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## 2021 Construction Outlook Survey Results West Results

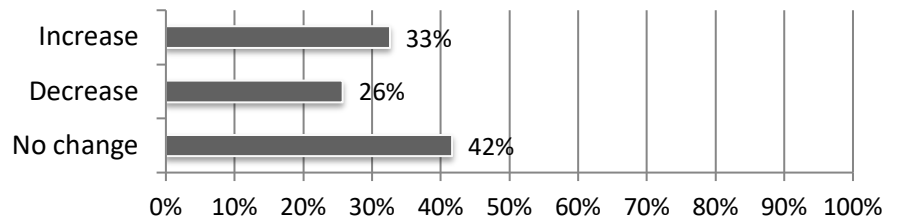
Total Responses: 396. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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: 393

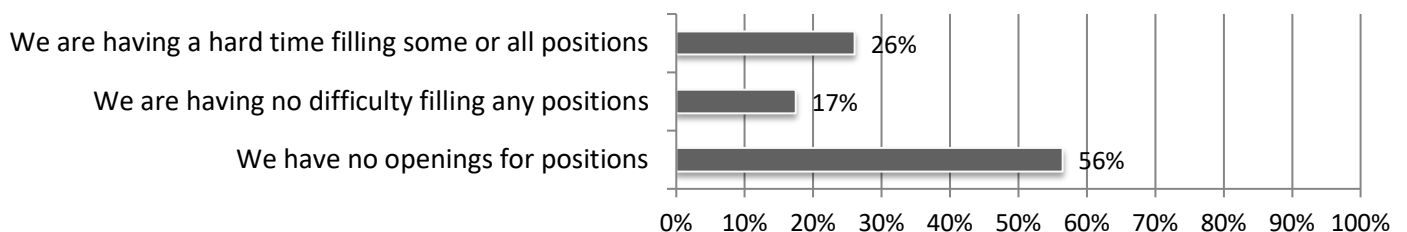
Market	Higher	Lower	Same	Net*	US Net
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	38%	28%	34%	11%	11%
Warehouse	34%	31%	36%	3%	-8%
Multifamily Residential	29%	33%	39%	-4%	1%
Hospital	27%	36%	37%	-9%	-19%
Water/Sewer	24%	28%	49%	-4%	-10%
Manufacturing	22%	39%	39%	-16%	-3%
Federal (e.g., VA, GSA, USACE, NAVFAC)	21%	33%	46%	-12%	-11%
Bridge/Highway	19%	35%	47%	-16%	-17%
Power	19%	32%	49%	-14%	-64%
K-12 School	18%	45%	37%	-27%	-27%
Transportation (e.g., transit, rail, airport)	17%	39%	44%	-21%	4%
Higher Education	14%	53%	34%	-39%	-58%
Public Building	13%	50%	37%	-38%	-40%
Private Office	11%	63%	26%	-53%	-58%
Lodging	6%	65%	29%	-59%	-8%
Retail	5%	72%	23%	-67%	-38%

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

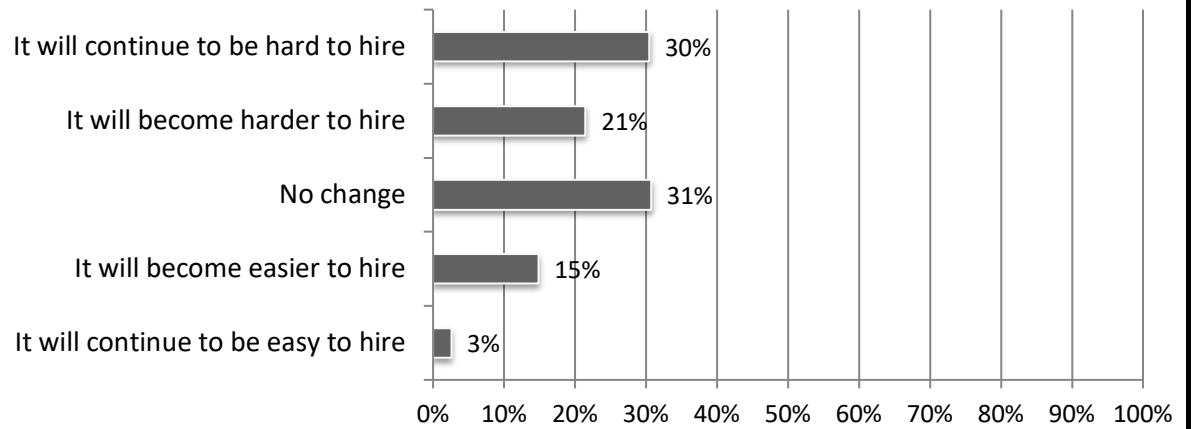
### 2. What changes do you expect in your firm's headcount in 2021? Responses: 396



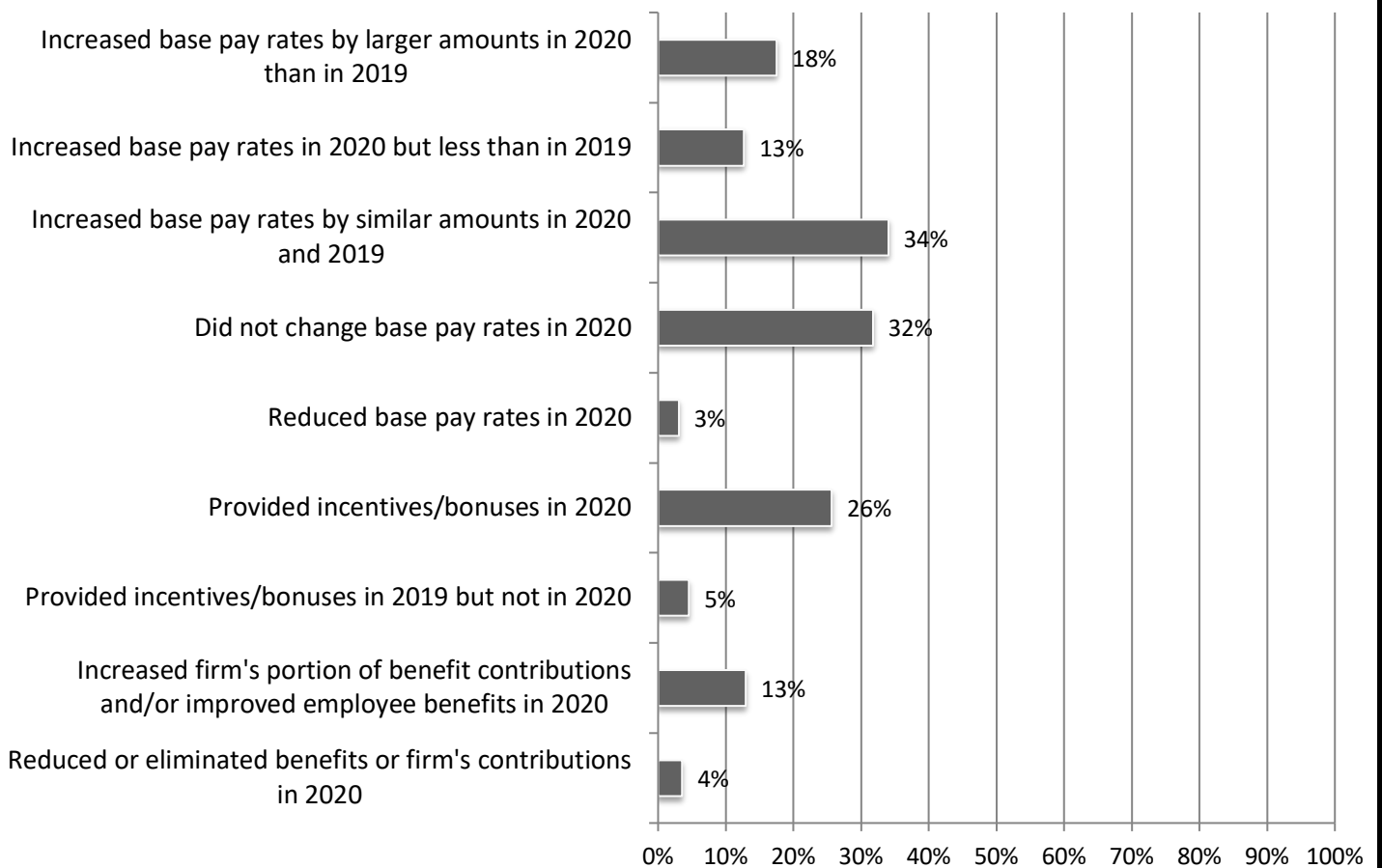
### 3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 395



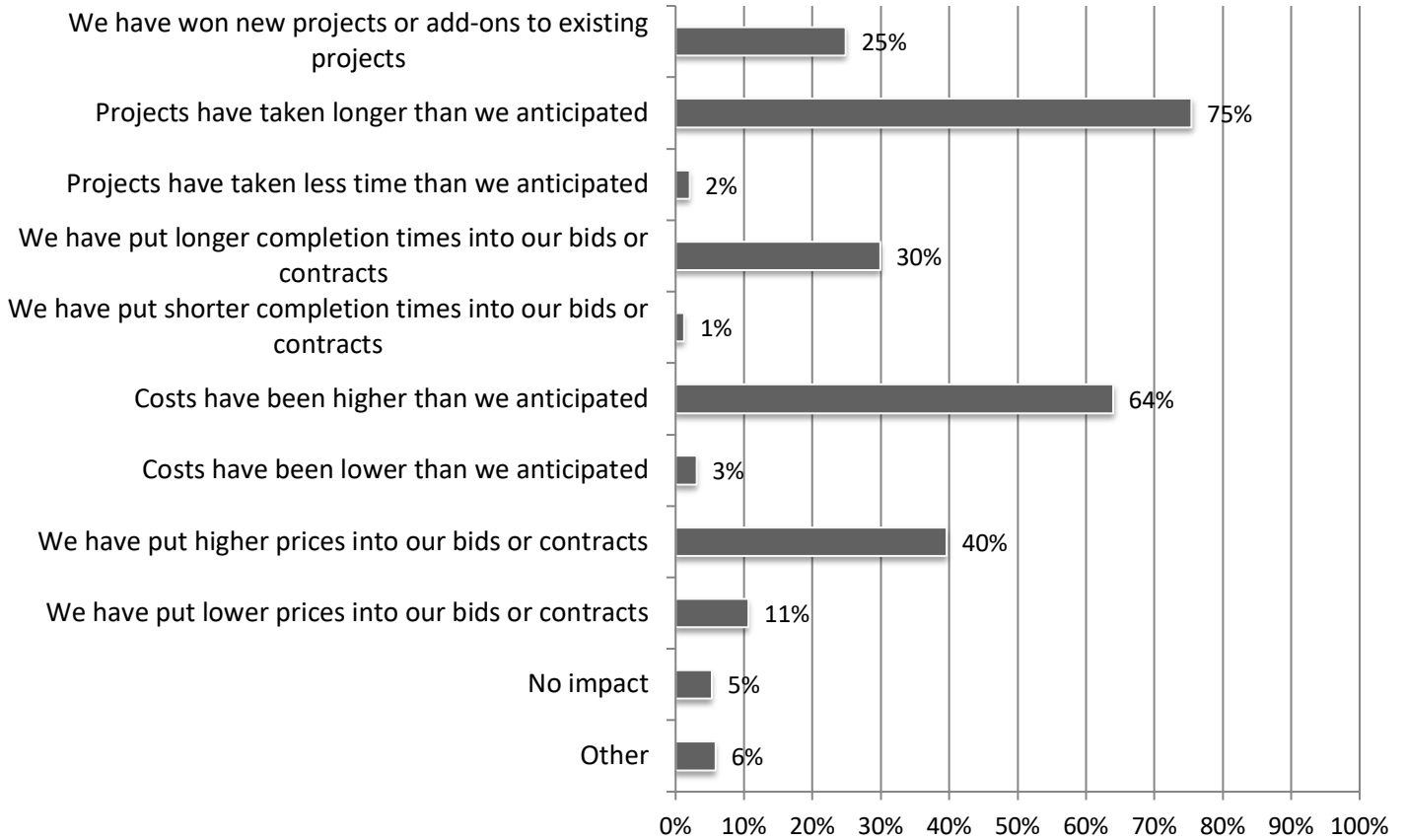
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 391**



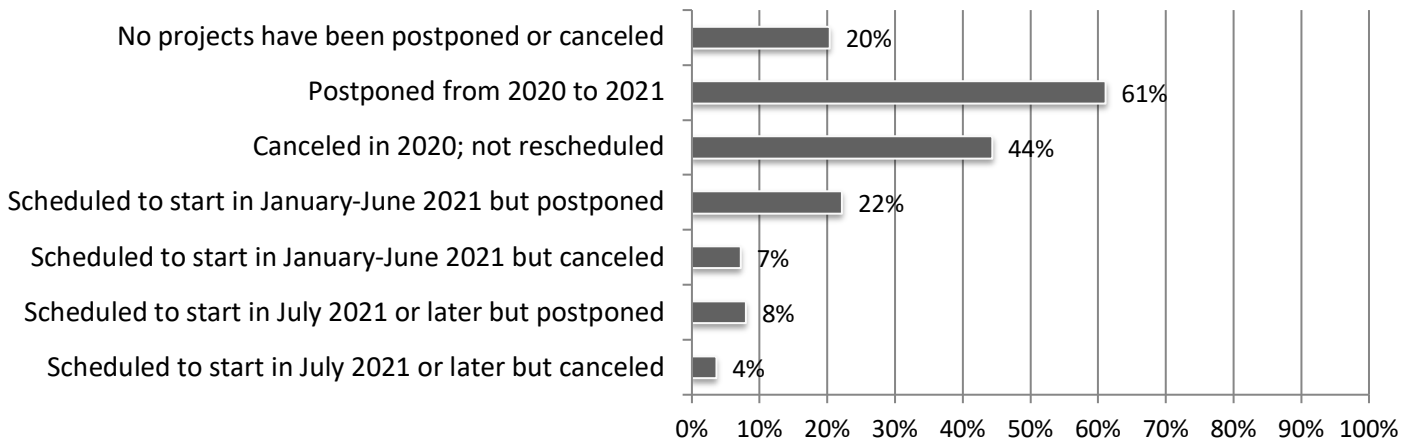
**5. Did your firm increase or decrease pay or benefits in 2020? (mark all that apply) Responses: 394**



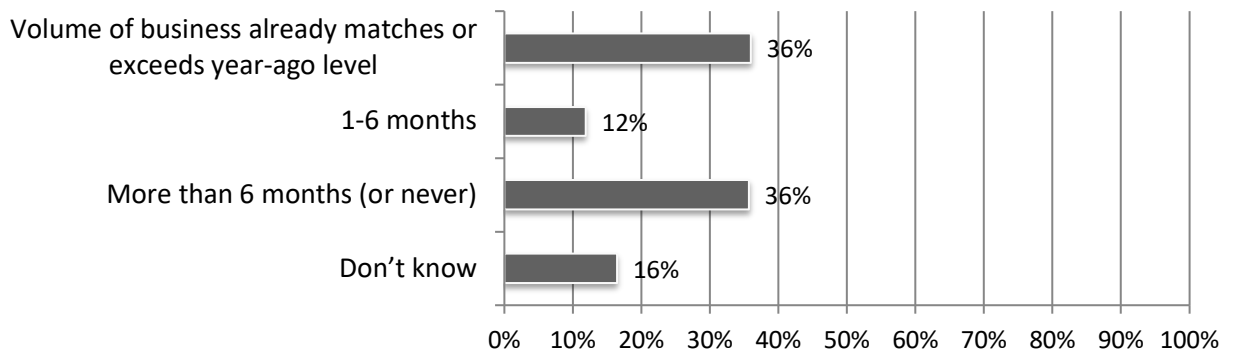
**6. What impact, if any, has the pandemic had on your projects? (mark all that apply) Responses: 394**



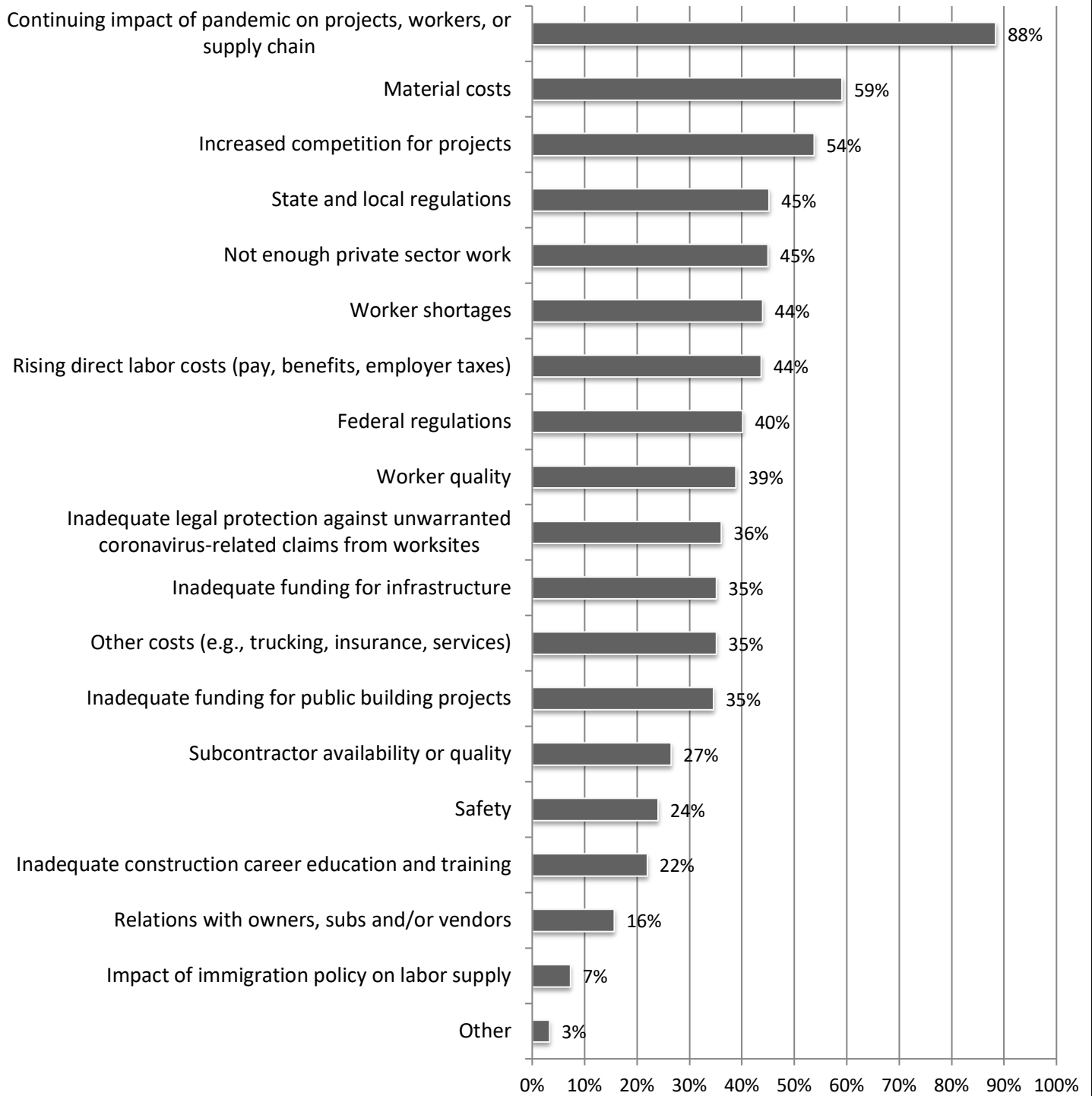
**7. Did an owner postpone or cancel any projects that were scheduled to start in 2020 or 2021? (mark all that apply) Responses: 388**



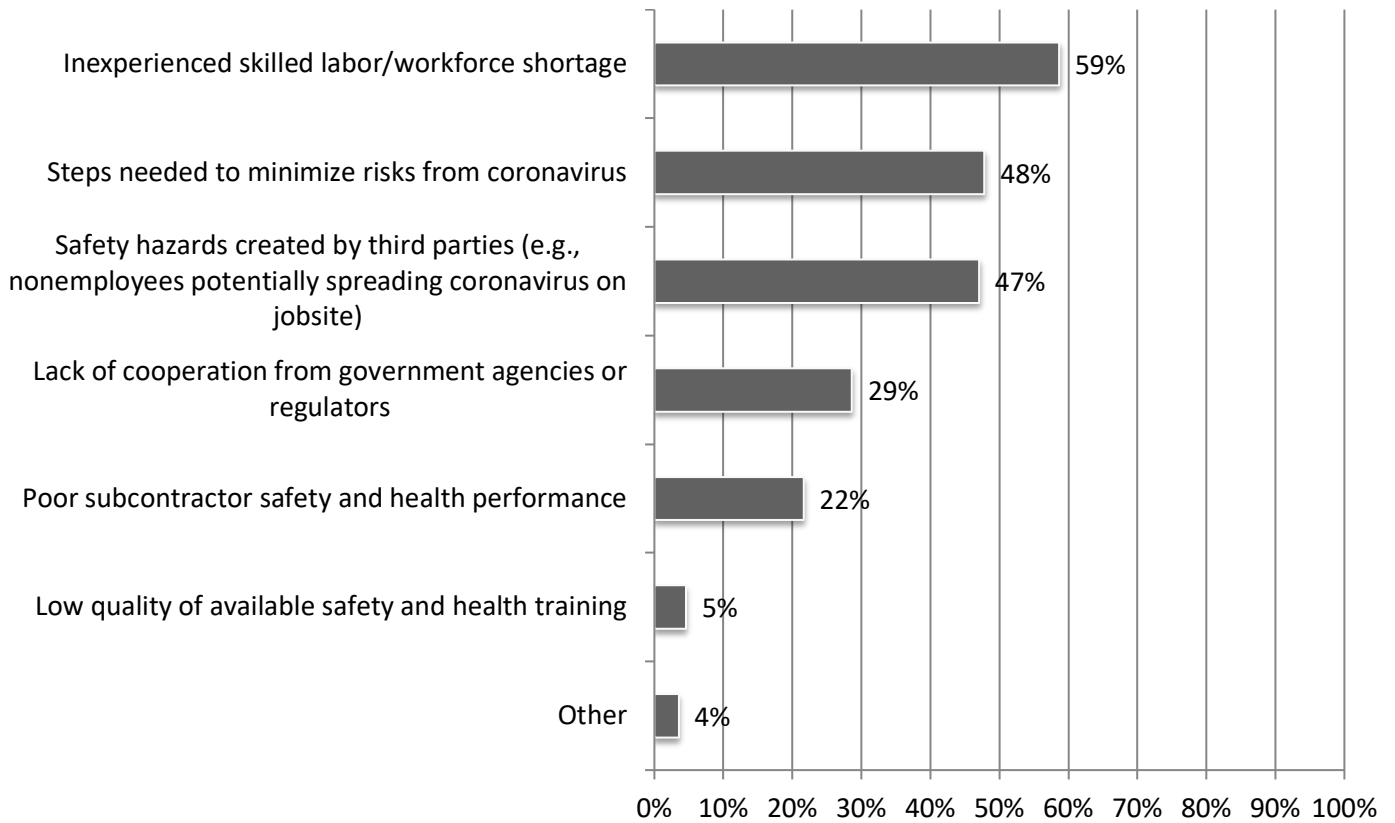
**8. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 395**



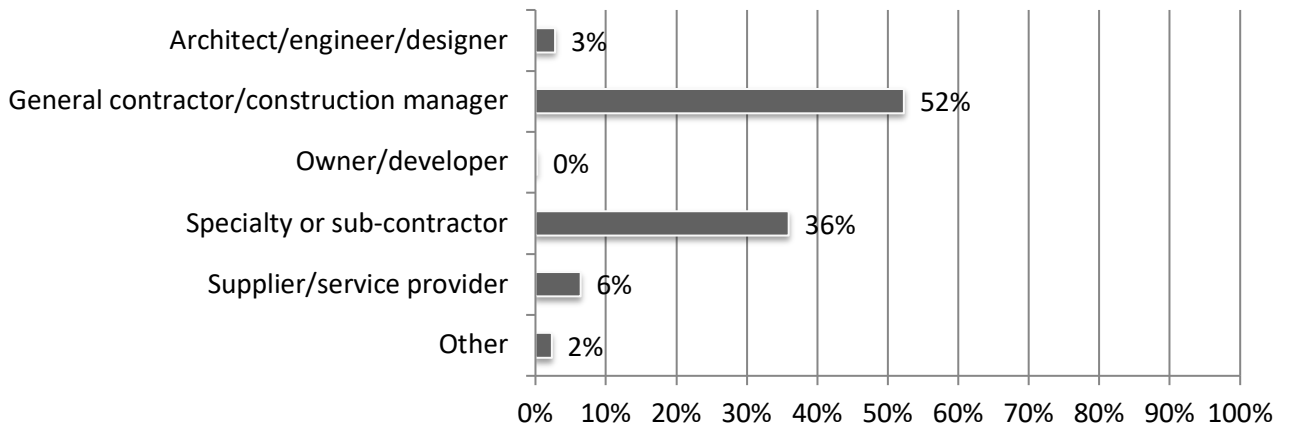
**9. What are your biggest concerns for 2021? (mark all that apply) Responses: 396**



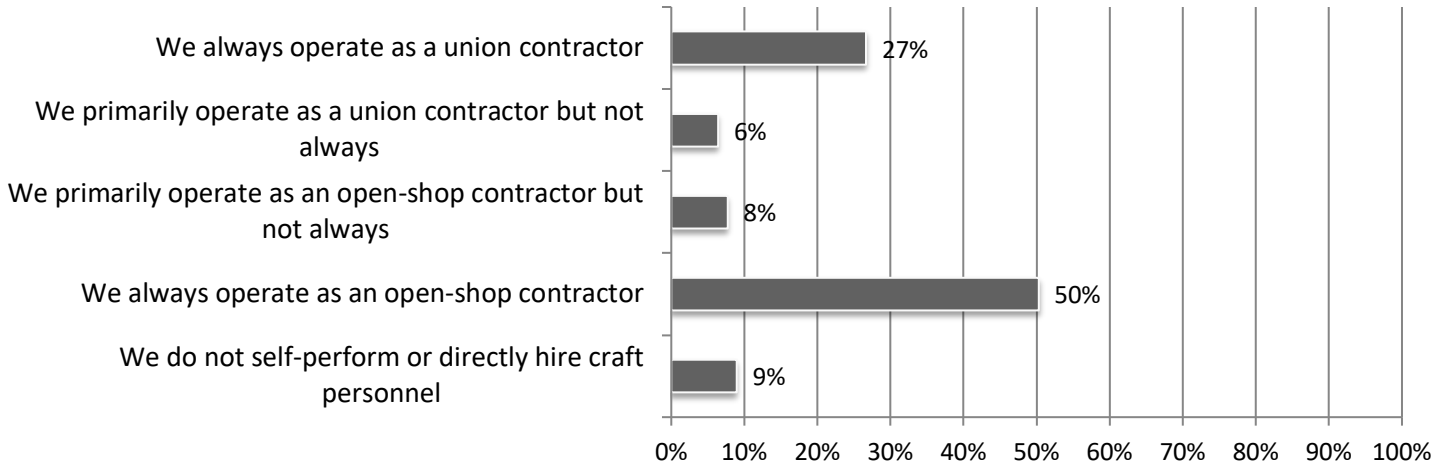
**10. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 370**



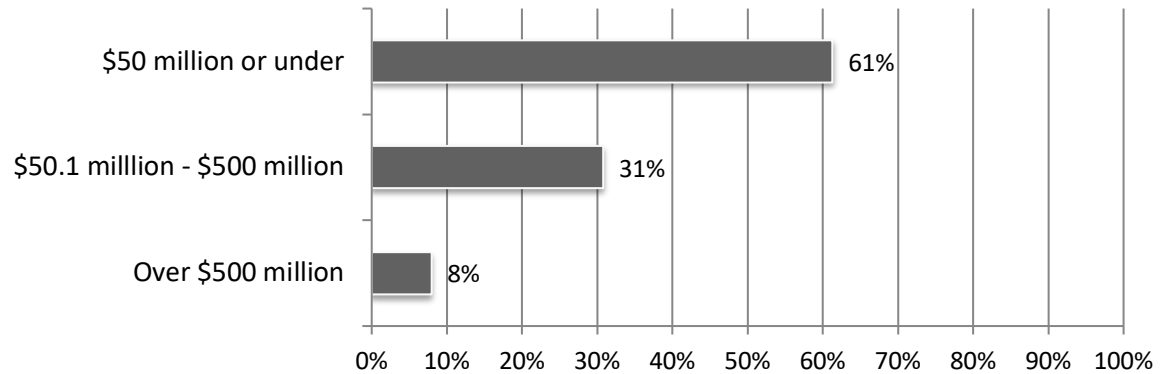
**11. What best describes your firm? Responses: 392**



**12. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?  
Responses: 390**



**13. Estimate the total dollar amount of work your firm performed in 2020. Responses: 390**



**14. How many total employees does your firm employ at all of its locations? Responses: 392**

