



Sage SMB Hiring Outlook Survey 2013

Summary Report—North America Construction



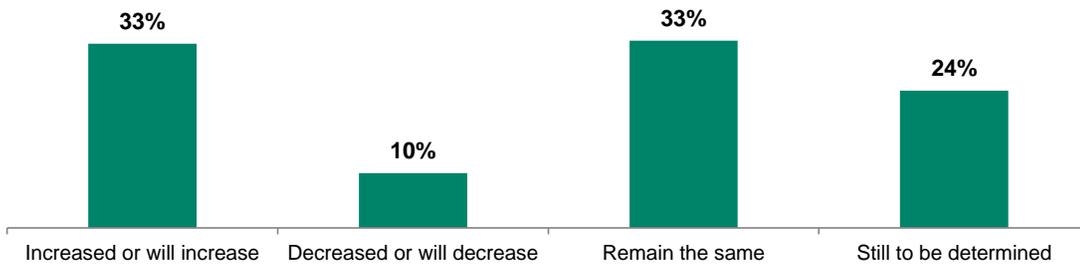
Introduction

[Sage North America](#) serves more than 6 million small and midsize organizations worldwide, regularly surveying them and other organizations for their opinions on a variety of business topics. This particular survey examined the hiring outlook of North American construction-focused small and midsize businesses (SMB) in 2013.

Workforce Size

More SMB construction companies said their workforce will increase in 2013 than said it will decrease.

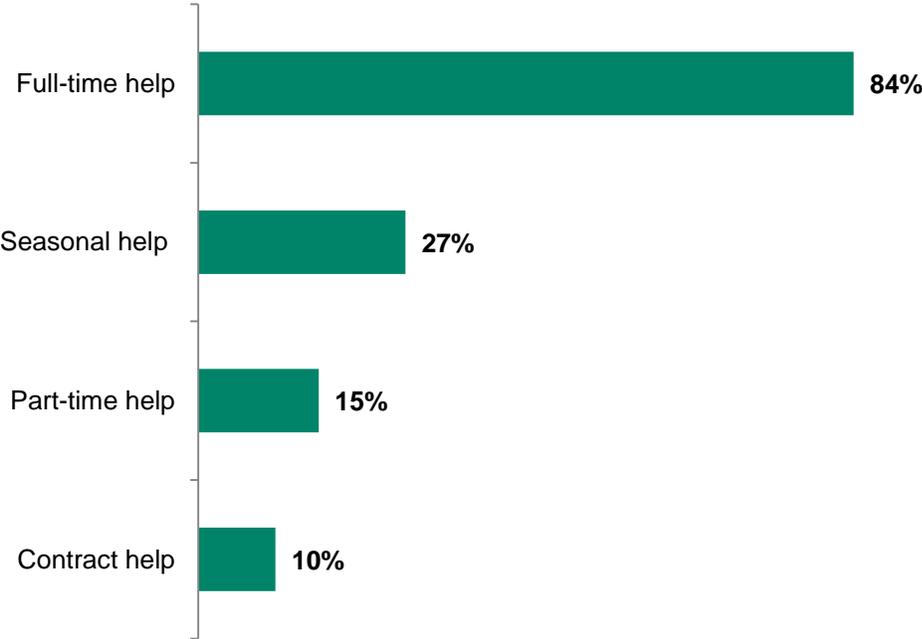
**Size of Workforce in 2013
Among Construction Employers,
1-99 Employees**
(N=361)



Hiring Plans

Most SMB construction businesses that are hiring in 2013 are bringing on full-time help. About three in ten are hiring seasonal help.

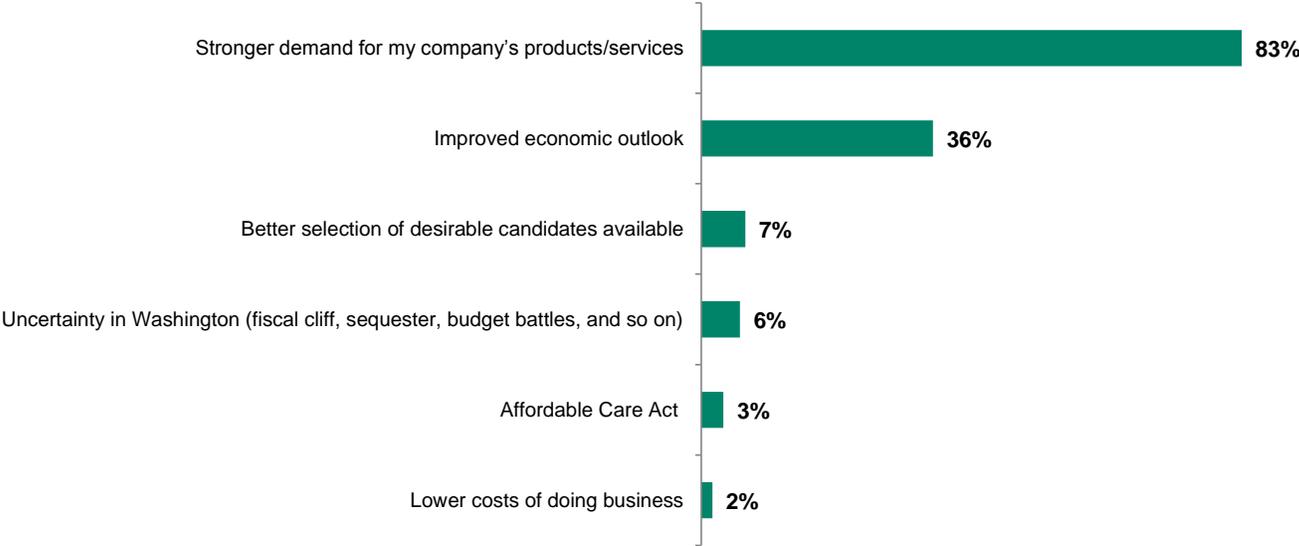
Type of Employees Being Hired
(Base: Hired or Will Hire in 2013, N=162)



Forces Driving Hiring Plans

Stronger demand for products and services tops the list of reasons SMB construction companies are increasing the size of their workforce. Ranked second is an improved economic outlook.

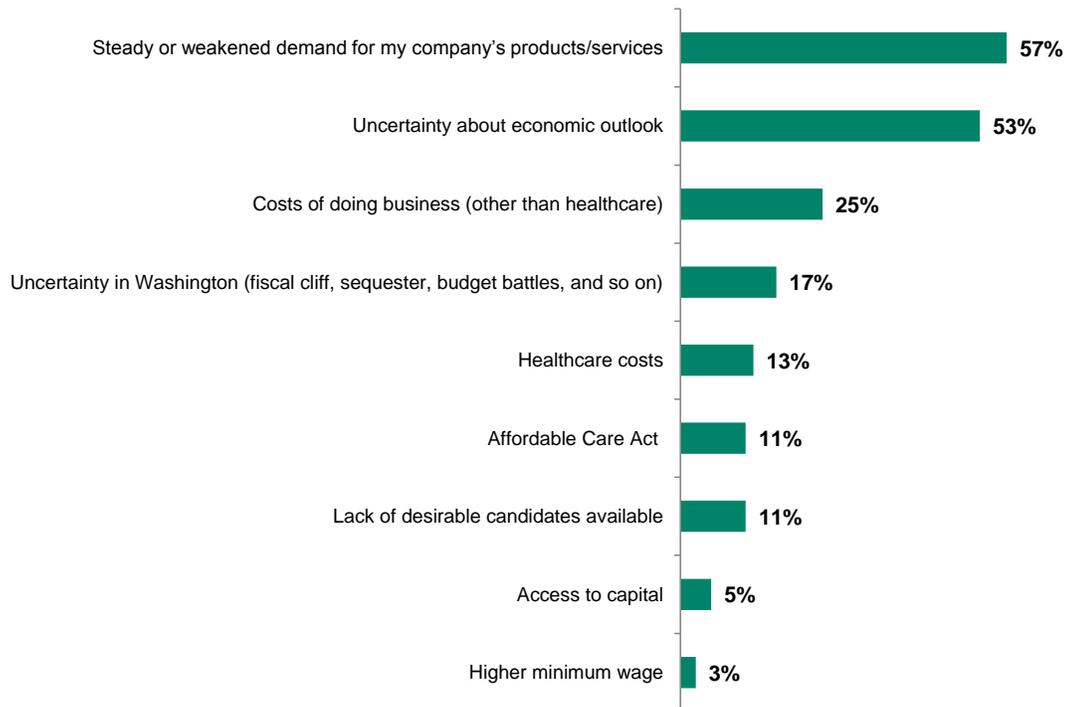
Top Reasons Why Increasing Workforce
(N=118)



Leading the list of reasons SMB construction businesses are not hiring are steady or weak demand for products/services, economic uncertainty, and costs of doing business.

Top Reasons Why Not Increasing Workforce in 2013

(N=148)



About the Survey

The survey was conducted by Sage during May 2013 among Sage customers in the U.S. and Canada who are construction businesses with fewer than 100 employees. A total of 361 people completed the web-based survey. The margin of error is +/- 5% with a confidence level of 95 percent.

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