



## 2019 Construction Outlook Survey Results Georgia Results

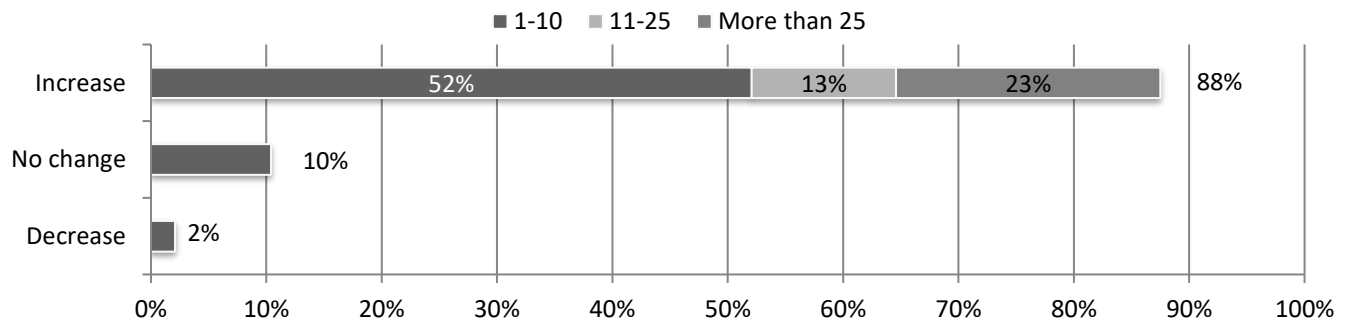
Total Responses: 55. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 1. Compared to 2018, do you expect the available dollar volume of projects you compete for in 2019 to be (answer for all market areas in which your business operates):

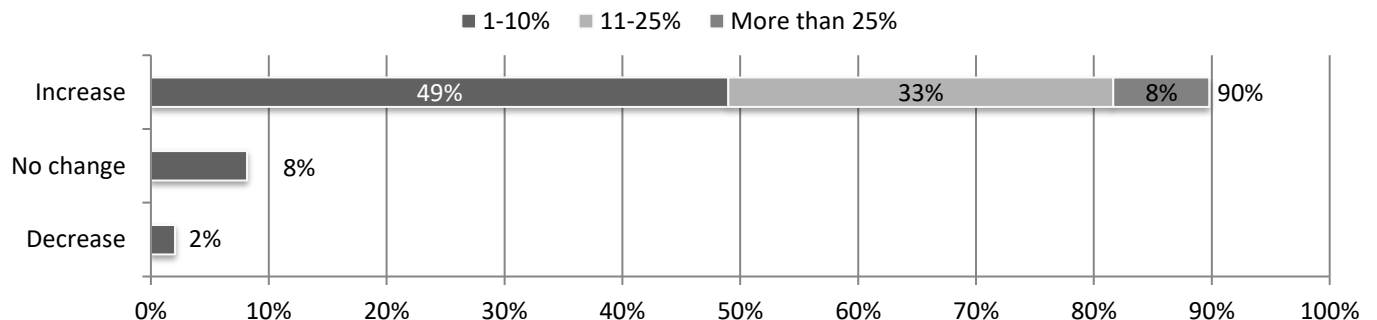
Market	Higher	Lower	Same	Net*
Highway	15%	15%	70%	0%
Transportation (e.g., transit, rail, airport)	17%	8%	75%	8%
Public Building	55%	3%	42%	52%
Hospital	35%	12%	53%	24%
K-12 School	34%	9%	57%	26%
Retail, Warehouse, Lodging	35%	9%	56%	26%
Water/Sewer	13%	8%	79%	4%
Multifamily Residential	48%	12%	40%	36%
Private Office	41%	13%	47%	28%
Higher Education	31%	3%	66%	29%
Federal (e.g., VA, GSA, USACE, NAVFAC)	31%	4%	65%	27%
Power	18%	14%	68%	5%
Manufacturing	46%	11%	43%	34%
Other	56%	0%	44%	56%

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

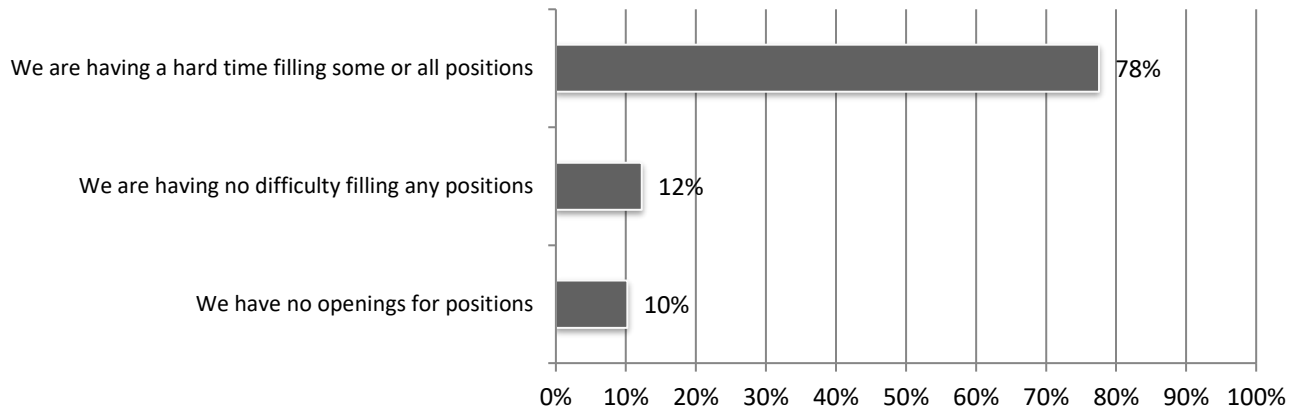
### 2. What numerical change do you expect in your headcount in 2019?



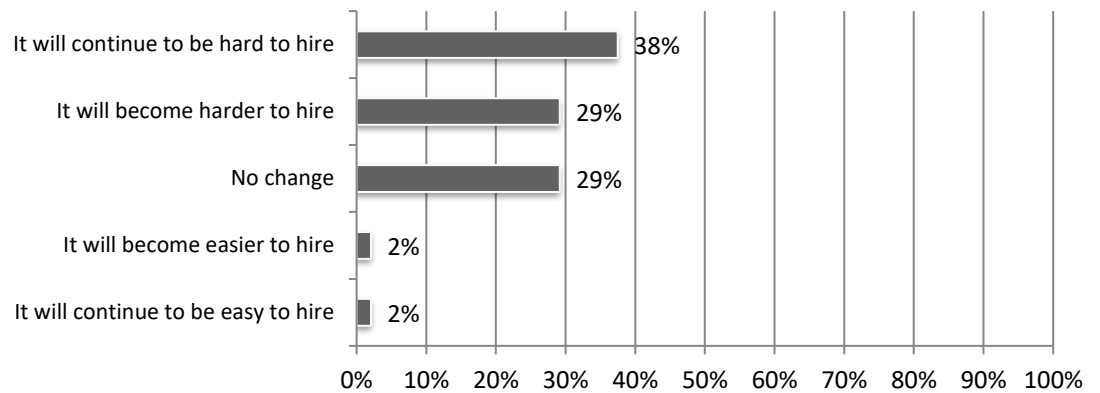
### 3. What percentage change do you expect in your headcount in 2019?



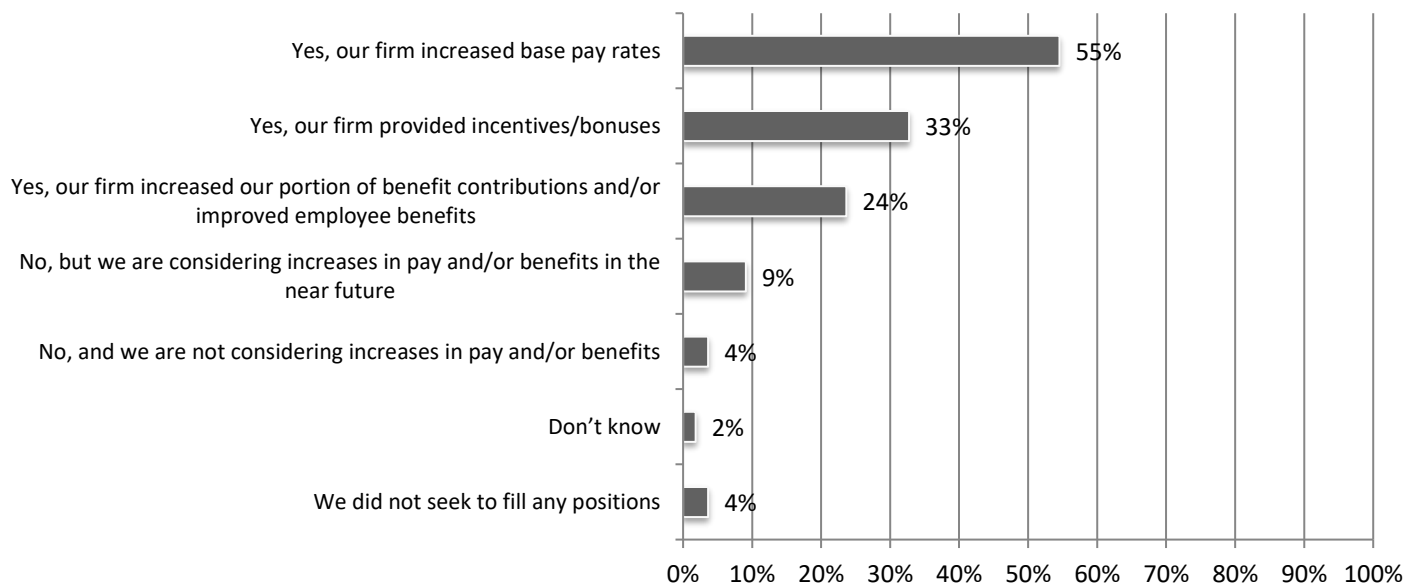
#### 4. How would you describe your current situation in filling salaried and hourly craft positions?



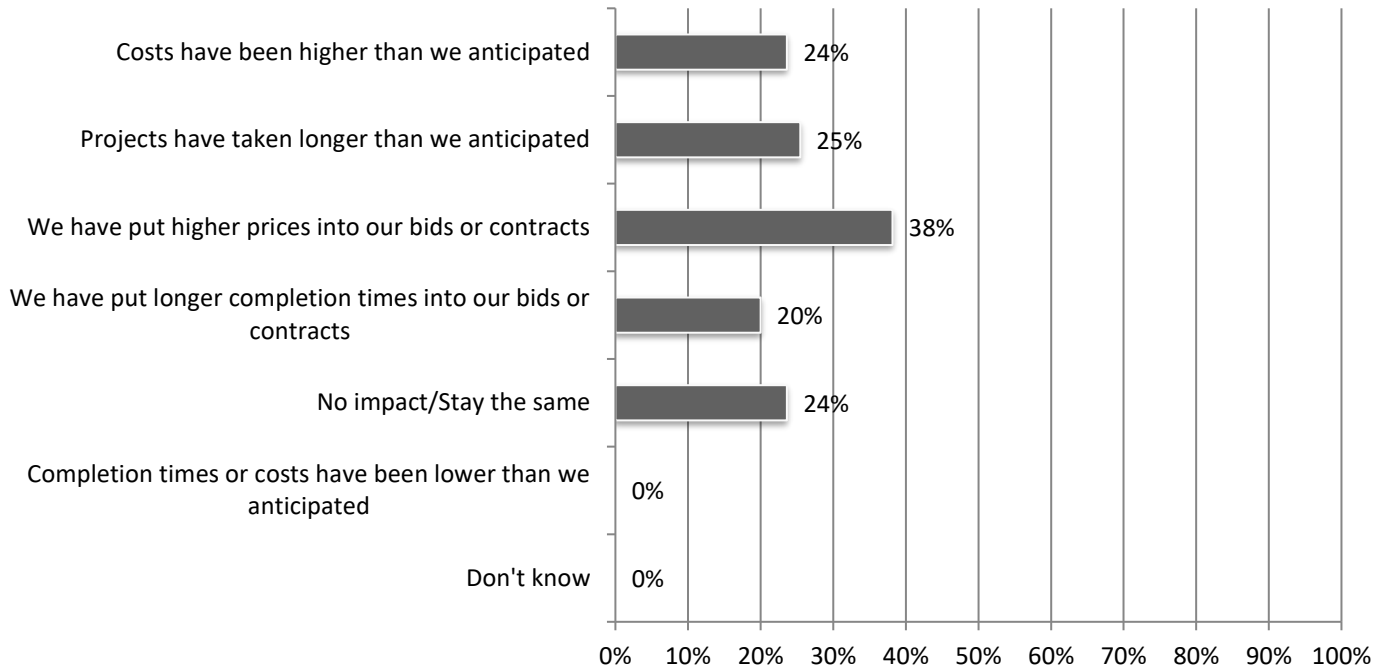
#### 5. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?



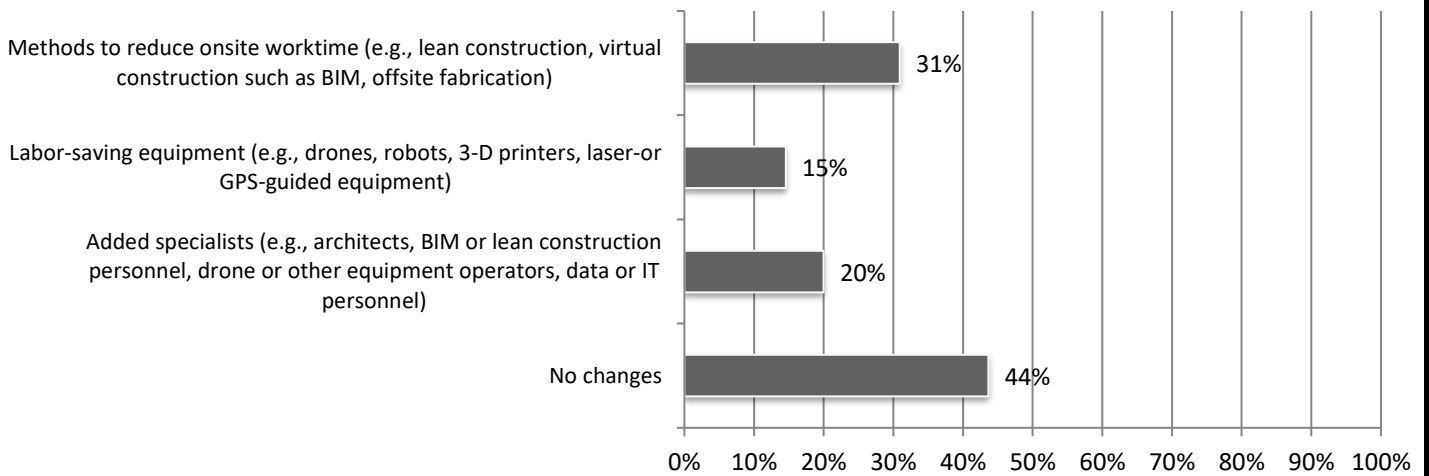
#### 6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2018 because of difficulty filling positions? (mark all that apply)



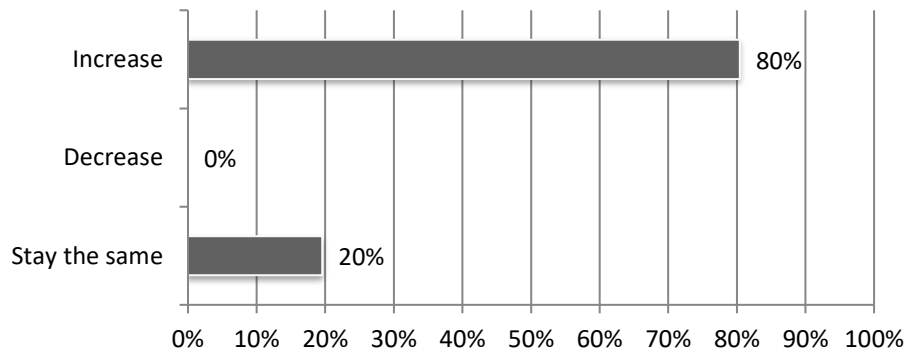
**7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)**



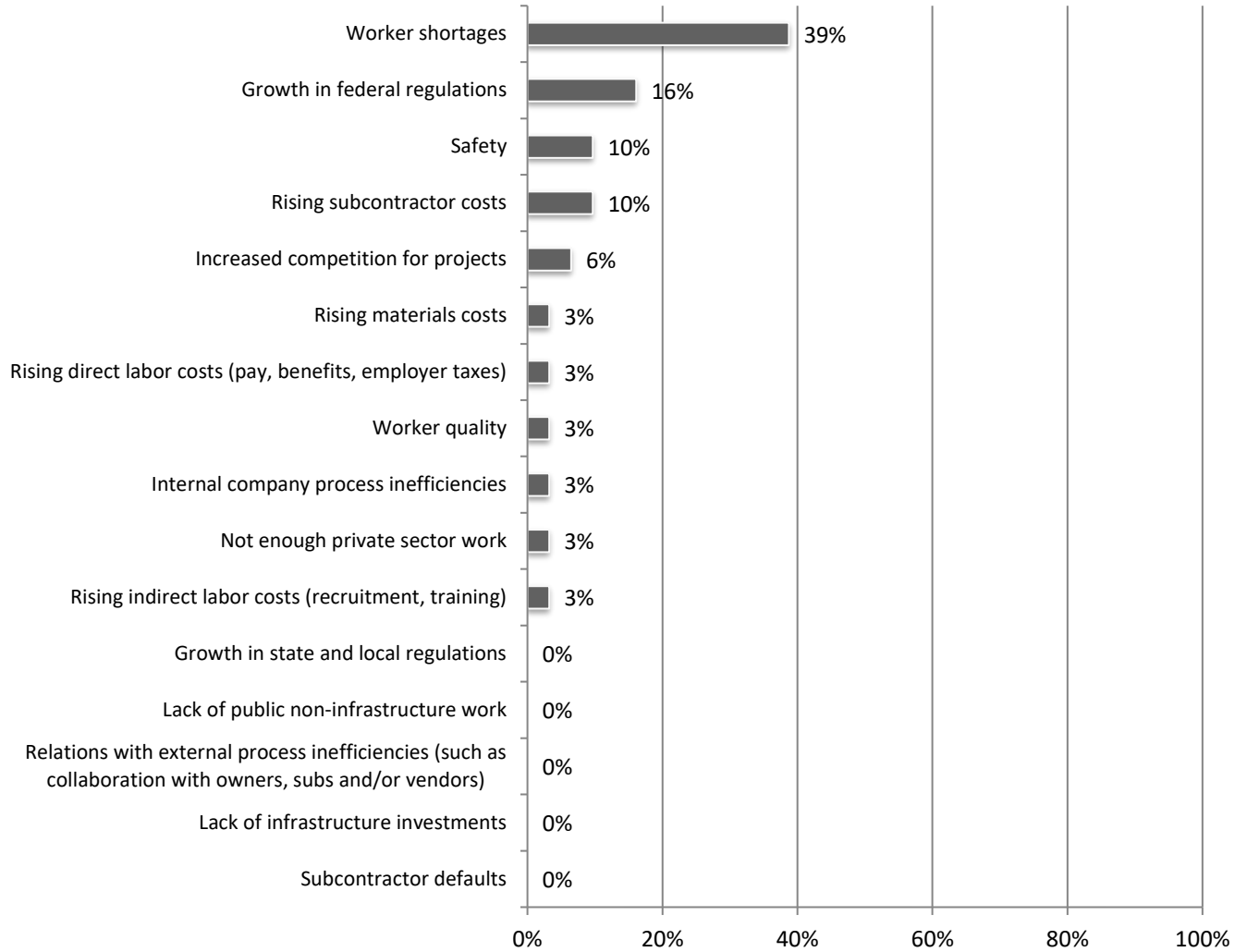
**8. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)**



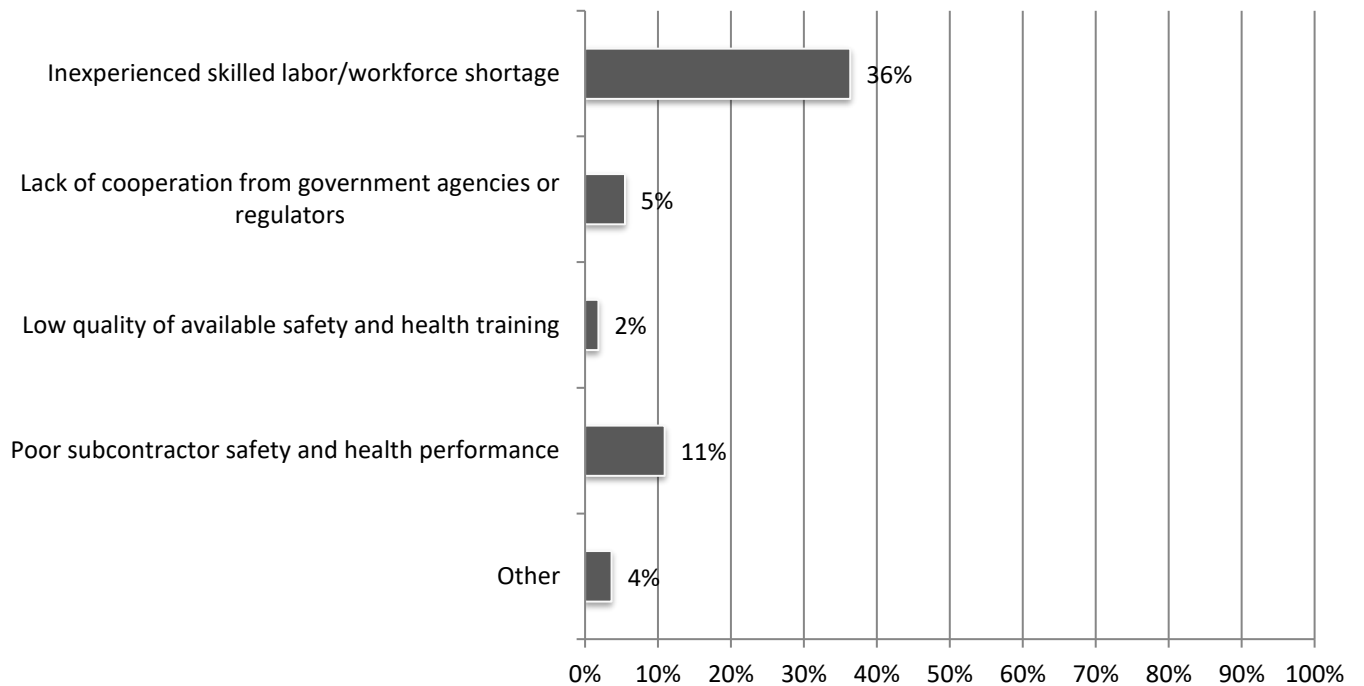
**9. Compared to 2018, how will your firm's 2019 investment in training and development change?**



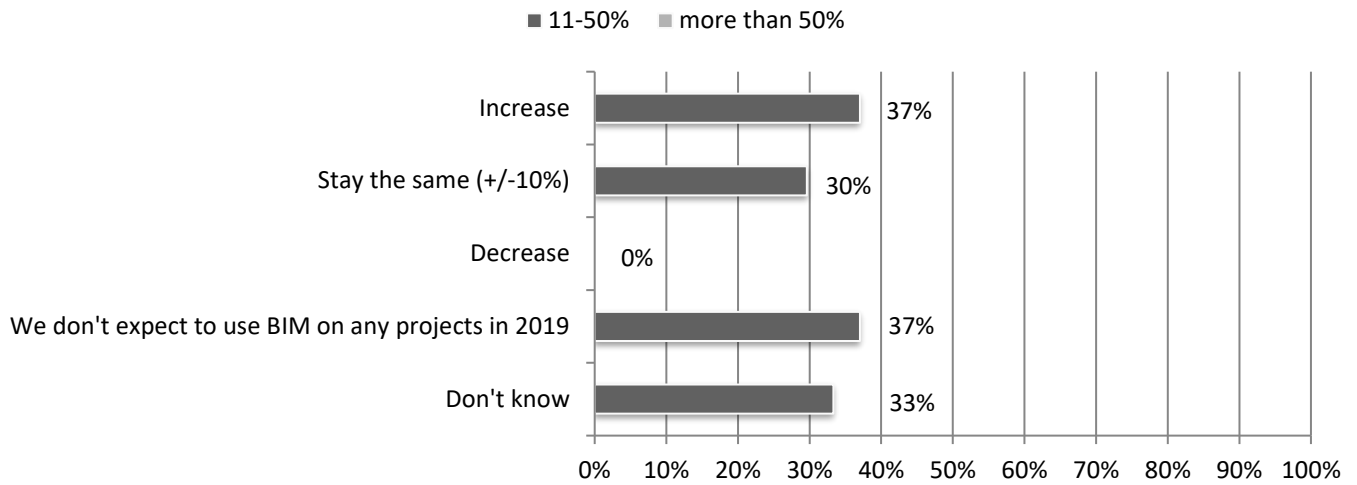
**10. Which of the following issues is the biggest concern to your firm?**



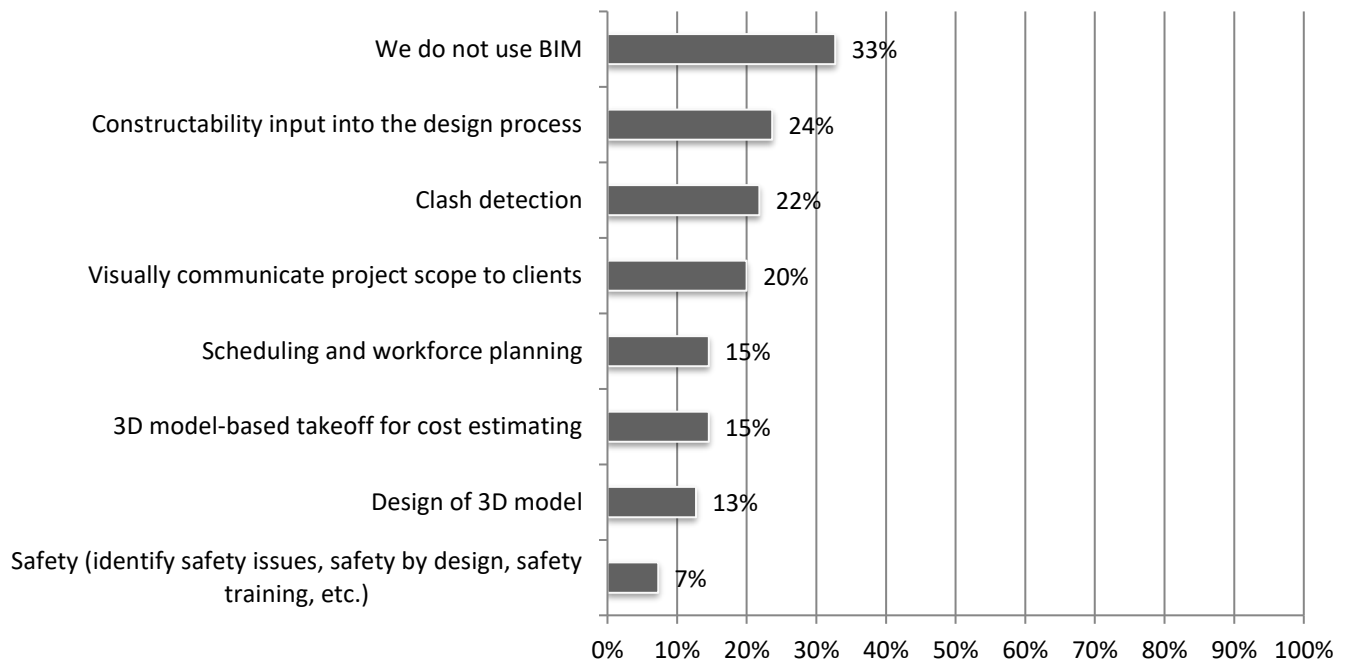
**11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply)**



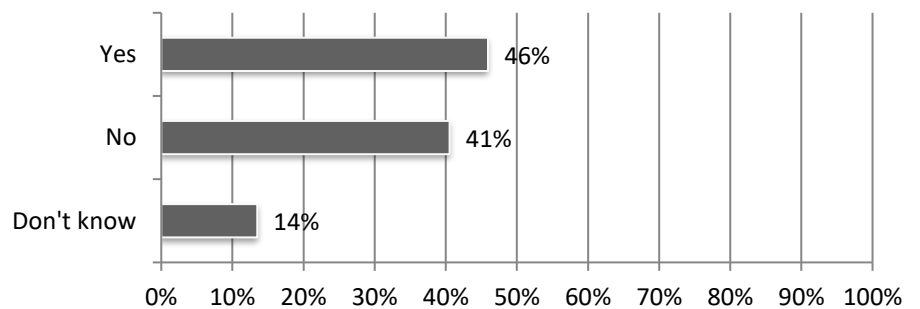
**12. What change do you expect in 2019 in the number of your firm's projects that involve Building Information Modeling (BIM)?**



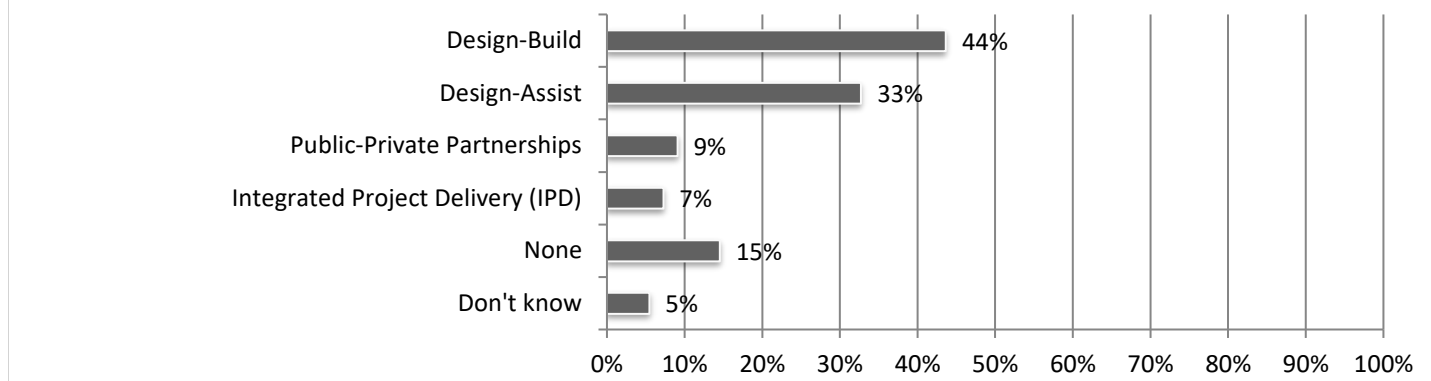
**13. What is your firm using BIM for? (mark all that apply)**



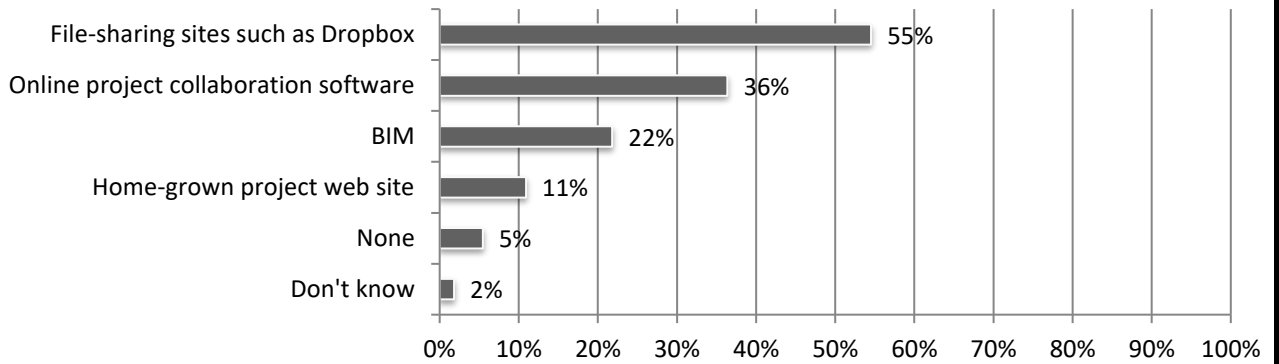
**14. Does your firm utilize lean construction principles on its projects and/or in its operation?**



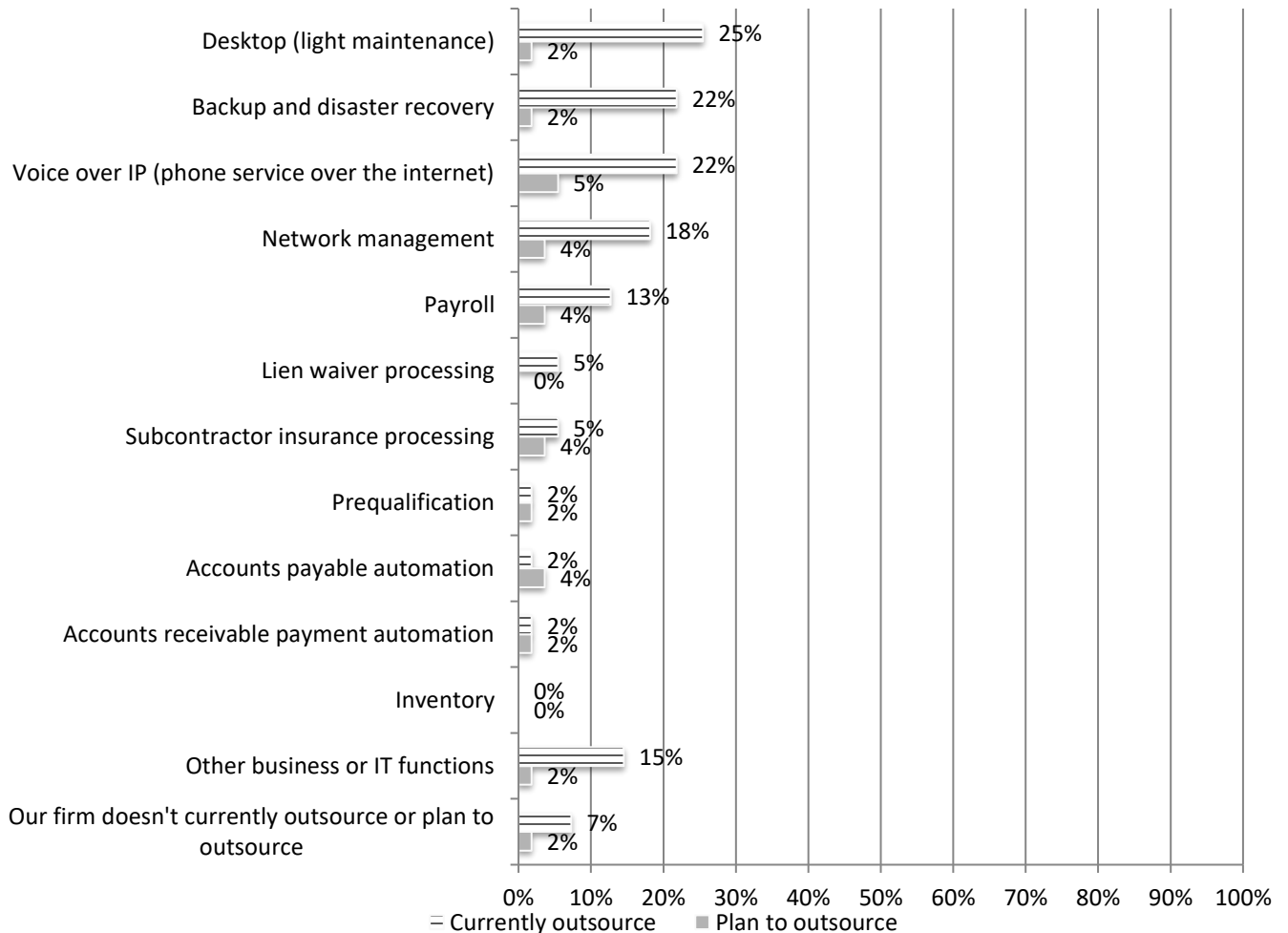
**15. Does your firm use any of the following collaborative project delivery methods? (mark all that apply)**



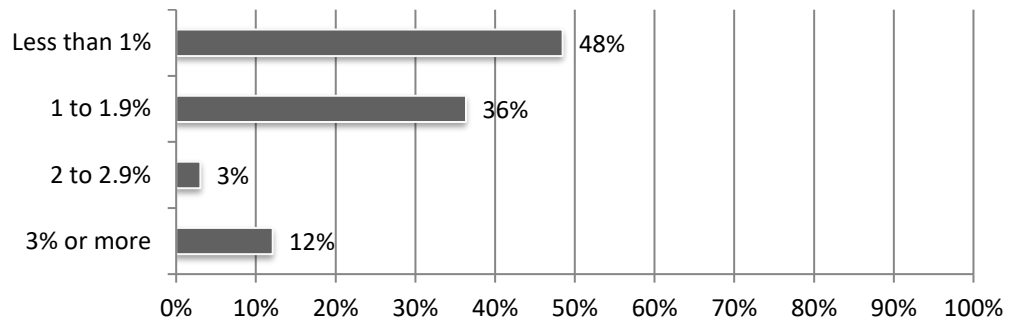
**16. Does your firm use any of the following to collaborate with project partners? (mark all that apply)**



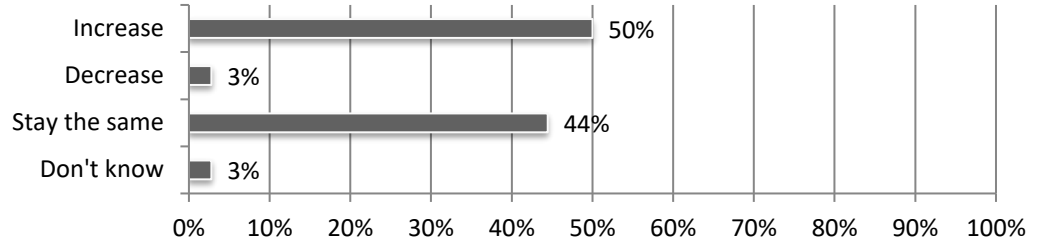
**17. What business of IT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)**



**18. Approximately what percent of your firm's gross annual revenue is spent on IT?**



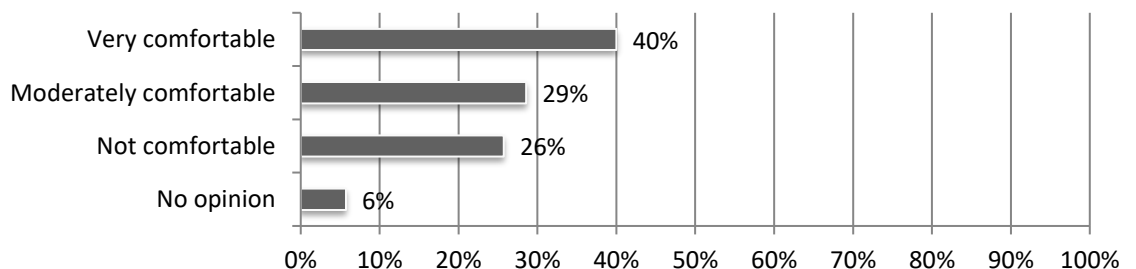
**19. Compared to 2018, how will your firm's 2018 investment in IT change?**



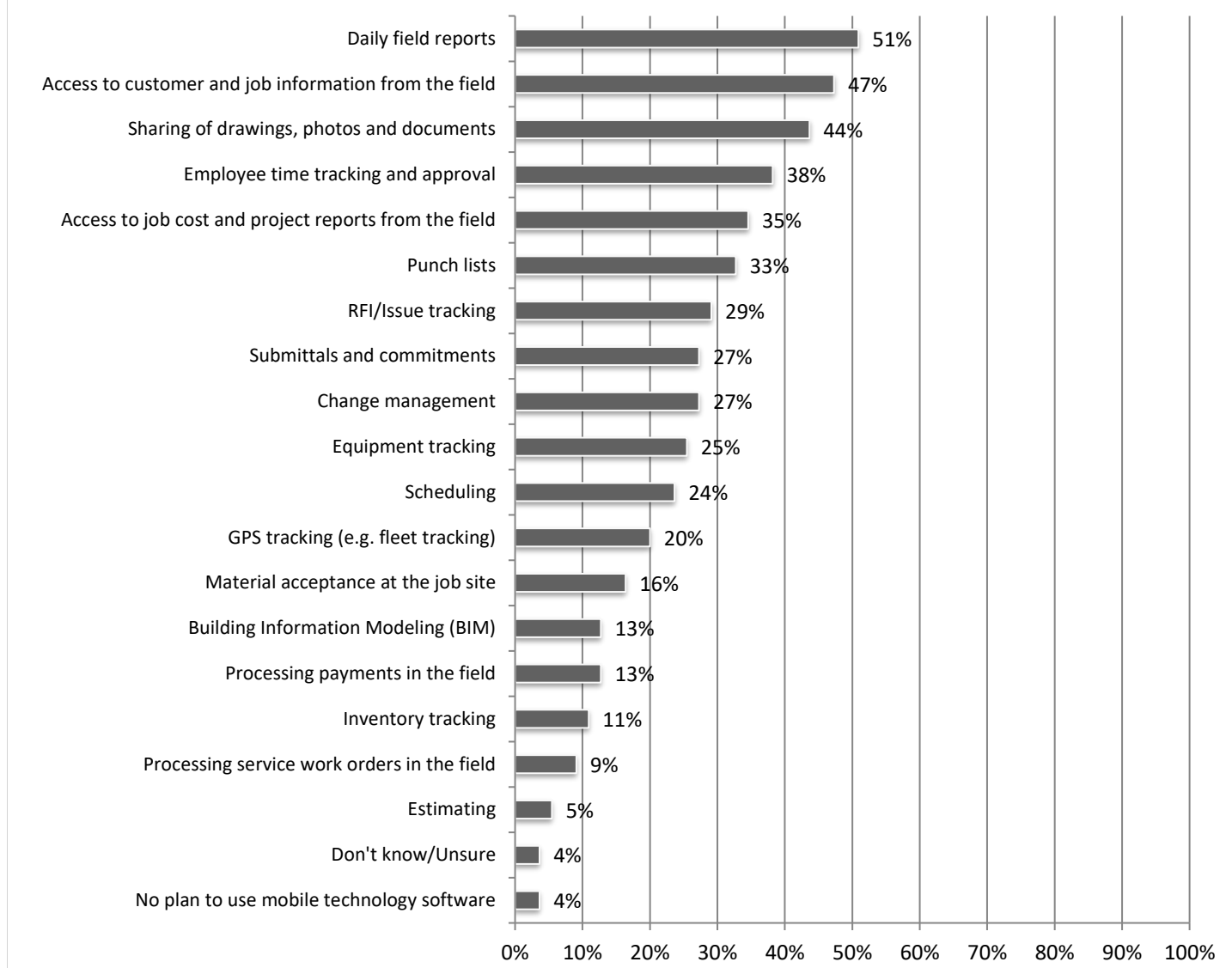
**20. Compared to 2018, how will your firm's 2019 investment in the following technologies change? (mark all that apply)**

Technologies	Increase	Stay the same	Decrease	Unsure
Project management software	44%	47%	0%	8%
Document management software	41%	44%	0%	15%
Scheduling software	34%	50%	0%	16%
Building Information Modeling (BIM)	33%	33%	0%	33%
Project collaboration software	29%	52%	0%	19%
Client relationship management (CRM) software	27%	47%	0%	27%
Subcontractor bid management/IT B software	27%	50%	0%	23%
Payroll software	26%	66%	0%	9%
Service management software	24%	41%	0%	34%
Fleet tracking/management software	23%	60%	0%	17%
Human resources (HR) software	23%	53%	0%	23%
Accounting software	21%	76%	0%	3%
Estimating software	21%	73%	0%	6%
Prequalification software	15%	46%	0%	38%

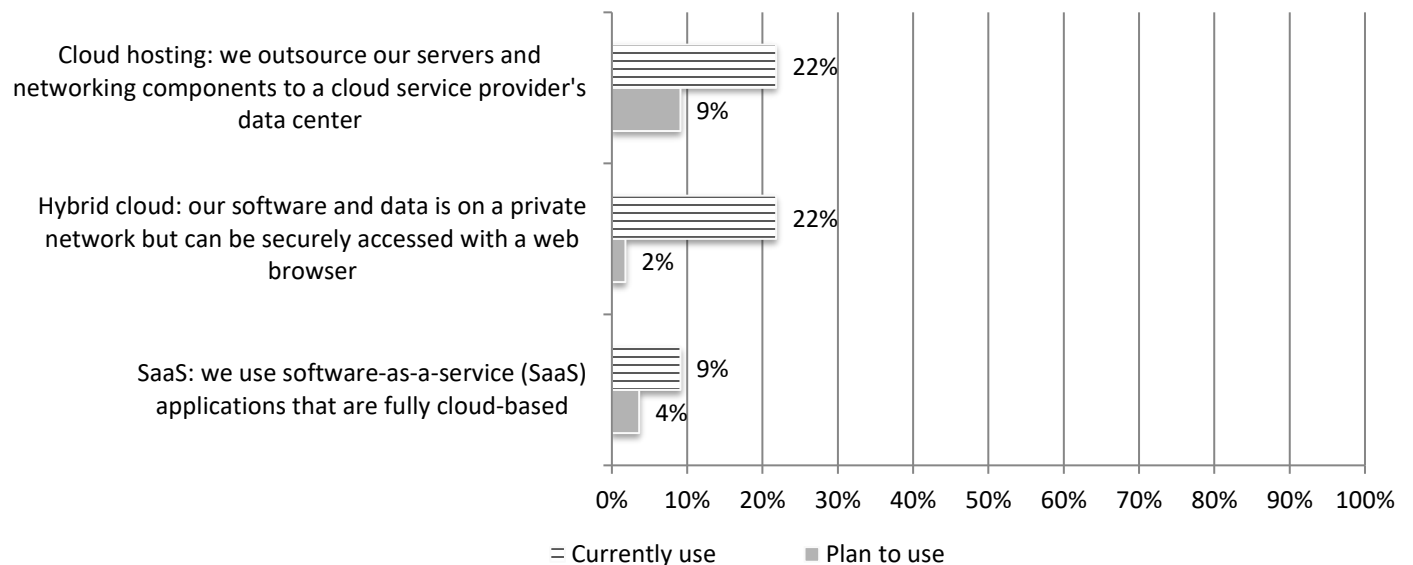
**21. How comfortable is your firm with moving its data to the cloud?**



**22. How does your firm plan to use mobile software technology? (mark all that apply)**

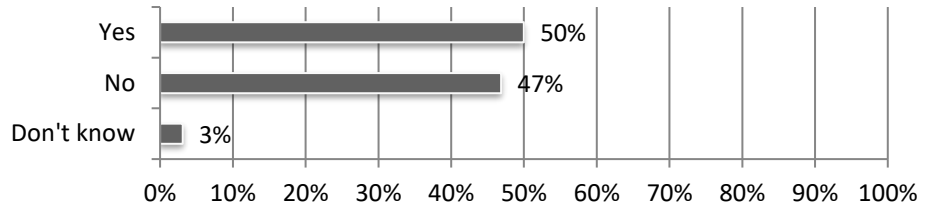


**23. Which of the following cloud service models does your firm plan to use? (mark all that apply)**

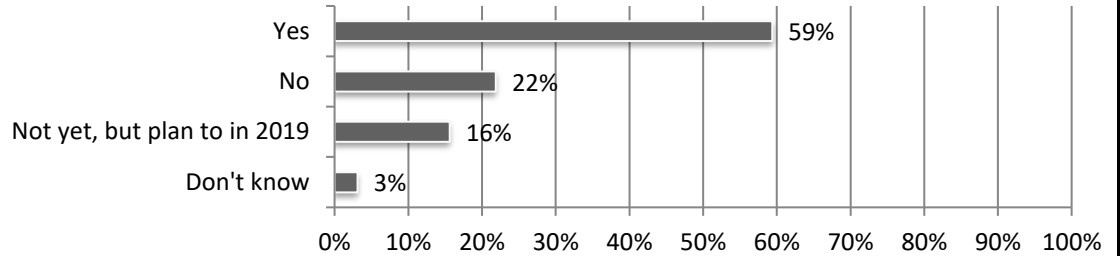




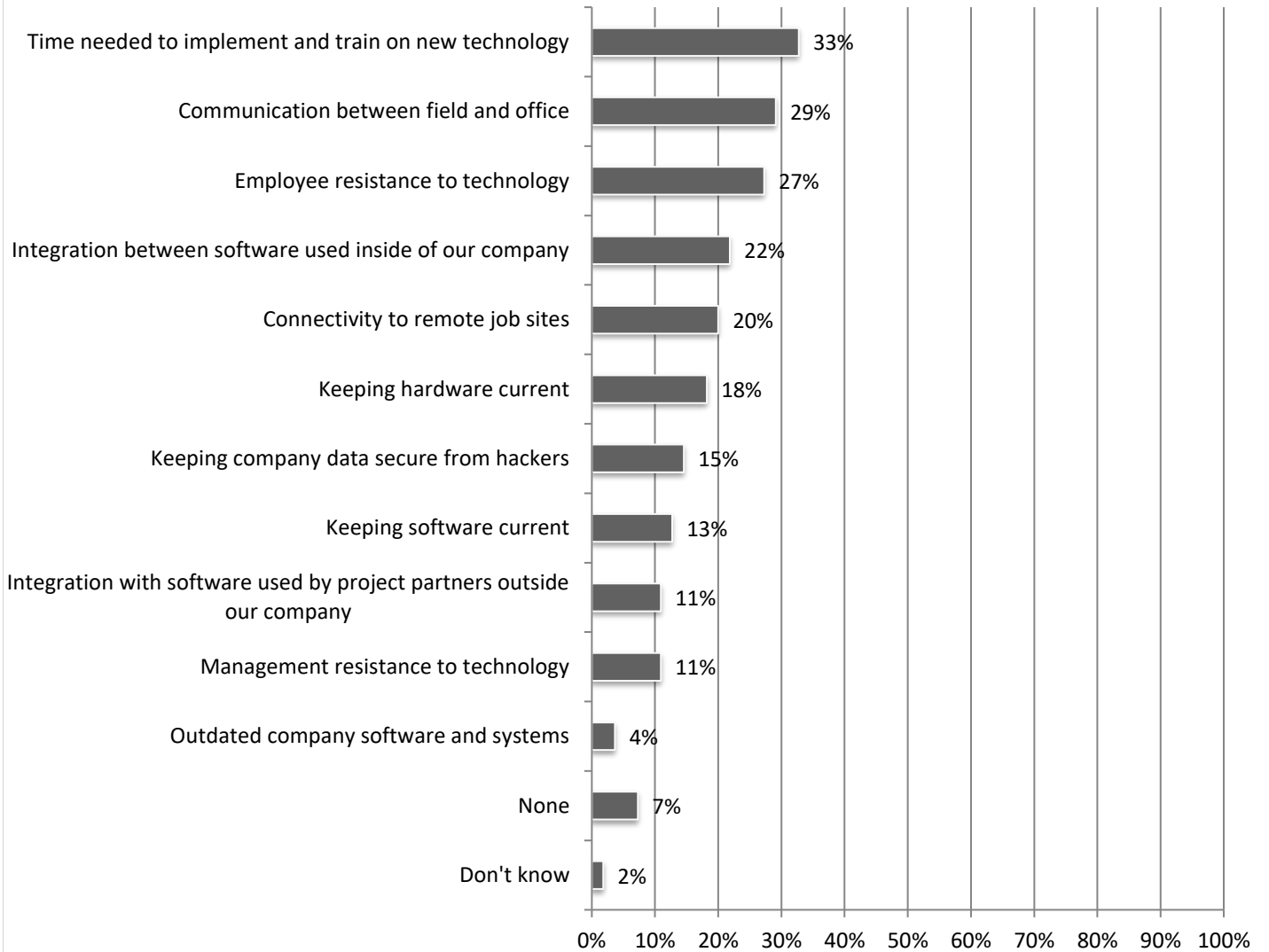
**24. Does your firm currently have a mobile security plan in place?**



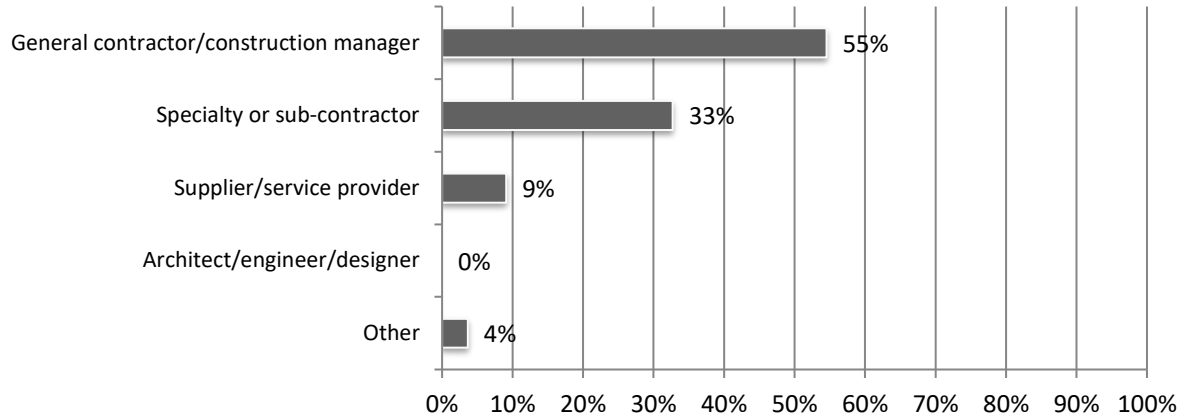
**25. Does your firm currently have a formal IT plan that support your business objectives?**



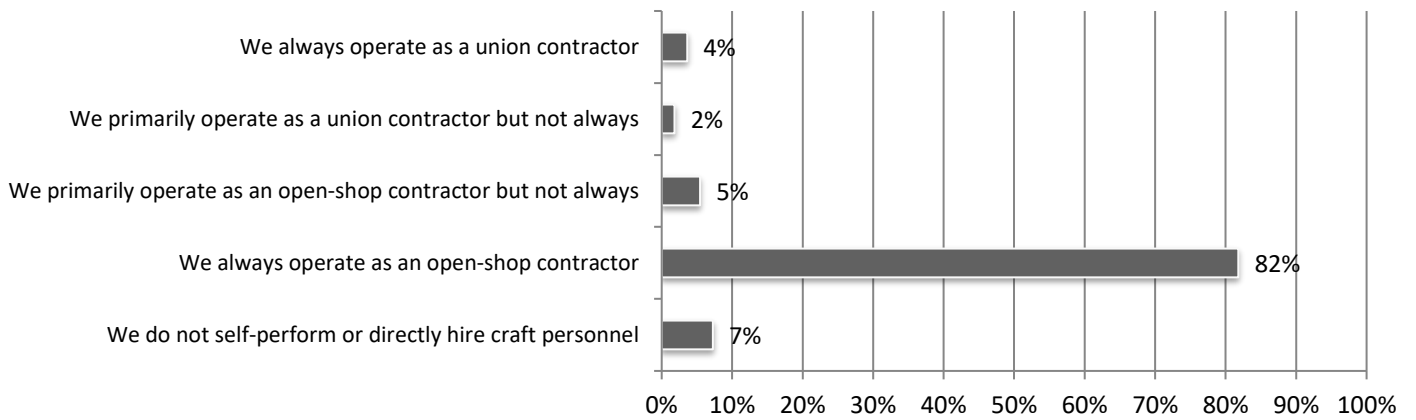
**26. What are your firm's biggest IT challenges? (mark all that apply)**



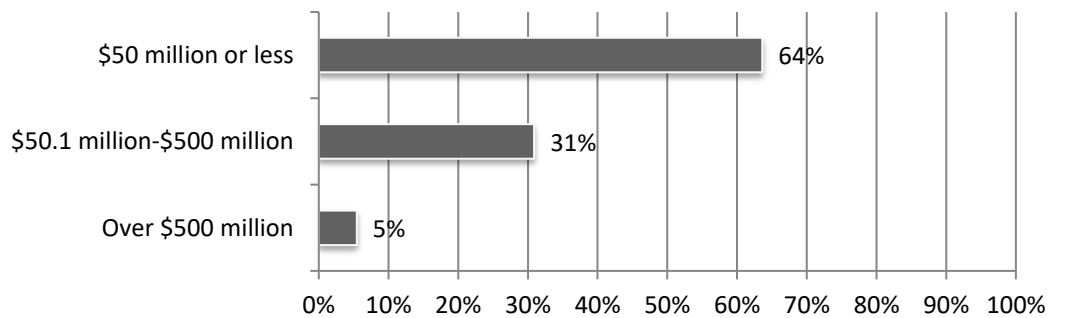
**27. What best describes your firm:**



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



**29. Estimate the total dollar amount of work your firm performed in 2018.**



**30. How many total employees does your firm employ at all of its locations?**

