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## 2021 Construction Outlook Survey Results Pennsylvania Results

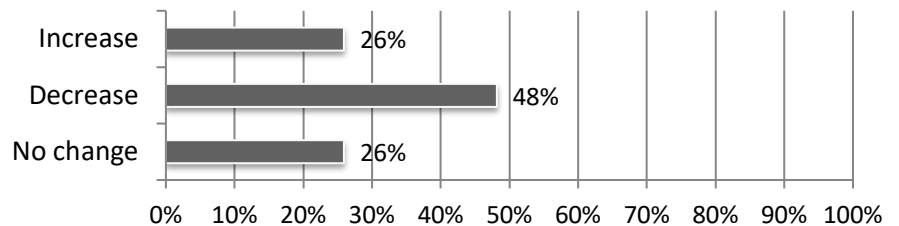
Total Responses: 27. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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: 27

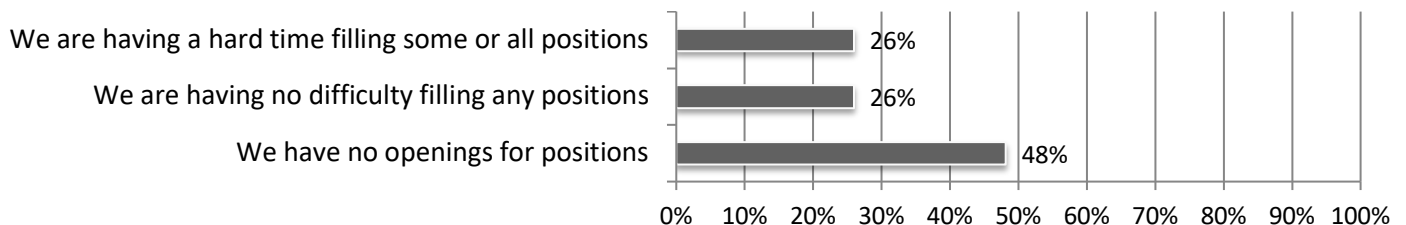
Market	Higher	Lower	Same	Net*	US Net
Warehouse	40%	53%	7%	-13%	4%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	25%	44%	31%	-19%	11%
Hospital	19%	43%	38%	-24%	-3%
Manufacturing	29%	57%	14%	-29%	-17%
Multifamily Residential	8%	54%	38%	-46%	-8%
Federal (e.g., VA, GSA, USACE, NAVFAC)	6%	56%	39%	-50%	-10%
Water/Sewer	7%	57%	36%	-50%	1%
Higher Education	18%	76%	6%	-59%	-40%
Power	0%	62%	38%	-62%	-8%
Public Building	7%	71%	21%	-64%	-38%
Bridge/Highway	7%	73%	20%	-67%	-11%
Private Office	11%	78%	11%	-67%	-58%
Transportation (e.g., transit, rail, airport)	0%	73%	27%	-73%	-19%
Lodging	0%	83%	17%	-83%	-58%
Retail	6%	94%	0%	-88%	-64%
K-12 School	0%	92%	8%	-92%	-27%

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

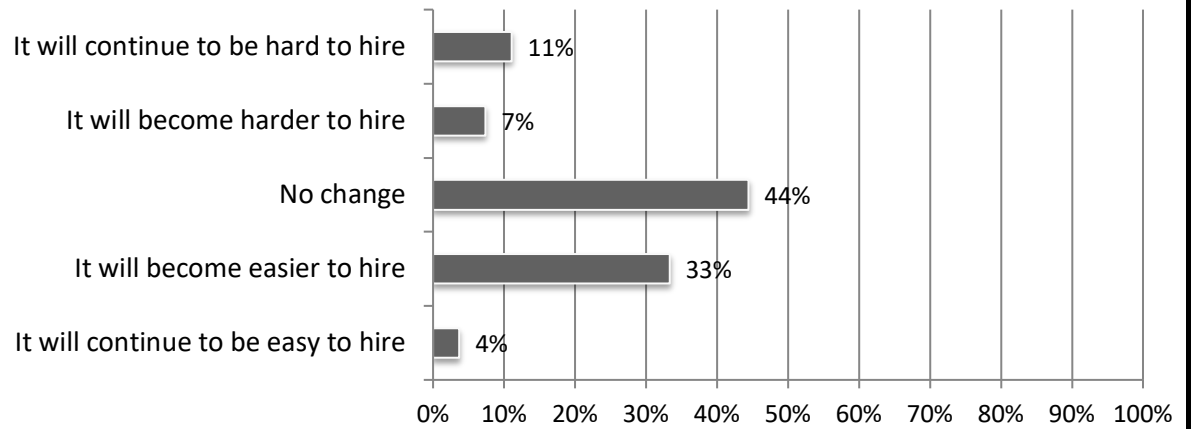
### 2. What changes do you expect in your firm's headcount in 2021? Responses: 27



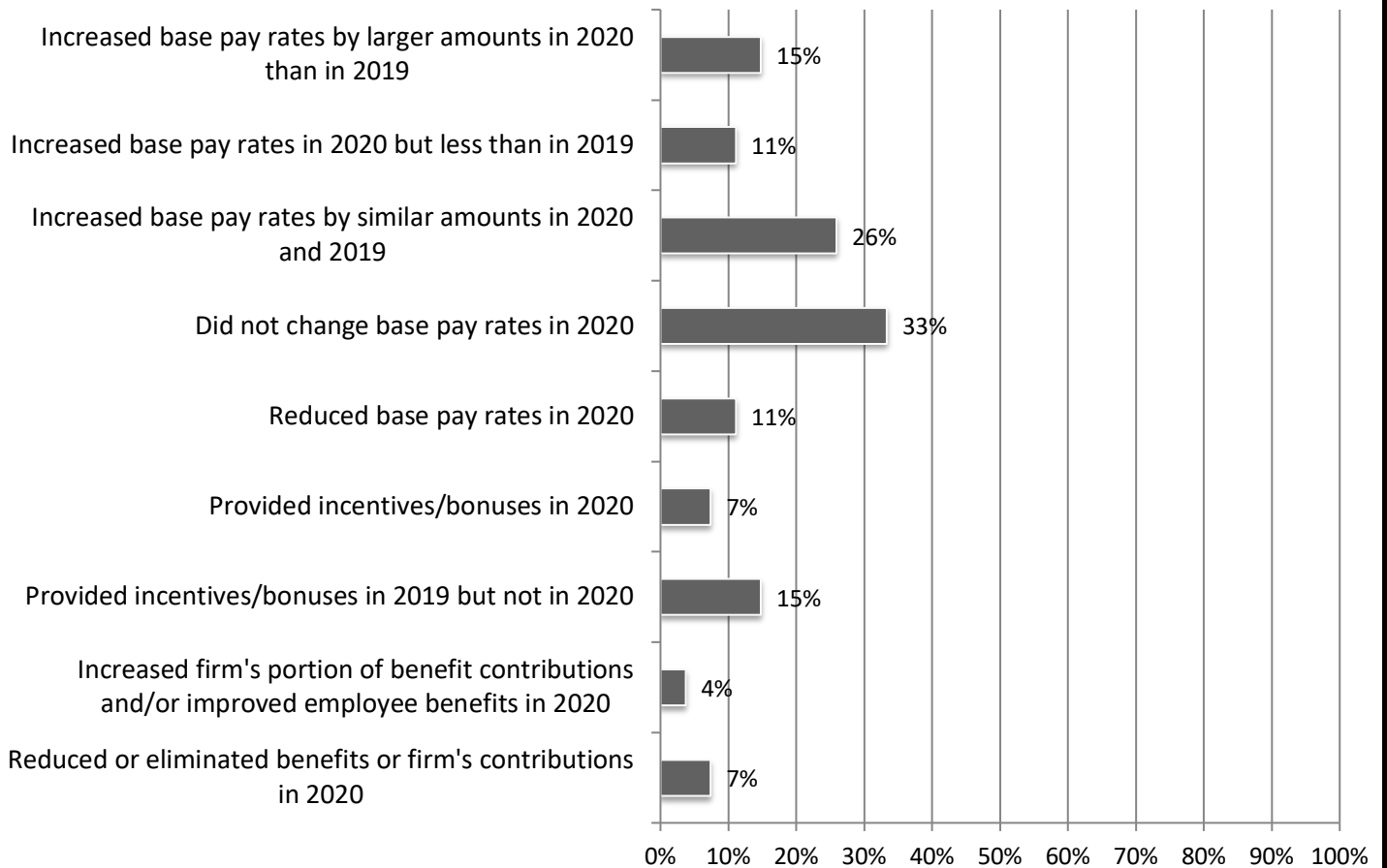
### 3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 27



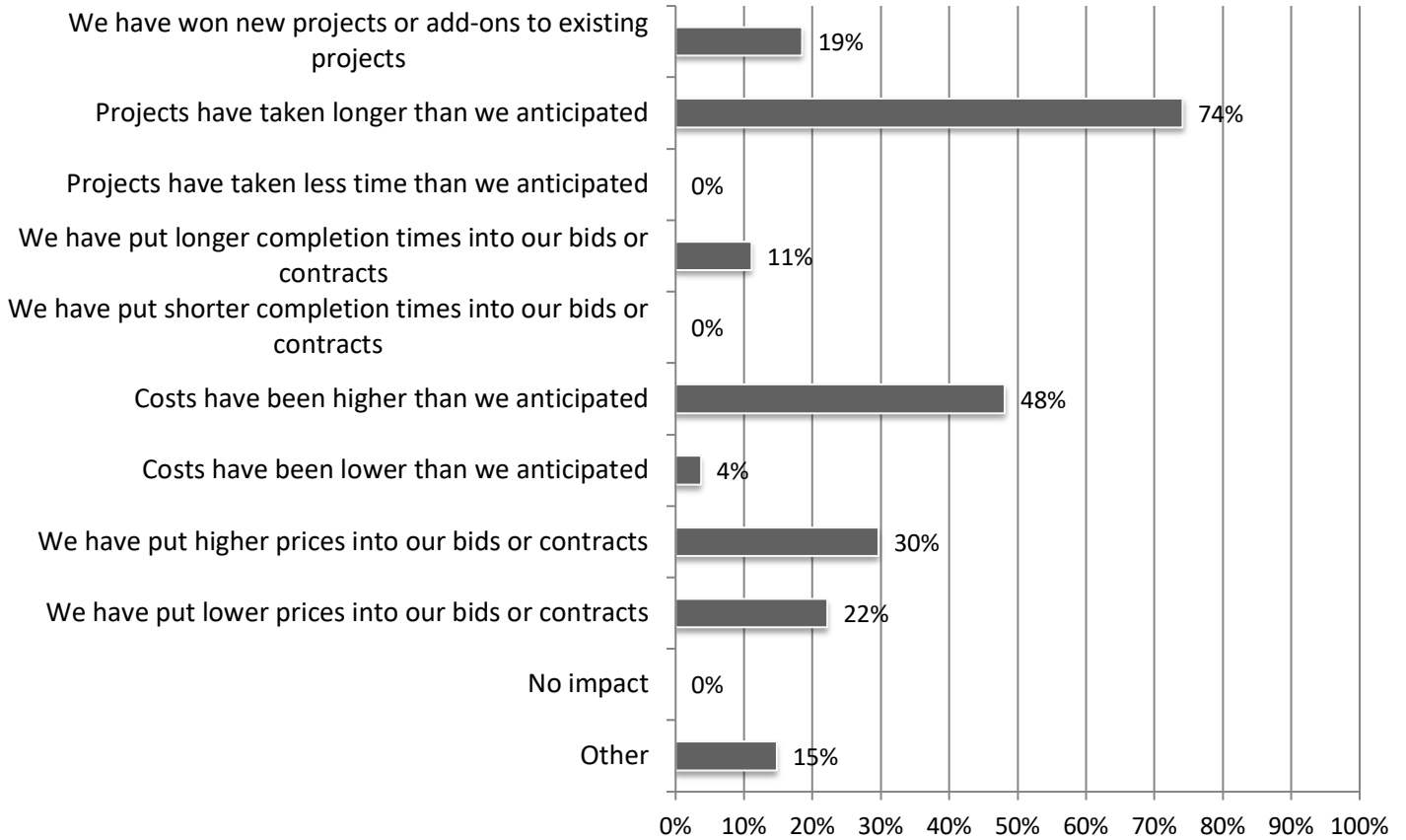
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 27**



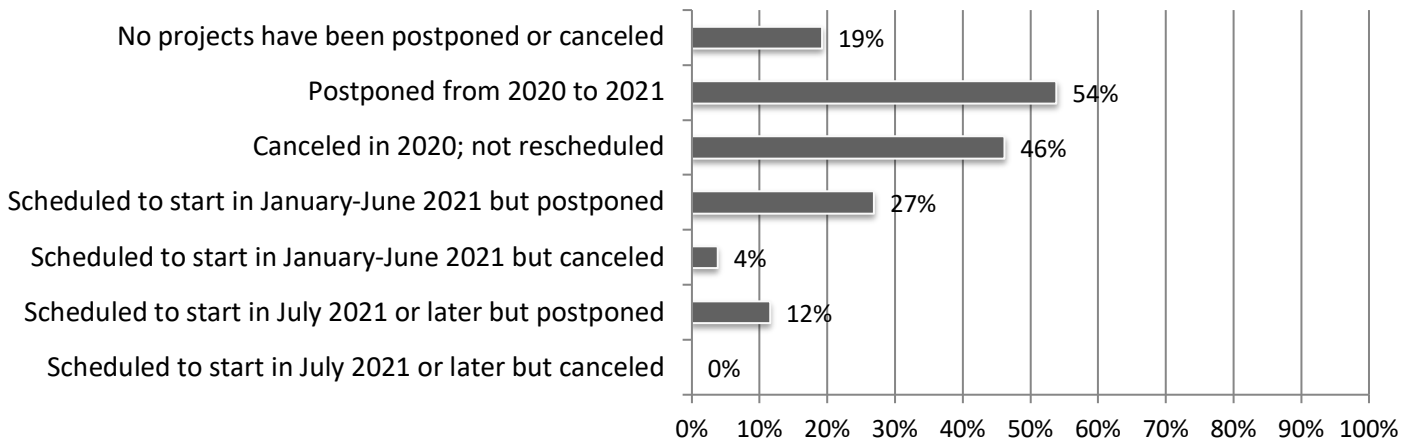
**5. Did your firm increase or decrease pay or benefits in 2020? (mark all that apply) Responses: 27**



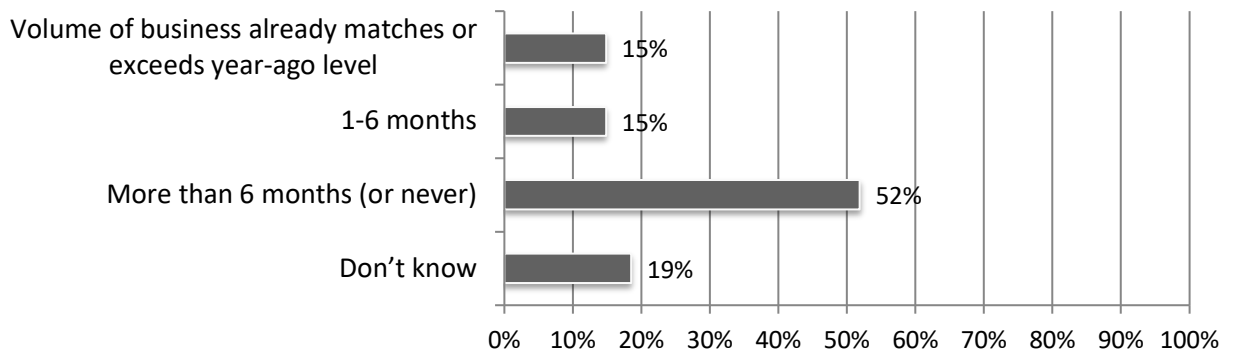
**6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 27**



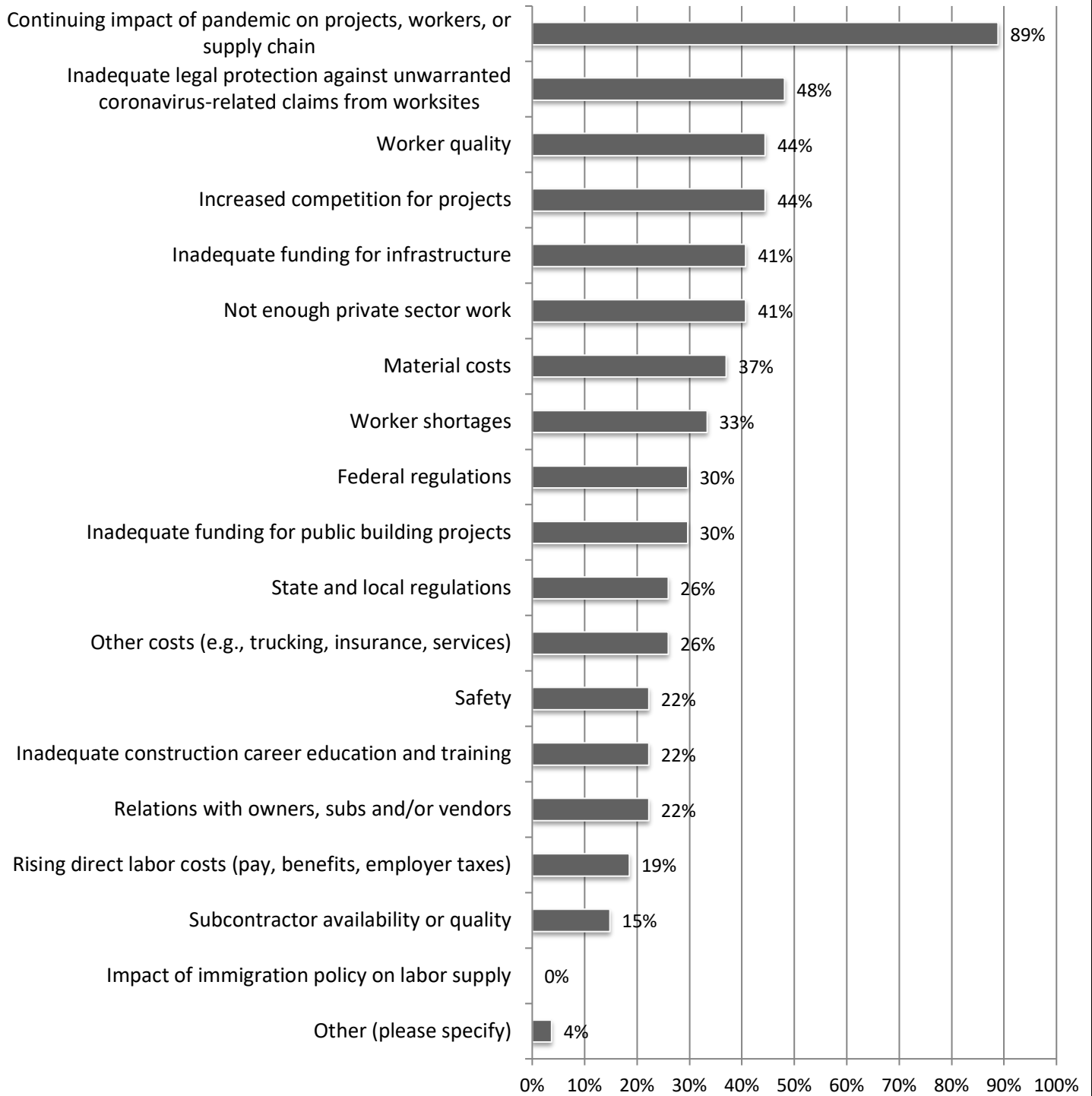
**7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 26**



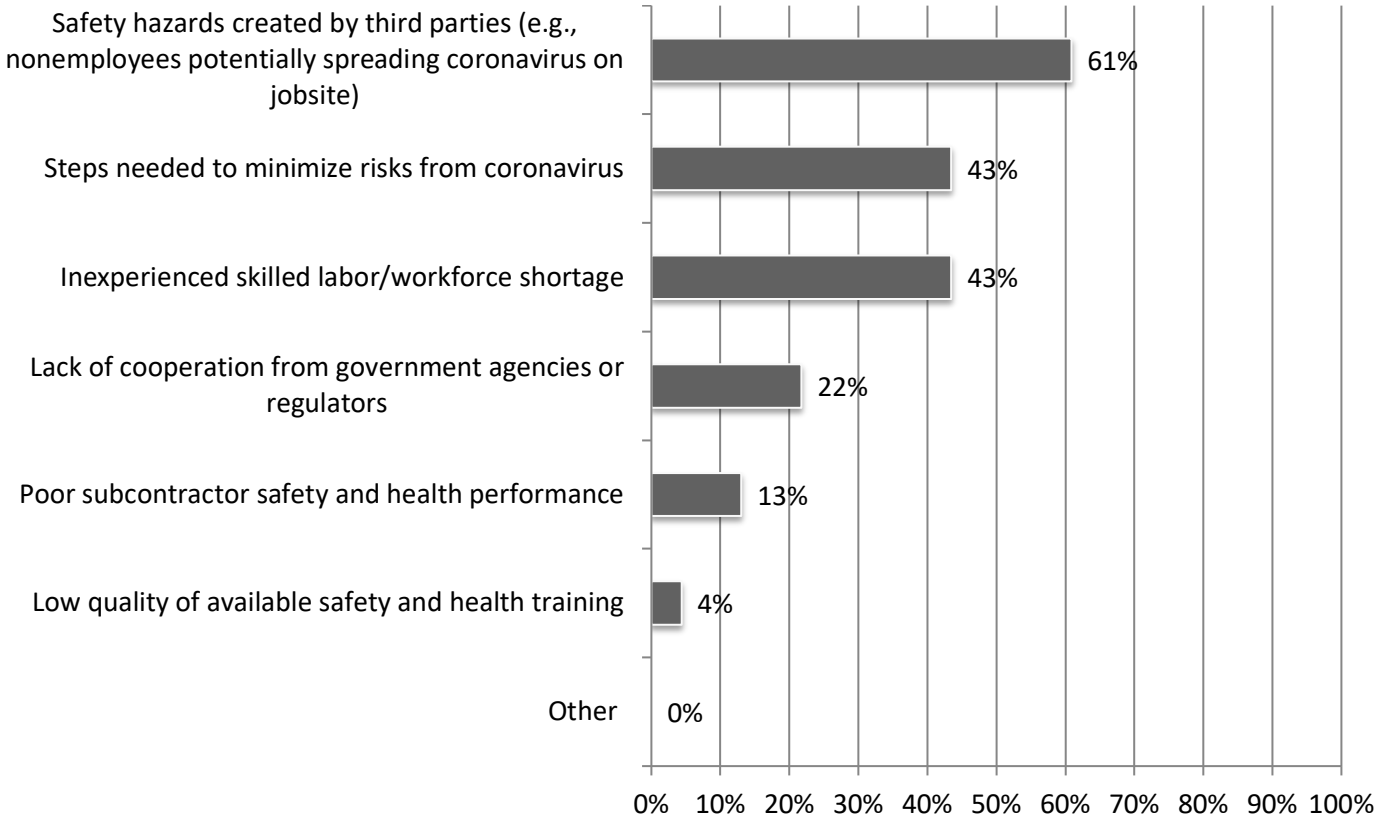
**8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 27**



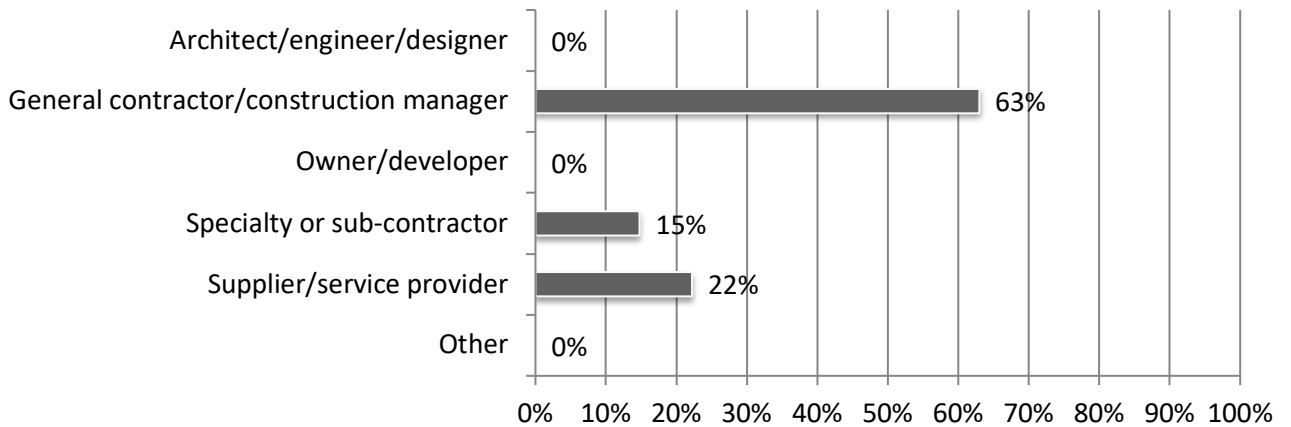
**9. What are your biggest concerns for 2021? (mark all that apply) Responses: 27**



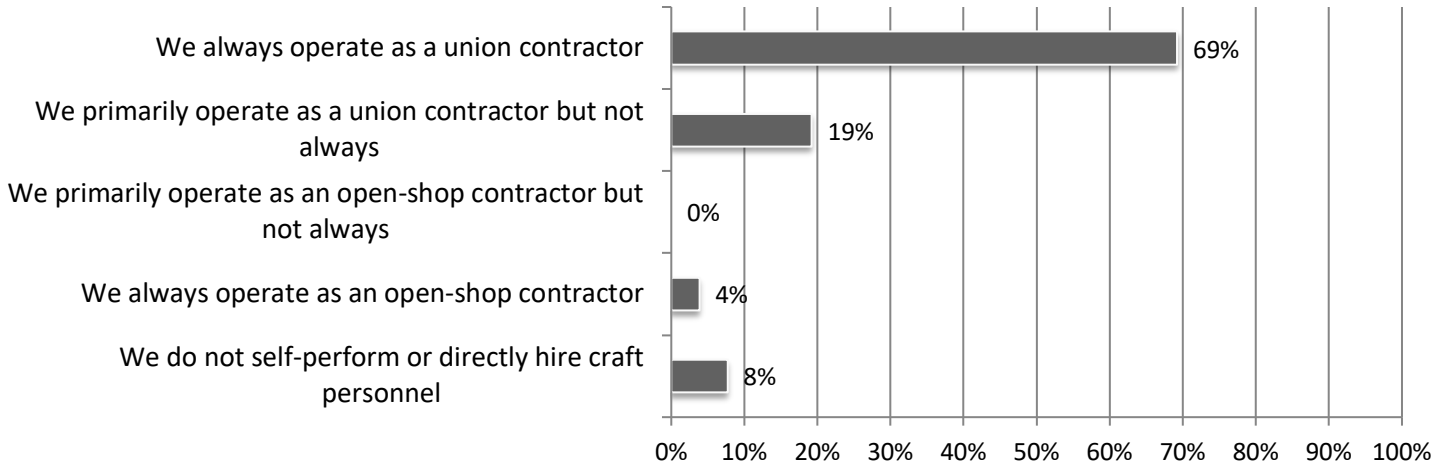
**10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 23**



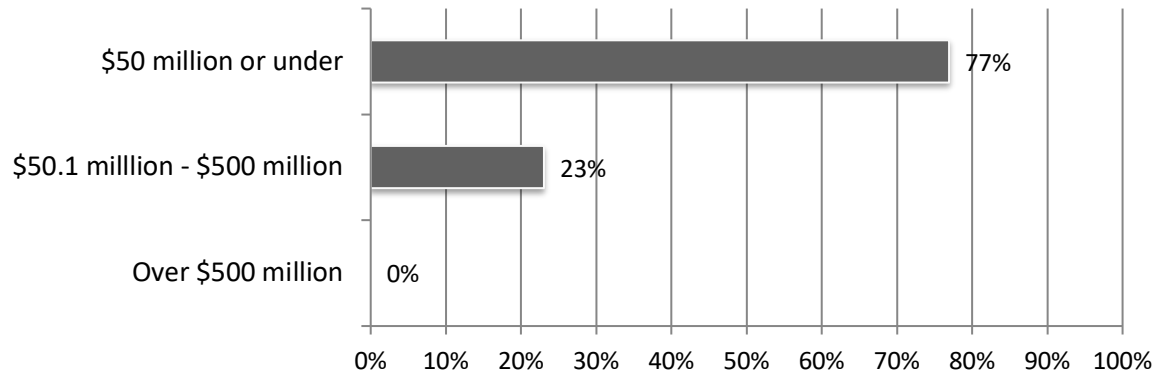
**11. What best describes your firm? Responses: 27**



**12. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?  
Responses: 26**



**13. Estimate the total dollar amount of work your firm performed in 2020. Responses: 26**



**14. How many total employees does your firm employ at all of its locations? Responses: 26**

