



## 2019 Construction Outlook Survey Results Iowa Results

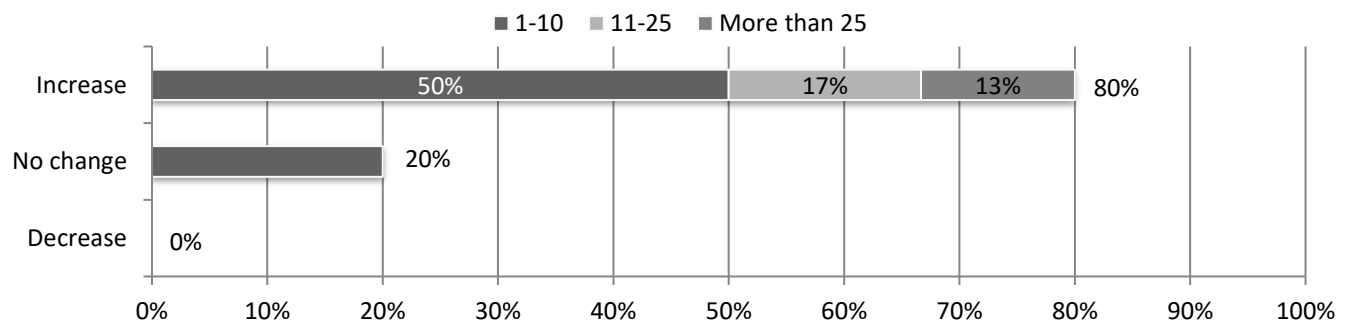
Total Responses: 33. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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):

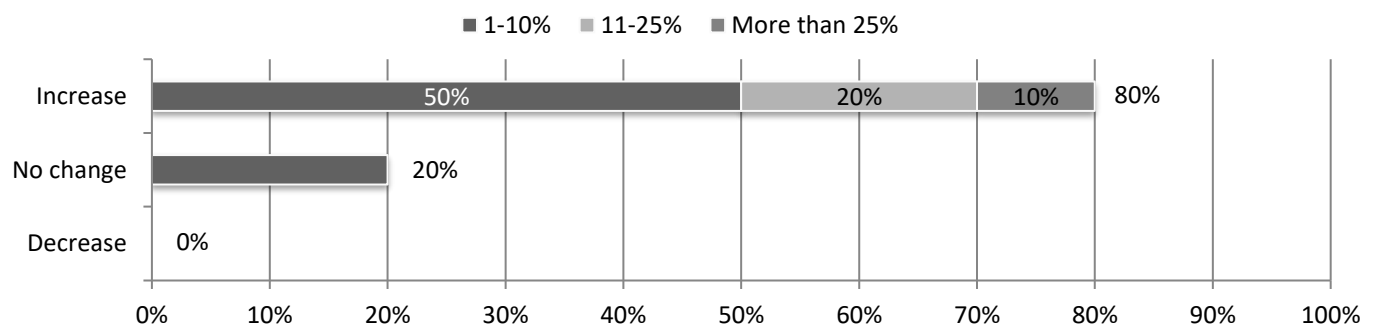
Market	Higher	Lower	Same	Net*
Highway	43%	0%	57%	43%
K-12 School	50%	9%	41%	41%
Manufacturing	32%	5%	64%	27%
Federal (e.g., VA, GSA, USACE, NAVFAC)	33%	10%	57%	24%
Transportation (e.g., transit, rail, airport)	21%	0%	79%	21%
Hospital	32%	11%	58%	21%
Retail, Warehouse, Lodging	24%	10%	67%	14%
Water/Sewer	13%	0%	88%	13%
Public Building	16%	5%	79%	11%
Private Office	19%	10%	71%	10%
Power	17%	8%	75%	8%
Multifamily Residential	17%	11%	72%	6%
Higher Education	10%	20%	70%	-10%
Other	0%	0%	100%	0%

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

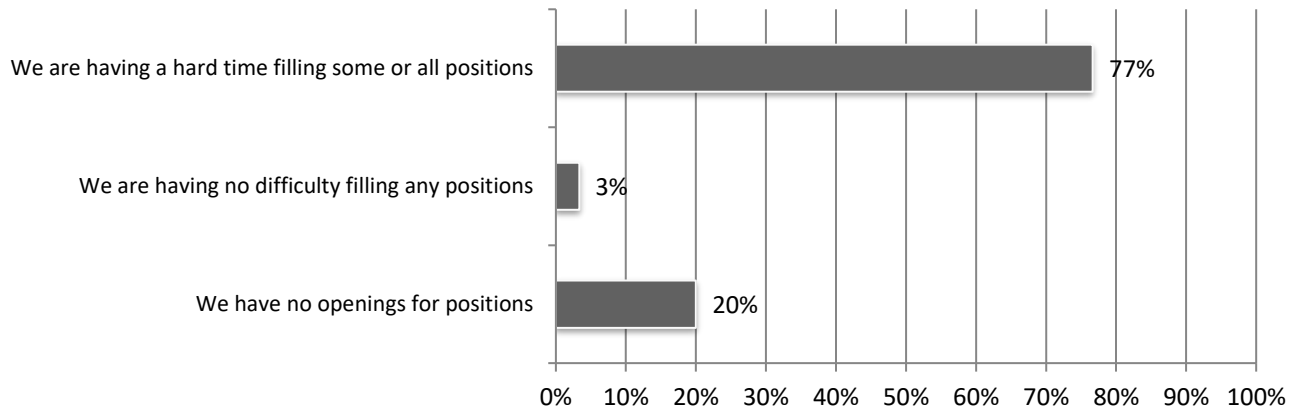
### 2. What numerical change do you expect in your headcount in 2019?



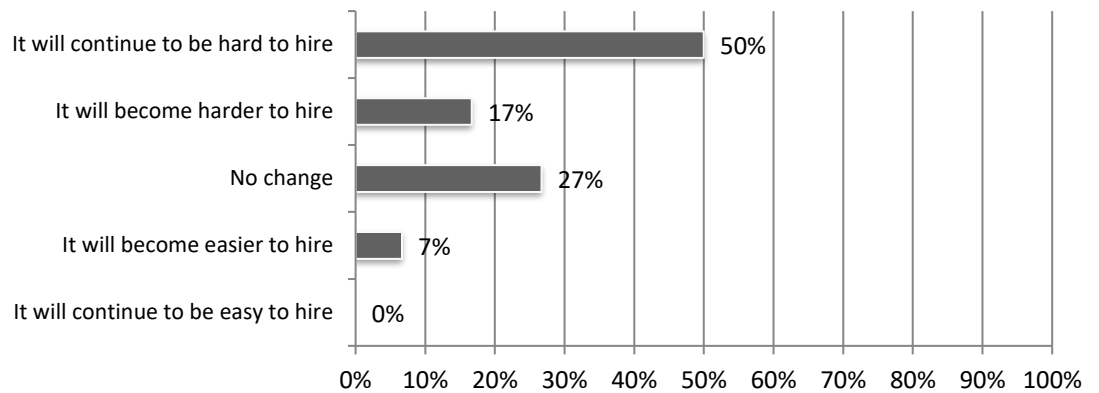
### 3. What percentage change do you expect in your headcount in 2019?



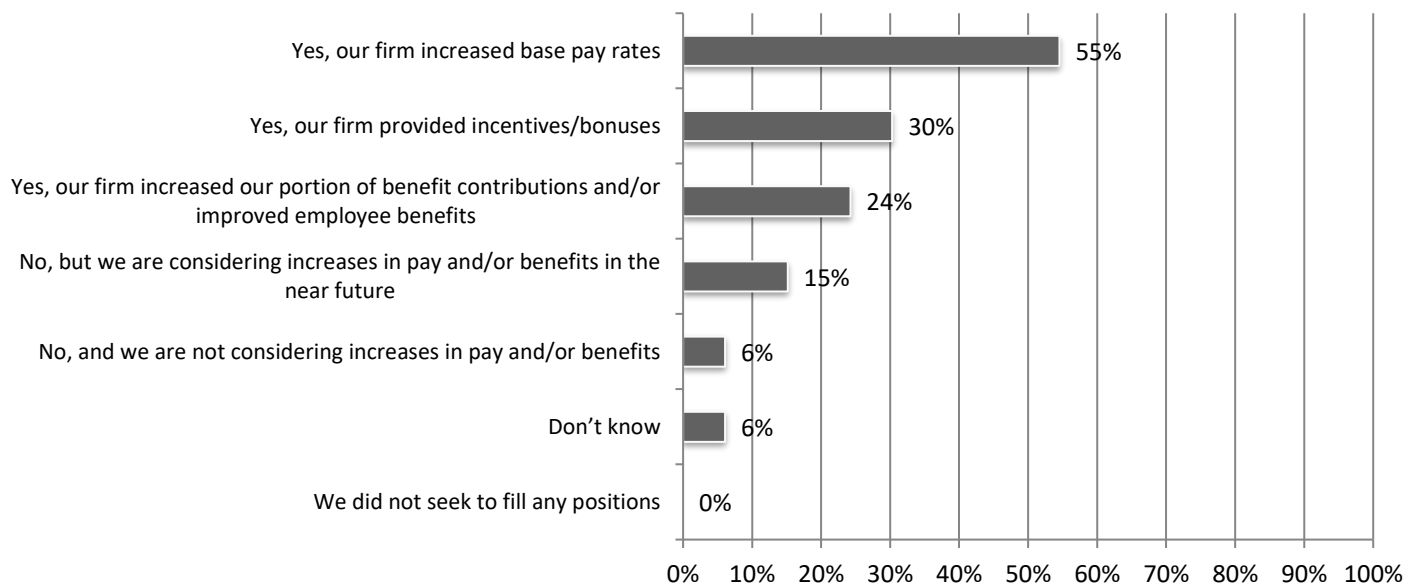
#### 4. How would you describe your current situation in filling salaried and hourly craft positions?



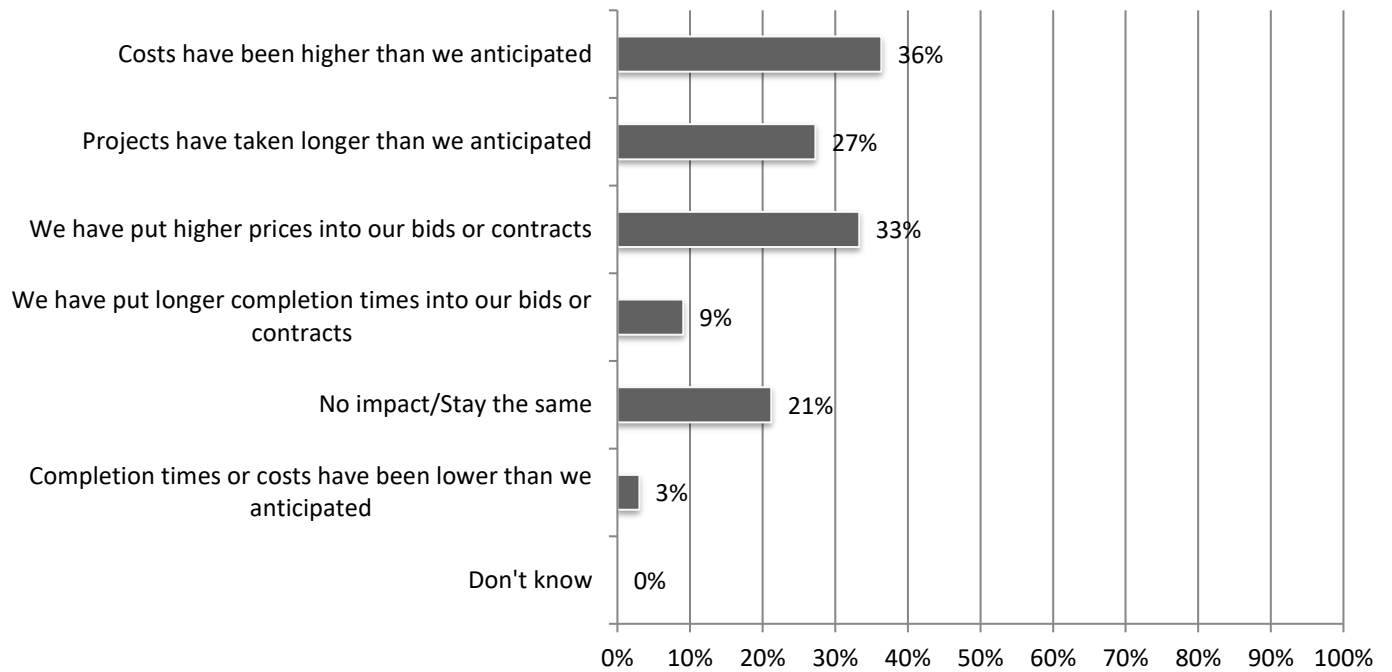
#### 5. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?



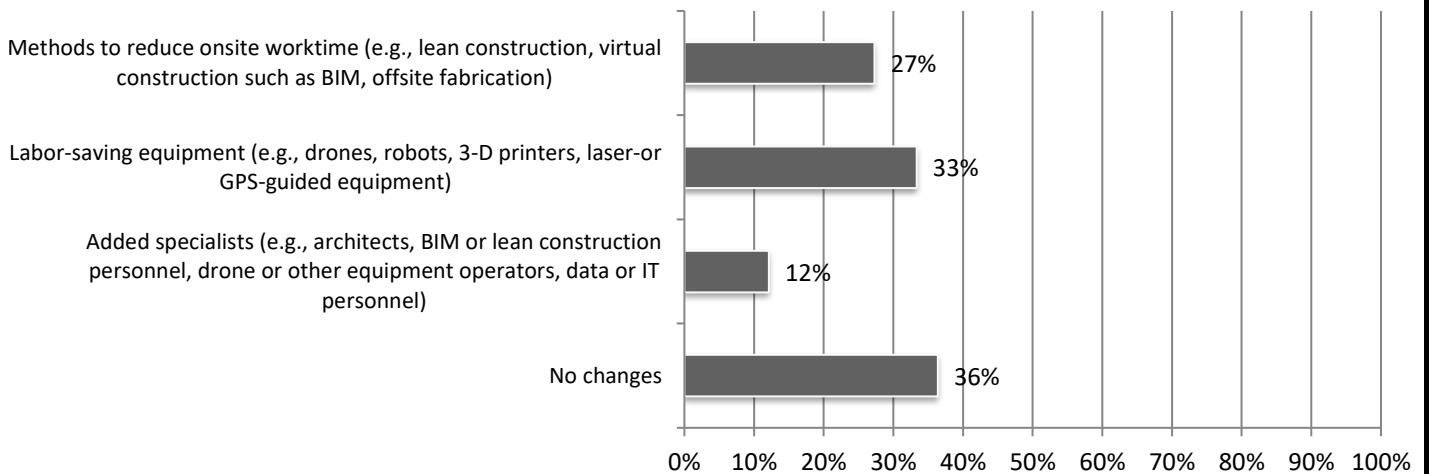
#### 6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2018 because of difficulty filling positions? (mark all that apply)



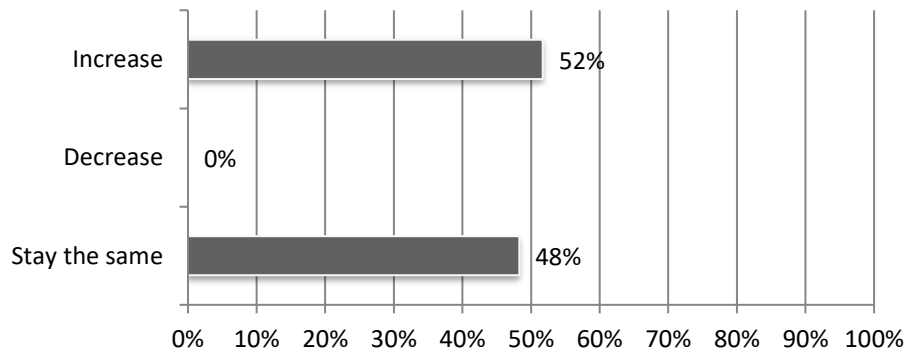
**7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)**



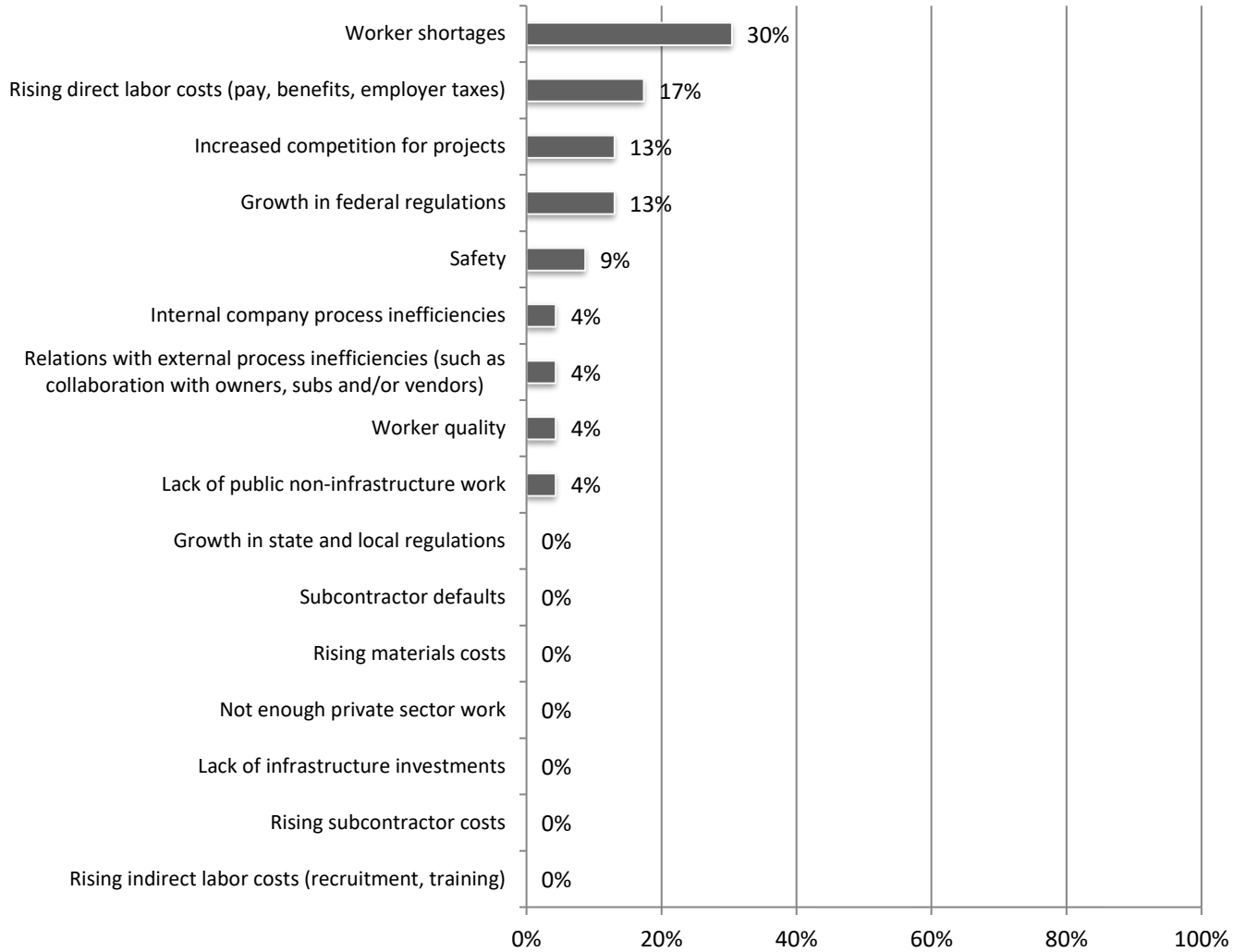
**8. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)**



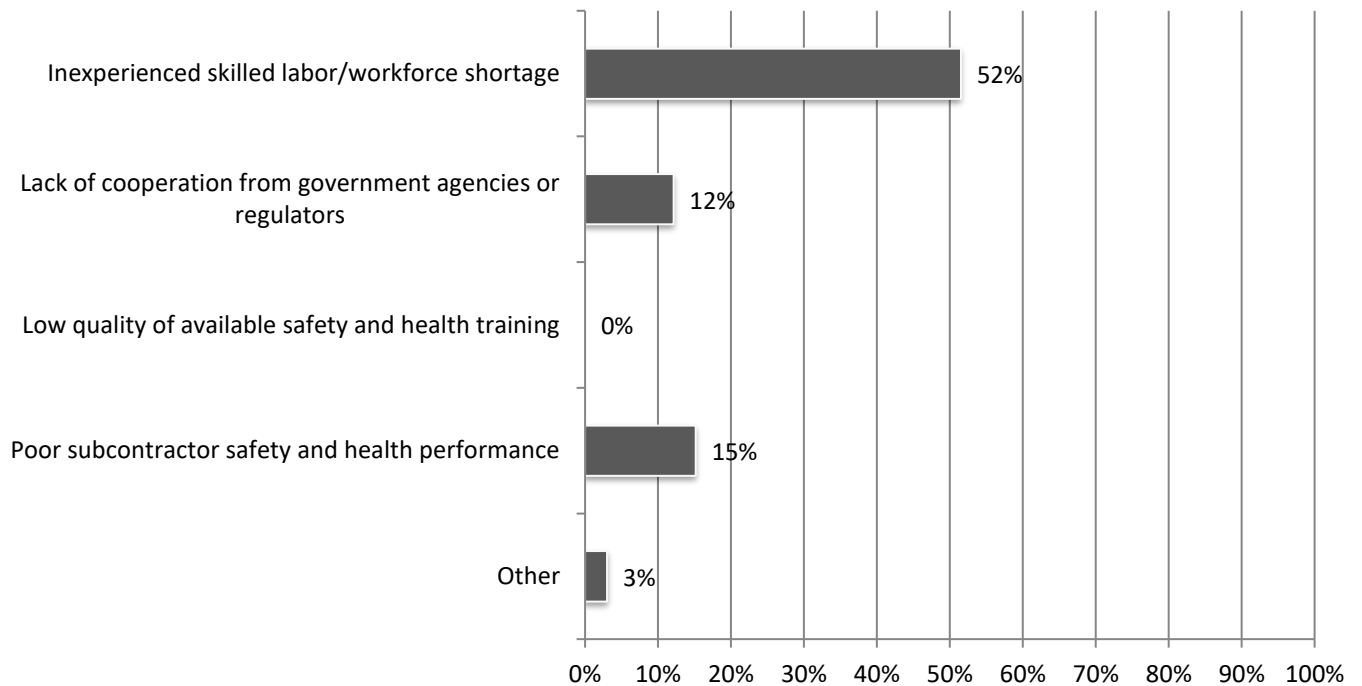
**9. Compared to 2018, how will your firm's 2019 investment in training and development change?**



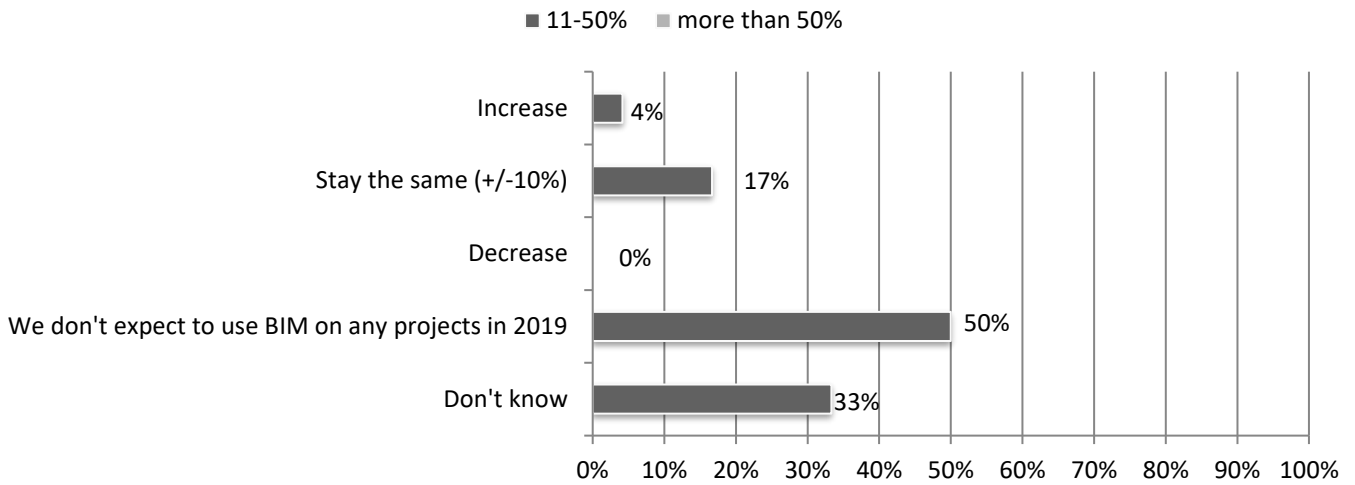
**10. Which of the following issues is the biggest concern to your firm?**



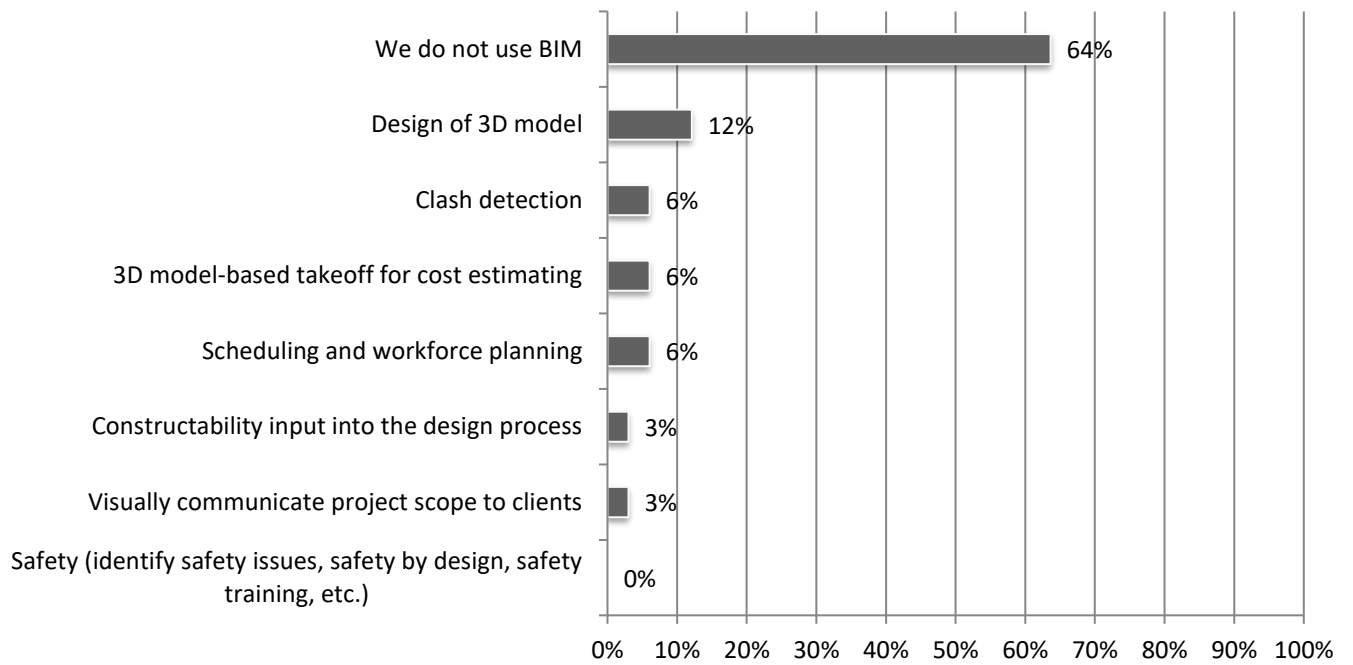
**11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply)**



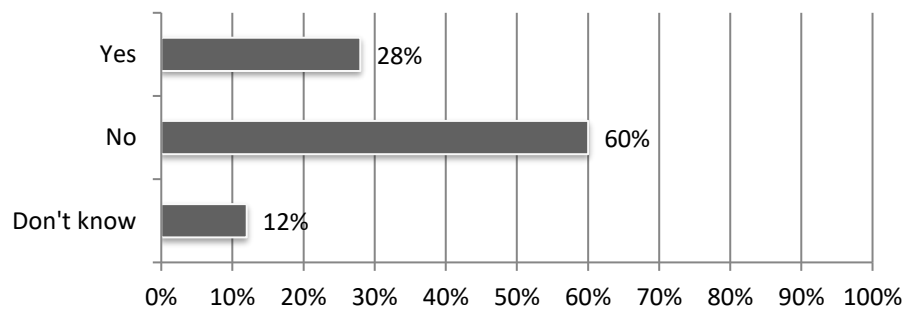
**12. What change do you expect in 2019 in the number of your firm's projects that involve Building Information Modeling (BIM)?**



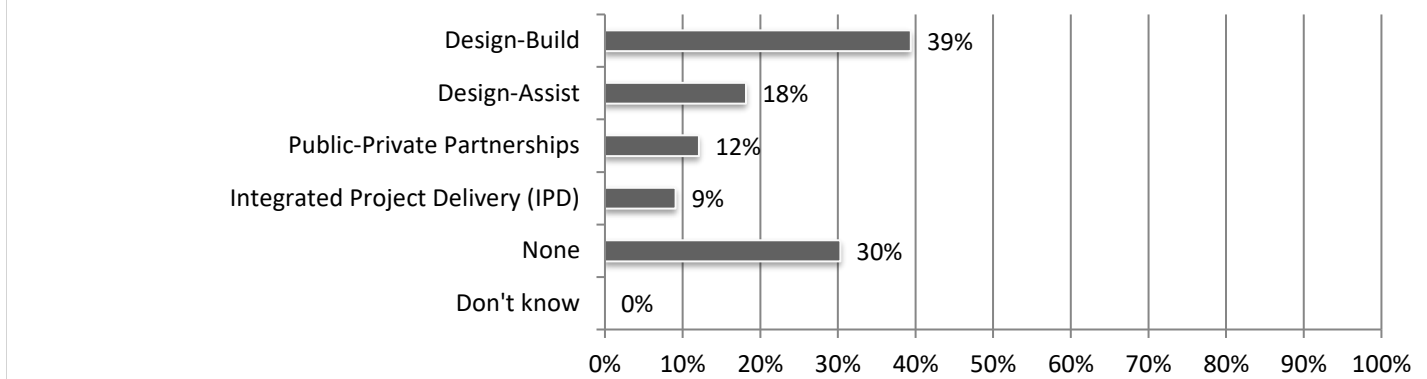
**13. What is your firm using BIM for? (mark all that apply)**



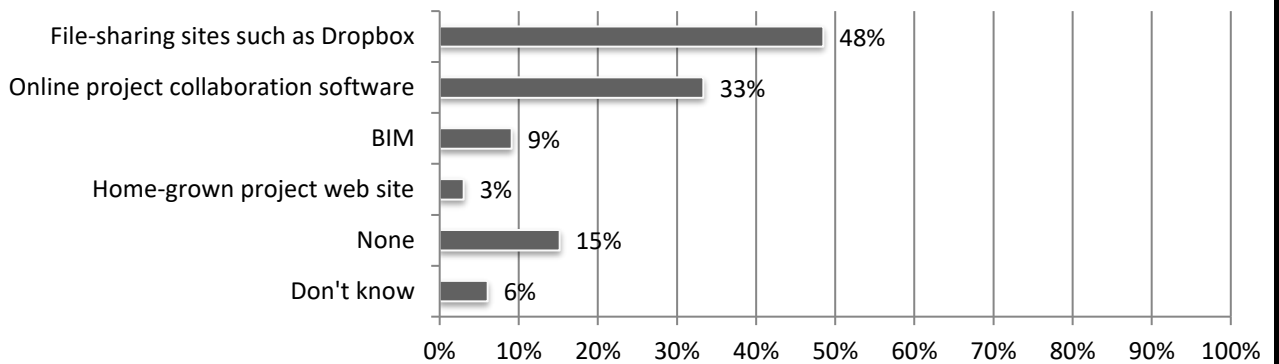
**14. Does your firm utilize lean construction principles on its projects and/or in its operation?**



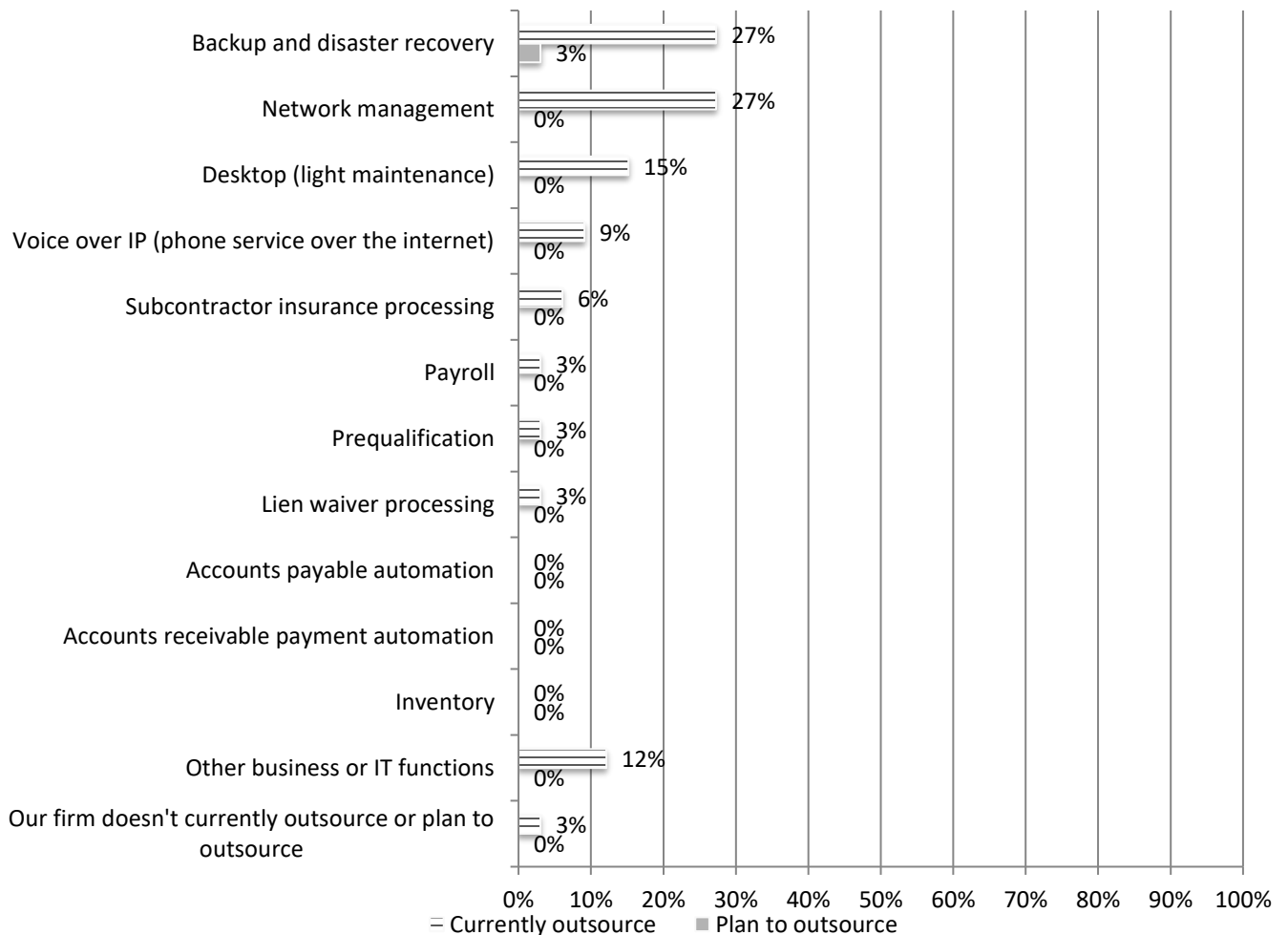
**15. Does your firm use any of the following collaborative project delivery methods? (mark all that apply)**



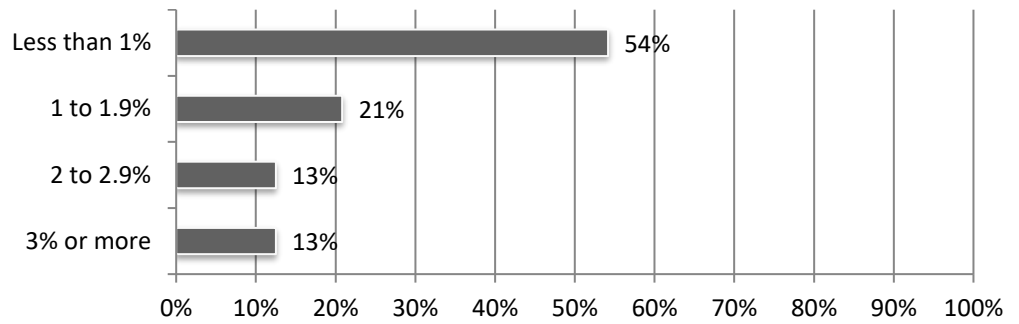
**16. Does your firm use any of the following to collaborate with project partners? (mark all that apply)**



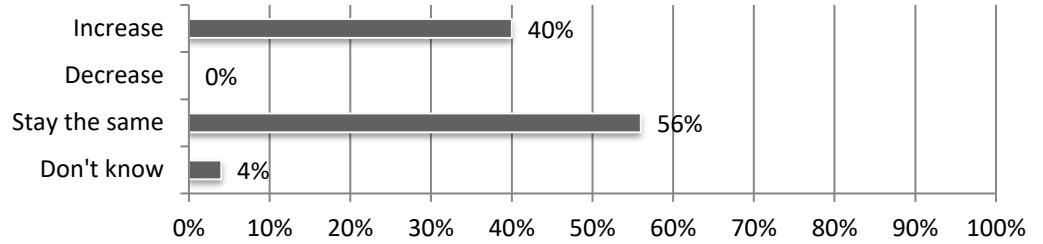
**17. What business of IT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)**



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



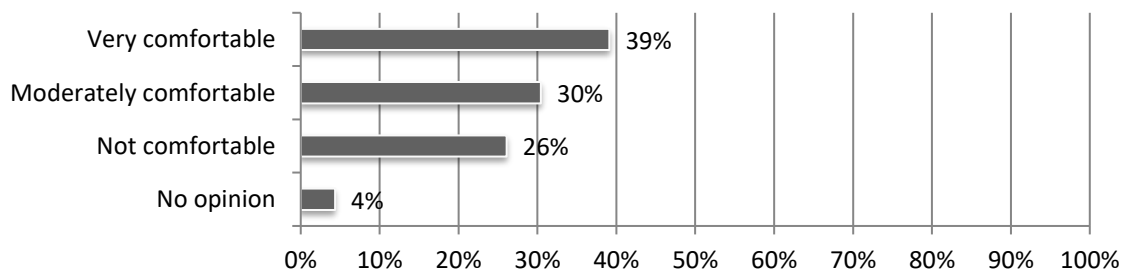
**19. Compared to 2018, how will your firm's 2018 investment in IT change?**



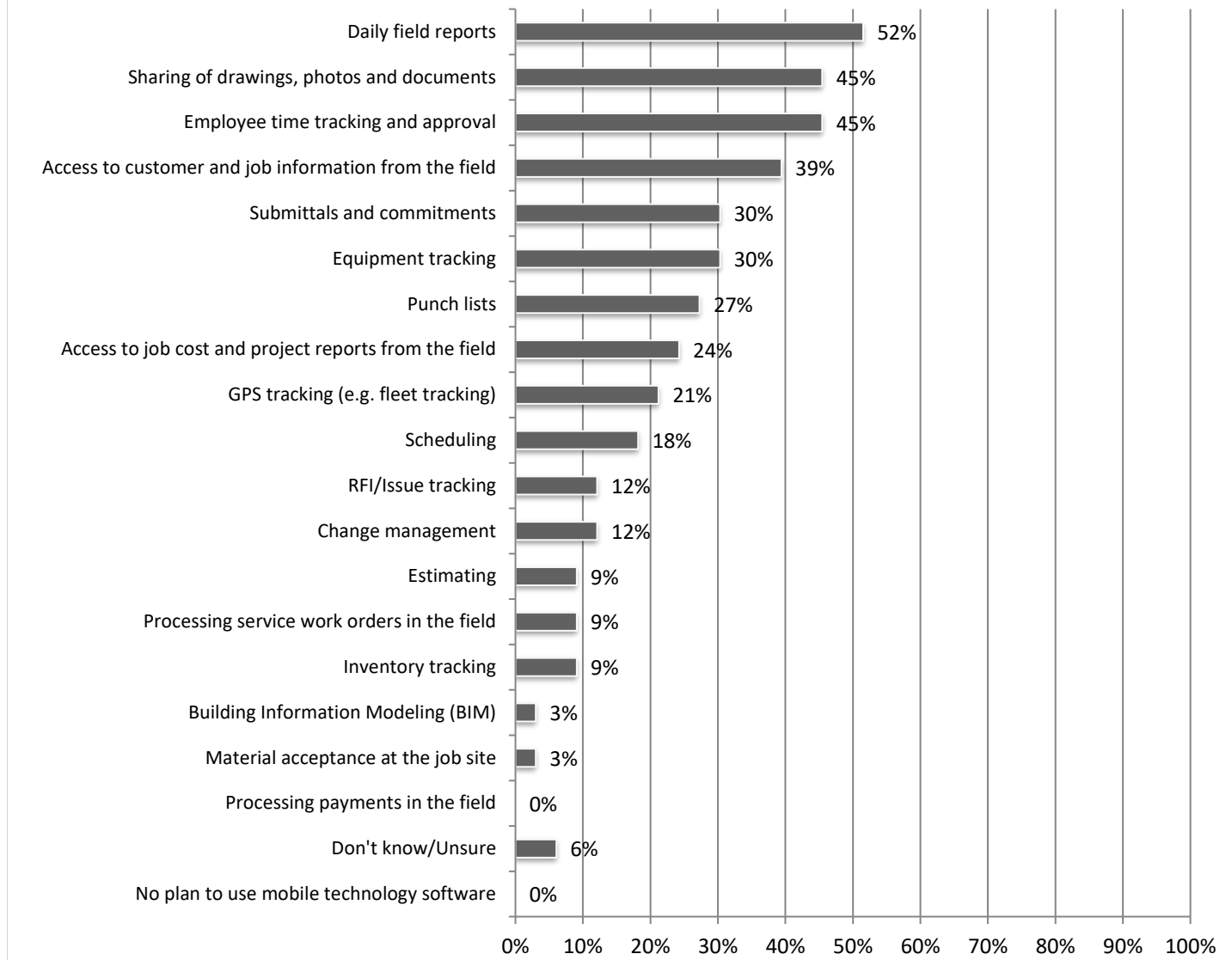
**20. Compared to 2018, how will your firm's 2019 investment in the following technologies change? (mark all that apply)**

Technologies	Increase	Stay the same	Decrease	Unsure
Project management software	35%	65%	0%	0%
Estimating software	35%	60%	0%	5%
Project collaboration software	26%	63%	0%	11%
Document management software	24%	62%	0%	14%
Service management software	24%	59%	0%	18%
Subcontractor bid management/IT B software	22%	72%	0%	6%
Accounting software	22%	78%	0%	0%
Payroll software	20%	80%	0%	0%
Client relationship management (CRM) software	18%	35%	0%	47%
Building Information Modeling (BIM)	17%	33%	0%	50%
Fleet tracking/management software	17%	72%	0%	11%
Human resources (HR) software	17%	72%	0%	11%
Scheduling software	11%	84%	0%	5%
Prequalification software	0%	81%	0%	19%

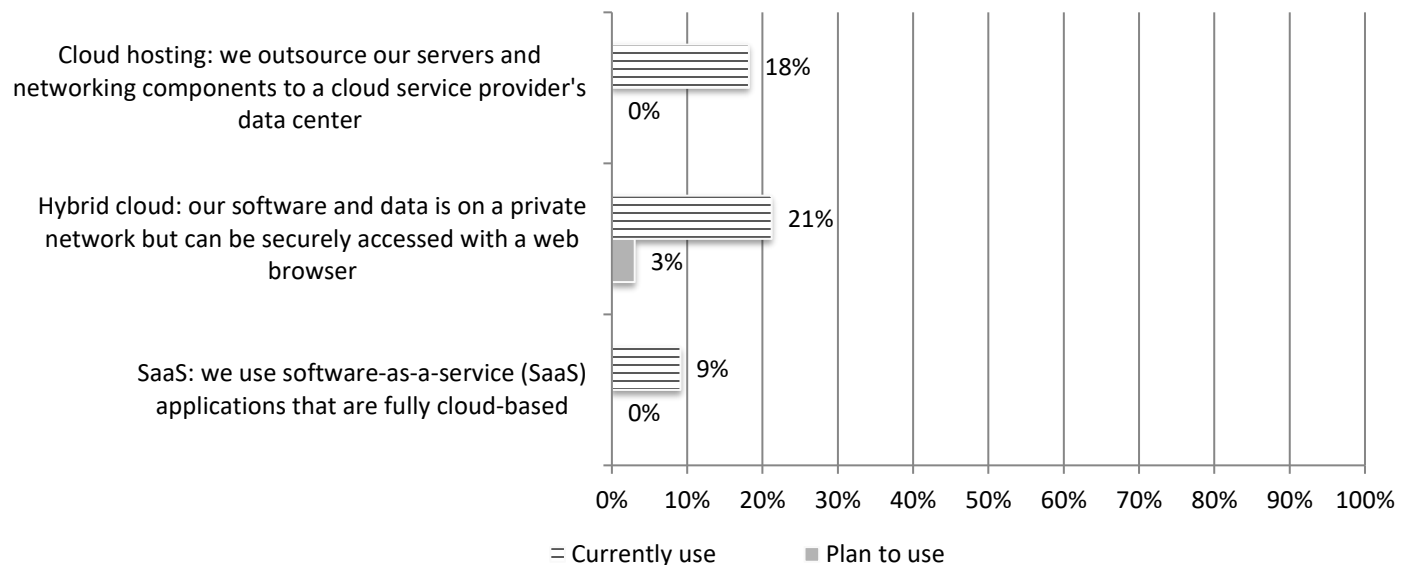
**21. How comfortable is your firm with moving its data to the cloud?**



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

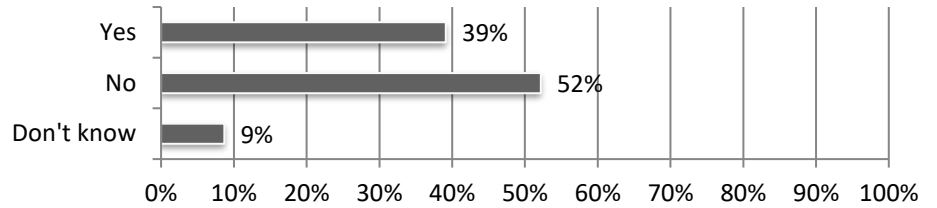


**23. Which of the following cloud service models does your firm plan to use? (mark all that apply)**

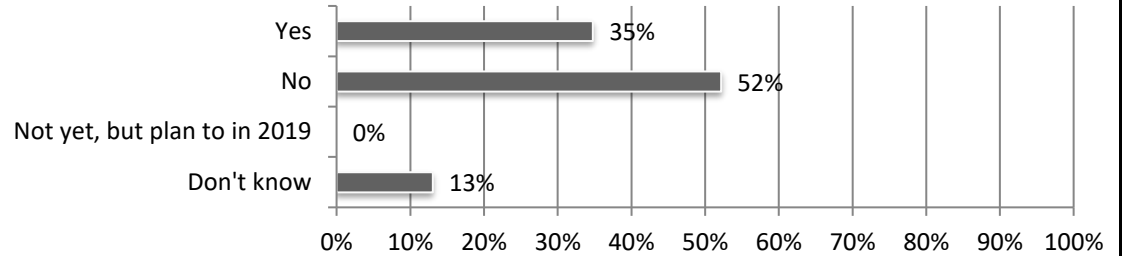




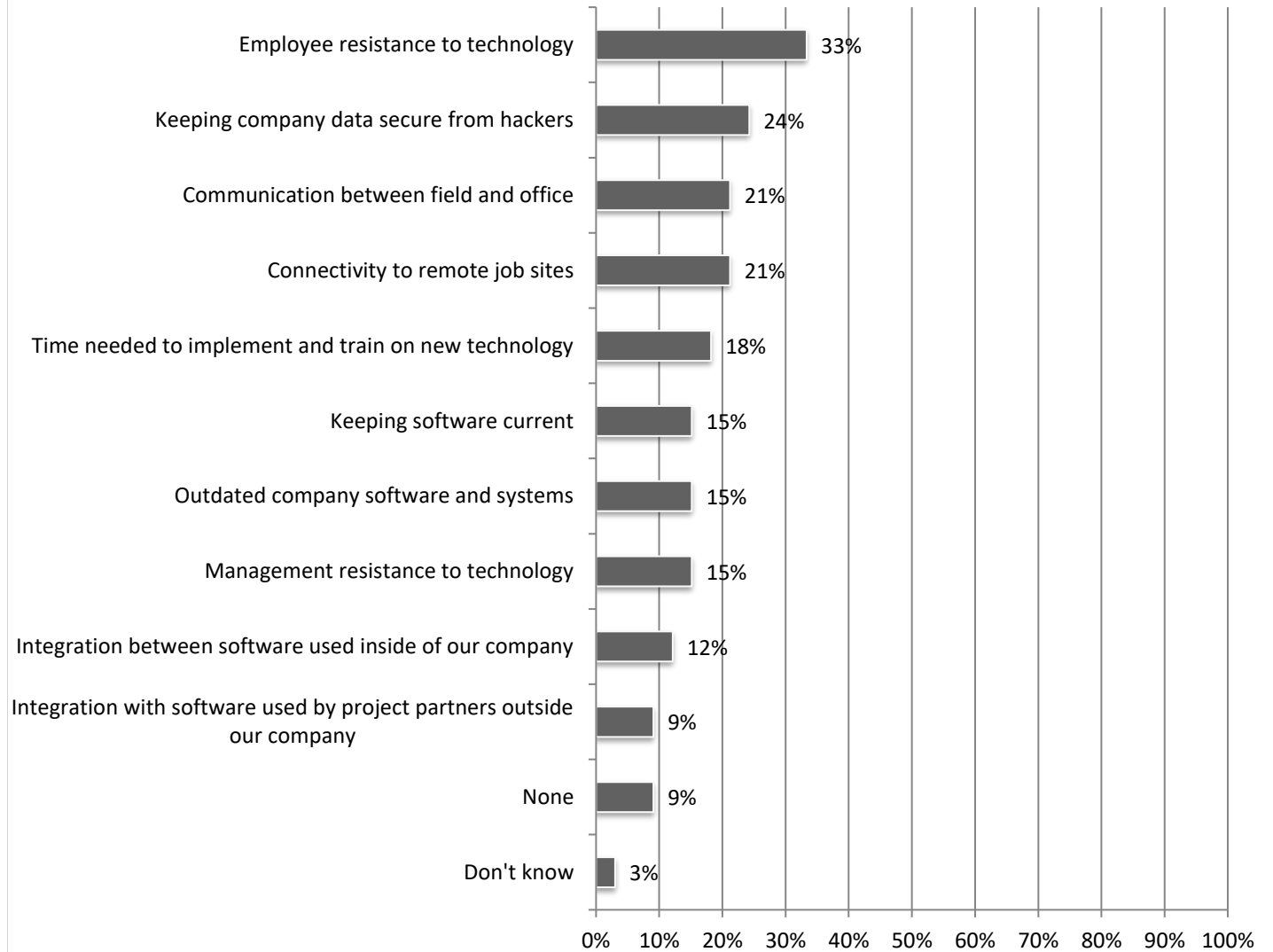
**24. Does your firm currently have a mobile security plan in place?**



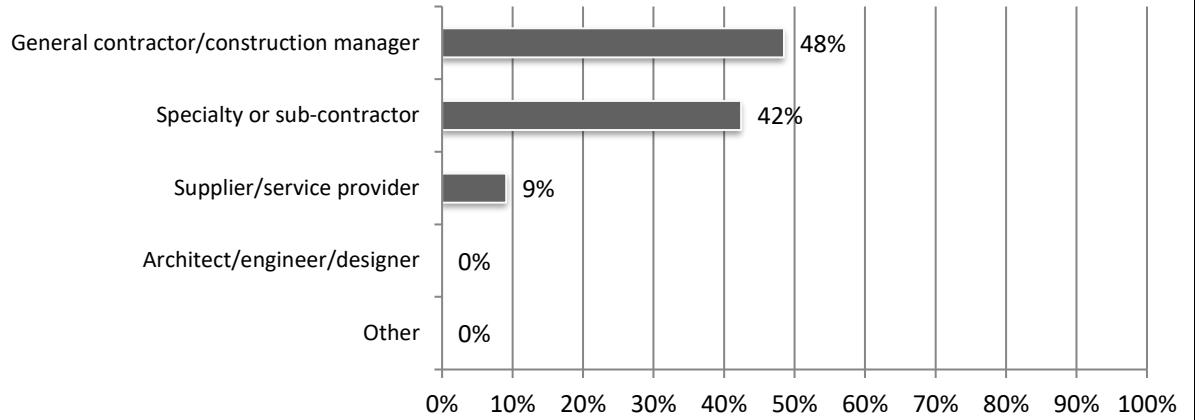
**25. Does your firm currently have a formal IT plan that support your business objectives?**



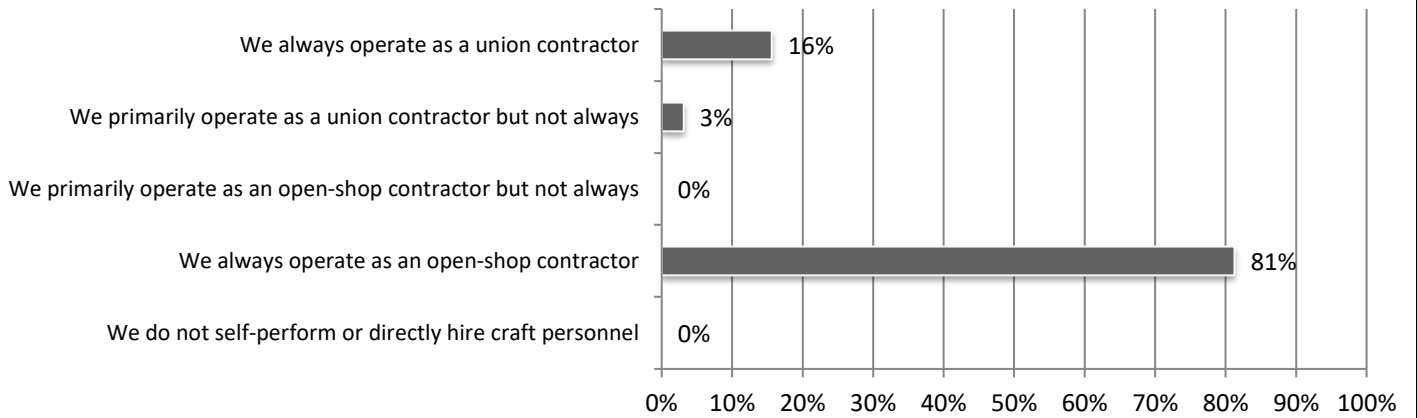
**26. What are your firm's biggest IT challenges? (mark all that apply)**



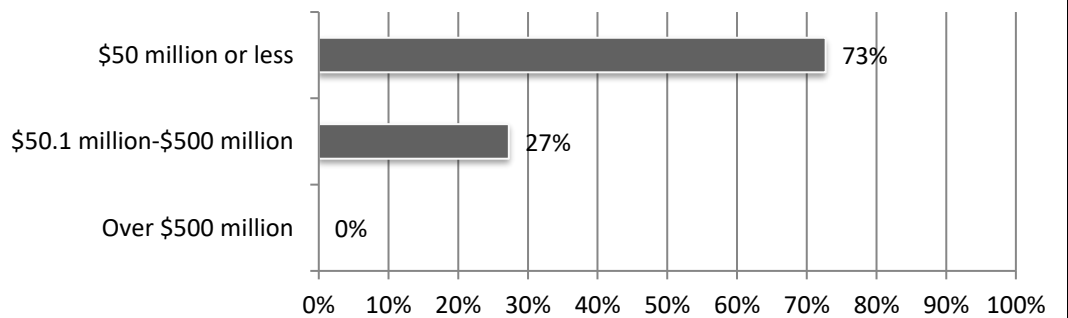
**27. What best describes your firm:**



**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?**

