



Supported by:

sage Construction and Real Estate

2021 Construction Outlook Survey Results Virginia Results

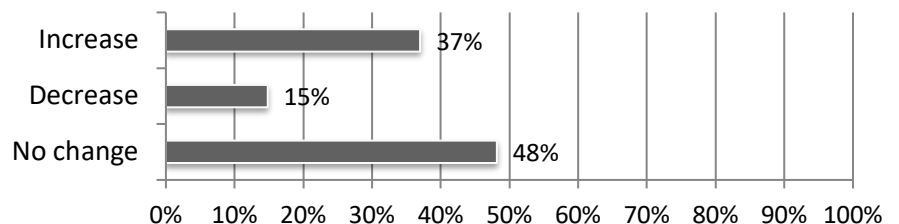
Total Responses: 27. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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

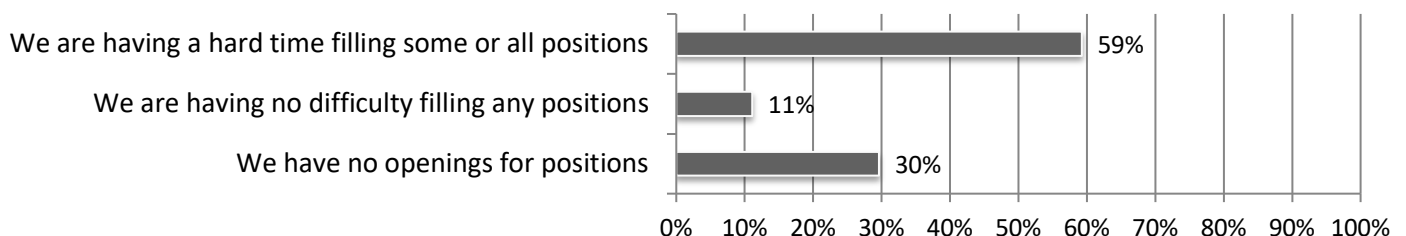
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	57%	0%	43%	57%	-11%
Multifamily Residential	50%	25%	25%	25%	-8%
Power	44%	22%	33%	22%	-8%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	42%	21%	37%	21%	11%
Hospital	50%	33%	17%	17%	-3%
Manufacturing	35%	20%	45%	15%	-17%
Federal (e.g., VA, GSA, USACE, NAVFAC)	31%	19%	50%	13%	-10%
Water/Sewer	27%	18%	55%	9%	1%
Warehouse	24%	33%	43%	-10%	4%
Transportation (e.g., transit, rail, airport)	10%	40%	50%	-30%	-19%
Public Building	28%	61%	11%	-33%	-38%
K-12 School	16%	53%	32%	-37%	-27%
Lodging	19%	69%	13%	-50%	-58%
Private Office	19%	71%	10%	-52%	-58%
Higher Education	15%	70%	15%	-55%	-40%
Retail	0%	79%	21%	-79%	-64%

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

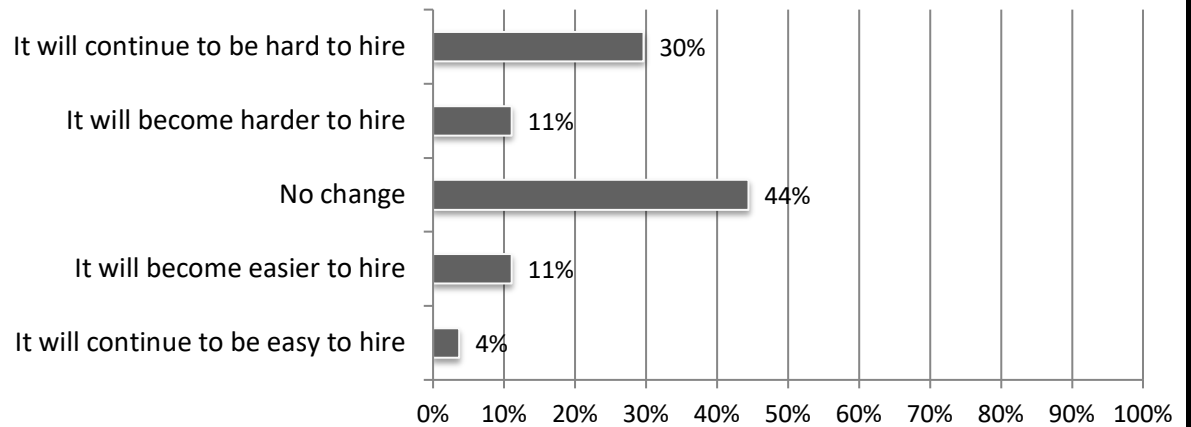
2. What changes do you expect in your firm's headcount in 2021? Responses: 27



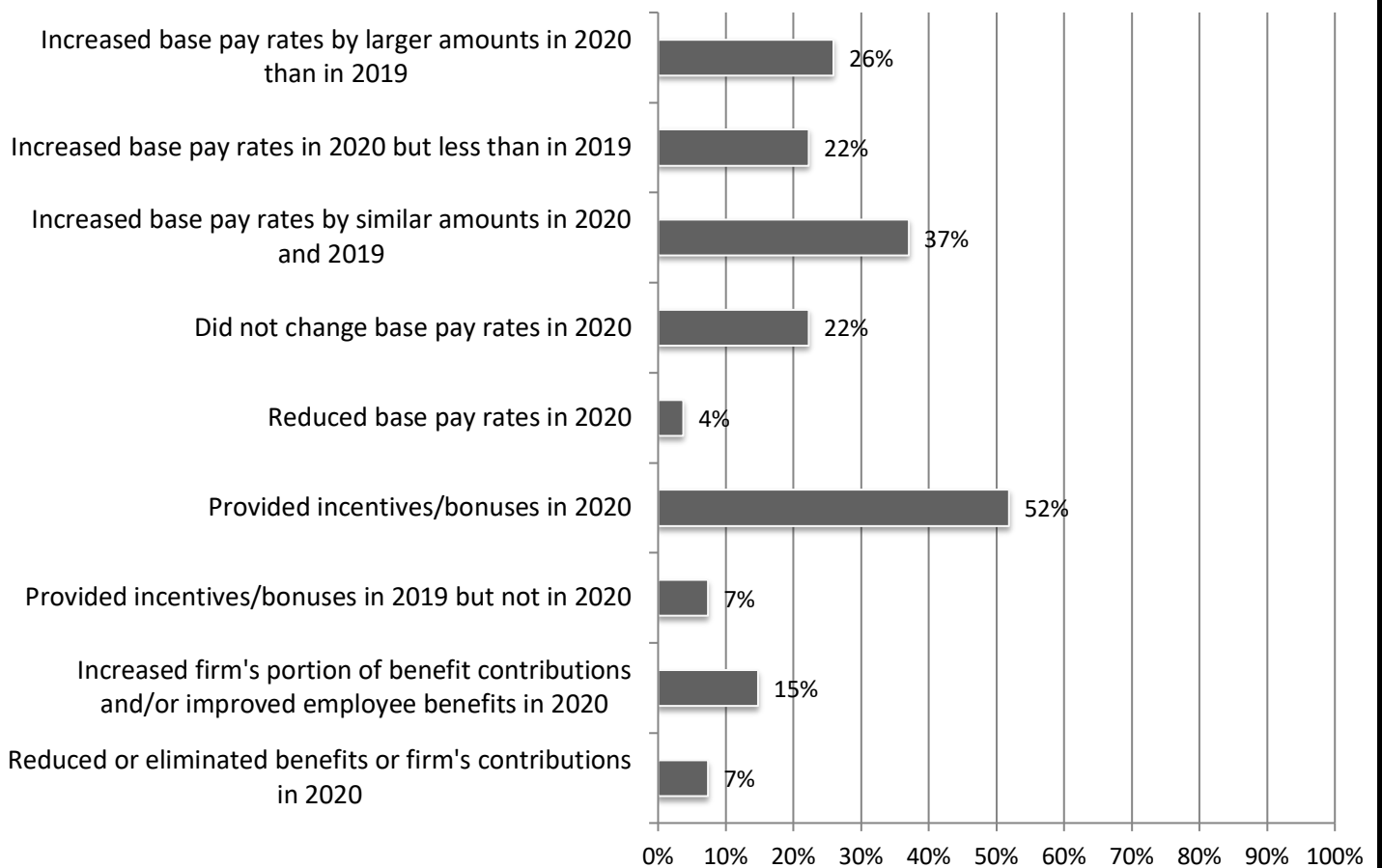
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 27



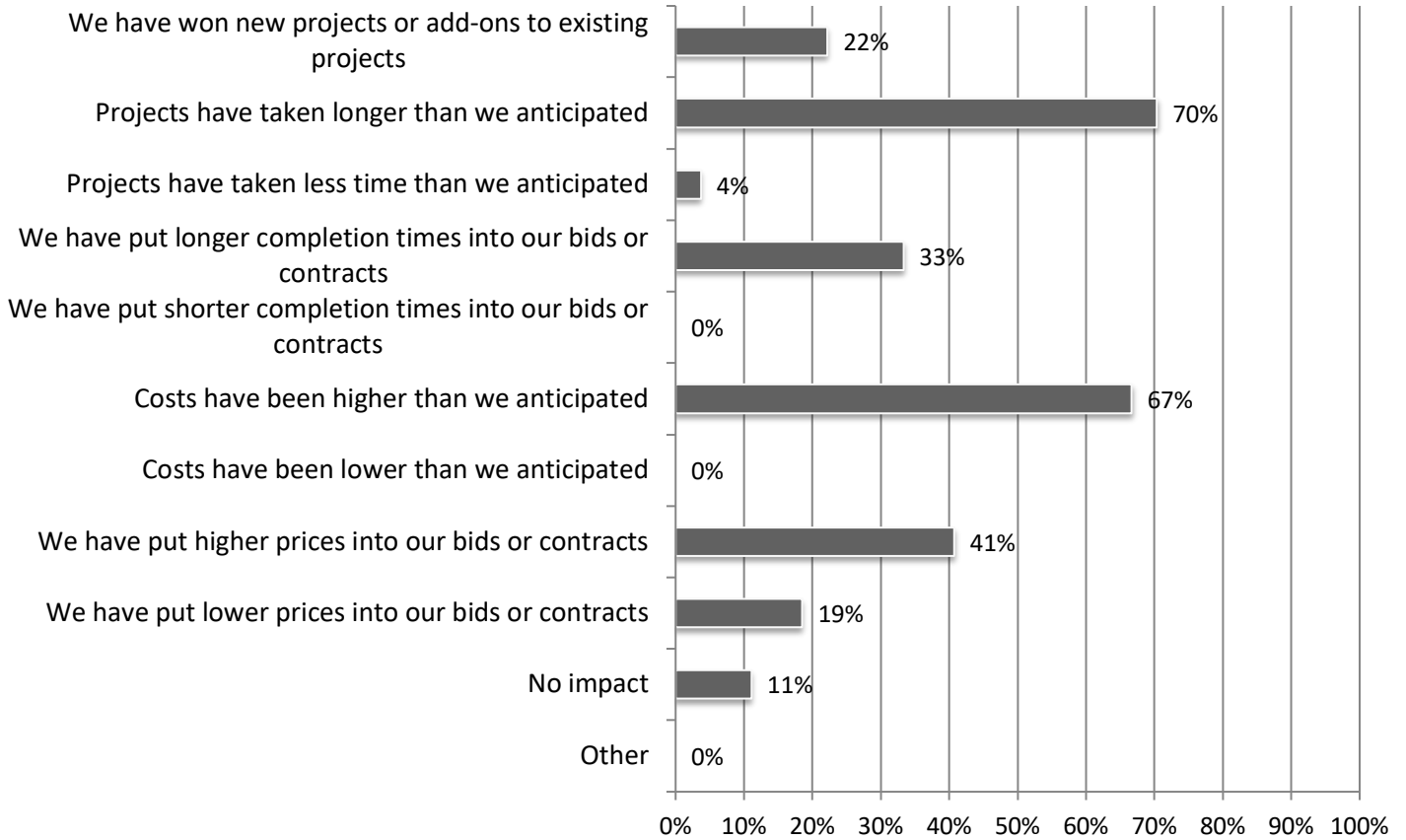
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 27



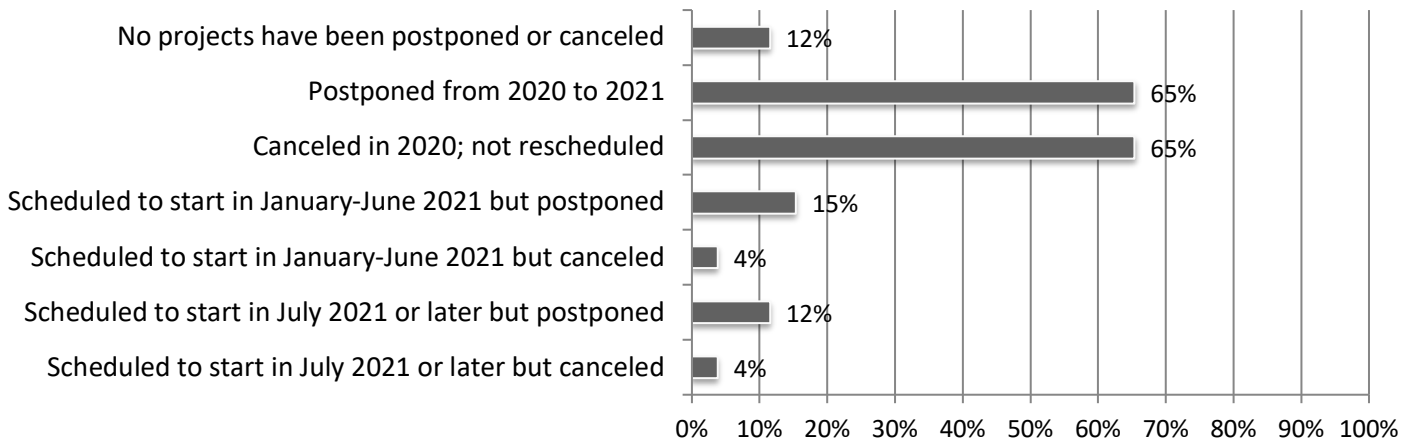
5. Did your firm increase or decrease pay or benefits in 2020? (mark all that apply) Responses: 27



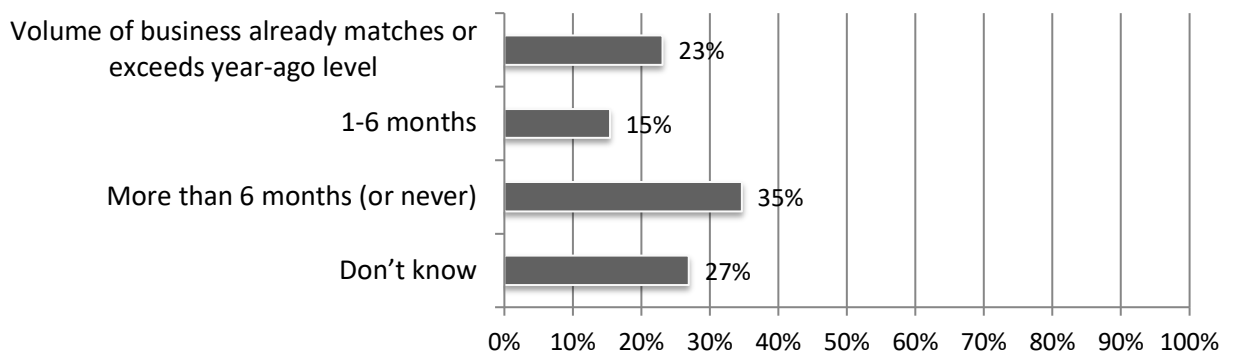
6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 27



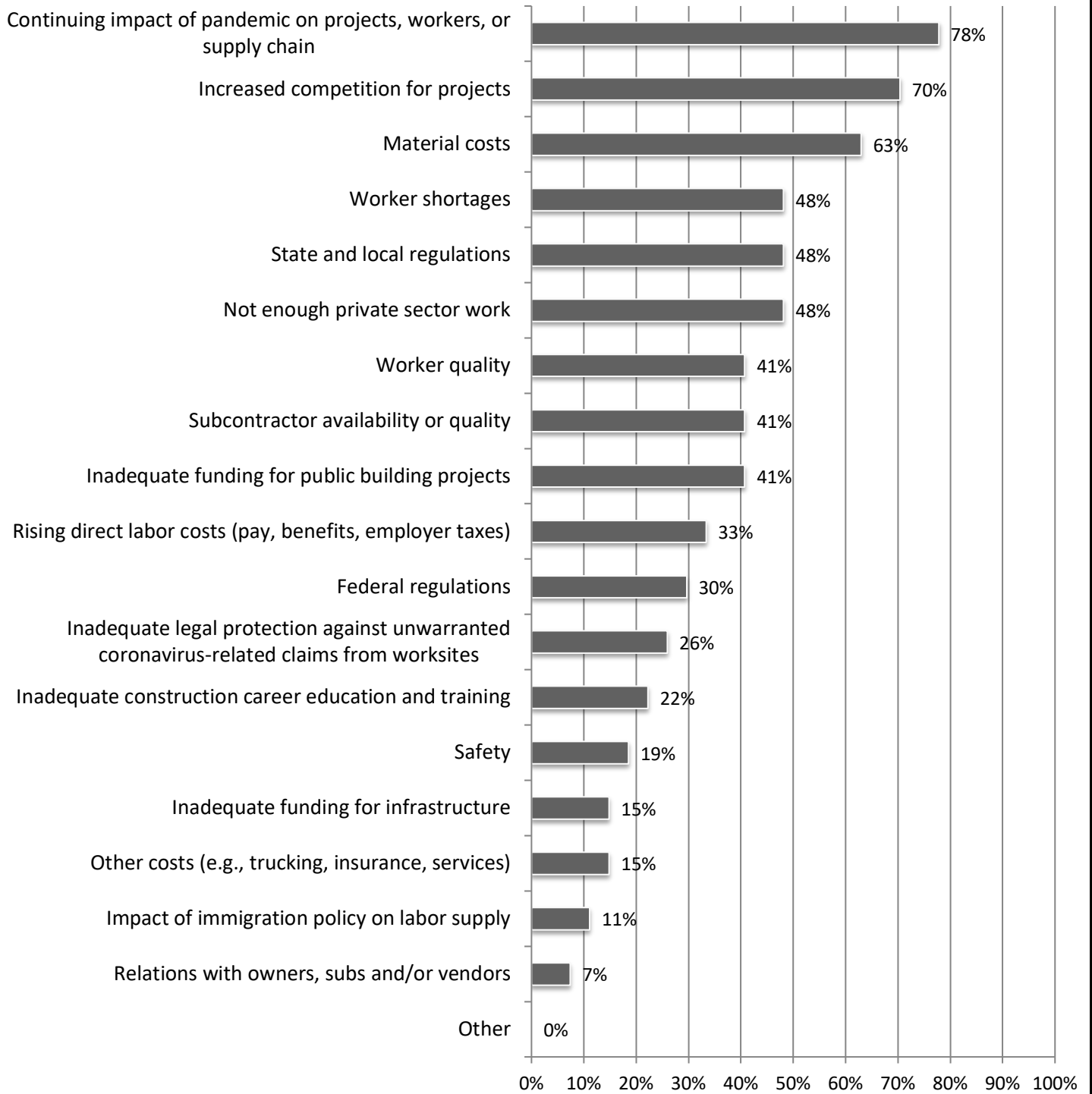
7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 26



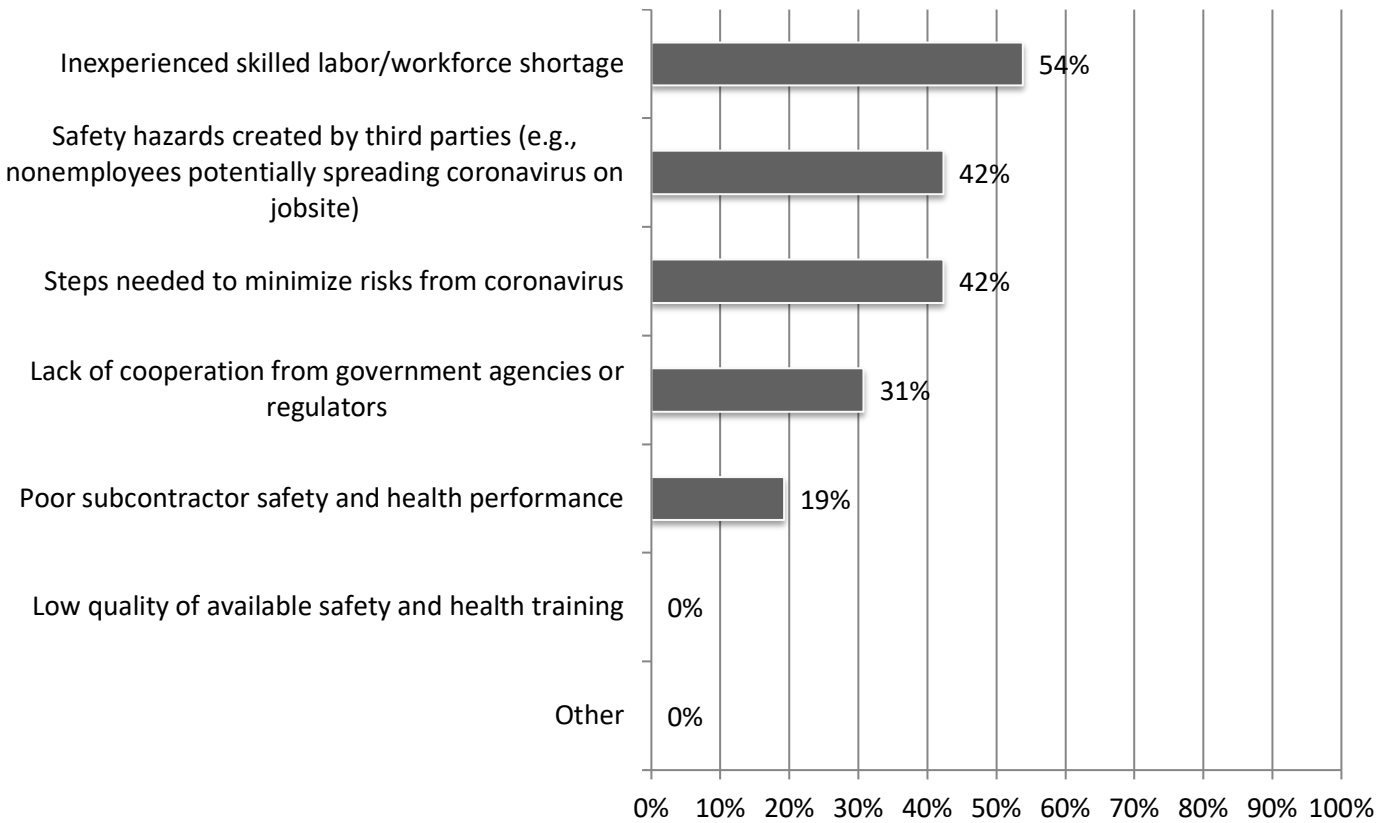
8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 26



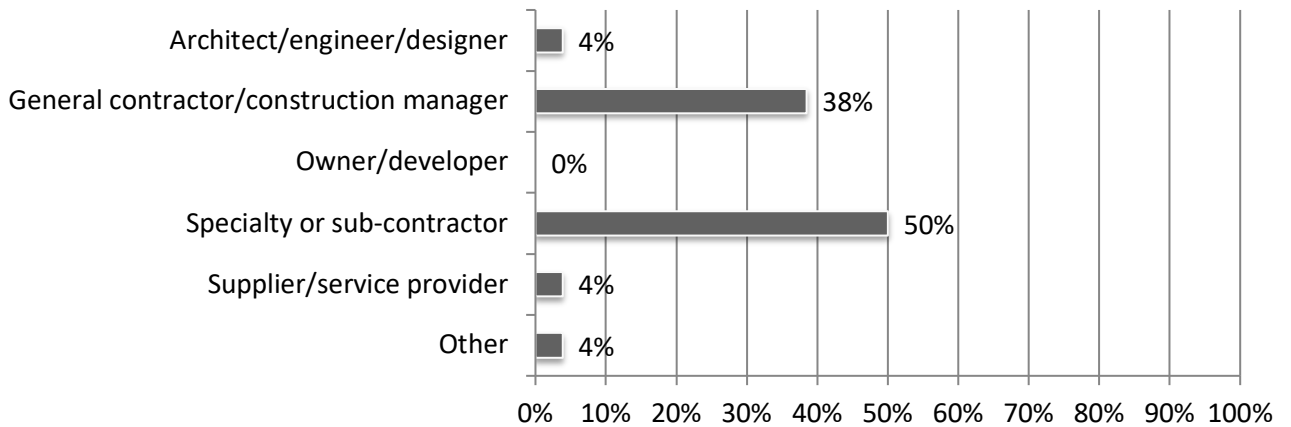
9. What are your biggest concerns for 2021? (mark all that apply) Responses: 27



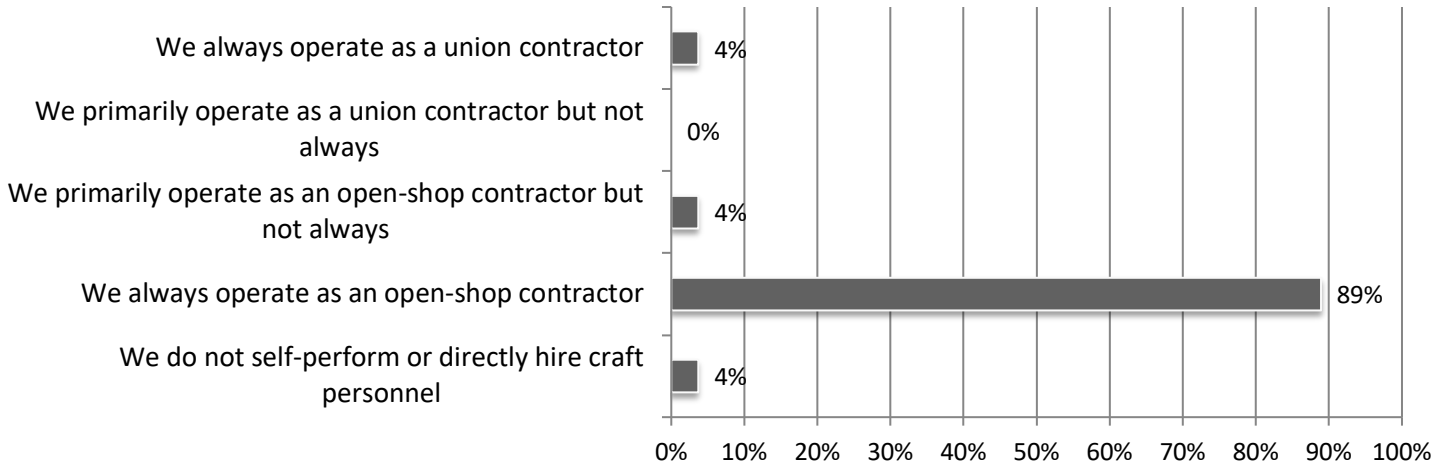
10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 26



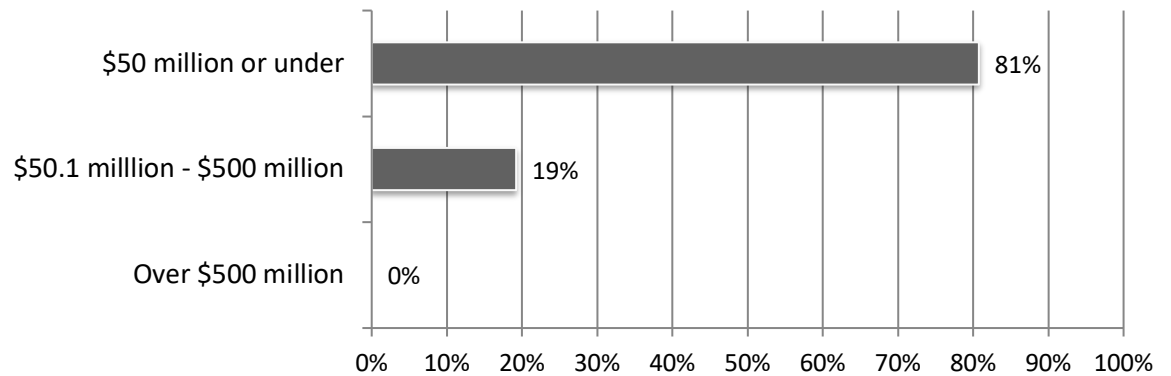
11. What best describes your firm? Responses: 26



**12. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?
Responses: 27**



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: 27

