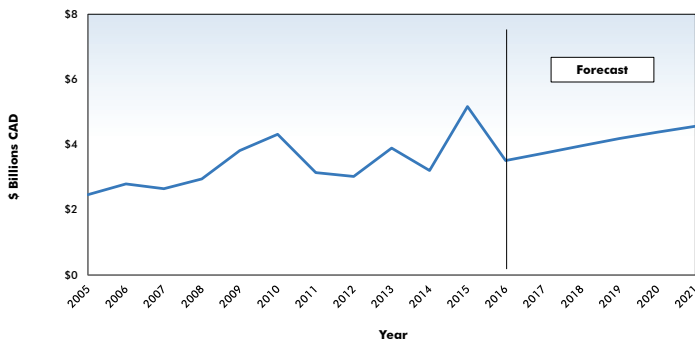
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 26: Canadian Hospital/Clinic Construction Starts — ConstructConnect



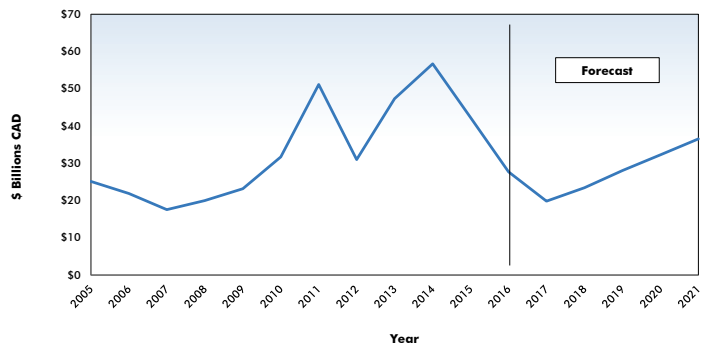
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 27: Canadian Education Construction Starts — ConstructConnect



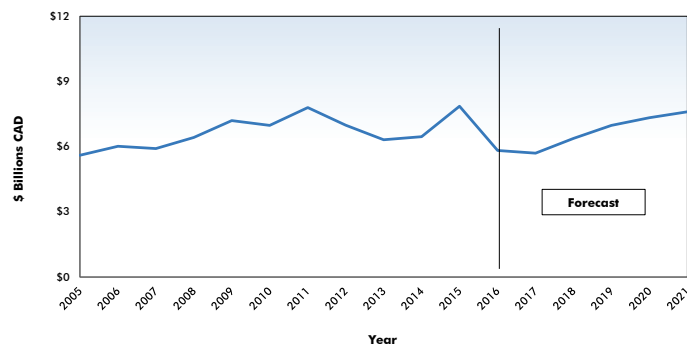
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 28: Canadian Engineering Construction Starts — ConstructConnect



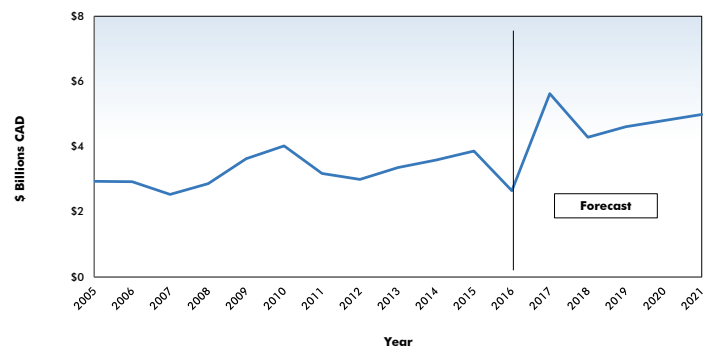
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 29: Canadian Roadwork Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

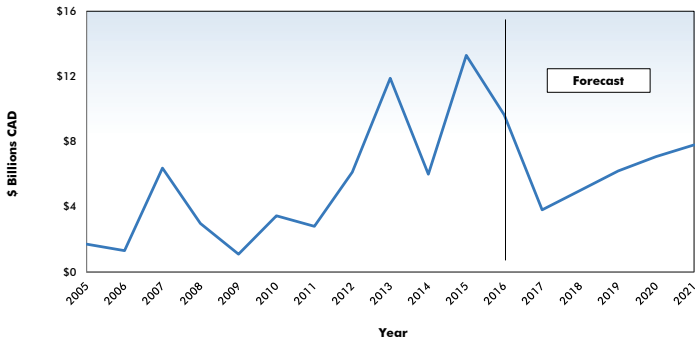
### Graph 30: Canadian Water and Sewage Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

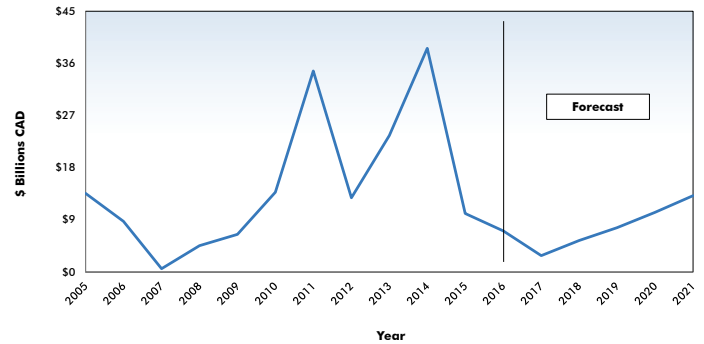


### Graph 31: Canadian Power Infrastructure Construction Starts — ConstructConnect



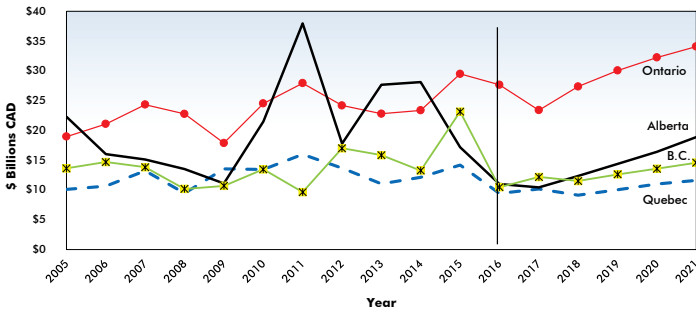
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 32: Canadian Oil and Gas Plants, Pipelines Construction Starts — ConstructConnect



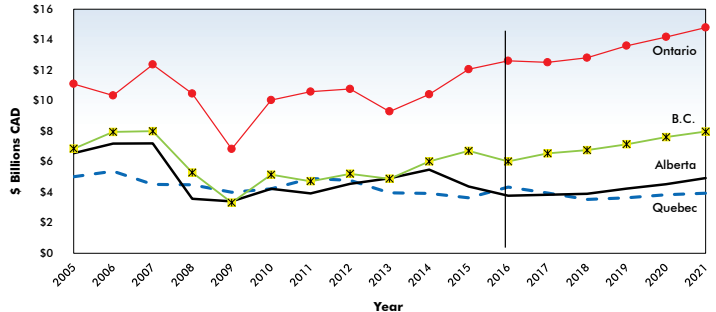
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 33: Canada Four Largest Provinces (by Population): Total Construction Starts — ConstructConnect



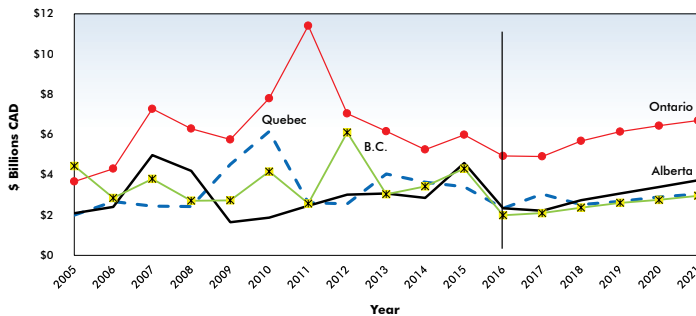
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 34: Canada Four Largest Provinces: Total Residential Construction Starts — ConstructConnect



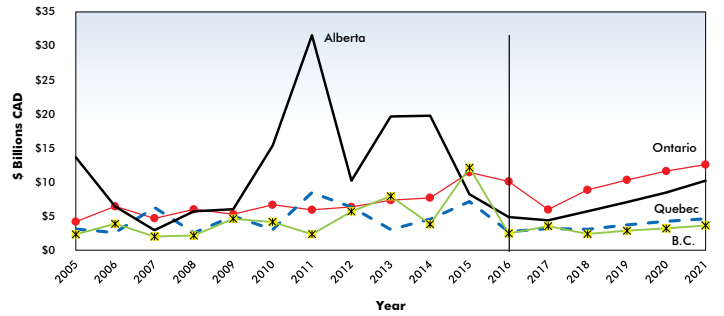
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 35: Canada Four Largest Provinces: Total Non-residential Building Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 36: Canada Four Largest Provinces: Total Engineering/Civil Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

## Appendix A: Square Footage Forecasts

### Table 11: U.S. Type-of-Structure Forecasts

(Square Feet Millions)

|   | Actuals        |                | Forecasts      |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | 2015           | 2016           | 2017           | 2018           | 2019           | 2020           | 2021           |
| Single-family                           | 1,454.8        | 1,544.2        | 1,640.6        | 1,800.9        | 1,963.1        | 2,103.1        | 2,237.9        |
| Multi-family                            | 410.2          | 508.3          | 502.0          | 532.2          | 542.4          | 553.1          | 568.3          |
| <b>TOTAL RESIDENTIAL</b>                | <b>1,865.0</b> | <b>2,052.5</b> | <b>2,142.6</b> | <b>2,333.0</b> | <b>2,505.4</b> | <b>2,656.2</b> | <b>2,806.2</b> |
| <i>(Yr/yr % change)</i>                 | <i>14.0%</i>   | <i>10.1%</i>   | <i>4.4%</i>    | <i>8.9%</i>    | <i>7.4%</i>    | <i>6.0%</i>    | <i>5.6%</i>    |
| Hotels/Motels                           | 58.7           | 113.2          | 178.4          | 168.5          | 152.7          | 137.6          | 123.9          |
| Shopping/Retail                         | 150.3          | 188.9          | 86.6           | 90.5           | 95.8           | 98.7           | 101.6          |
| Parking Garages                         | 26.6           | 27.7           | 25.8           | 28.2           | 30.6           | 31.2           | 31.7           |
| Amusement                               | 36.4           | 21.2           | 20.6           | 21.9           | 23.4           | 24.5           | 25.2           |
| Private Offices                         | 91.0           | 112.1          | 110.2          | 117.2          | 123.9          | 119.4          | 114.3          |
| Governmental Offices                    | 13.6           | 19.5           | 19.1           | 19.2           | 20.2           | 20.8           | 21.2           |
| Laboratories (Schools & Industrial)     | 8.0            | 6.3            | 5.0            | 6.1            | 7.1            | 7.7            | 8.0            |
| Warehouses                              | 201.3          | 155.7          | 175.4          | 185.4          | 192.5          | 198.0          | 203.9          |
| Sports Stadium/Convention Center        | 28.3           | 27.5           | 26.1           | 27.7           | 27.7           | 28.4           | 29.1           |
| Transportation Terminals                | 11.5           | 7.6            | 8.4            | 10.7           | 12.5           | 14.1           | 14.8           |
| <b>TOTAL COMMERCIAL</b>                 | <b>625.6</b>   | <b>679.6</b>   | <b>655.7</b>   | <b>675.4</b>   | <b>686.2</b>   | <b>680.3</b>   | <b>673.8</b>   |
| <i>(Yr/yr % change)</i>                 | <i>47.2%</i>   | <i>8.6%</i>    | <i>-3.5%</i>   | <i>3.0%</i>    | <i>1.6%</i>    | <i>-0.9%</i>   | <i>-1.0%</i>   |
| <b>TOTAL INDUSTRIAL (manufacturing)</b> | <b>87.2</b>    | <b>104.2</b>   | <b>70.5</b>    | <b>69.8</b>    | <b>75.5</b>    | <b>78.7</b>    | <b>81.1</b>    |
| <i>(Yr/yr % change)</i>                 | <i>-16.6%</i>  | <i>19.5%</i>   | <i>-32.3%</i>  | <i>-1.0%</i>   | <i>8.1%</i>    | <i>4.2%</i>    | <i>3.1%</i>    |
| Religious                               | 6.7            | 5.9            | 6.4            | 6.4            | 6.3            | 6.3            | 6.3            |
| Hospitals/Clinics                       | 23.5           | 37.8           | 27.3           | 28.5           | 30.9           | 32.3           | 33.1           |
| Nursing Homes/Assisted Living           | 36.7           | 46.2           | 41.0           | 45.0           | 47.4           | 50.2           | 51.9           |
| Libraries/Museums                       | 3.7            | 4.2            | 2.5            | 2.7            | 3.0            | 3.1            | 3.1            |
| Courthouse                              | 1.7            | 1.9            | 2.5            | 2.4            | 2.3            | 2.4            | 2.6            |
| Police/Fire                             | 5.0            | 7.1            | 7.1            | 7.4            | 7.5            | 7.8            | 8.0            |
| Prisons                                 | 3.6            | 2.8            | 3.8            | 3.5            | 3.6            | 3.8            | 4.0            |
| Military                                | 3.6            | 8.9            | 12.6           | 14.0           | 15.4           | 16.6           | 17.4           |
| Educational Facilities                  | 144.0          | 170.4          | 170.6          | 179.1          | 185.0          | 188.3          | 190.7          |
| MED misc                                | 14.0           | 19.1           | 23.4           | 23.1           | 22.0           | 22.0           | 22.1           |
| <b>TOTAL INSTITUTIONAL</b>              | <b>242.7</b>   | <b>304.2</b>   | <b>297.1</b>   | <b>311.9</b>   | <b>323.4</b>   | <b>332.7</b>   | <b>339.2</b>   |
| <i>(Yr/yr % change)</i>                 | <i>4.1%</i>    | <i>25.4%</i>   | <i>-2.3%</i>   | <i>5.0%</i>    | <i>3.7%</i>    | <i>2.8%</i>    | <i>2.0%</i>    |
| Miscellaneous Non-Res Building          | 19.2           | 32.7           | 26.8           | 26.4           | 27.2           | 27.8           | 28.4           |
| <b>TOTAL NON-RES BLDG</b>               | <b>974.7</b>   | <b>1,120.7</b> | <b>1,050.1</b> | <b>1,083.4</b> | <b>1,112.3</b> | <b>1,119.4</b> | <b>1,122.5</b> |
| <i>(Yr/yr % change)</i>                 | <i>25.3%</i>   | <i>15.0%</i>   | <i>-6.3%</i>   | <i>3.2%</i>    | <i>2.7%</i>    | <i>0.6%</i>    | <i>0.3%</i>    |
| <b>RESIDENTIAL + NON-RES BLDG</b>       | <b>2,839.7</b> | <b>3,173.1</b> | <b>3,192.6</b> | <b>3,416.5</b> | <b>3,617.8</b> | <b>3,775.6</b> | <b>3,928.7</b> |
| <i>(Yr/yr % change)</i>                 | <i>17.6%</i>   | <i>11.7%</i>   | <i>0.6%</i>    | <i>7.0%</i>    | <i>5.9%</i>    | <i>4.4%</i>    | <i>4.1%</i>    |

EXPLANATION: Table 11 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 12 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

The square footage forecasts are largely determined by dividing the dollar value forecasts by an average dollar-per-square-foot value. The underlying dollar-per-square-foot calculation is based on the most relevant of current data. While the projected dollar values are generated through econometric modeling driven by key economic and demographic variables, both the dollar value and square footage forecasts also allow for discretionary overrides when warranted by extraordinary circumstances, such as unique mega project start-ups.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

## Appendix A: Square Footage Forecasts

### Table 12: U.S. Type-of-Structure Forecasts

Arranged to match the alphabetical category drop-down menus in INSIGHT (Square Feet Millions)

|  | Actuals |         | Forecasts |         |         |         |         |
|--|---------|---------|-----------|---------|---------|---------|---------|
|  | 2015    | 2016    | 2017      | 2018    | 2019    | 2020    | 2021    |
| <b>Summary</b>                         |         |         |           |         |         |         |         |
| NON-RESIDENTIAL BUILDING               | 974.7   | 1,120.7 | 1,050.1   | 1,083.4 | 1,112.3 | 1,119.4 | 1,122.5 |
| RESIDENTIAL                            | 1,865.0 | 2,052.5 | 2,142.6   | 2,333.0 | 2,505.4 | 2,656.2 | 2,806.2 |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 2,839.7 | 3,173.1 | 3,192.6   | 3,416.5 | 3,617.8 | 3,775.6 | 3,928.7 |
| <b>Verticals</b>                       |         |         |           |         |         |         |         |
| Offices (private)                      | 91.0    | 112.1   | 110.2     | 117.2   | 123.9   | 119.4   | 114.3   |
| Parking Garages                        | 26.6    | 27.7    | 25.8      | 28.2    | 30.6    | 31.2    | 31.7    |
| Transportation Terminals               | 11.5    | 7.6     | 8.4       | 10.7    | 12.5    | 14.1    | 14.8    |
| Commercial                             | 129.1   | 147.3   | 144.4     | 156.1   | 166.9   | 164.6   | 160.8   |
| (Yr/Yr % change)                       | 13.0%   | 14.0%   | -2.0%     | 8.1%    | 6.9%    | -1.4%   | -2.3%   |
| Amusement                              | 36.4    | 21.2    | 20.6      | 21.9    | 23.4    | 24.5    | 25.2    |
| Libraries / Museums                    | 3.7     | 4.2     | 2.5       | 2.7     | 3.0     | 3.1     | 3.1     |
| Religious                              | 6.7     | 5.9     | 6.4       | 6.4     | 6.3     | 6.3     | 6.3     |
| Sports Arenas / Convention Centers     | 28.3    | 27.5    | 26.1      | 27.7    | 27.7    | 28.4    | 29.1    |
| Community                              | 75.2    | 58.7    | 55.6      | 58.7    | 60.3    | 62.2    | 63.8    |
| (Yr/Yr % change)                       | 36.3%   | -21.9%  | -5.3%     | 5.5%    | 2.7%    | 3.2%    | 2.5%    |
| College / University                   | 41.1    | 54.3    | 52.5      | 53.9    | 54.8    | 55.6    | 56.2    |
| Elementary / Pre School                | 51.3    | 52.5    | 53.8      | 58.6    | 62.0    | 63.1    | 63.6    |
| Jr / Sr High School                    | 47.5    | 57.4    | 59.2      | 61.1    | 62.4    | 63.5    | 64.7    |
| Special / Vocational                   | 4.1     | 6.2     | 5.1       | 5.5     | 5.8     | 6.0     | 6.2     |
| Educational                            | 144.0   | 170.4   | 170.6     | 179.1   | 185.0   | 188.3   | 190.7   |
| (Yr/Yr % change)                       | -2.2%   | 18.3%   | 0.1%      | 5.0%    | 3.3%    | 1.8%    | 1.3%    |
| Courthouses                            | 1.7     | 1.9     | 2.5       | 2.4     | 2.3     | 2.4     | 2.6     |
| Fire and Police Stations               | 5.0     | 7.1     | 7.1       | 7.4     | 7.5     | 7.8     | 8.0     |
| Government Offices                     | 13.6    | 19.5    | 19.1      | 19.2    | 20.2    | 20.8    | 21.2    |
| Prisons                                | 3.6     | 2.8     | 3.8       | 3.5     | 3.6     | 3.8     | 4.0     |
| Government                             | 23.9    | 31.4    | 32.5      | 32.4    | 33.7    | 34.8    | 35.9    |
| (Yr/Yr % change)                       | 12.9%   | 31.4%   | 3.5%      | -0.2%   | 4.0%    | 3.4%    | 3.0%    |
| Industrial Labs / Labs / School Labs   | 8.0     | 6.3     | 5.0       | 6.1     | 7.1     | 7.7     | 8.0     |
| Manufacturing                          | 87.2    | 104.2   | 70.5      | 69.8    | 75.5    | 78.7    | 81.1    |
| Warehouses                             | 201.3   | 155.7   | 175.4     | 185.4   | 192.5   | 198.0   | 203.9   |
| Industrial                             | 296.4   | 266.2   | 251.0     | 261.3   | 275.1   | 284.3   | 293.0   |
| (Yr/Yr % change)                       | 49.9%   | -10.2%  | -5.7%     | 4.1%    | 5.3%    | 3.4%    | 3.0%    |
| Hospitals / Clinics                    | 23.5    | 37.8    | 27.3      | 28.5    | 30.9    | 32.3    | 33.1    |
| Medical Misc.                          | 14.0    | 19.1    | 23.4      | 23.1    | 22.0    | 22.0    | 22.1    |
| Nursing Homes                          | 36.7    | 46.2    | 41.0      | 45.0    | 47.4    | 50.2    | 51.9    |
| Medical                                | 74.3    | 103.1   | 91.7      | 96.5    | 100.3   | 104.4   | 107.1   |
| (Yr/Yr % change)                       | 17.3%   | 38.8%   | -11.0%    | 5.2%    | 3.9%    | 4.1%    | 2.5%    |
| Military                               | 3.6     | 8.9     | 12.6      | 14.0    | 15.4    | 16.6    | 17.4    |
| (Yr/Yr % change)                       | 2.5%    | 148.4%  | 41.1%     | 11.7%   | 10.0%   | 7.7%    | 4.7%    |
| Hotels                                 | 58.7    | 113.2   | 178.4     | 168.5   | 152.7   | 137.6   | 123.9   |
| Retail Misc.                           | 19.2    | 32.7    | 26.8      | 26.4    | 27.2    | 27.8    | 28.4    |
| Shopping                               | 150.3   | 188.9   | 86.6      | 90.5    | 95.8    | 98.7    | 101.6   |
| Retail                                 | 228.2   | 334.8   | 291.8     | 285.4   | 275.6   | 264.1   | 254.0   |
| (Yr/Yr % change)                       | 29.9%   | 46.7%   | -12.8%    | -2.2%   | -3.4%   | -4.2%   | -3.8%   |
| NON-RESIDENTIAL BUILDING               | 974.7   | 1,120.7 | 1,050.1   | 1,083.4 | 1,112.3 | 1,119.4 | 1,122.5 |
| (Yr/Yr % change)                       | 25.3%   | 15.0%   | -6.3%     | 3.2%    | 2.7%    | 0.6%    | 0.3%    |
| Multi-Family                           | 410.2   | 508.3   | 502.0     | 532.2   | 542.4   | 553.1   | 568.3   |
| Single-Family                          | 1,454.8 | 1,544.2 | 1,640.6   | 1,800.9 | 1,963.1 | 2,103.1 | 2,237.9 |
| RESIDENTIAL                            | 1,865.0 | 2,052.5 | 2,142.6   | 2,333.0 | 2,505.4 | 2,656.2 | 2,806.2 |
| (Yr/Yr % change)                       | 14.0%   | 10.1%   | 4.4%      | 8.9%    | 7.4%    | 6.0%    | 5.6%    |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 2,839.7 | 3,173.1 | 3,192.6   | 3,416.5 | 3,617.8 | 3,775.6 | 3,928.7 |
| (Yr/Yr % change)                       | 17.6%   | 11.7%   | 0.6%      | 7.0%    | 5.9%    | 4.4%    | 4.1%    |

EXPLANATION: Table 11 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 12 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

## Appendix A: Square Footage Forecasts

**Table 13: Canada Type-of-Structure Forecasts**

(Square Feet Millions)

|   | Actuals      |               | Forecasts     |              |              |              |              |
|---|--------------|---------------|---------------|--------------|--------------|--------------|--------------|
|   | 2015         | 2016          | 2017          | 2018         | 2019         | 2020         | 2021         |
| Single-family                           | 128.3        | 138.1         | 145.9         | 153.4        | 161.5        | 170.5        | 178.9        |
| Multi-family                            | 83.9         | 74.0          | 67.3          | 73.2         | 79.6         | 84.5         | 88.8         |
| <b>TOTAL RESIDENTIAL</b>                | <b>212.1</b> | <b>212.2</b>  | <b>213.1</b>  | <b>226.6</b> | <b>241.1</b> | <b>254.9</b> | <b>267.7</b> |
| <i>(Yr/yr % change)</i>                 | <i>-2.5%</i> | <i>0.0%</i>   | <i>0.5%</i>   | <i>6.3%</i>  | <i>6.4%</i>  | <i>5.7%</i>  | <i>5.0%</i>  |
| Hotels/Motels                           | 2.9          | 2.4           | 2.0           | 2.8          | 3.2          | 3.0          | 2.6          |
| Private Offices                         | 10.7         | 3.1           | 3.1           | 5.0          | 6.3          | 7.3          | 8.2          |
| Governmental Offices                    | 2.2          | 3.0           | 2.8           | 2.9          | 3.0          | 3.1          | 3.2          |
| Shopping/Retail                         | 13.2         | 10.8          | 7.0           | 7.3          | 7.4          | 7.5          | 7.7          |
| Retail Miscellaneous                    | 3.2          | 1.6           | 1.4           | 1.4          | 1.4          | 1.4          | 1.5          |
| Parking Garages                         | 0.8          | 0.2           | 0.7           | 0.7          | 0.7          | 0.8          | 0.8          |
| Amusement                               | 5.9          | 5.5           | 4.5           | 5.4          | 6.2          | 6.6          | 6.9          |
| Warehouses                              | 7.2          | 10.1          | 7.5           | 8.2          | 9.2          | 9.8          | 10.3         |
| <b>TOTAL COMMERCIAL</b>                 | <b>46.0</b>  | <b>36.6</b>   | <b>29.0</b>   | <b>33.8</b>  | <b>37.4</b>  | <b>39.5</b>  | <b>41.1</b>  |
| <i>(Yr/yr % change)</i>                 | <i>4.7%</i>  | <i>-20.4%</i> | <i>-20.8%</i> | <i>16.5%</i> | <i>10.8%</i> | <i>5.6%</i>  | <i>4.2%</i>  |
| <b>TOTAL INDUSTRIAL (manufacturing)</b> | <b>5.4</b>   | <b>2.7</b>    | <b>3.8</b>    | <b>4.6</b>   | <b>5.0</b>   | <b>5.4</b>   | <b>5.8</b>   |
| <i>(Yr/yr % change)</i>                 | <i>-2.4%</i> | <i>-49.0%</i> | <i>38.1%</i>  | <i>20.6%</i> | <i>10.4%</i> | <i>8.1%</i>  | <i>6.5%</i>  |
| Religious                               | 0.7          | 0.4           | 0.4           | 0.4          | 0.4          | 0.4          | 0.4          |
| Hospitals/Clinics                       | 3.8          | 2.2           | 4.5           | 5.1          | 5.7          | 6.2          | 6.8          |
| MED misc                                | 2.7          | 1.6           | 0.6           | 0.6          | 0.7          | 0.8          | 0.8          |
| Transportation Terminals*               | 0.6          | 0.2           | 0.0           | 0.1          | 0.2          | 0.4          | 0.6          |
| Police/Fire                             | 0.9          | 0.6           | 0.8           | 0.8          | 0.8          | 0.9          | 0.9          |
| Educational Facilities                  | 15.7         | 10.6          | 9.7           | 10.6         | 11.8         | 12.5         | 13.0         |
| <b>TOTAL INSTITUTIONAL</b>              | <b>24.6</b>  | <b>15.6</b>   | <b>16.0</b>   | <b>17.6</b>  | <b>19.7</b>  | <b>21.1</b>  | <b>22.5</b>  |
| <i>(Yr/yr % change)</i>                 | <i>36.4%</i> | <i>-36.4%</i> | <i>2.1%</i>   | <i>10.3%</i> | <i>11.7%</i> | <i>7.3%</i>  | <i>6.6%</i>  |
| <b>TOTAL NON-RES BLDG</b>               | <b>76.0</b>  | <b>55.0</b>   | <b>48.7</b>   | <b>56.0</b>  | <b>62.1</b>  | <b>66.0</b>  | <b>69.4</b>  |
| <i>(Yr/yr % change)</i>                 | <i>12.6%</i> | <i>-27.6%</i> | <i>-11.3%</i> | <i>14.8%</i> | <i>11.0%</i> | <i>6.3%</i>  | <i>5.1%</i>  |
| <b>RESIDENTIAL + NON-RES BLDG</b>       | <b>288.1</b> | <b>267.1</b>  | <b>261.9</b>  | <b>282.5</b> | <b>303.3</b> | <b>321.0</b> | <b>337.2</b> |
| <i>(Yr/yr % change)</i>                 | <i>1.0%</i>  | <i>-7.3%</i>  | <i>-2.0%</i>  | <i>7.9%</i>  | <i>7.3%</i>  | <i>5.8%</i>  | <i>5.0%</i>  |

\* With respect to Tables 11 and 13, 'transportation terminals' is the one type-of-structure that is categorized differently in Canada (institutional) than in the U.S. (commercial), for reasons having to do with government statistics.

EXPLANATION: Table 13 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 14 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

## Appendix A: Square Footage Forecasts

### Table 14: Canada Type-of-Structure Forecasts

Arranged to match the alphabetical category drop-down menus in INSIGHT (Square Feet Millions)

|  | Actuals |        | Forecasts |       |       |       |       |
|--|---------|--------|-----------|-------|-------|-------|-------|
|  | 2015    | 2016   | 2017      | 2018  | 2019  | 2020  | 2021  |
| <b>Summary</b>                         |         |        |           |       |       |       |       |
| NON-RESIDENTIAL BUILDING               | 76.0    | 55.0   | 48.7      | 56.0  | 62.1  | 66.0  | 69.4  |
| RESIDENTIAL                            | 212.1   | 212.2  | 213.1     | 226.6 | 241.1 | 254.9 | 267.7 |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 288.1   | 267.1  | 261.9     | 282.5 | 303.3 | 321.0 | 337.2 |
| <b>Verticals</b>                       |         |        |           |       |       |       |       |
| Offices (private)                      | 10.7    | 3.1    | 3.1       | 5.0   | 6.3   | 7.3   | 8.2   |
| Parking Garages                        | 0.8     | 0.2    | 0.7       | 0.7   | 0.7   | 0.8   | 0.8   |
| Transportation Terminals               | 0.6     | 0.2    | 0.0       | 0.1   | 0.2   | 0.4   | 0.6   |
| Commercial                             | 12.1    | 3.5    | 3.8       | 5.9   | 7.2   | 8.4   | 9.6   |
| (Yr/yr % change)                       | 21.4%   | -70.7% | 7.3%      | 54.1% | 23.6% | 16.3% | 14.3% |
| Amusement                              | 5.9     | 5.5    | 4.5       | 5.4   | 6.2   | 6.6   | 6.9   |
| Religious                              | 0.7     | 0.4    | 0.4       | 0.4   | 0.4   | 0.4   | 0.4   |
| Community                              | 6.6     | 5.9    | 4.9       | 5.8   | 6.6   | 7.0   | 7.3   |
| (Yr/yr % change)                       | -3.4%   | -11.6% | -17.0%    | 19.5% | 13.7% | 6.6%  | 3.8%  |
| Educational                            | 15.7    | 10.6   | 9.7       | 10.6  | 11.8  | 12.5  | 13.0  |
| (Yr/yr % change)                       | 47.6%   | -32.8% | -8.5%     | 8.9%  | 11.7% | 6.0%  | 4.4%  |
| Fire and Police Stations               | 0.9     | 0.6    | 0.8       | 0.8   | 0.8   | 0.9   | 0.9   |
| Government Offices                     | 2.2     | 3.0    | 2.8       | 2.9   | 3.0   | 3.1   | 3.2   |
| Government                             | 3.1     | 3.6    | 3.6       | 3.7   | 3.8   | 3.9   | 4.0   |
| (Yr/yr % change)                       | -24.1%  | 15.3%  | -0.8%     | 4.2%  | 3.7%  | 2.5%  | 2.1%  |
| Manufacturing                          | 5.4     | 2.7    | 3.8       | 4.6   | 5.0   | 5.4   | 5.8   |
| Warehouses                             | 7.2     | 10.1   | 7.5       | 8.2   | 9.2   | 9.8   | 10.3  |
| Industrial                             | 12.6    | 12.8   | 11.3      | 12.8  | 14.2  | 15.3  | 16.1  |
| (Yr/yr % change)                       | 0.9%    | 1.6%   | -12.1%    | 13.4% | 11.1% | 7.4%  | 5.5%  |
| Hospitals / Clinics                    | 3.8     | 2.2    | 4.5       | 5.1   | 5.7   | 6.2   | 6.8   |
| Medical Misc.                          | 2.7     | 1.6    | 0.6       | 0.6   | 0.7   | 0.8   | 0.8   |
| Medical                                | 6.5     | 3.9    | 5.1       | 5.7   | 6.4   | 7.0   | 7.6   |
| (Yr/yr % change)                       | 31.8%   | -41.0% | 33.2%     | 11.9% | 12.0% | 8.6%  | 8.3%  |
| Hotels                                 | 2.9     | 2.4    | 2.0       | 2.8   | 3.2   | 3.0   | 2.6   |
| Retail Misc.                           | 3.2     | 1.6    | 1.4       | 1.4   | 1.6   | 1.4   | 1.5   |
| Shopping                               | 13.2    | 10.8   | 7.0       | 7.3   | 7.4   | 7.5   | 7.7   |
| Retail                                 | 19.2    | 14.7   | 10.4      | 11.5  | 12.0  | 11.9  | 11.8  |
| (Yr/yr % change)                       | 4.5%    | -23.5% | -29.2%    | 10.2% | 4.5%  | -0.9% | -1.2% |
| NON-RESIDENTIAL BUILDING               | 76.0    | 55.0   | 48.7      | 56.0  | 62.1  | 66.0  | 69.4  |
| (Yr/yr % change)                       | 12.6%   | -27.6% | -11.3%    | 14.8% | 11.0% | 6.3%  | 5.1%  |
| Multi-Family                           | 83.9    | 74.0   | 67.3      | 73.2  | 79.6  | 84.5  | 88.8  |
| Single-Family                          | 128.3   | 138.1  | 145.9     | 153.4 | 161.5 | 170.5 | 178.9 |
| RESIDENTIAL                            | 212.1   | 212.2  | 213.1     | 226.6 | 241.1 | 254.9 | 267.7 |
| (Yr/yr % change)                       | -2.5%   | 0.0%   | 0.5%      | 6.3%  | 6.4%  | 5.7%  | 5.0%  |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 288.1   | 267.1  | 261.9     | 282.5 | 303.3 | 321.0 | 337.2 |
| (Yr/yr % change)                       | 1.0%    | -7.3%  | -2.0%     | 7.9%  | 7.3%  | 5.8%  | 5.0%  |

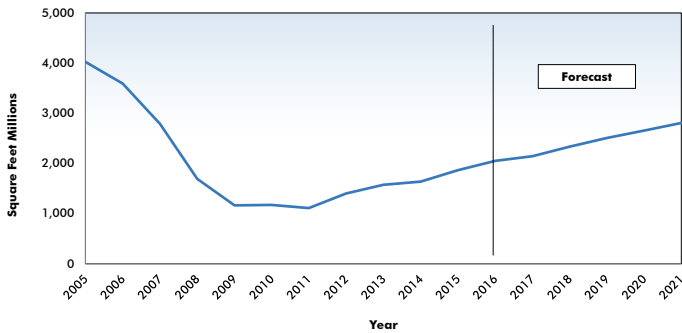
EXPLANATION: Table 13 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 14 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

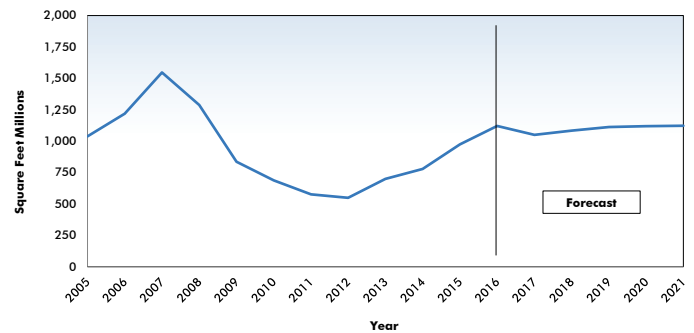
## Appendix A: Square Footage Forecasts

### Graph 37: U.S. Residential Construction Starts — ConstructConnect



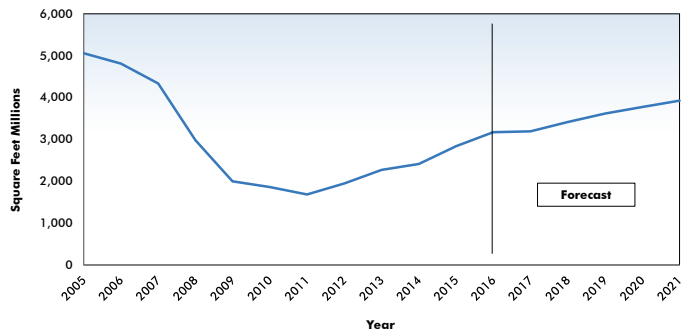
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 38: U.S. Non-Residential Building Construction Starts — ConstructConnect



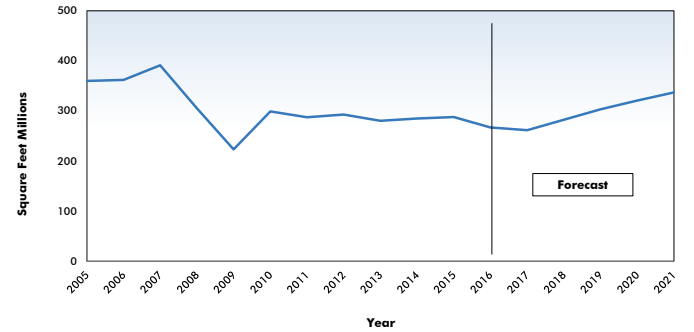
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 39: U.S. Residential + Non-Residential Building Construction Starts — ConstructConnect



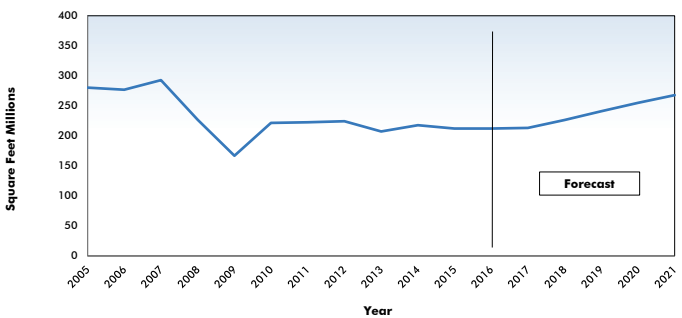
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 40: Canada Residential + Non-Residential Building Construction Starts — ConstructConnect



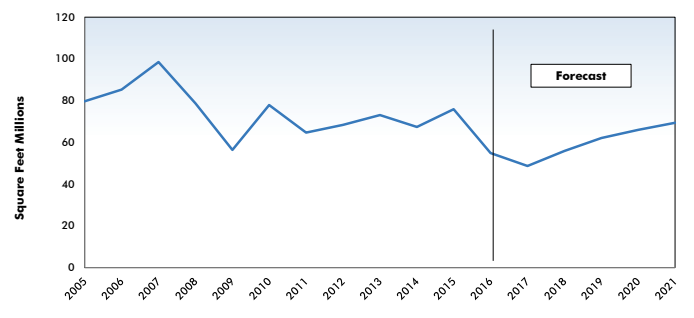
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 41: Canada Residential Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

### Graph 42: Canada Non-Residential Building Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.  
Chart: ConstructConnect.

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