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## 2021 Construction Outlook Survey Results Minnesota Results

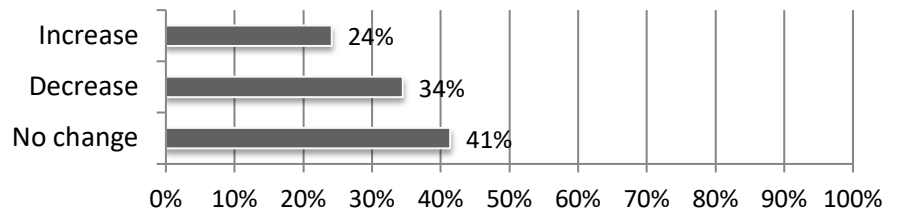
Total Responses: 29. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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: 29

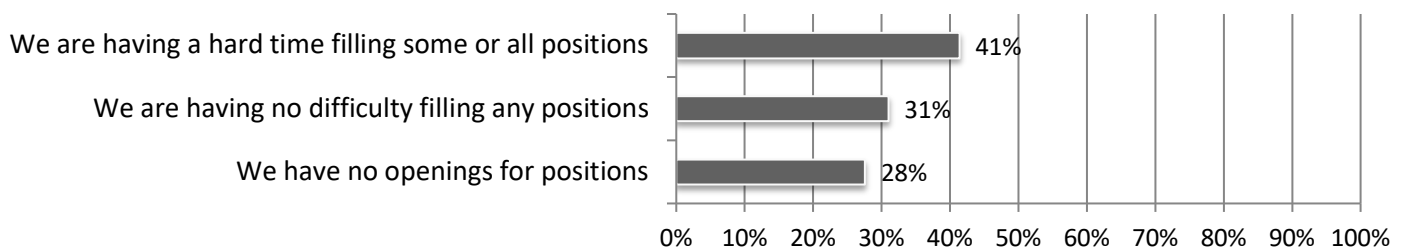
Market	Higher	Lower	Same	Net*	US Net
Water/Sewer	18%	24%	59%	-6%	1%
Transportation (e.g., transit, rail, airport)	15%	23%	62%	-8%	-19%
Bridge/Highway	8%	31%	62%	-23%	-11%
Power	8%	38%	54%	-31%	-8%
Federal (e.g., VA, GSA, USACE, NAVFAC)	0%	33%	67%	-33%	-10%
Warehouse	11%	44%	44%	-33%	4%
Hospital	0%	38%	63%	-38%	-3%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	6%	44%	50%	-39%	11%
K-12 School	15%	55%	30%	-40%	-27%
Public Building	10%	55%	35%	-45%	-38%
Manufacturing	0%	47%	53%	-47%	-17%
Multifamily Residential	0%	53%	47%	-53%	-8%
Higher Education	0%	70%	30%	-70%	-40%
Lodging	0%	73%	27%	-73%	-58%
Retail	6%	82%	12%	-76%	-64%
Private Office	0%	84%	16%	-84%	-58%

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

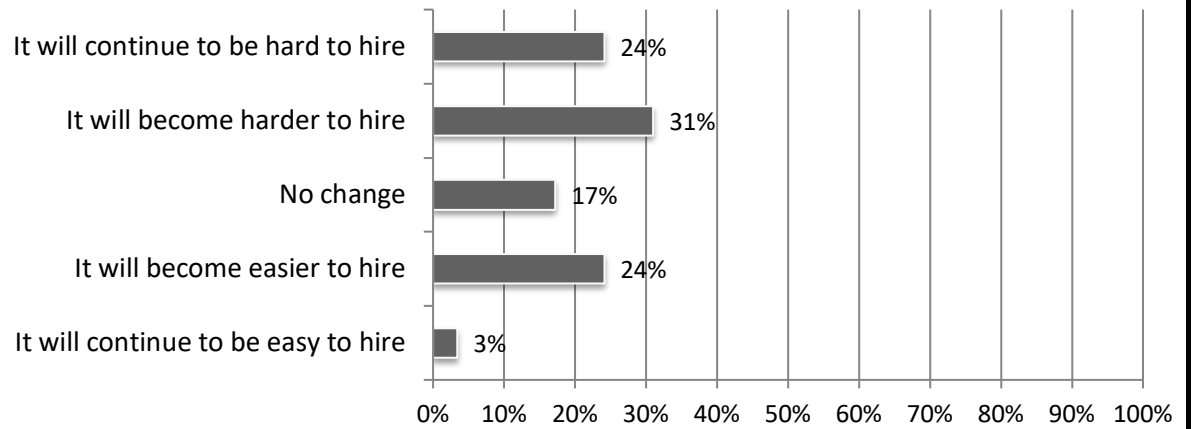
### 2. What changes do you expect in your firm's headcount in 2021? Responses: 29



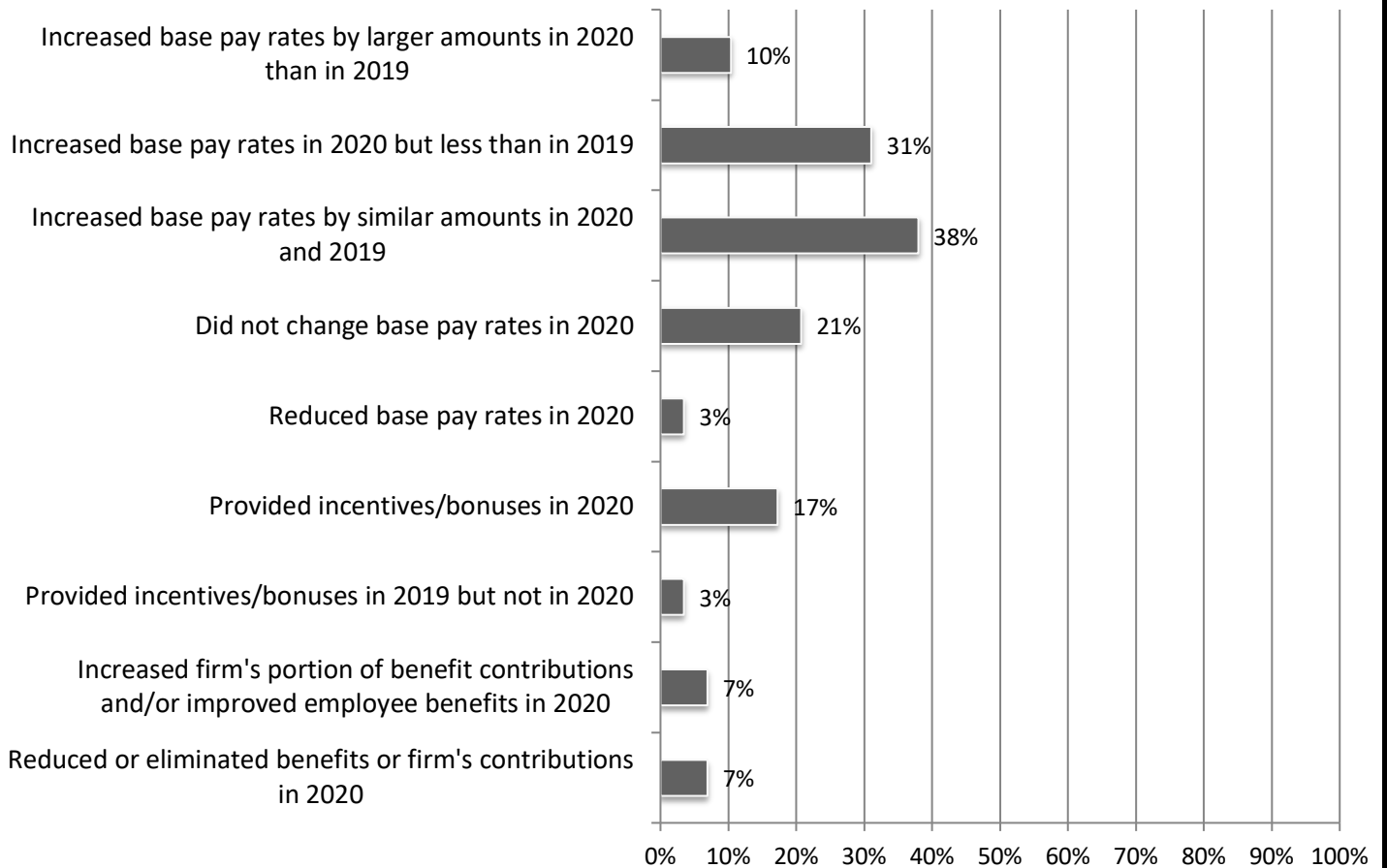
### 3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 29



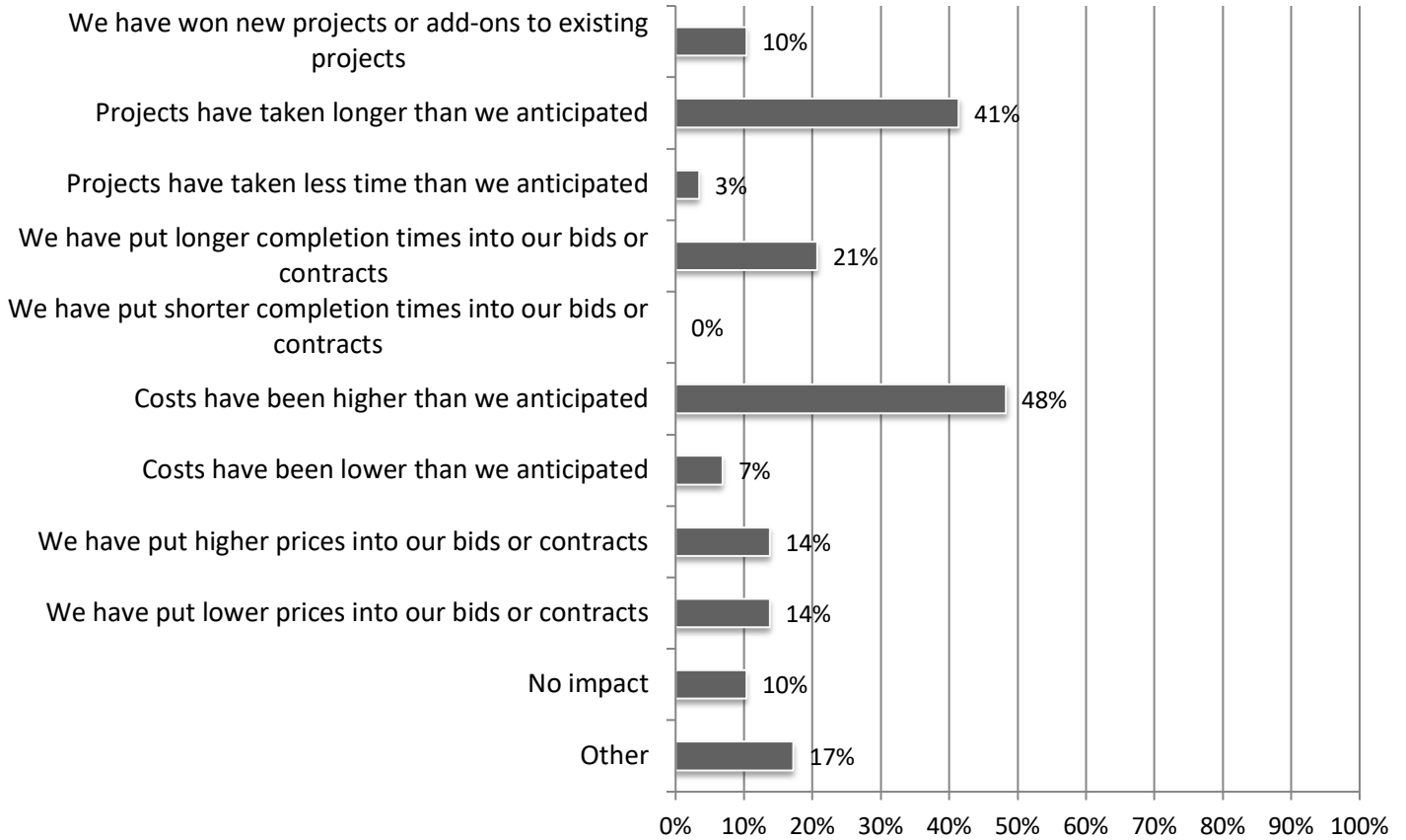
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 29**



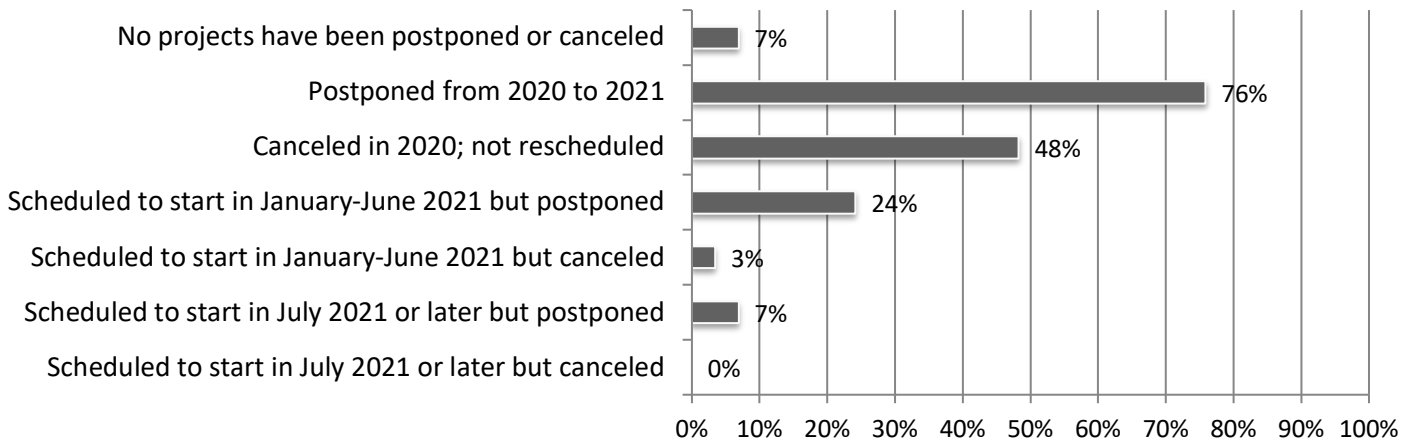
**5. Did your firm increase or decrease pay or benefits in 2020? (mark all that apply) Responses: 29**



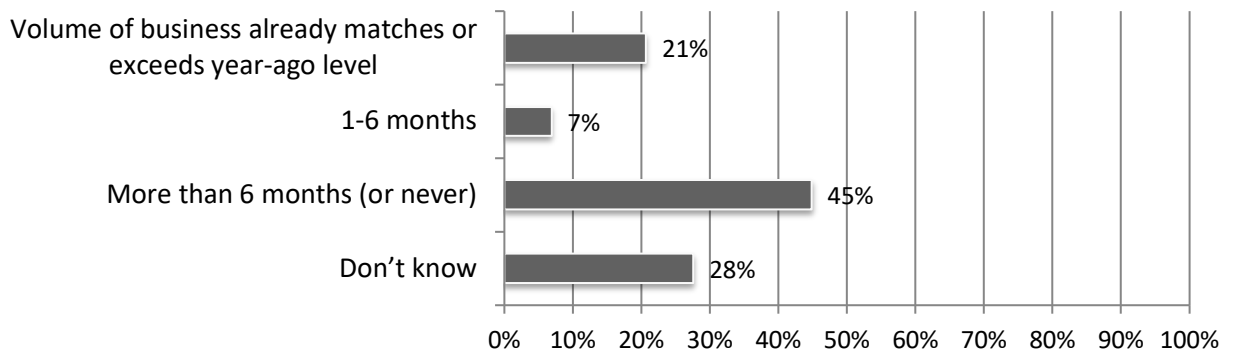
**6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 29**



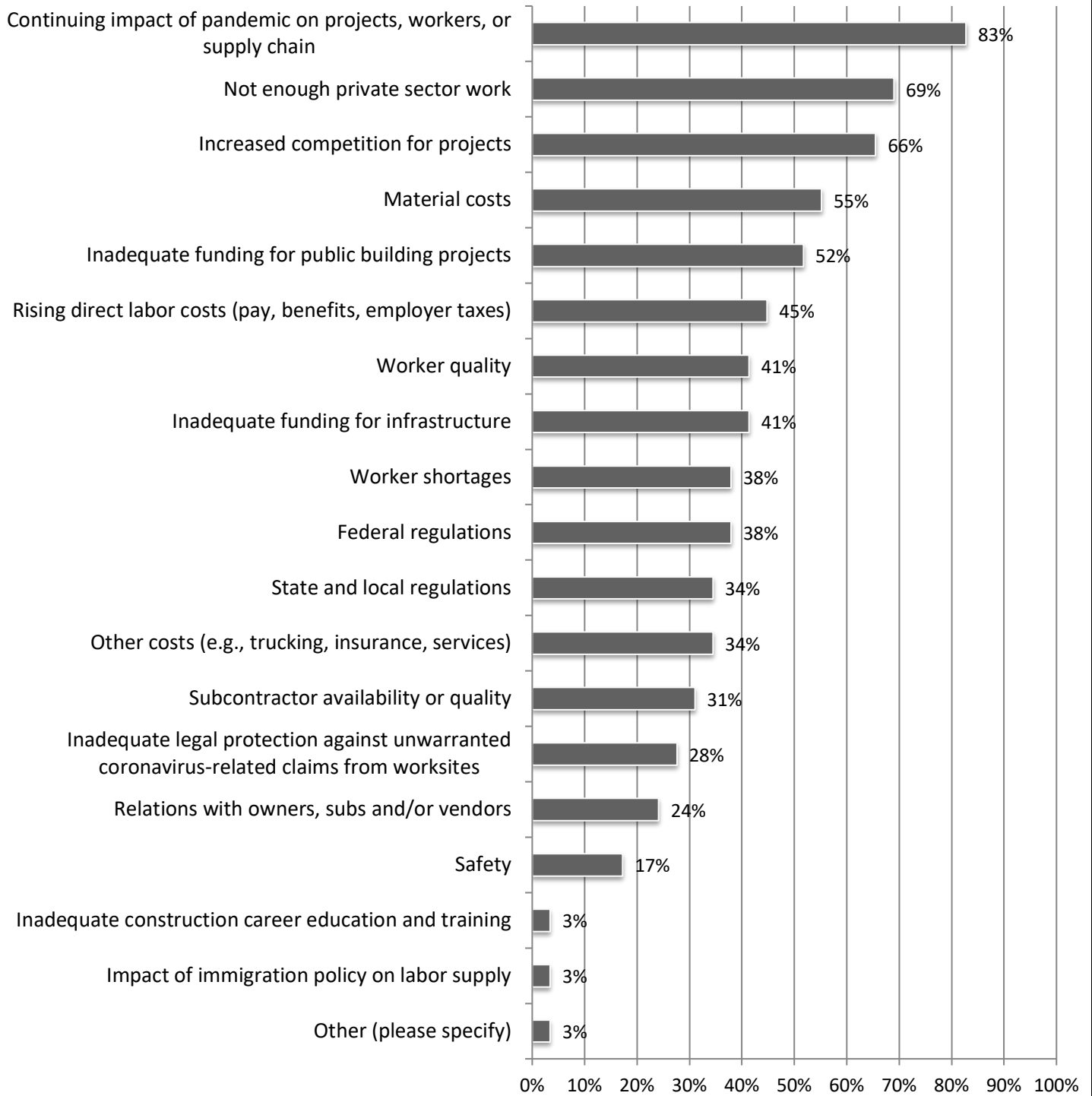
**7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 29**



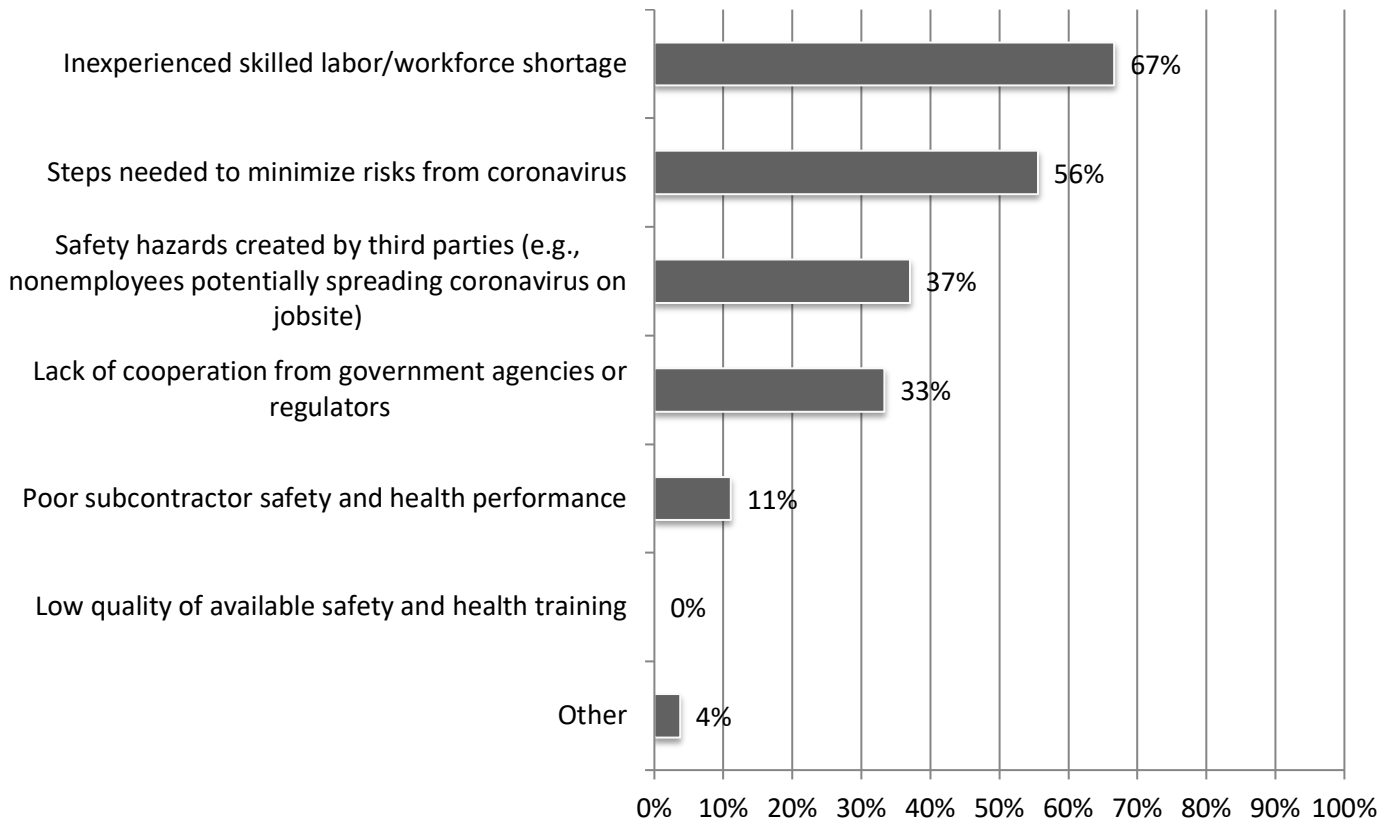
**8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 29**



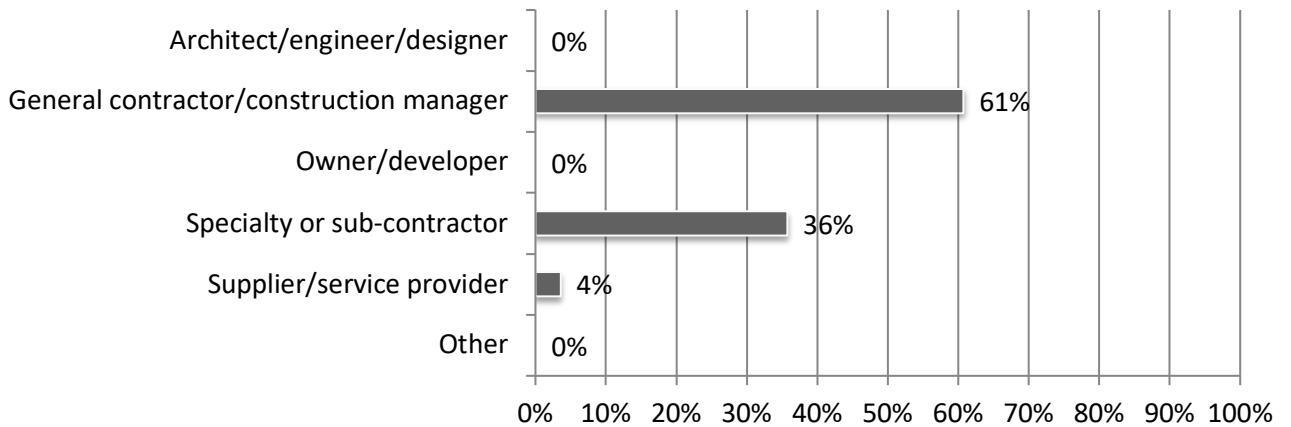
**9. What are your biggest concerns for 2021? (mark all that apply) Responses: 29**



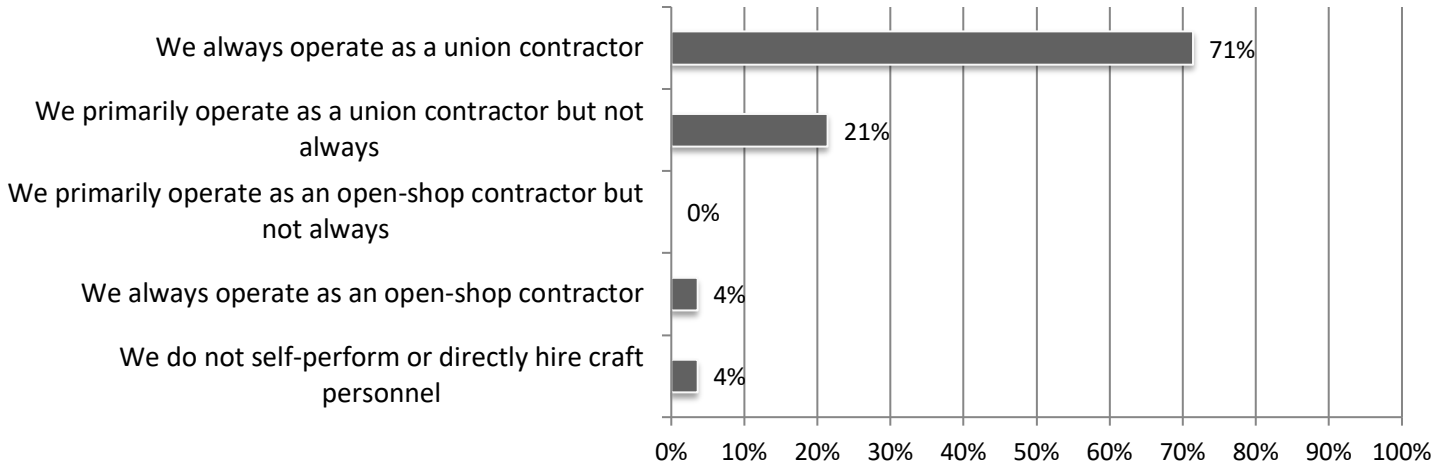
**10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 27**



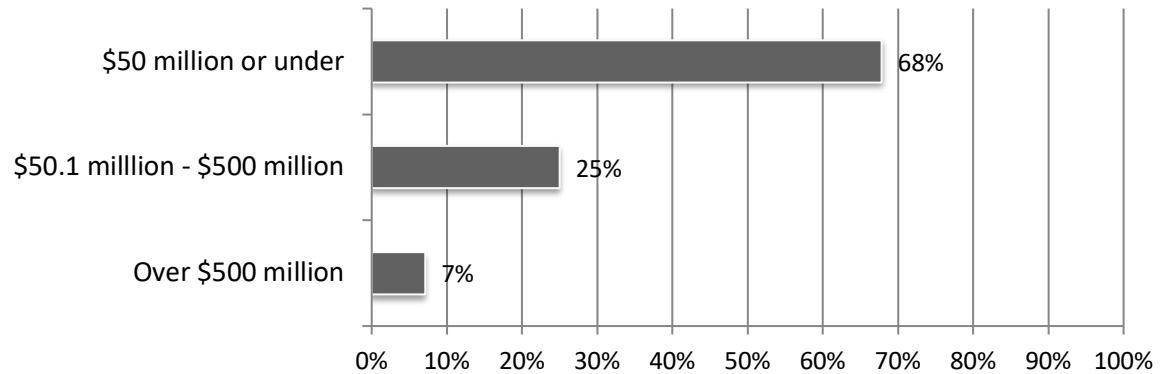
**11. What best describes your firm? Responses: 28**



**12. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?  
Responses: 28**



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



**14. How many total employees does your firm employ at all of its locations? Responses: 28**

