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## 2021 Construction Outlook Survey \$50 Million or Less Results

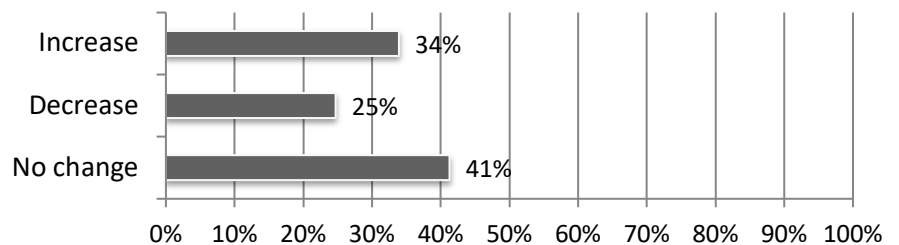
Total Responses: 760. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 1. Compared to 2020, do you expect the available dollar value of projects you compete for in 2021 to be (answer for all market areas in which your business operates): Responses: 753

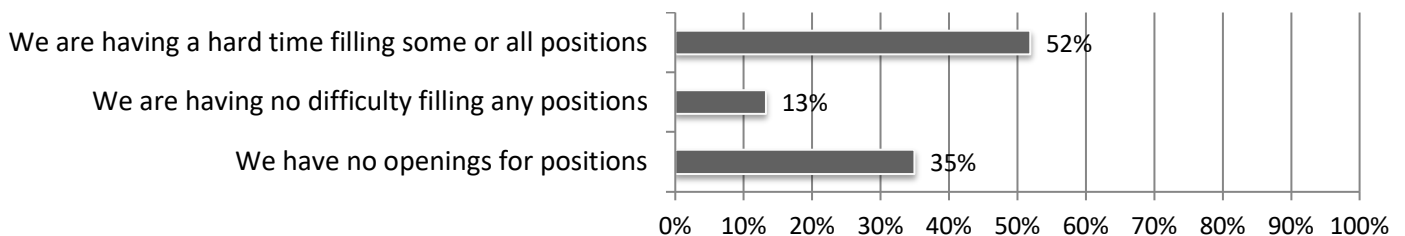
Market	Higher	Lower	Same	Net*	US Net
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	35%	26%	39%	10%	11%
Hospital	28%	32%	40%	-5%	-3%
Warehouse	27%	37%	36%	-11%	4%
Multifamily Residential	27%	36%	38%	-9%	-8%
Water/Sewer	25%	27%	48%	-2%	1%
Manufacturing	21%	43%	36%	-22%	-17%
Bridge/Highway	21%	34%	45%	-13%	-11%
Power	20%	34%	46%	-14%	-8%
Transportation (e.g., transit, rail, airport)	19%	41%	40%	-22%	-19%
Federal (e.g., VA, GSA, USACE, NAVFAC)	18%	34%	47%	-16%	-10%
K-12 School	16%	46%	38%	-30%	-27%
Public Building	12%	50%	38%	-37%	-38%
Higher Education	12%	55%	34%	-43%	-40%
Private Office	9%	65%	26%	-55%	-58%
Lodging	9%	65%	26%	-57%	-58%
Retail	7%	70%	23%	-62%	-64%

\*Net equals difference between number of "Higher" and "Lower" responses as percent of total.

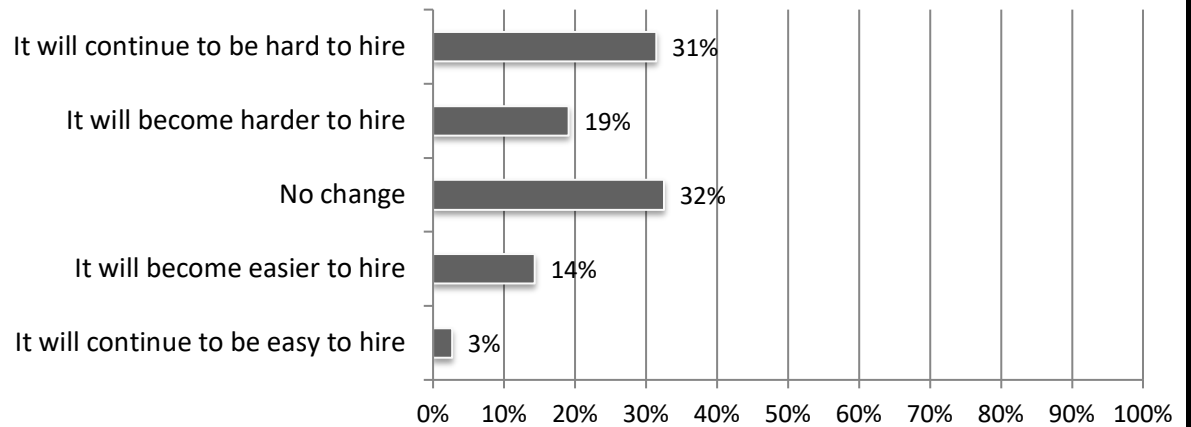
### 2. What changes do you expect in your firm's headcount in 2021? Responses: 760



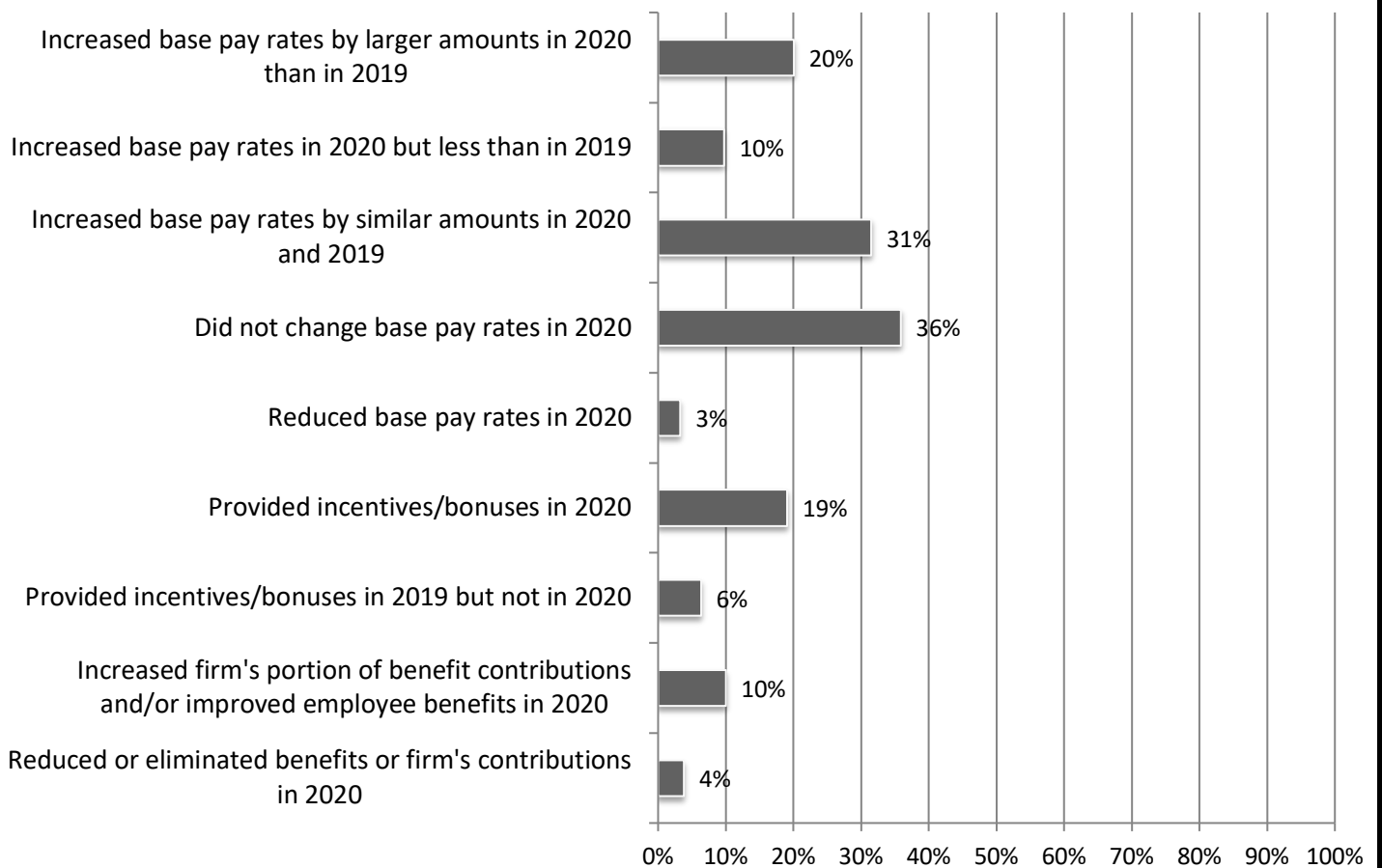
### 3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 756



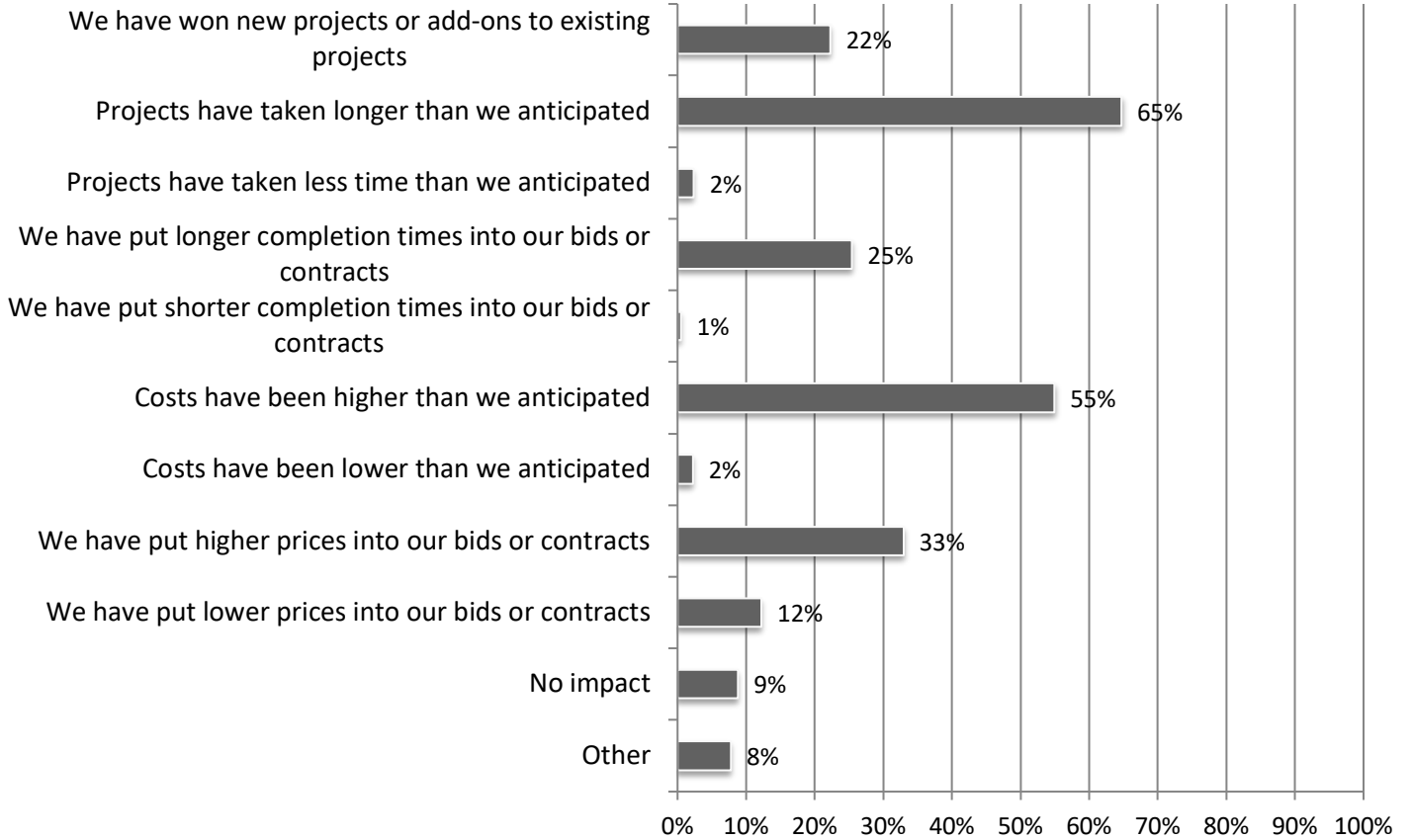
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 754**



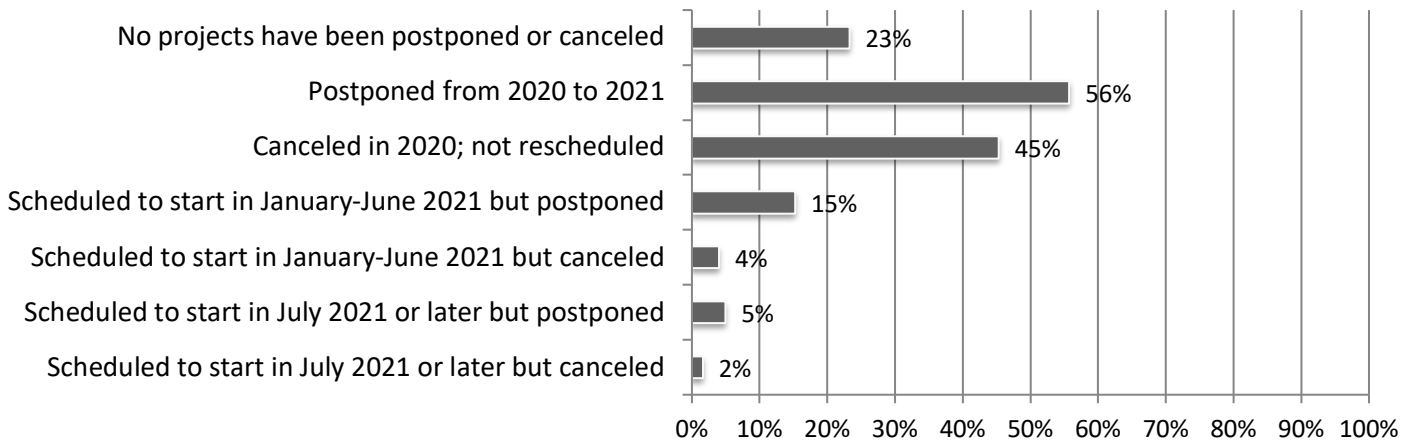
**5. Did your firm increase or decrease pay or benefits in 2020? (mark all that apply) Responses: 759**



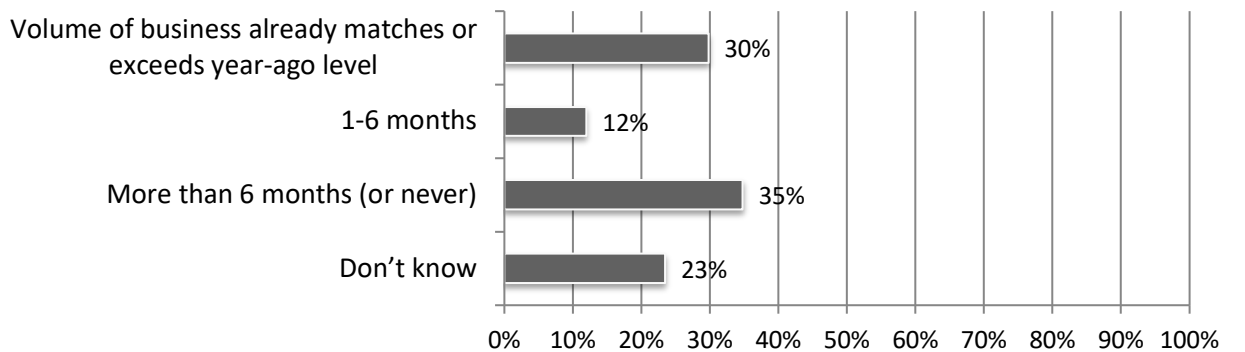
**6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 759**



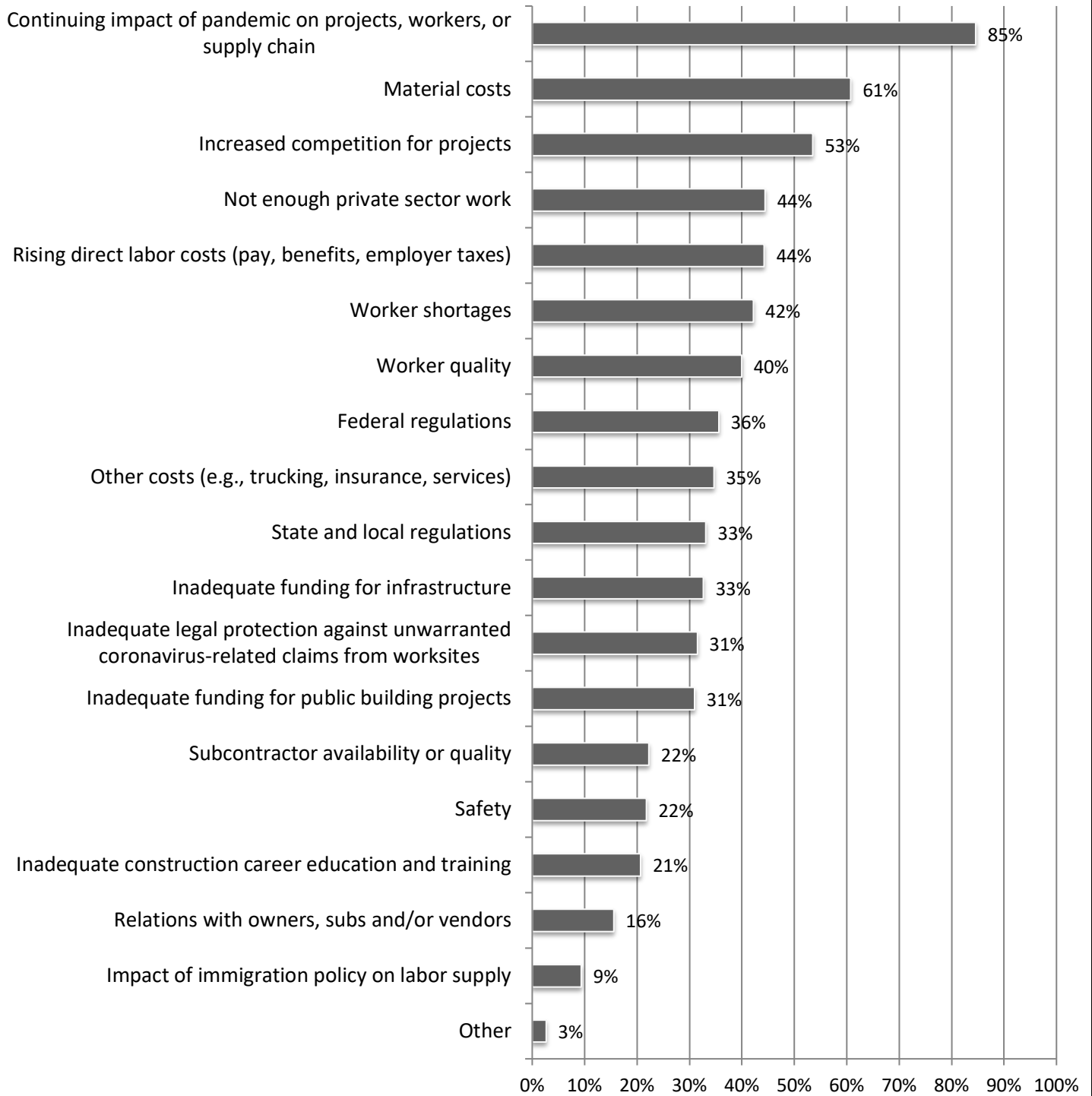
**7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 748**



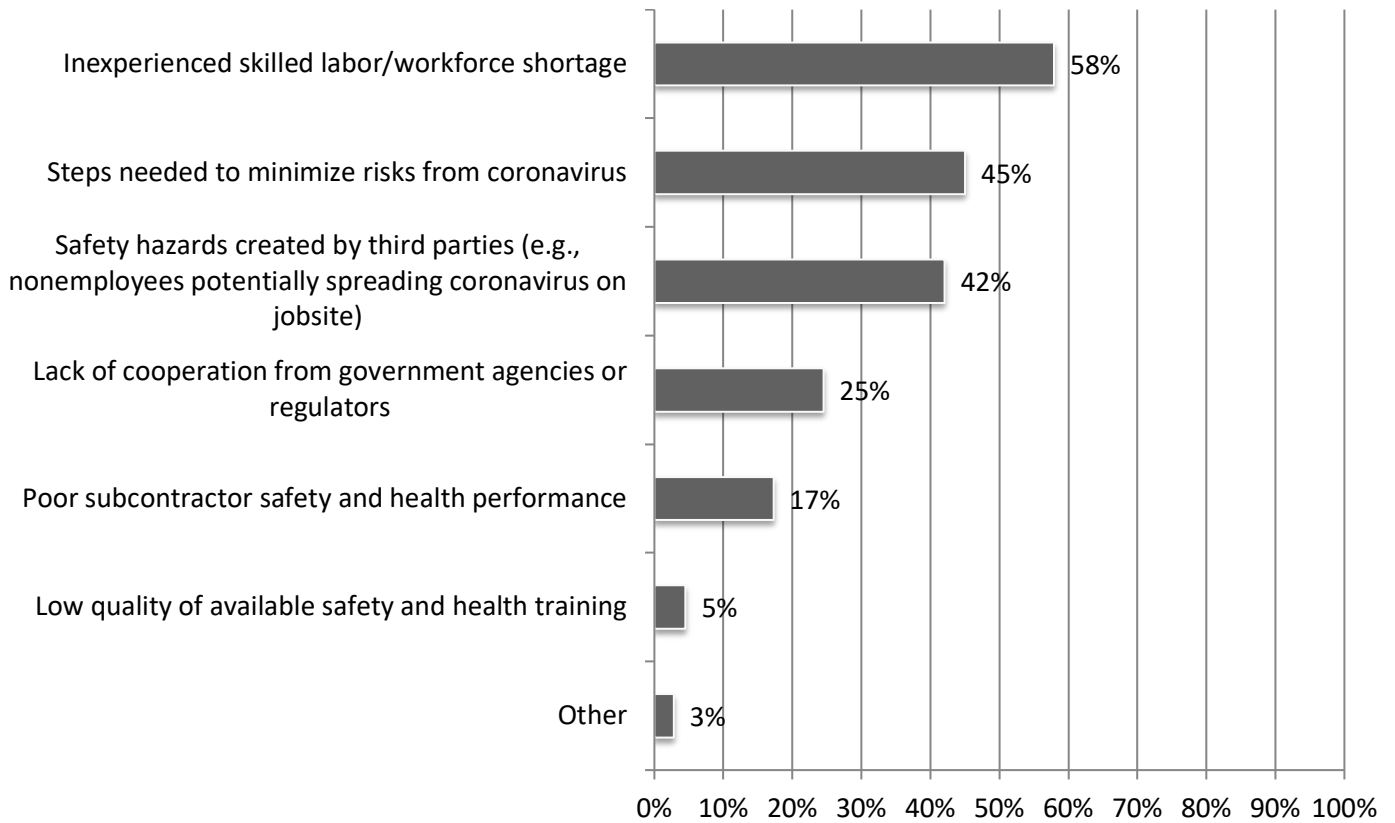
**8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 759**



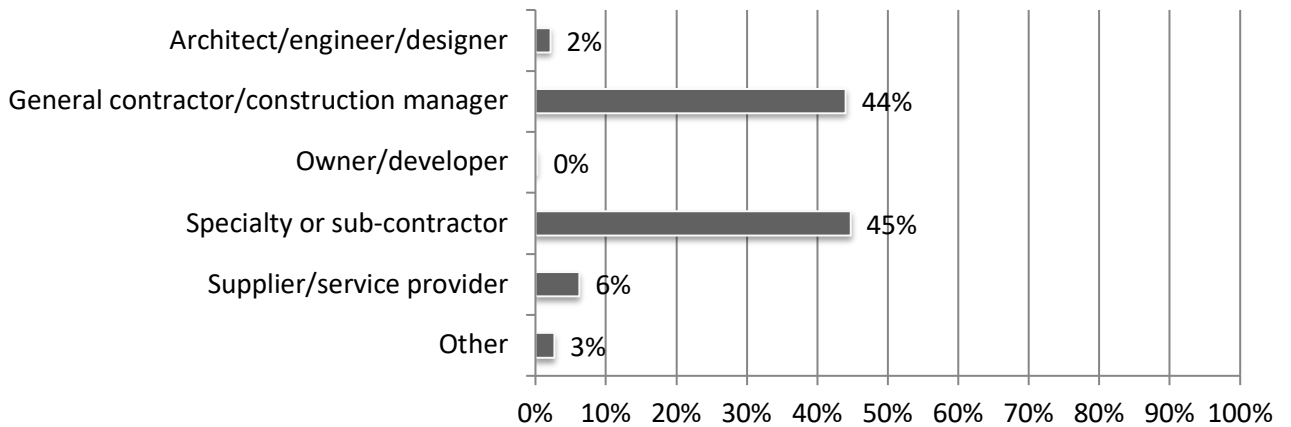
**9. What are your biggest concerns for 2021? (mark all that apply) Responses: 759**



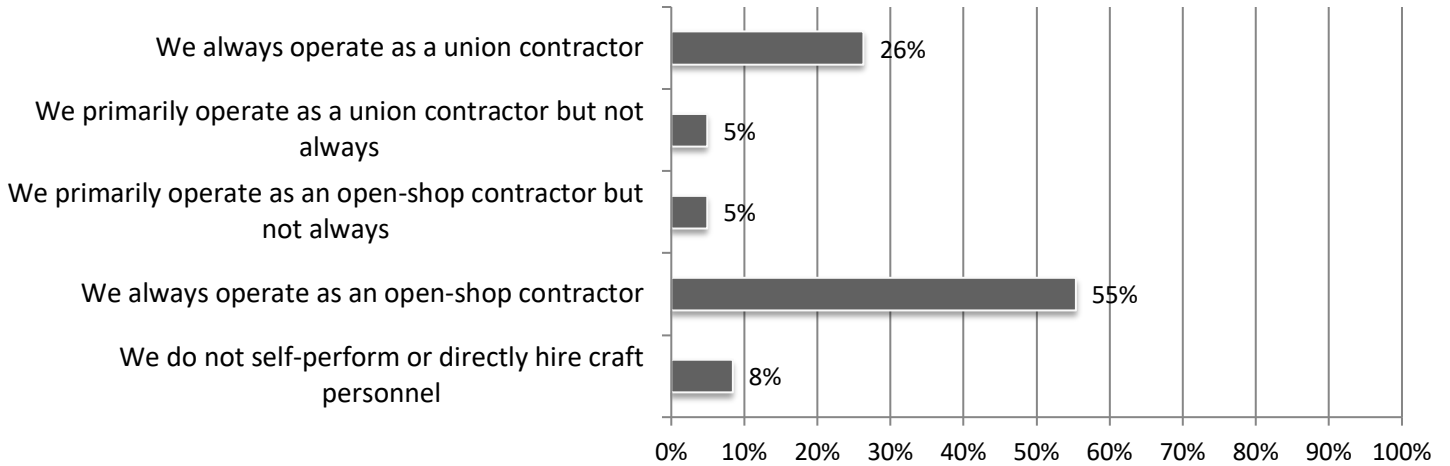
**10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 706**



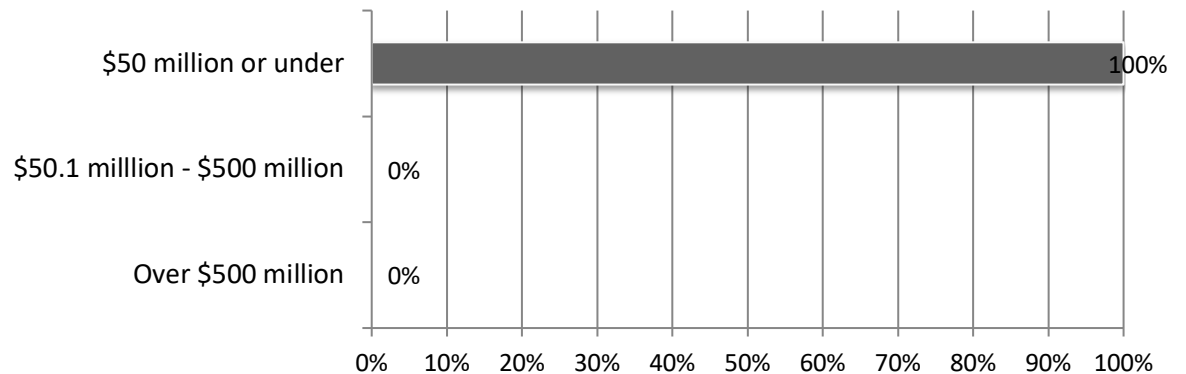
**11. What best describes your firm? Responses: 754**



**12. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?  
Responses: 748**



**13. Estimate the total dollar amount of work your firm performed in 2020. Responses: 760**



**14. How many total employees does your firm employ at all of its locations? Responses: 757**

