

sage Construction and Real Estate

2021 Construction Outlook Survey Results North Carolina Results

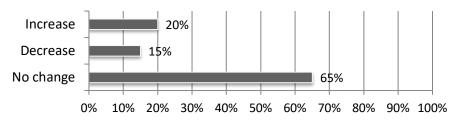
Total Responses: 20. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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: 20

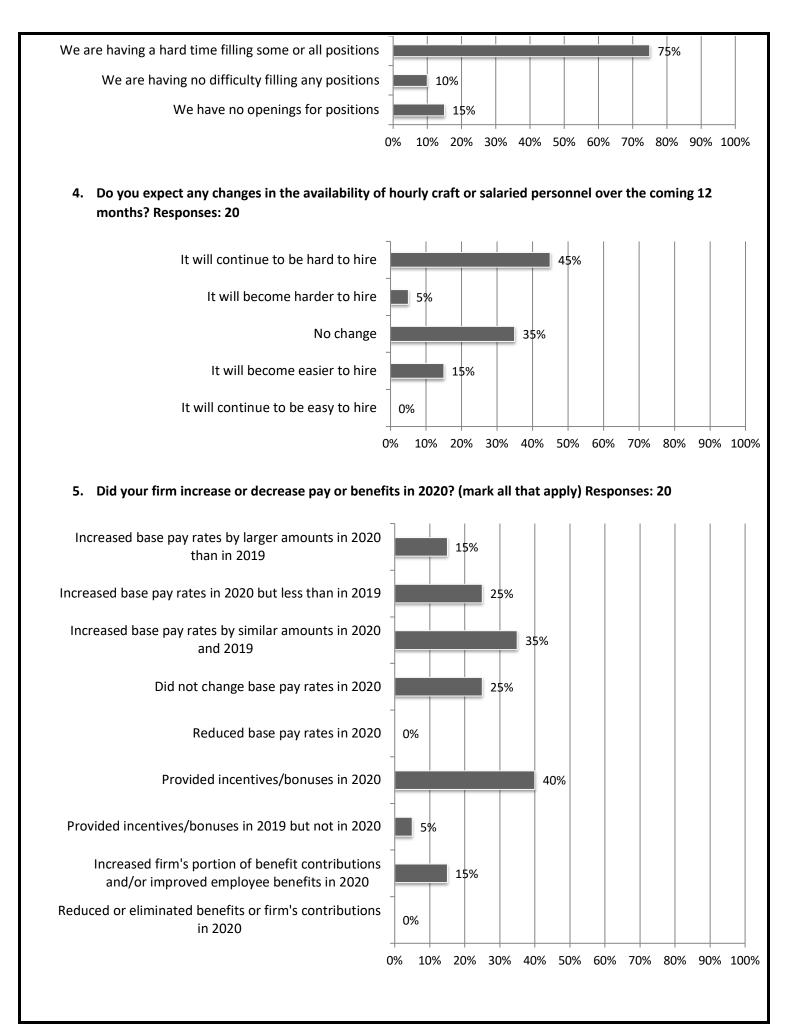
Market	Higher	Lower	Same	Net*]
Power	44%	11%	44%	33%	US Net
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	50%	25%	25%	25%	-8%
Bridge/Highway	44%	22%	33%	22%	11%
Multifamily Residential	33%	33%	33%	0%	-11%
Water/Sewer	25%	33%	42%	-8%	-8%
Warehouse	33%	44%	22%	-11%	1%
Transportation (e.g., transit, rail, airport)	30%	50%	20%	-20%	4%
Hospital	31%	54%	15%	-23%	-19%
Public Building	9%	45%	45%	-36%	-3%
Private Office	18%	55%	27%	-36%	-38%
Manufacturing	8%	50%	42%	-42%	-58%
Federal (e.g., VA, GSA, USACE, NAVFAC)	8%	62%	31%	-54%	-17%
K-12 School	8%	62%	31%	-54%	-27%
Lodging	13%	75%	13%	-63%	-58%
Higher Education	7%	73%	20%	-67%	-40%
Retail	0%	67%	33%	-67%	-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: 20



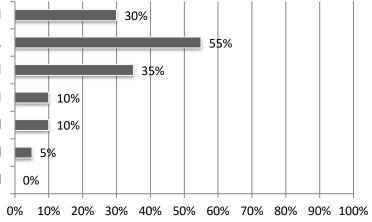
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 20





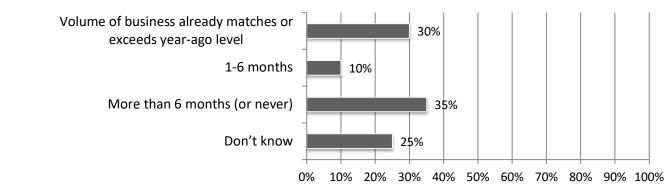
7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 20

No projects have been postponed or canceled Postponed from 2020 to 2021 Canceled in 2020; not rescheduled Scheduled to start in January-June 2021 but postponed Scheduled to start in January-June 2021 but canceled Scheduled to start in July 2021 or later but postponed Scheduled to start in July 2021 or later but canceled

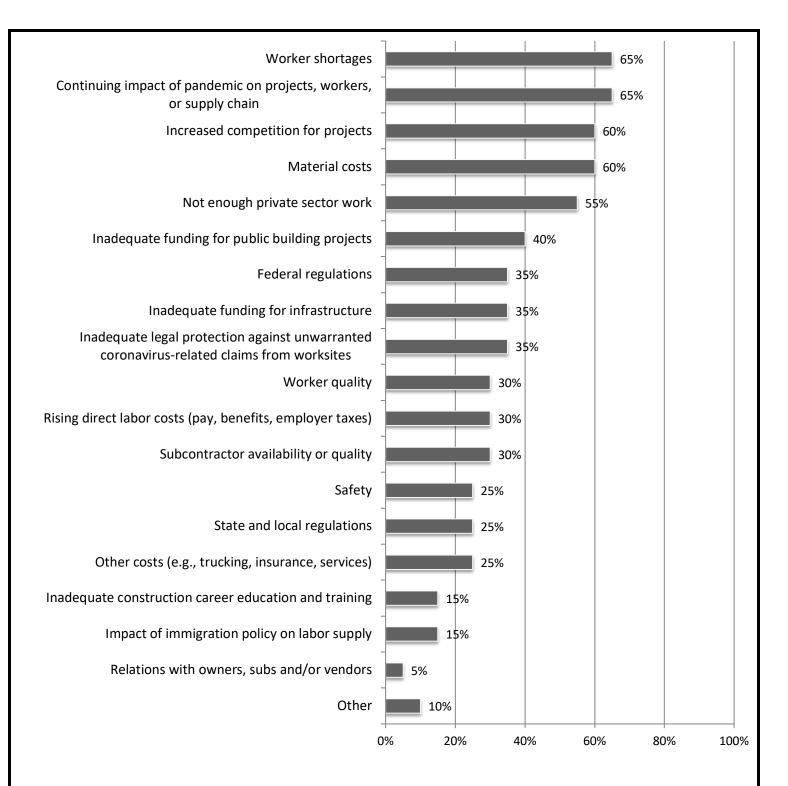


6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 20

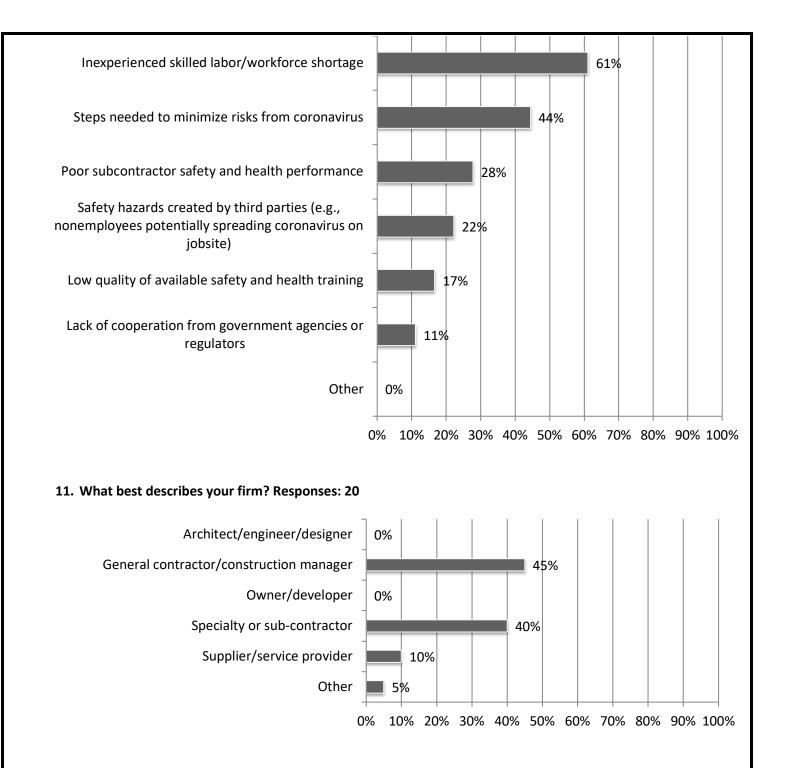
8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 20



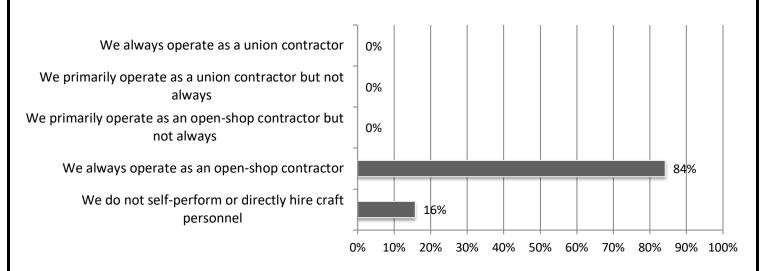
9. What are your biggest concerns for 2021? (mark all that apply) Responses: 20



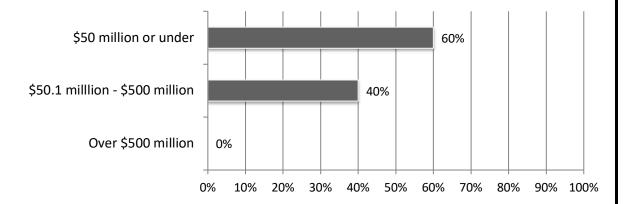
10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 18



12. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor? Responses: 19



13. Estimate the total dollar amount of work your firm performed in 2020. Responses: 20



14. How many total employees does your firm employ at all of its locations? Responses: 19

