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2021 Construction Outlook National Survey Results

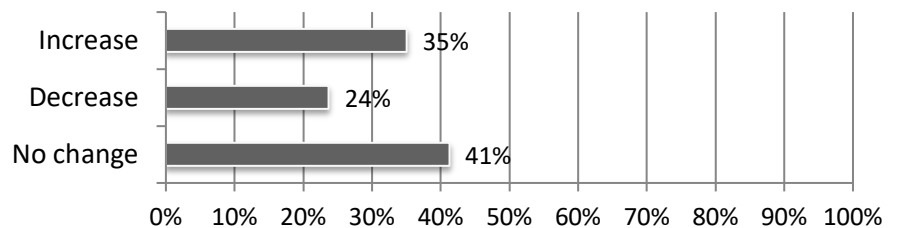
Total Responses: 1,329. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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: 1,320

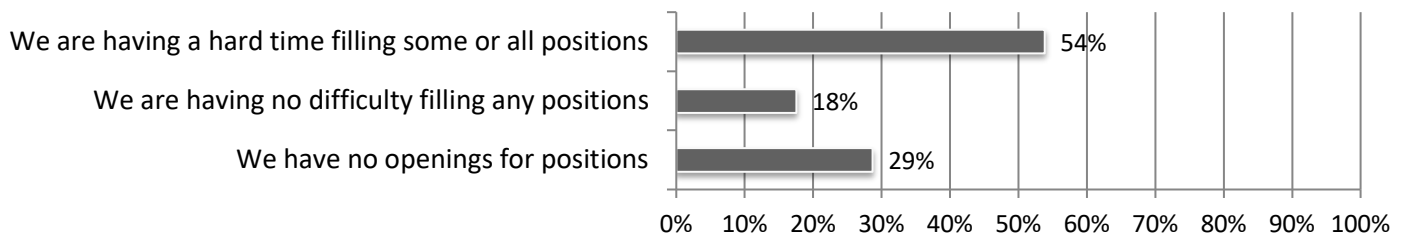
Market	Higher	Lower	Same	Net*	2020 Net
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	37%	26%	37%	11%	-
Warehouse	35%	31%	34%	4%	-
Water/Sewer	26%	25%	49%	1%	25%
Hospital	30%	33%	37%	-3%	20%
Multifamily Residential	28%	35%	37%	-8%	11%
Power	23%	31%	46%	-8%	17%
Federal (e.g., VA, GSA, USACE, NAVFAC)	22%	32%	45%	-10%	17%
Bridge/Highway	23%	34%	44%	-11%	20%
Manufacturing	24%	41%	35%	-17%	11%
Transportation (e.g., transit, rail, airport)	20%	39%	41%	-19%	20%
K-12 School	18%	46%	36%	-27%	20%
Public Building	13%	51%	36%	-38%	10%
Higher Education	13%	53%	34%	-40%	16%
Private Office	9%	67%	24%	-58%	8%
Lodging	9%	67%	24%	-58%	-
Retail	8%	71%	21%	-64%	-

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

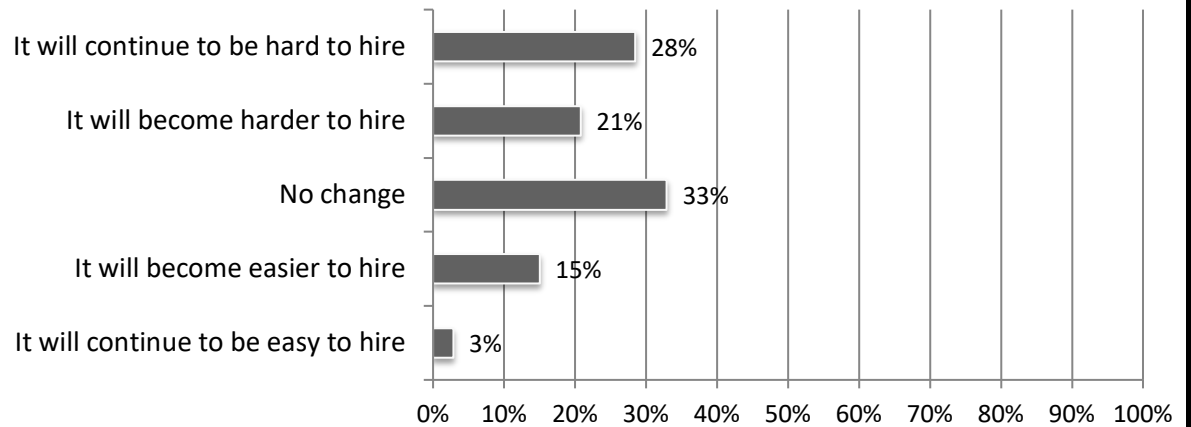
2. What changes do you expect in your firm's headcount in 2021? Responses: 1,324



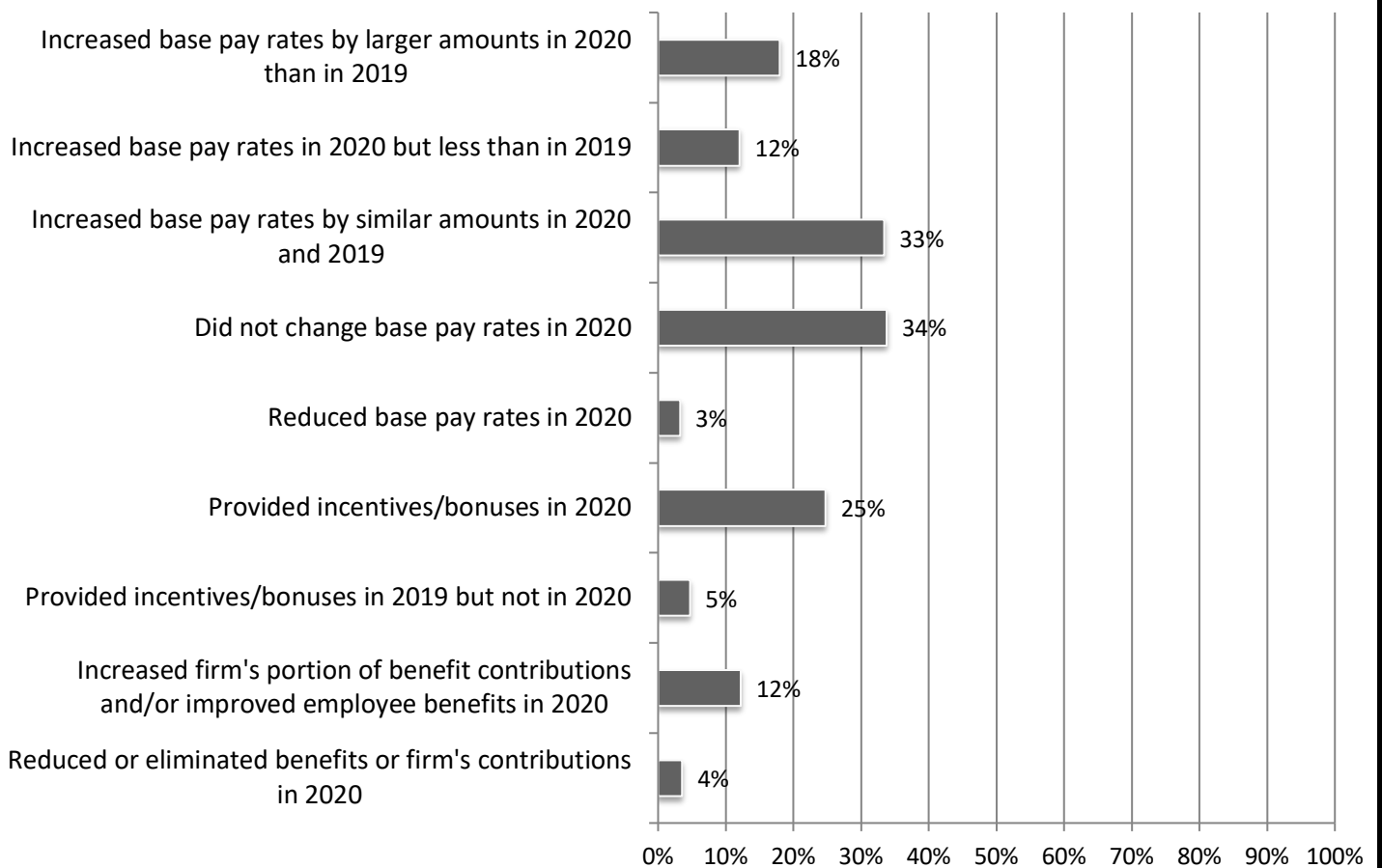
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 1,312



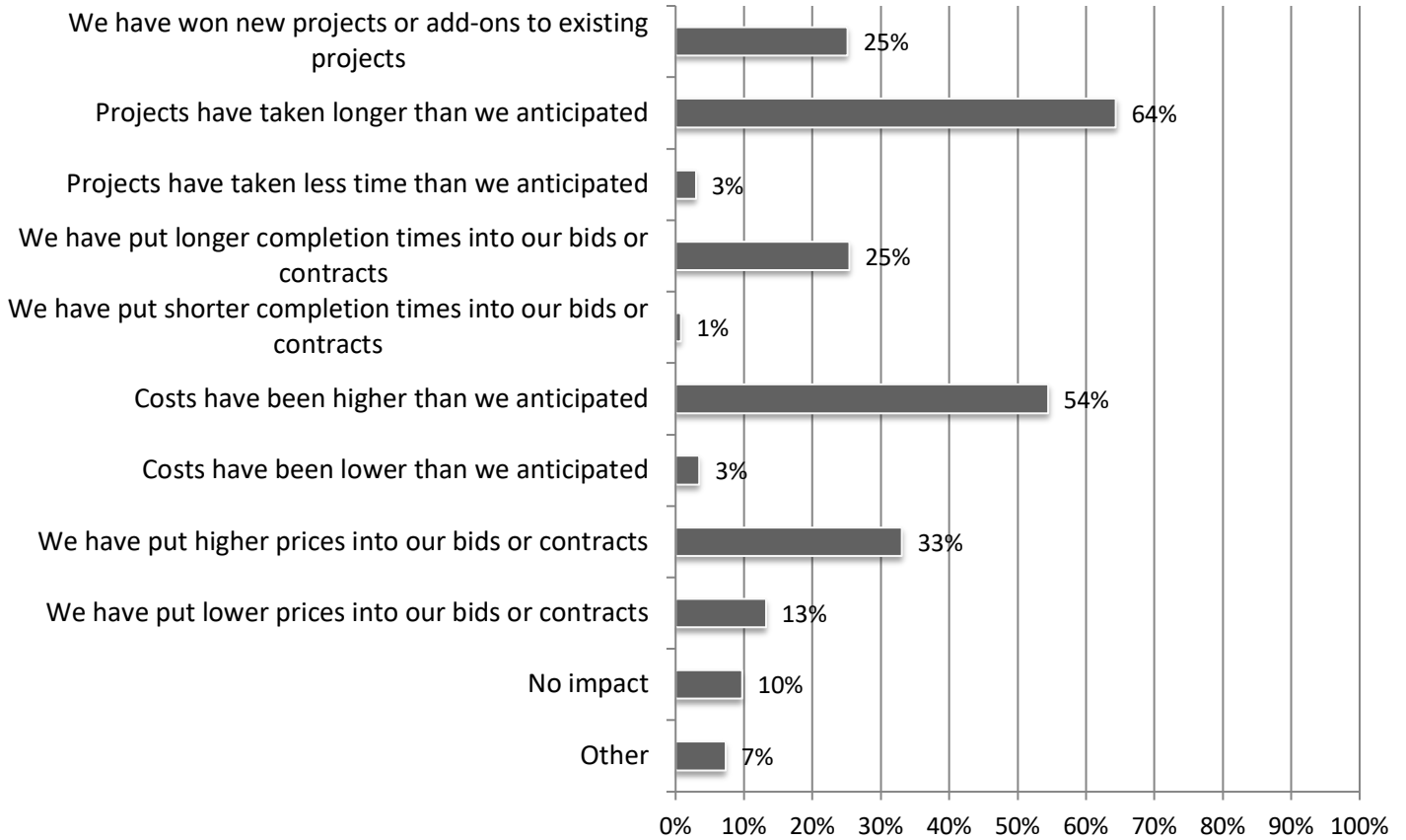
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 1,300



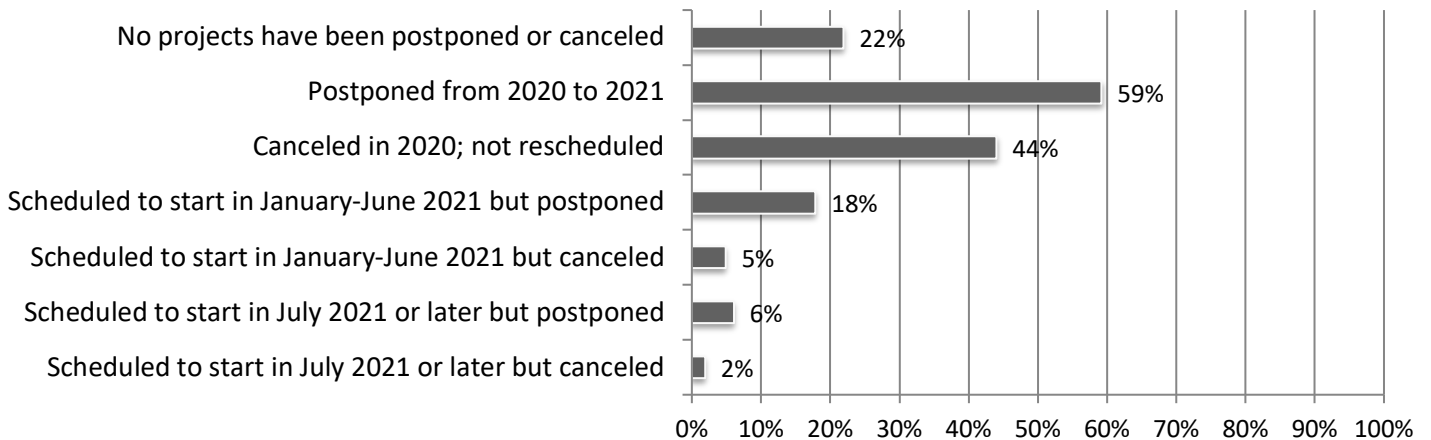
5. Did your firm increase or decrease pay or benefits in 2020? (mark all that apply) Responses: 1,294



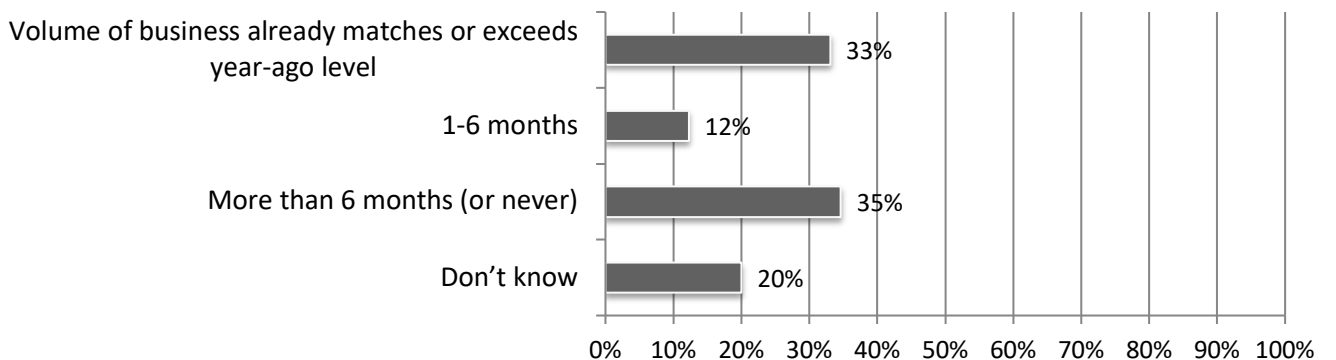
6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 1,288



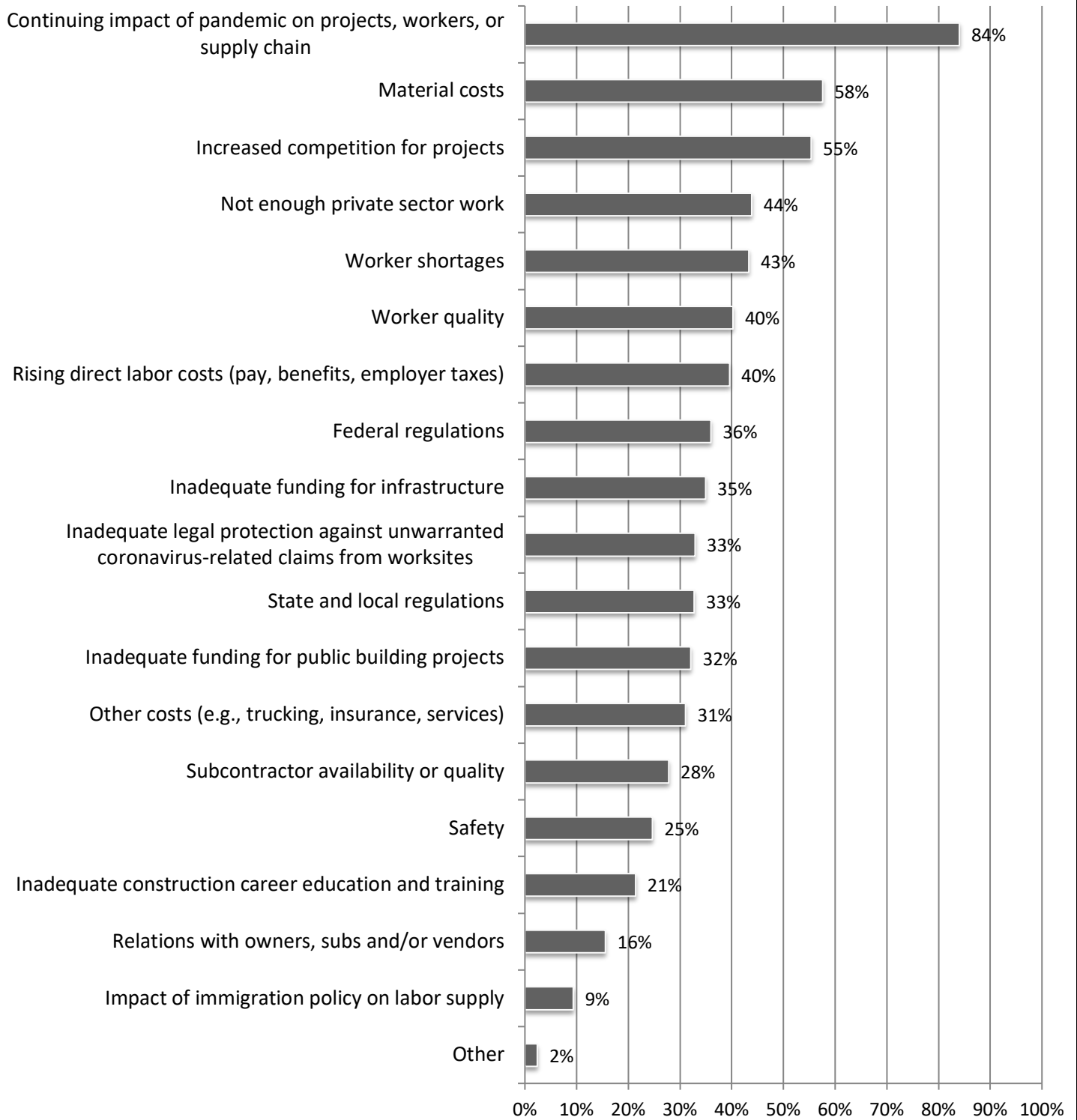
7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 1,265



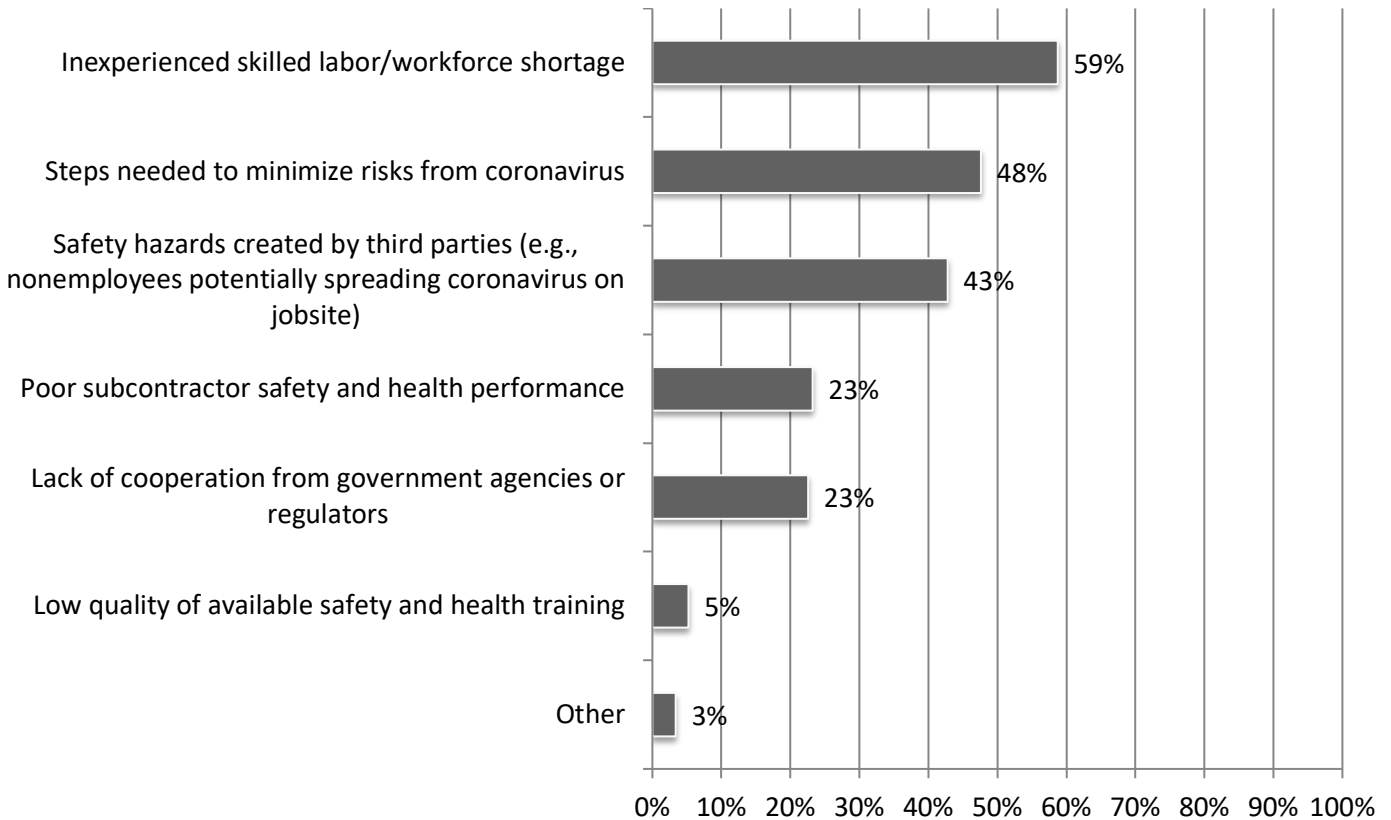
8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 1,279



9. What are your biggest concerns for 2021? (mark all that apply) Responses: 1,277



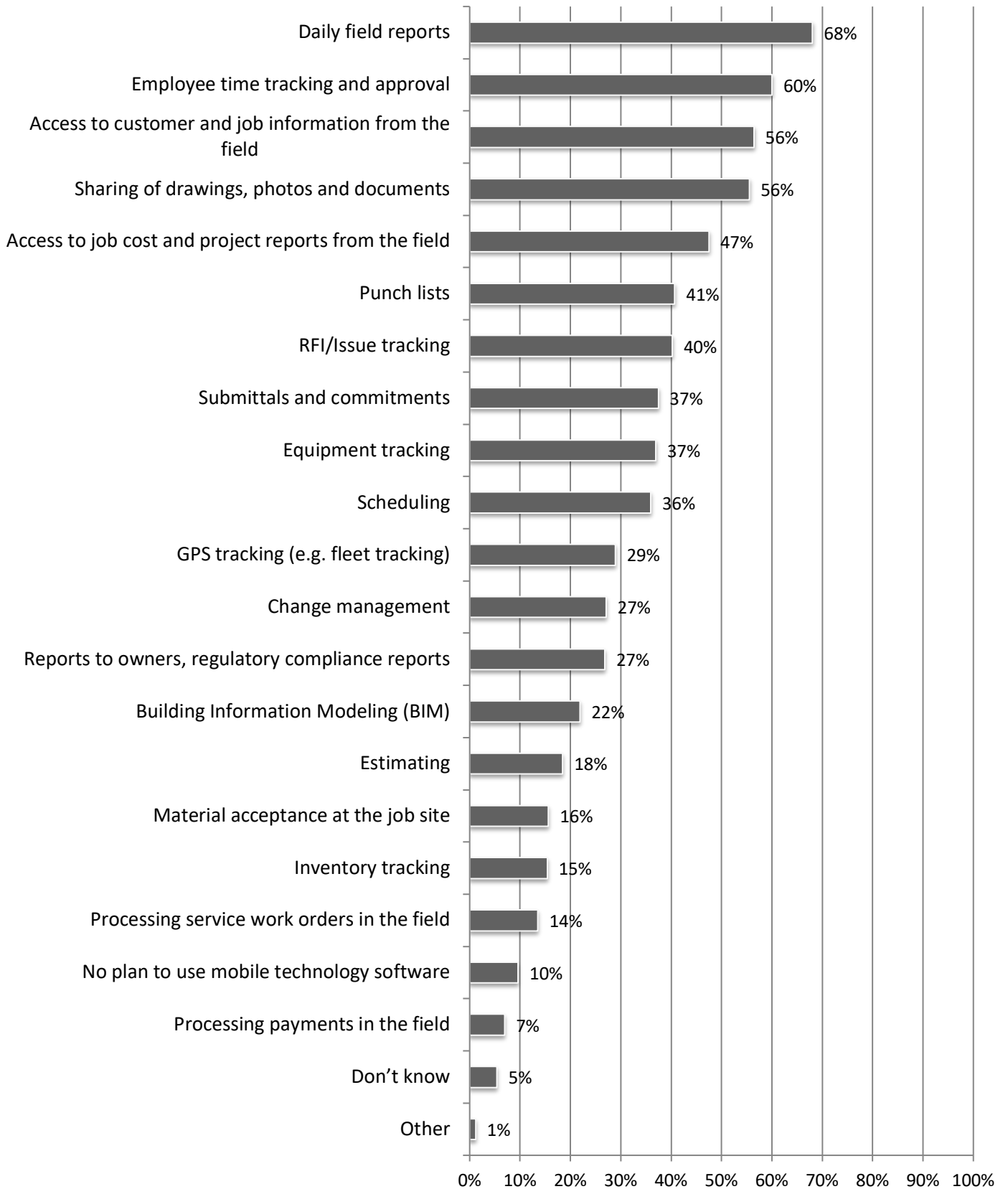
10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 1,185



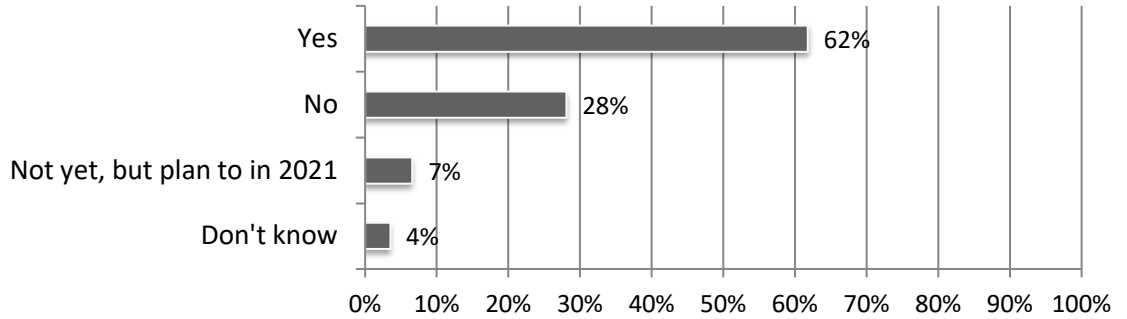
11. Compared to 2020, will your firm's 2021 investment in the following technologies change? (mark all that apply) Responses: 1,212

	Increase	Decrease	No change
Document management software	26%	3%	71%
Project management software	25%	3%	72%
Accounting software	20%	4%	76%
Estimating software	19%	3%	78%
Human resources (HR) software	18%	4%	78%
Tool/asset management/tracking	18%	3%	79%
Building Information Modeling (BIM)	17%	4%	79%
Project collaboration software	17%	4%	79%
Client relationship management (CRM) software	16%	4%	79%
Scheduling software	15%	3%	82%
Fleet tracking/management software	15%	4%	81%
Payroll software	13%	3%	84%
Prequalification software	8%	3%	89%
Service management software	8%	4%	89%

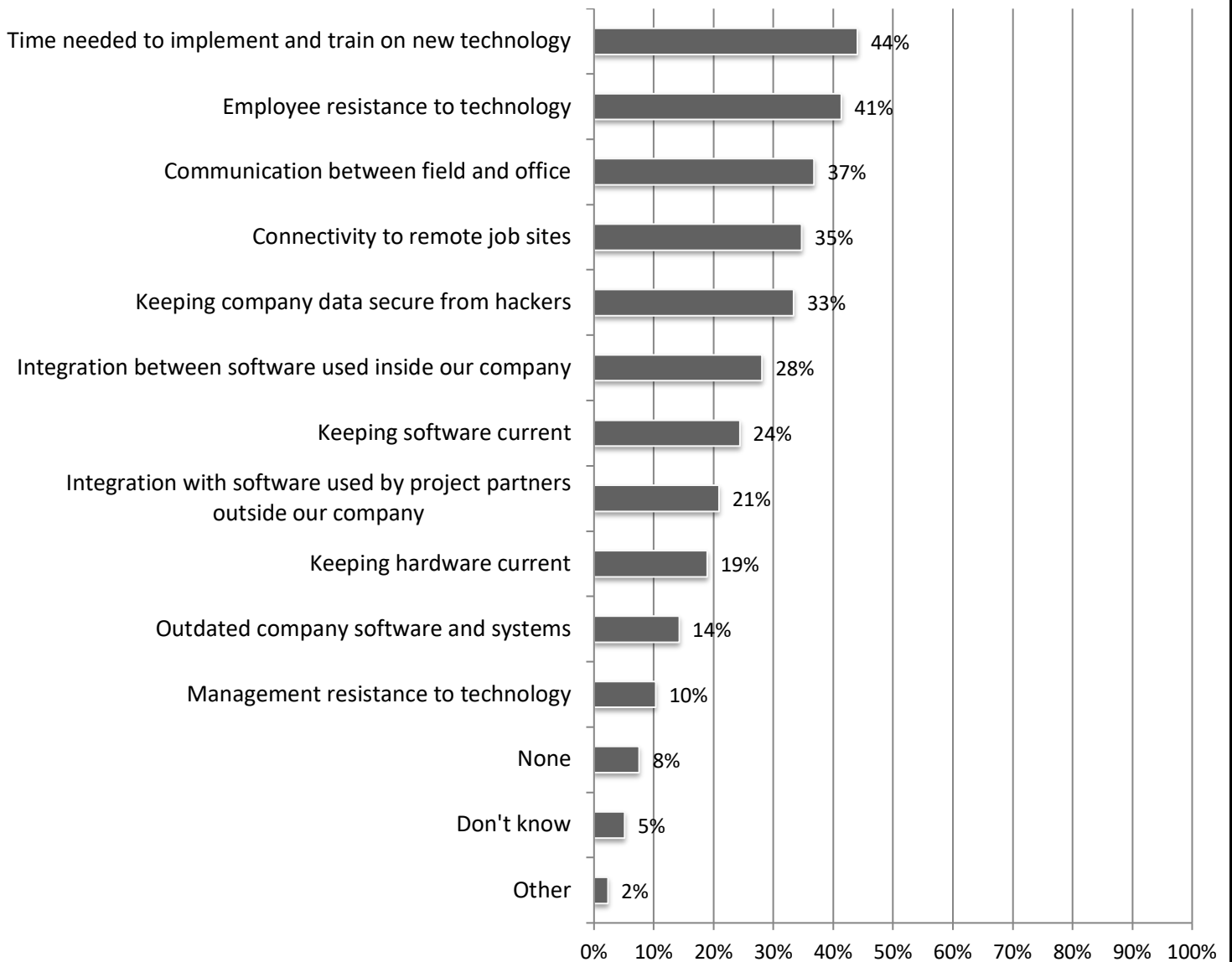
12. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 1,196



13. Does your firm currently have a formal IT plan to support your business objectives? Responses: 1,228

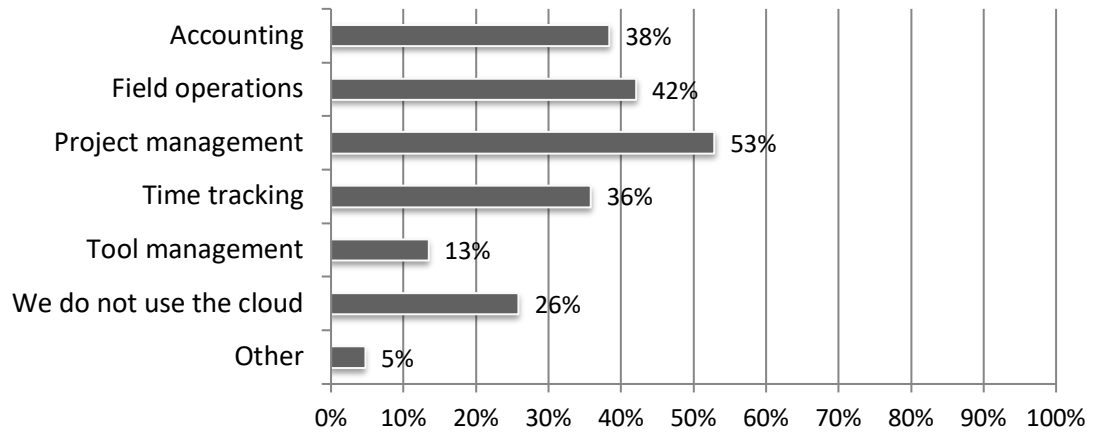


14. What are your biggest IT challenges (mark all that apply)? Responses: 1,201

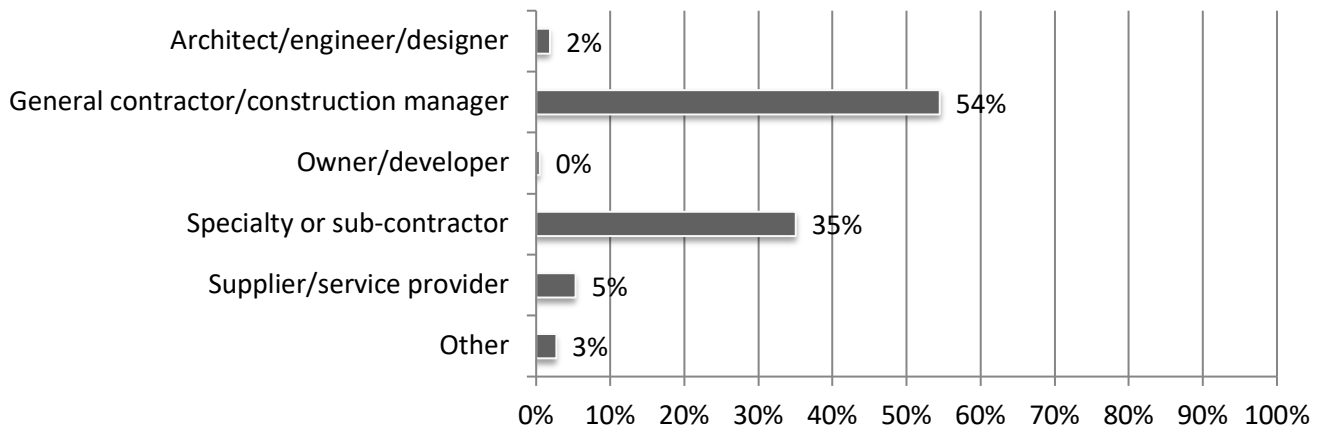


15. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 1,167

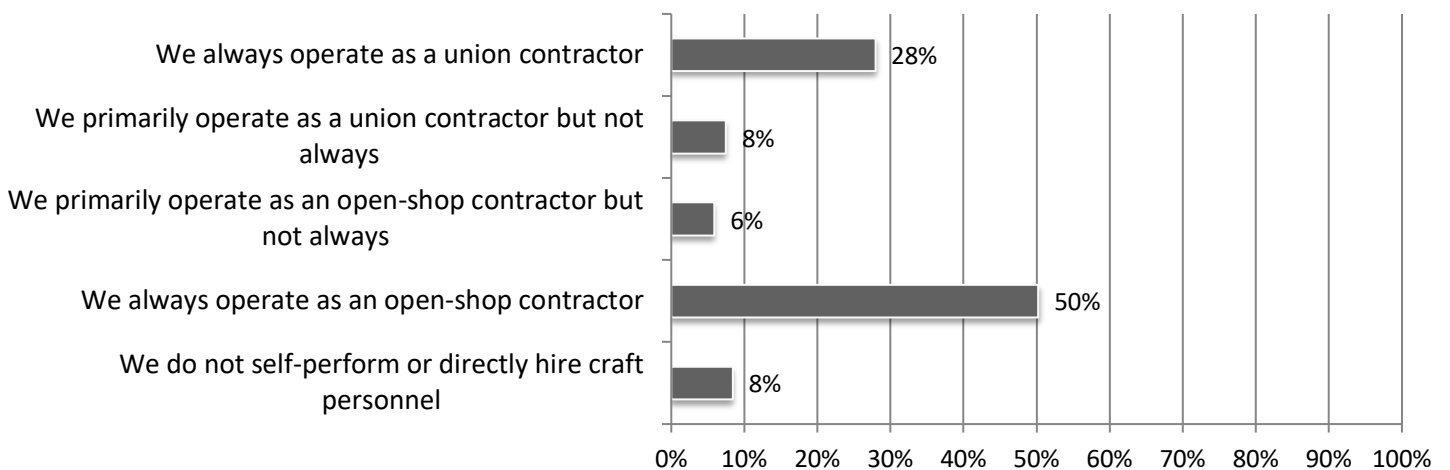


16. What best describes your firm? Responses: 1,213

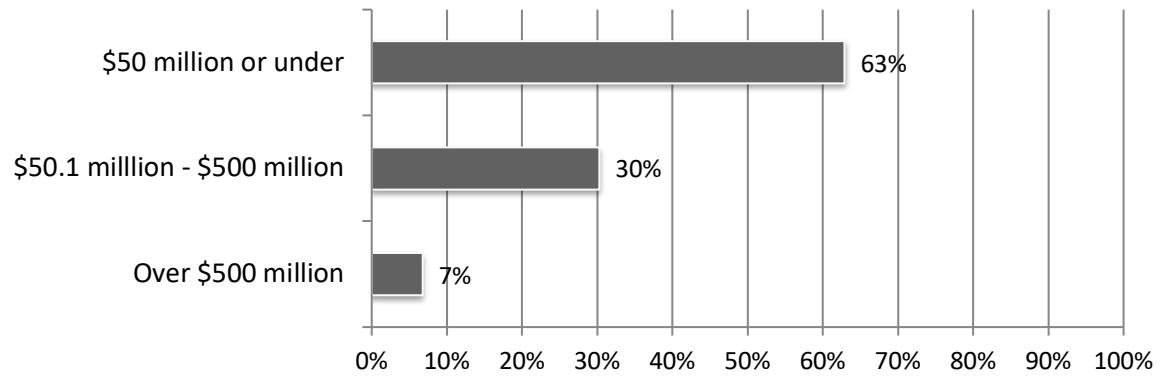


17. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 1,200



18. Estimate the total dollar amount of work your firm performed in 2020. Responses: 1,208



19. How many total employees does your firm employ at all of its locations? Responses: 1,208

