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## 2021 Construction Outlook Survey Results California Results

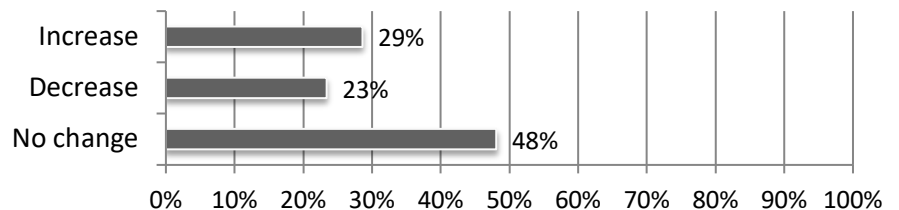
Total Responses: 77. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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: 77

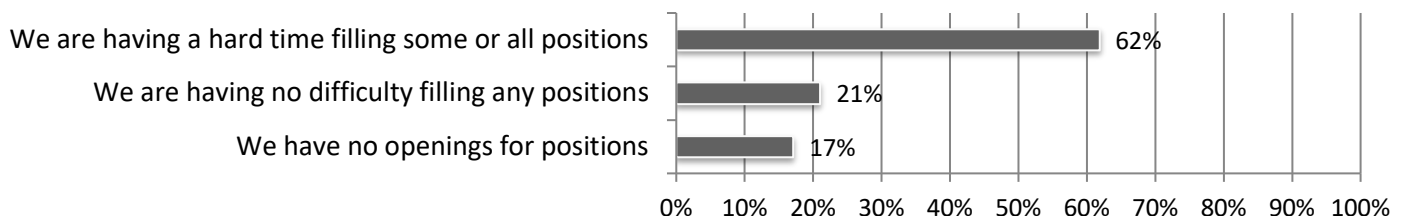
Market	Higher	Lower	Same	Net*	US Net
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	40%	34%	26%	6%	11%
Warehouse	41%	39%	20%	2%	4%
Multifamily Residential	35%	35%	30%	0%	-8%
Water/Sewer	19%	21%	60%	-2%	1%
Power	21%	26%	52%	-5%	-8%
Federal (e.g., VA, GSA, USACE, NAVFAC)	23%	32%	46%	-9%	-10%
Hospital	30%	45%	26%	-15%	-3%
Transportation (e.g., transit, rail, airport)	16%	32%	52%	-16%	-19%
Manufacturing	26%	46%	28%	-20%	-17%
Bridge/Highway	11%	31%	58%	-20%	-11%
K-12 School	15%	44%	41%	-30%	-27%
Public Building	10%	57%	33%	-47%	-38%
Higher Education	9%	65%	26%	-56%	-40%
Private Office	4%	77%	19%	-73%	-58%
Lodging	2%	76%	22%	-74%	-58%
Retail	2%	82%	16%	-80%	-64%

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

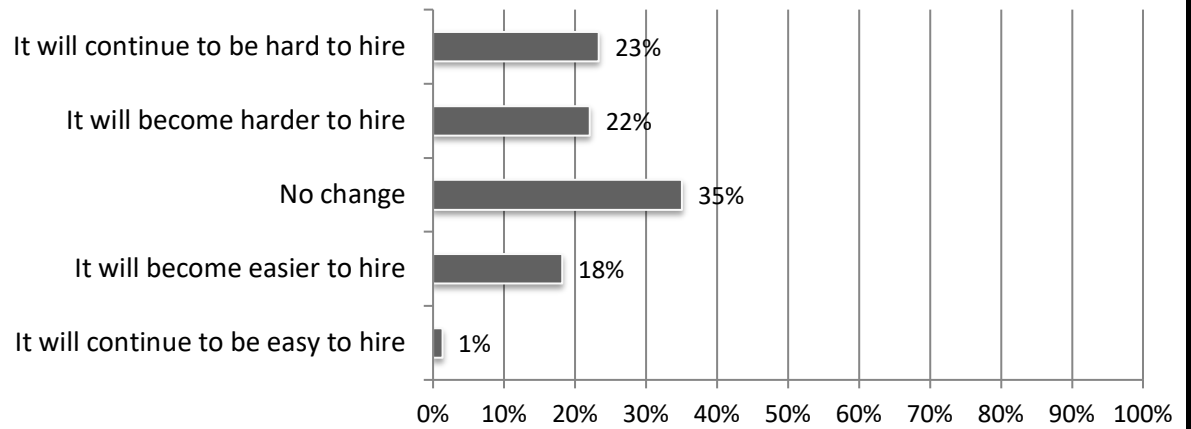
### 2. What changes do you expect in your firm's headcount in 2021? Responses: 77



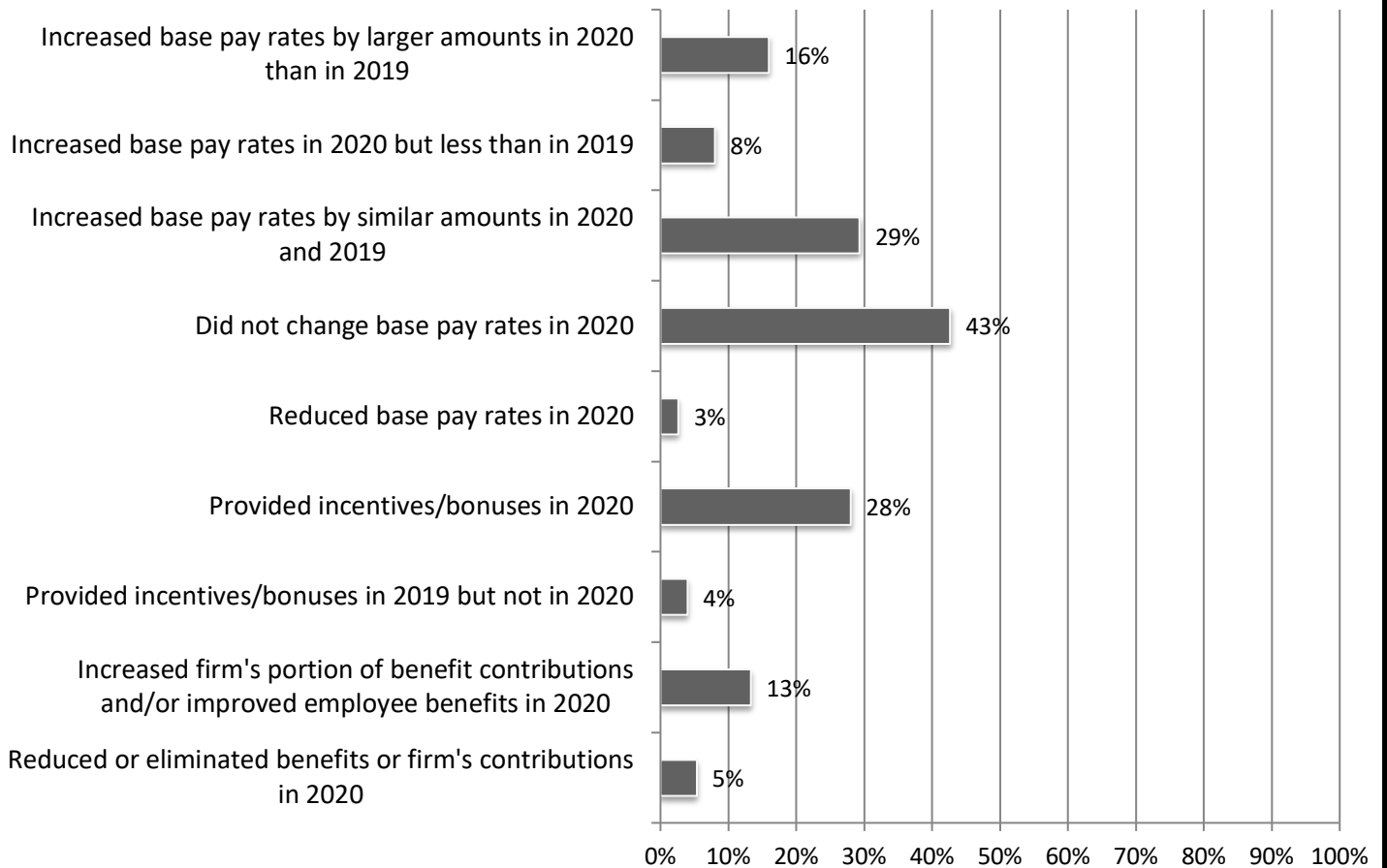
### 3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 76



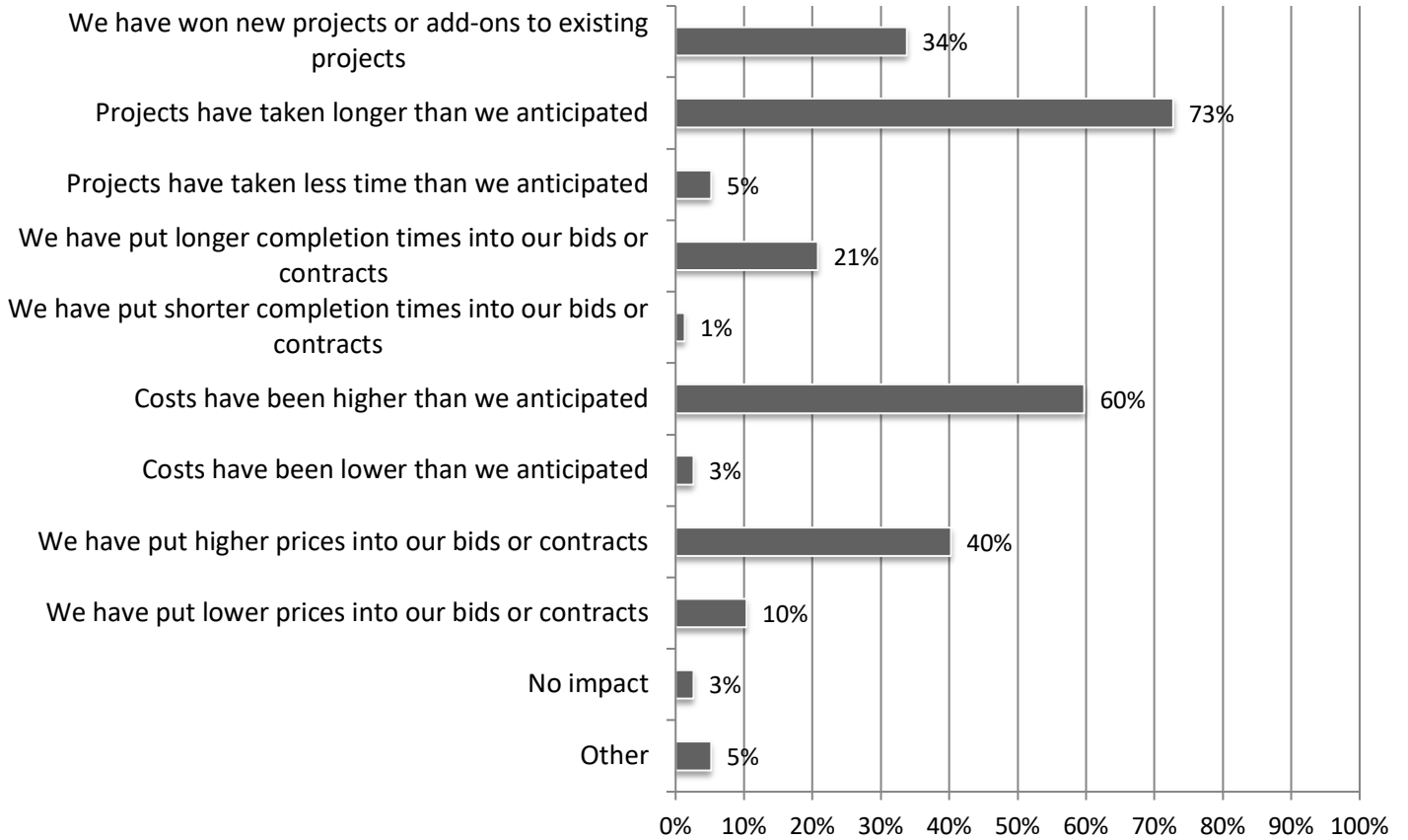
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 77**



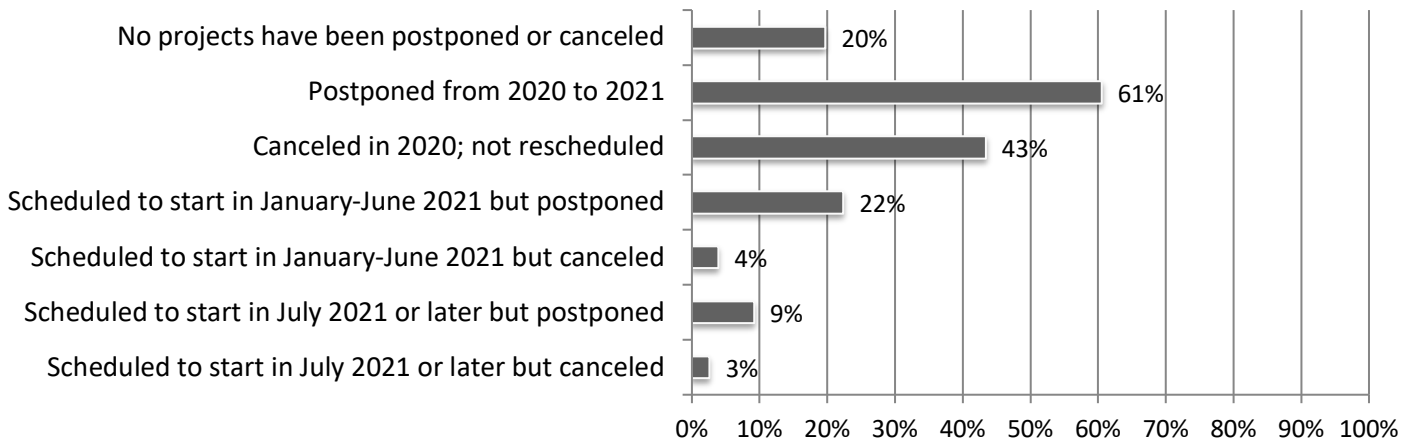
**5. Did your firm increase or decrease pay or benefits in 2020? (mark all that apply) Responses: 75**



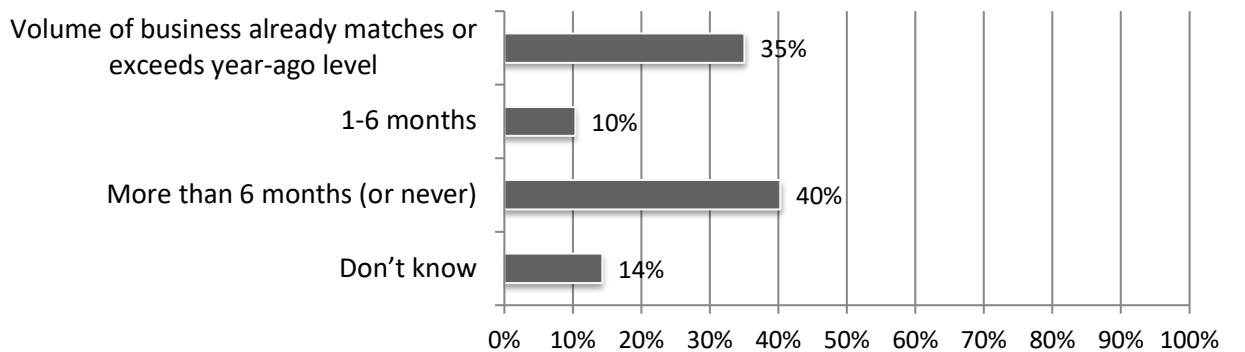
**6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 77**



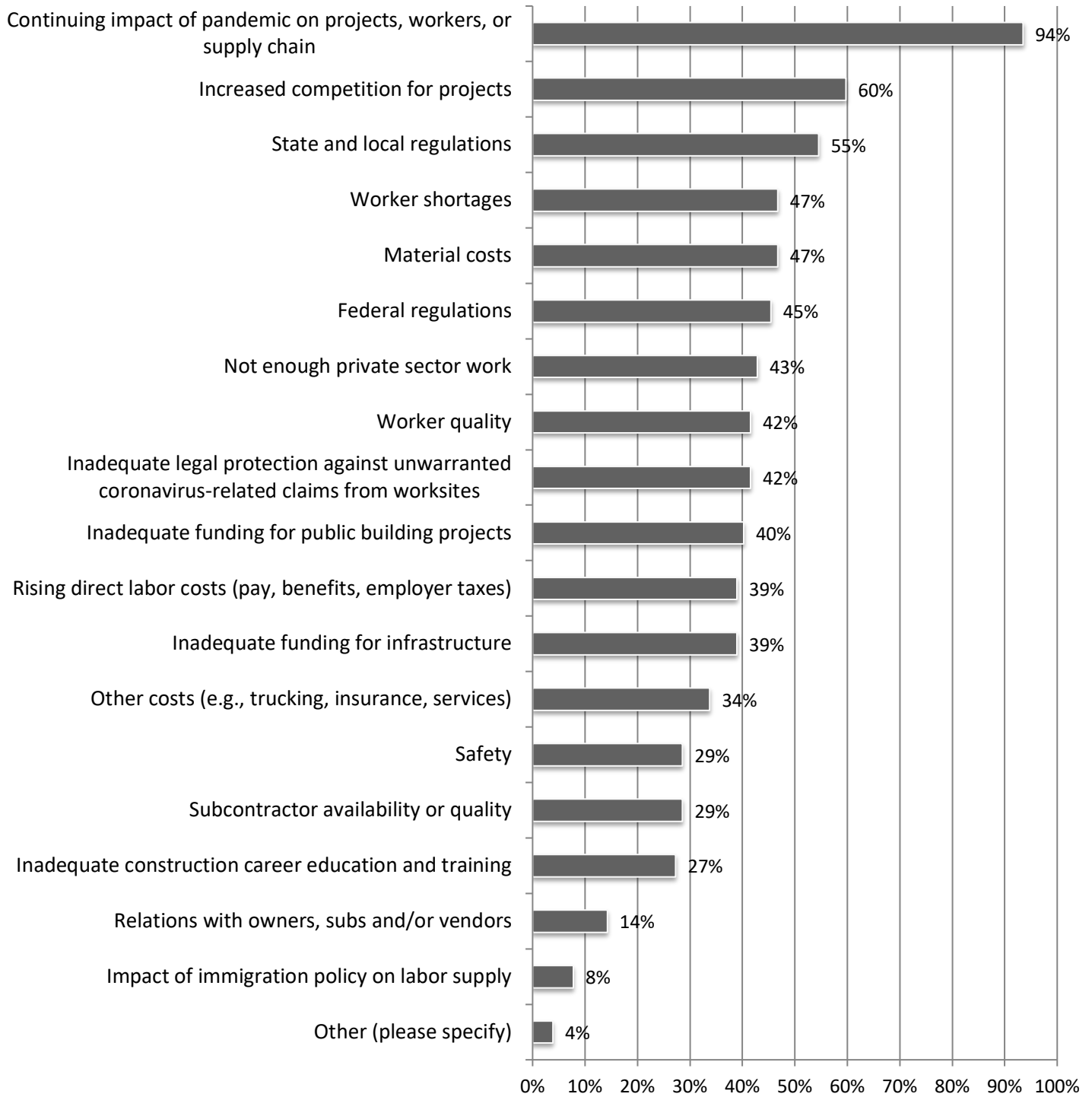
**7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 76**



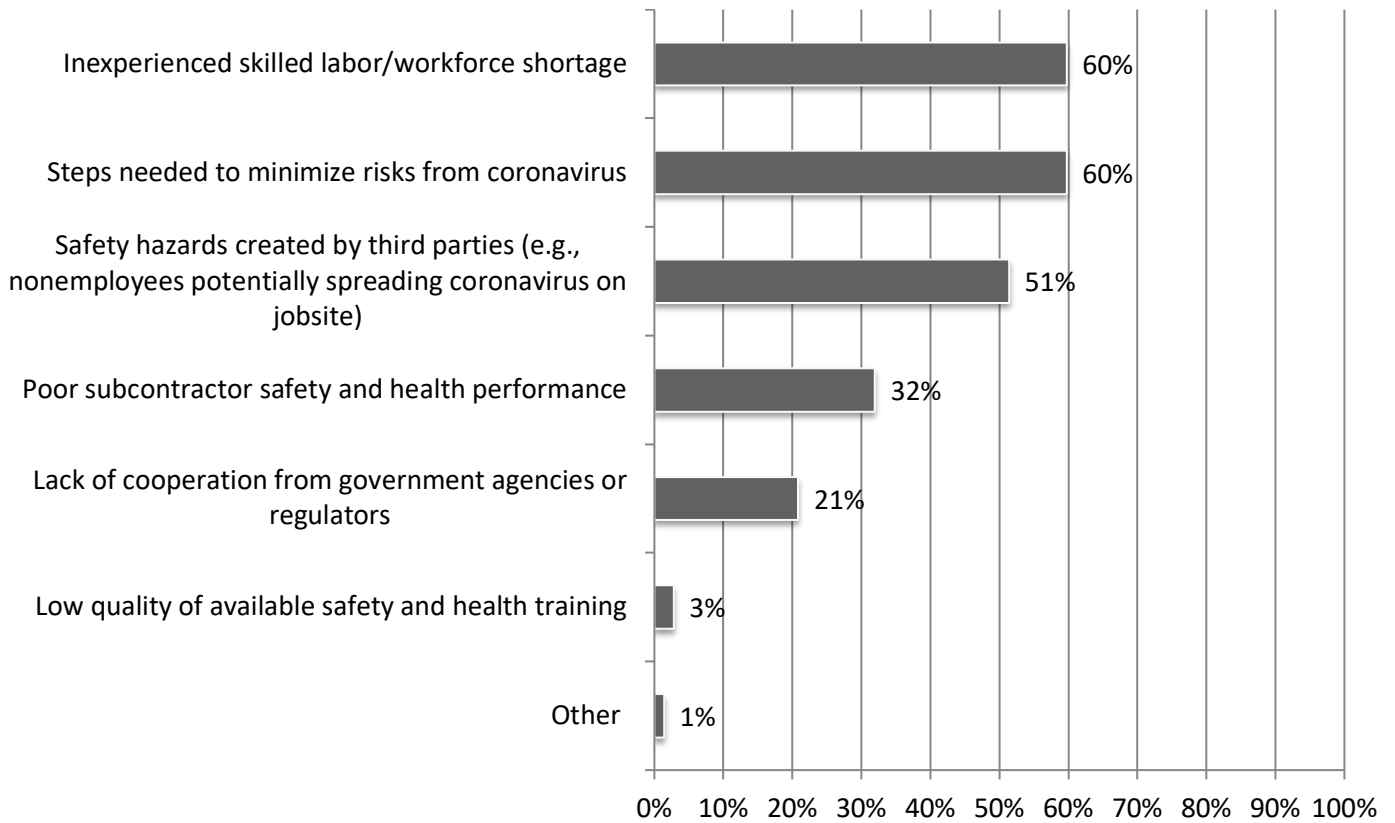
**8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 77**



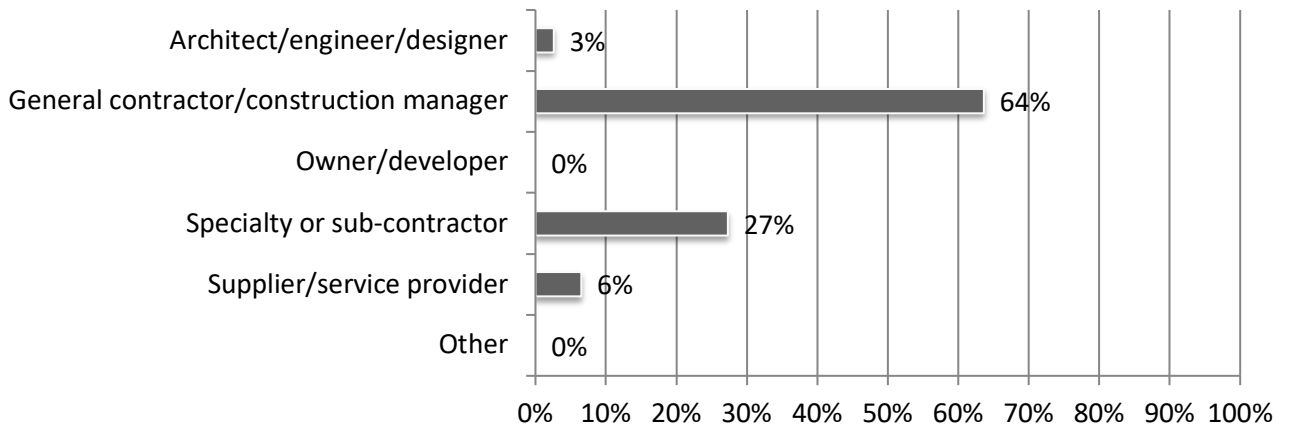
**9. What are your biggest concerns for 2021? (mark all that apply) Responses: 77**



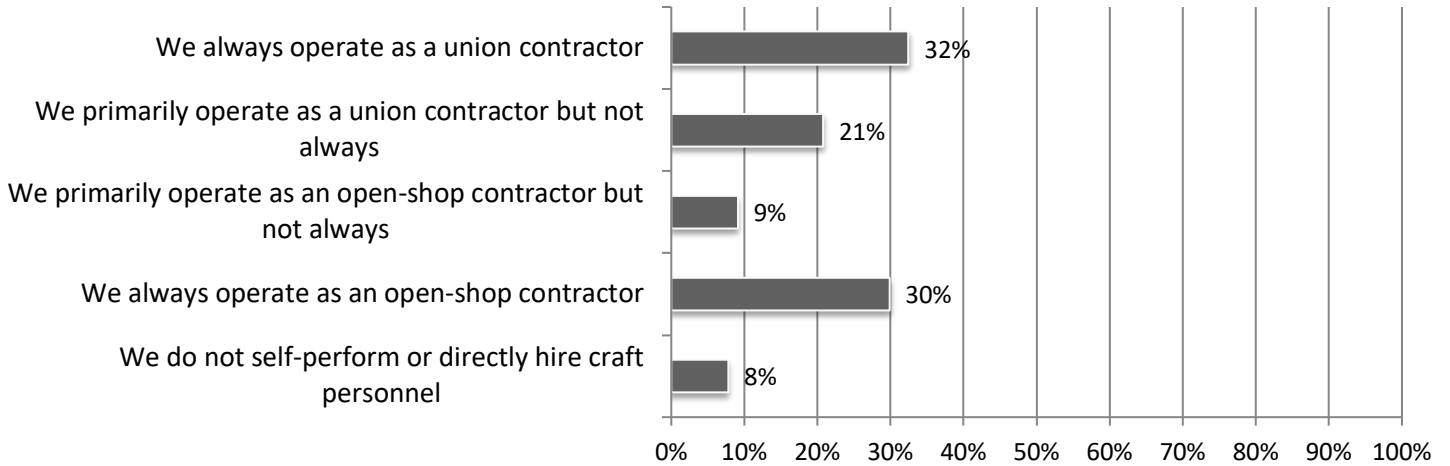
**10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 72**



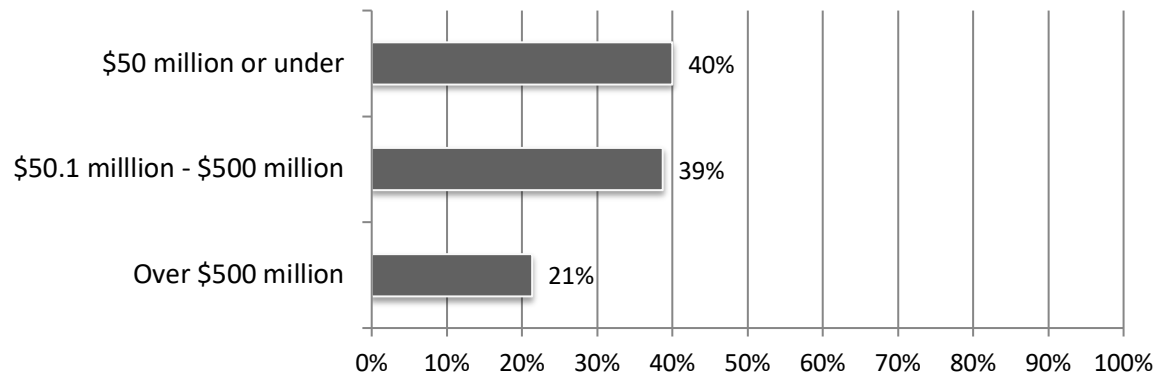
**11. What best describes your firm? Responses: 77**



**12. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?**  
Responses: 77



**13. Estimate the total dollar amount of work your firm performed in 2020.** Responses: 75



**14. How many total employees does your firm employ at all of its locations?** Responses: 75

