

Key Findings - By Business Type

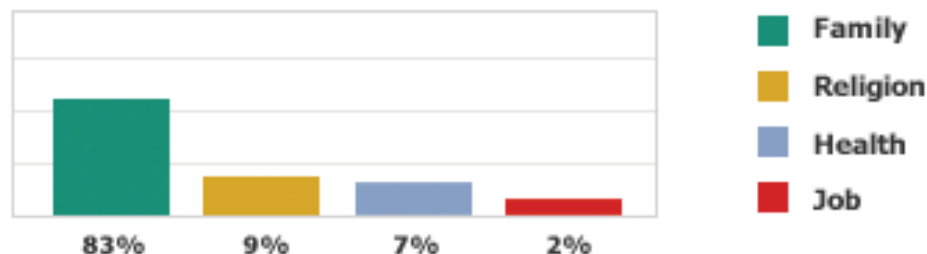
View findings by business type:

Construction

Among construction companies who responded to the 2005 Sage Software Business Minds Survey, 55% experienced increased revenue last year and 40% had increased profits — a positive situation, but the lowest percentage among all industries surveyed. A further 26% suffered decreased profits, the highest reported of all industries. But, according to the survey, the construction sector remains optimistic, with a clear sense of direction. Projections by 66% of construction companies are for increased revenue, and 66% forecast increased profits. The ticket for them is increased investments in people. The construction industry most frequently indicated increased investment in salaries for next year, the highest among all industries, with training as the next investment priority.

Where do business priorities and life priorities cross?

Construction folks cited family as the most important to them compared to any other industry (83% vs. 77% average). Their priority list for most important: family (83%), religion (9%), health (7%), and job (2%)*. *totals 101% due to rounding



Of note for construction companies:

- Price pressure and skills shortage are the main competitive pain points, with skills shortage being the highest concern among all industries: 38% of construction companies cited it as an issue, compared to 24% average across all industries.
- Unlike other industries where marketing consistently ranks in the top three concerns, for construction, it's among the least worrisome elements of the business with only 3% citing marketing as a pressure point.
- For the company, after the desktop PC, the mobile phone is the next "must have" item for business in construction, with 71% citing it vs. 50% average of all business types.