

## 2019 Construction Outlook Survey Results Massachusetts Results

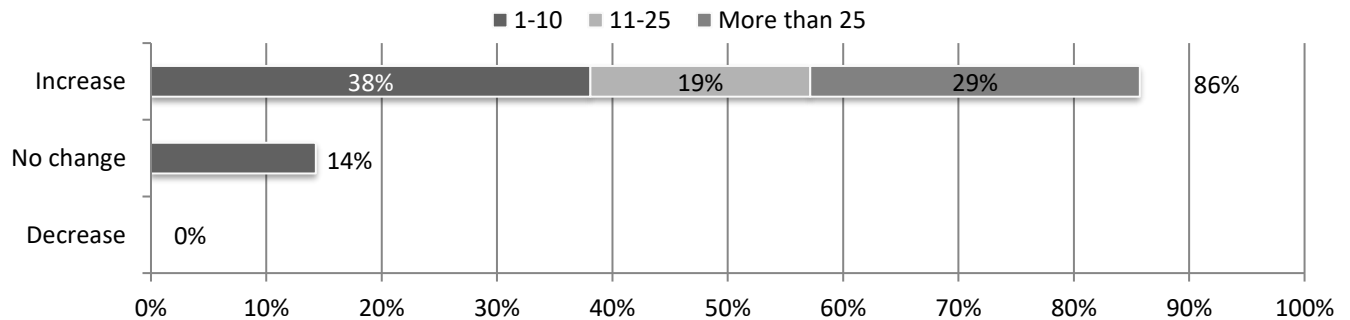
Total Responses: 24. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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):

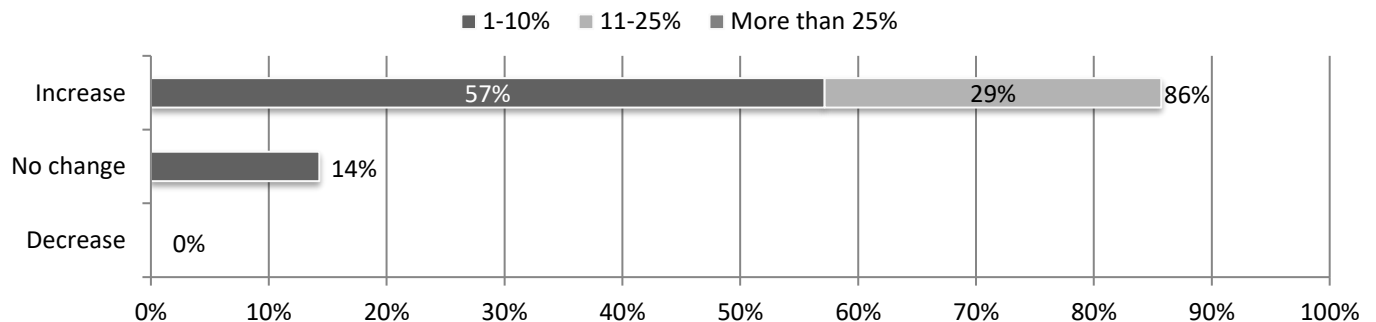
Market	Higher	Lower	Same	Net*
Hospital	56%	0%	44%	56%
Higher Education	53%	5%	42%	47%
Multifamily Residential	50%	8%	42%	42%
Public Building	33%	0%	67%	33%
Power	30%	0%	70%	30%
K-12 School	35%	6%	59%	29%
Private Office	33%	6%	61%	28%
Transportation (e.g., transit, rail, airport)	27%	0%	73%	27%
Federal (e.g., VA, GSA, USACE, NAVFAC)	25%	8%	67%	17%
Retail, Warehouse, Lodging	18%	6%	76%	12%
Highway	11%	0%	89%	11%
Water/Sewer	11%	0%	89%	11%
Manufacturing	15%	8%	77%	8%
Other	67%	0%	33%	67%

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

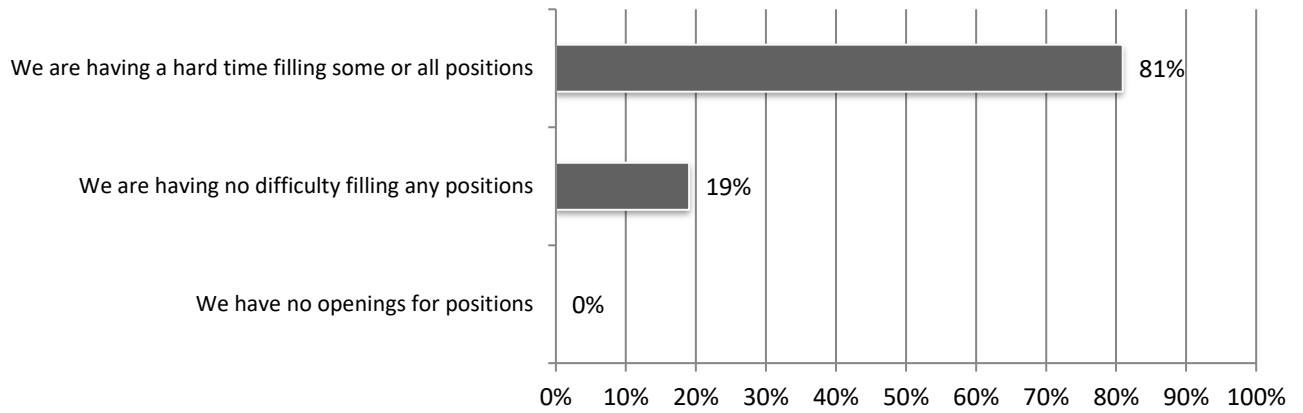
### 2. What numerical change do you expect in your headcount in 2019?



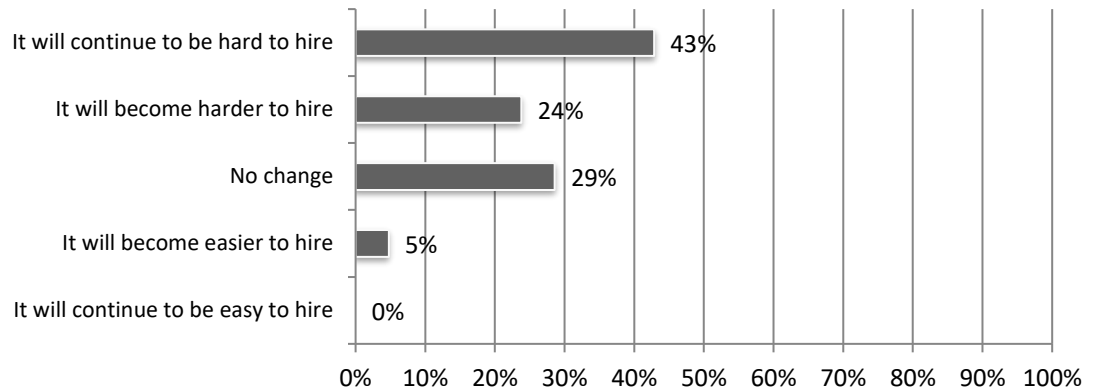
### 3. What percentage change do you expect in your headcount in 2019?



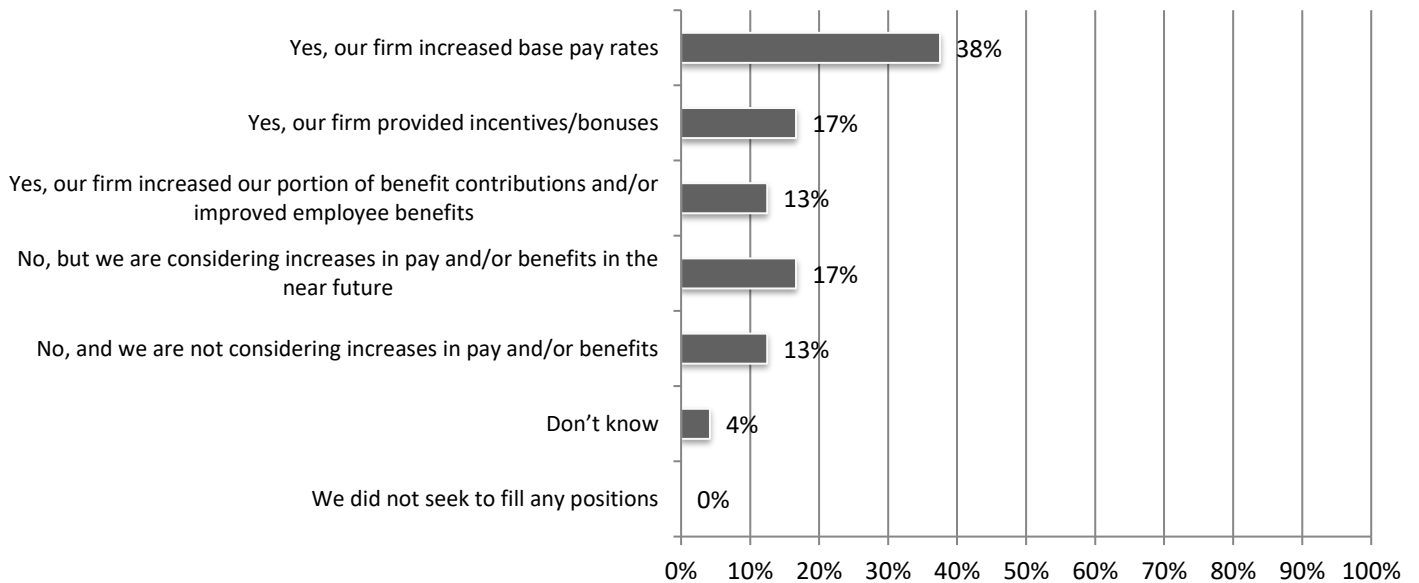
**4. How would you describe your current situation in filling salaried and hourly craft positions?**



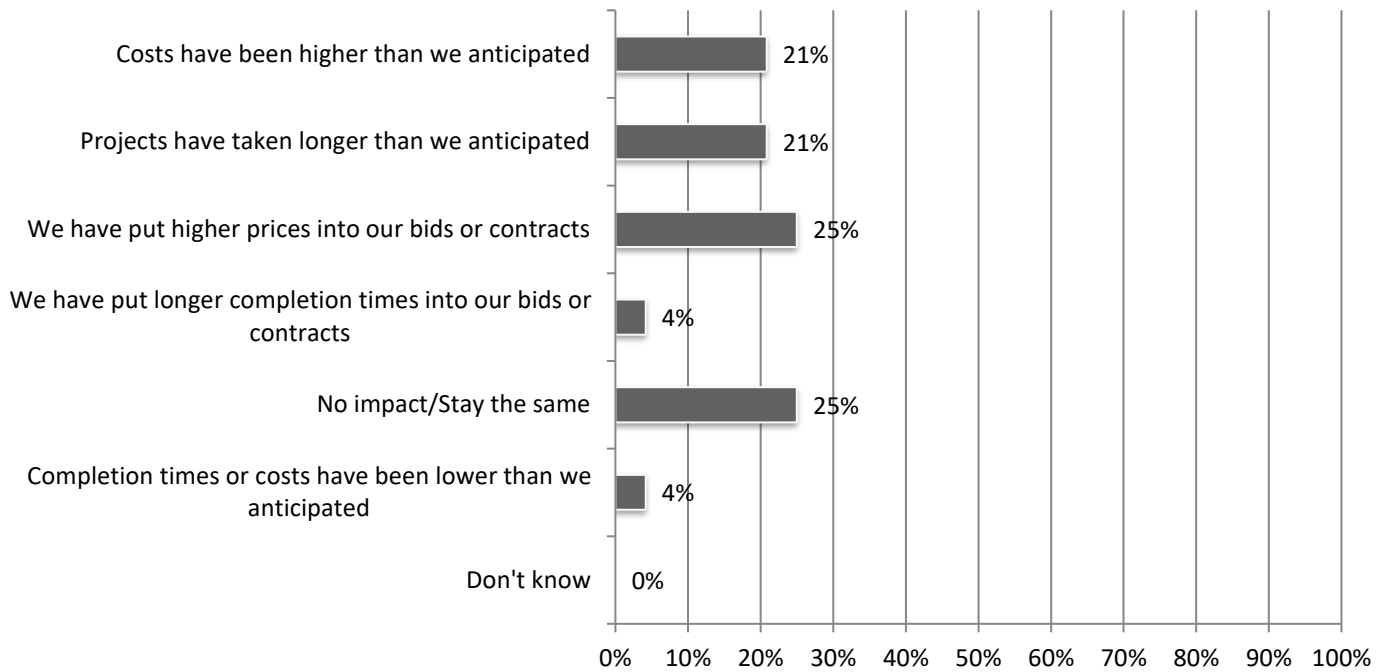
**5. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?**



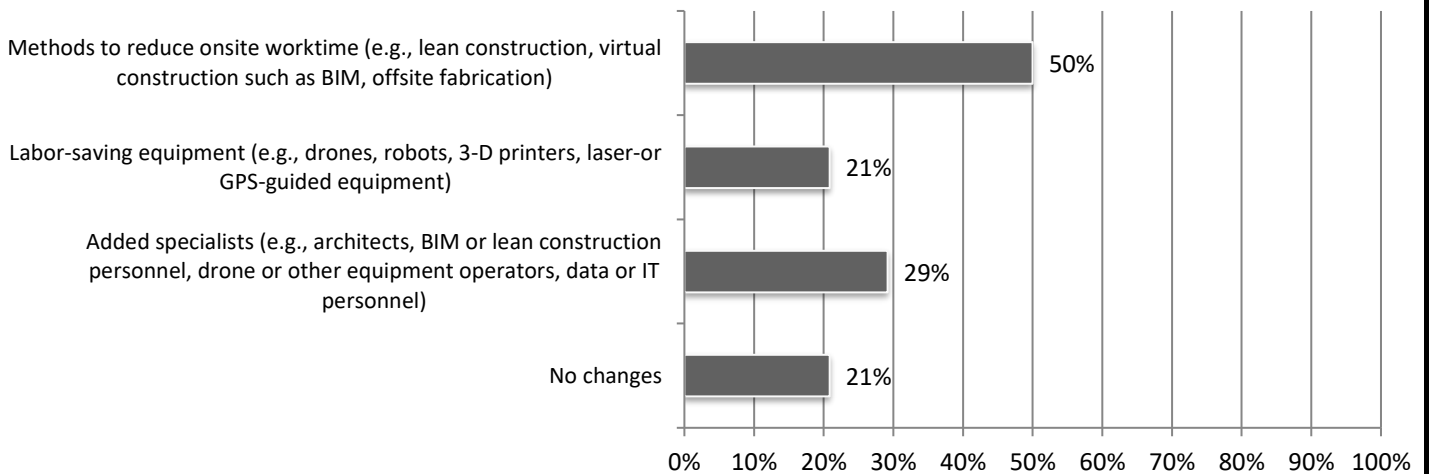
**6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2018 because of difficulty filling positions? (mark all that apply)**



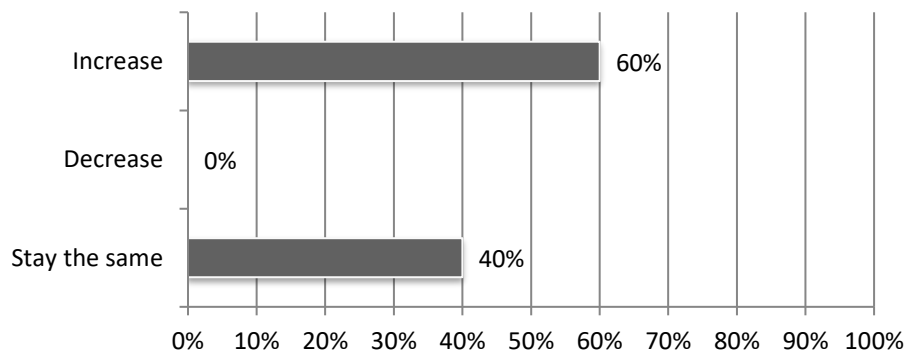
**7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)**



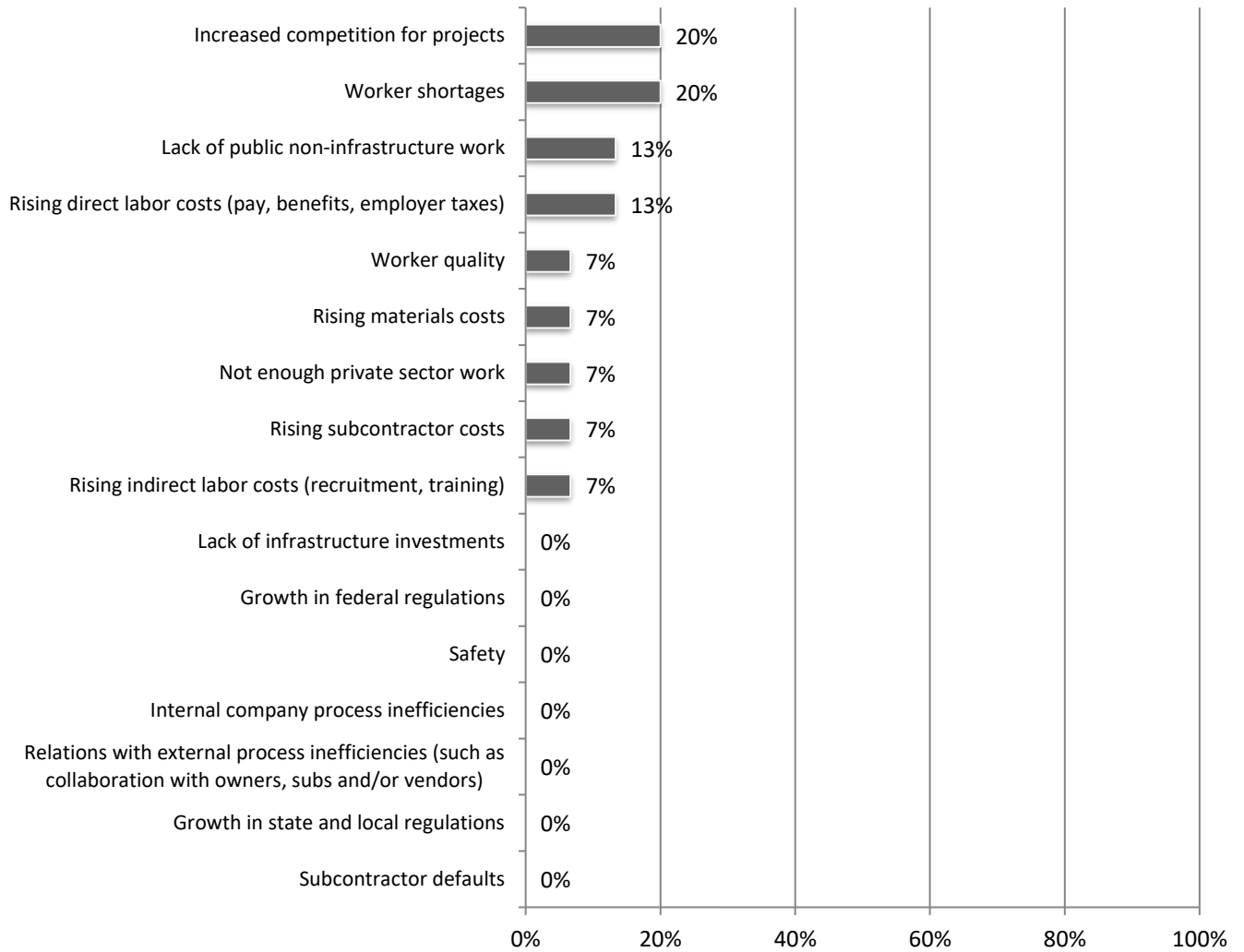
**8. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)**



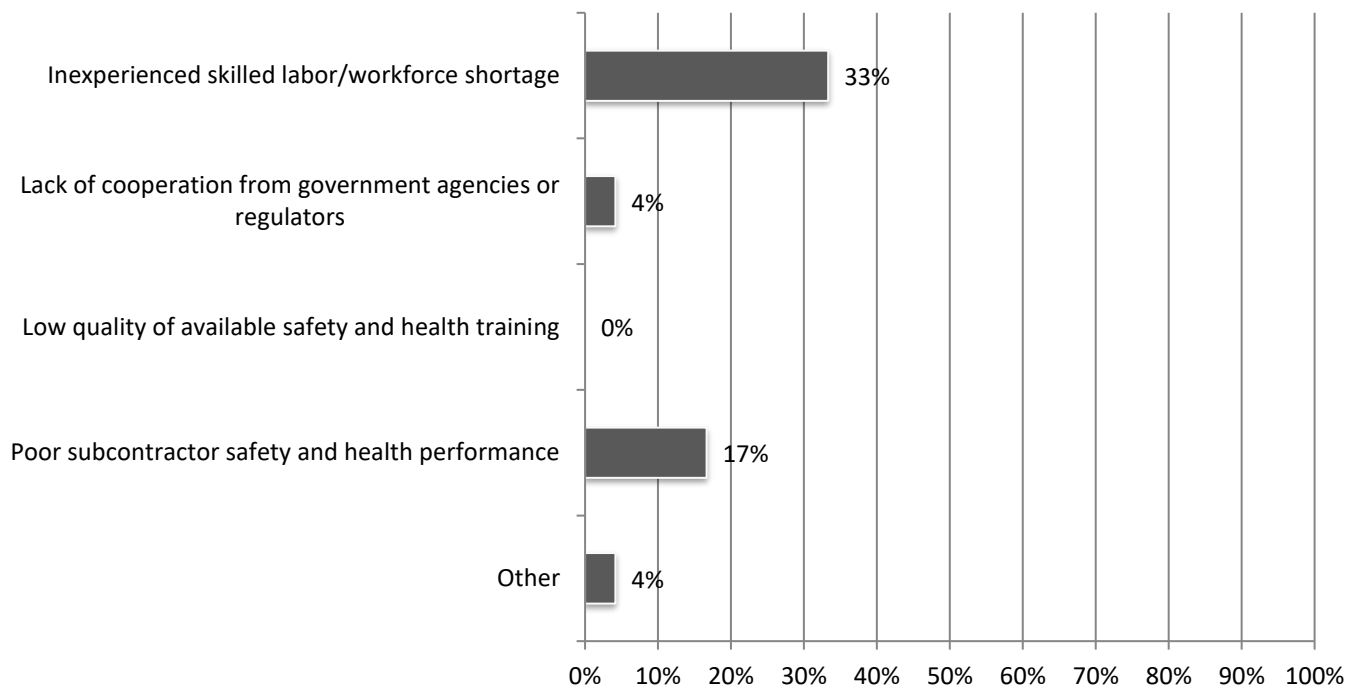
**9. Compared to 2018, how will your firm's 2019 investment in training and development change?**



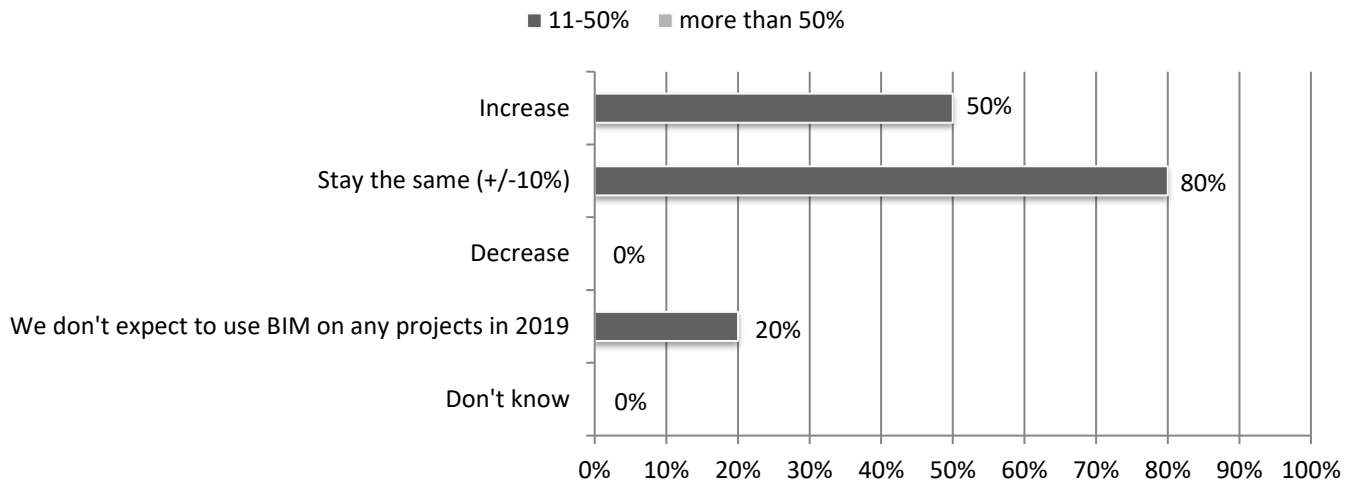
**10. Which of the following issues is the biggest concern to your firm?**



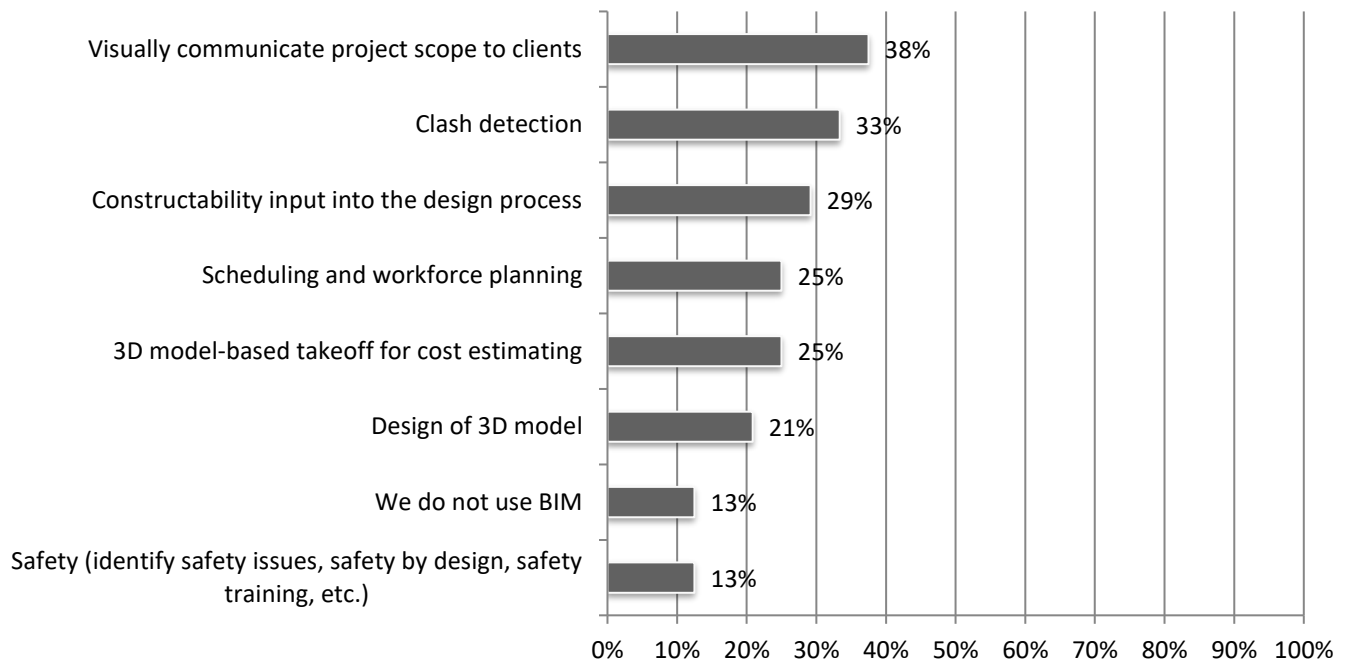
**11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply)**



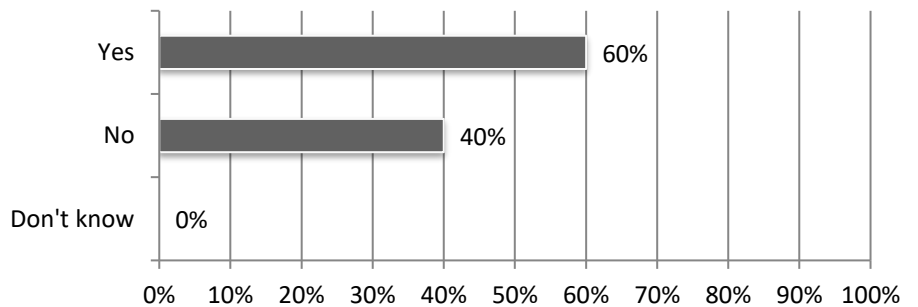
**12. What change do you expect in 2019 in the number of your firm's projects that involve Building Information Modeling (BIM)?**



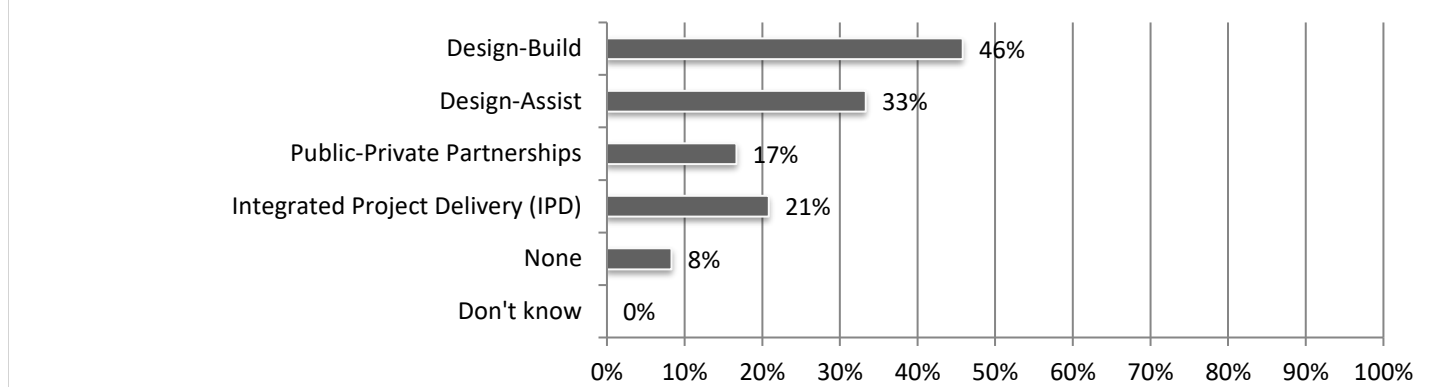
**13. What is your firm using BIM for? (mark all that apply)**



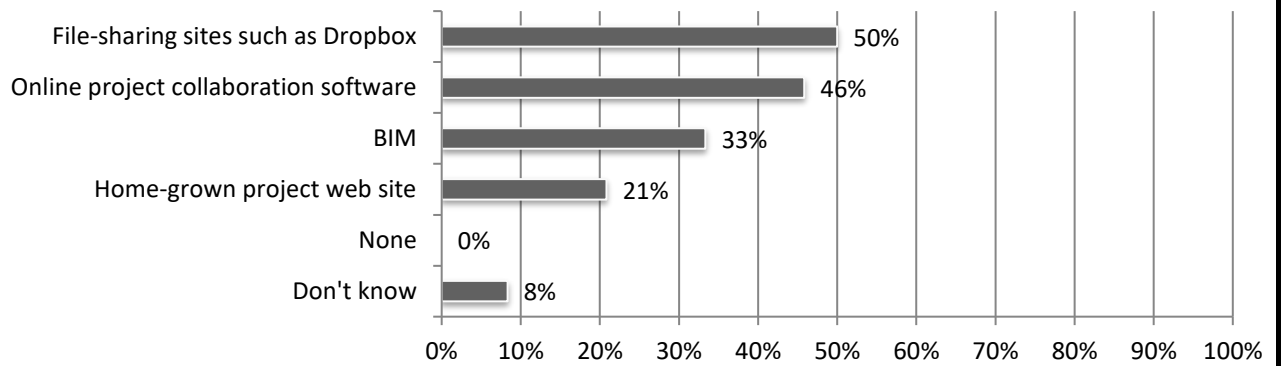
**14. Does your firm utilize lean construction principles on its projects and/or in its operation?**



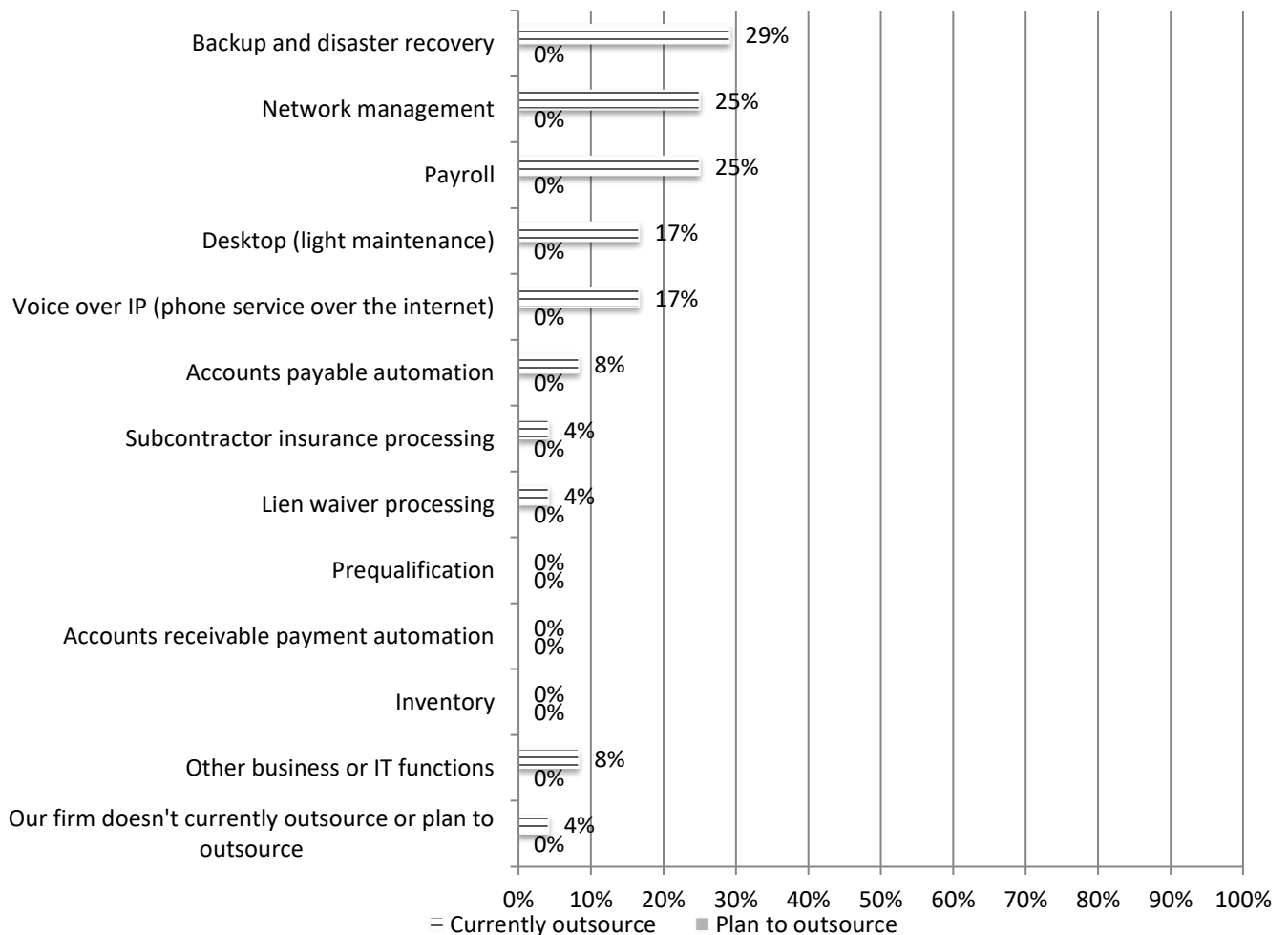
**15. Does your firm use any of the following collaborative project delivery methods? (mark all that apply)**



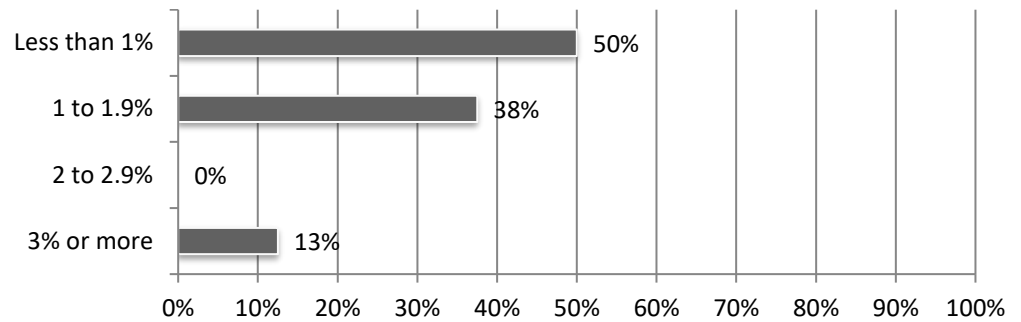
**16. Does your firm use any of the following to collaborate with project partners? (mark all that apply)**



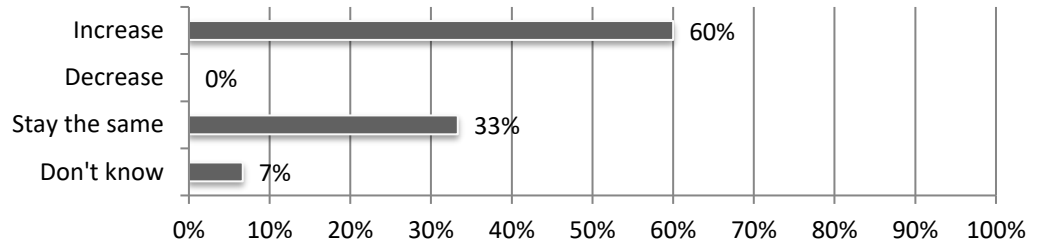
**17. What business of IT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)**



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



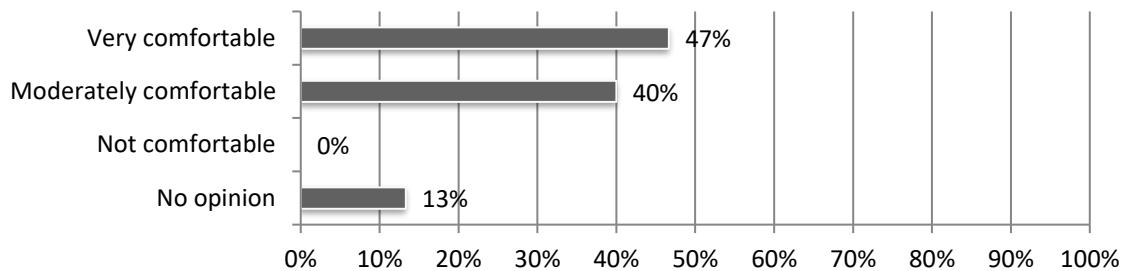
**19. Compared to 2018, how will your firm's 2018 investment in IT change?**



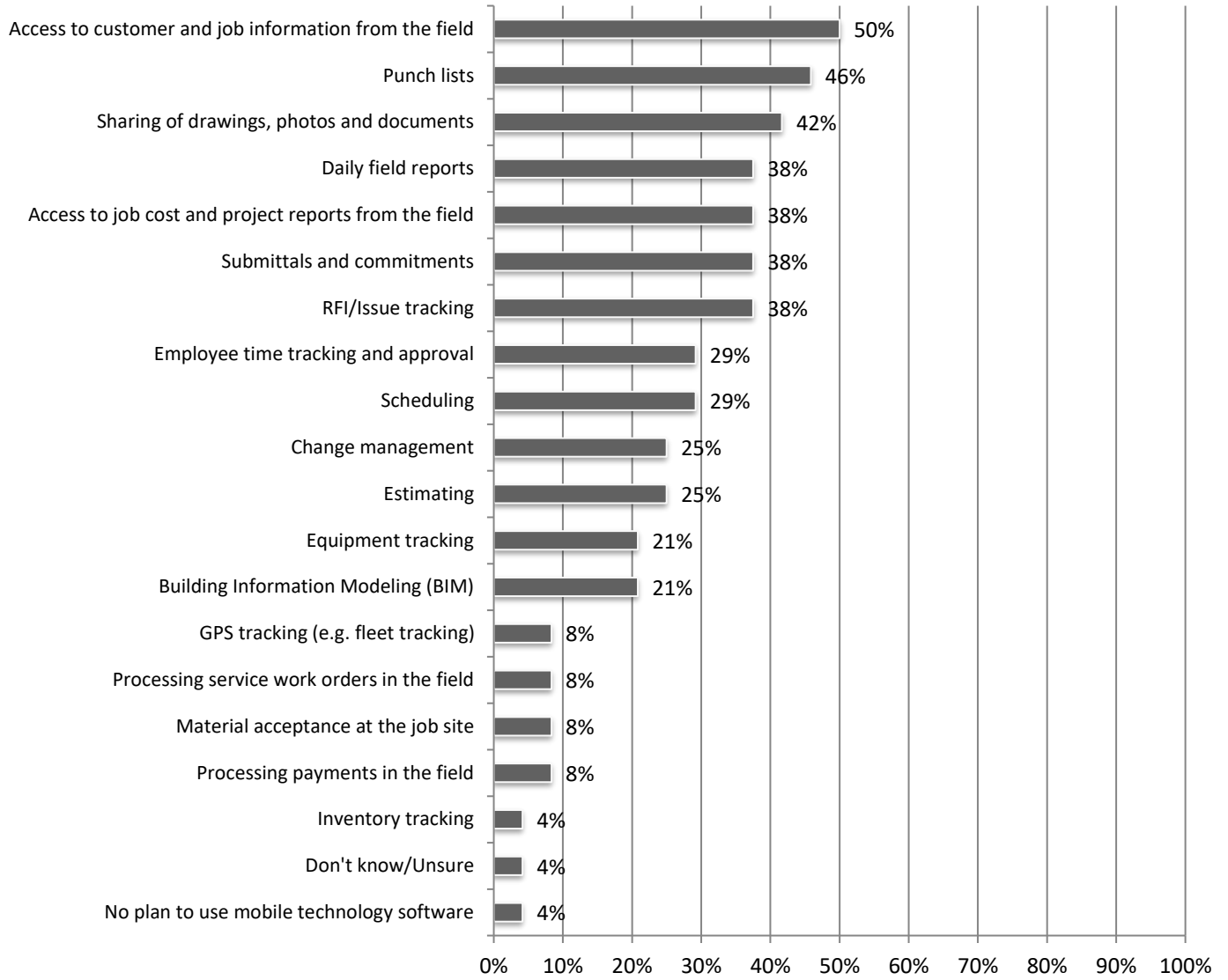
**20. Compared to 2018, how will your firm's 2019 investment in the following technologies change? (mark all that apply)**

Technologies	Increase	Stay the same	Decrease	Unsure
Document management software	33%	58%	0%	8%
Client relationship management (CRM) software	31%	54%	8%	8%
Accounting software	29%	50%	0%	21%
Building Information Modeling (BIM)	29%	43%	7%	21%
Human resources (HR) software	25%	42%	8%	25%
Project collaboration software	25%	58%	0%	17%
Project management software	23%	62%	0%	15%
Estimating software	21%	71%	0%	7%
Scheduling software	15%	62%	8%	15%
Service management software	10%	60%	0%	30%
Fleet tracking/management software	10%	50%	0%	40%
Payroll software	9%	55%	9%	27%
Subcontractor bid management/ITB software	0%	83%	0%	17%
Prequalification software	0%	75%	0%	25%

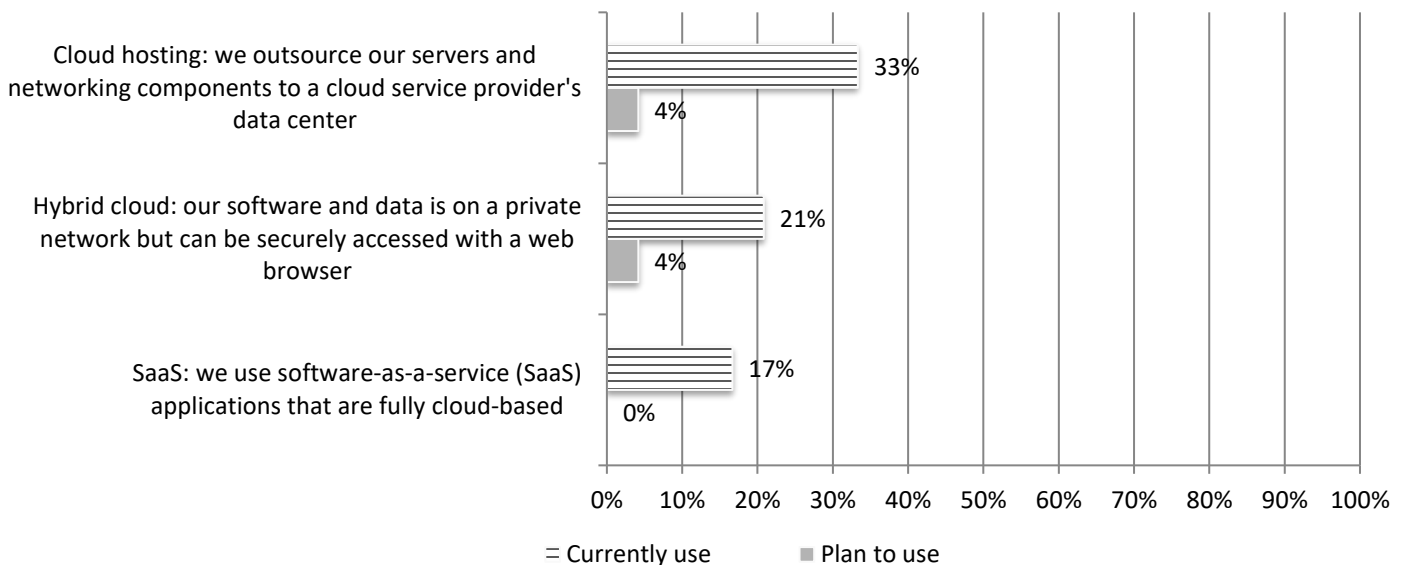
**21. How comfortable is your firm with moving its data to the cloud?**



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

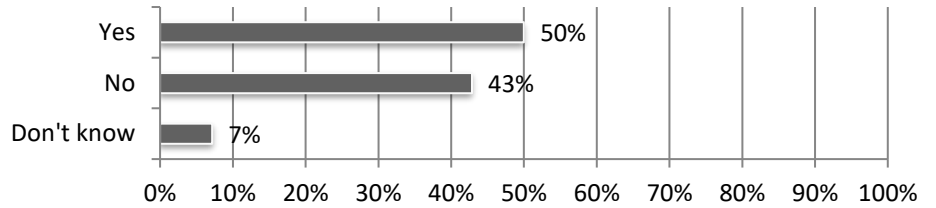


**23. Which of the following cloud service models does your firm plan to use? (mark all that apply)**

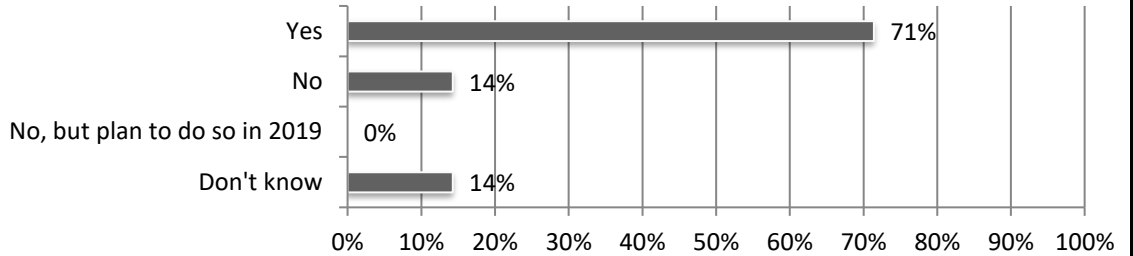




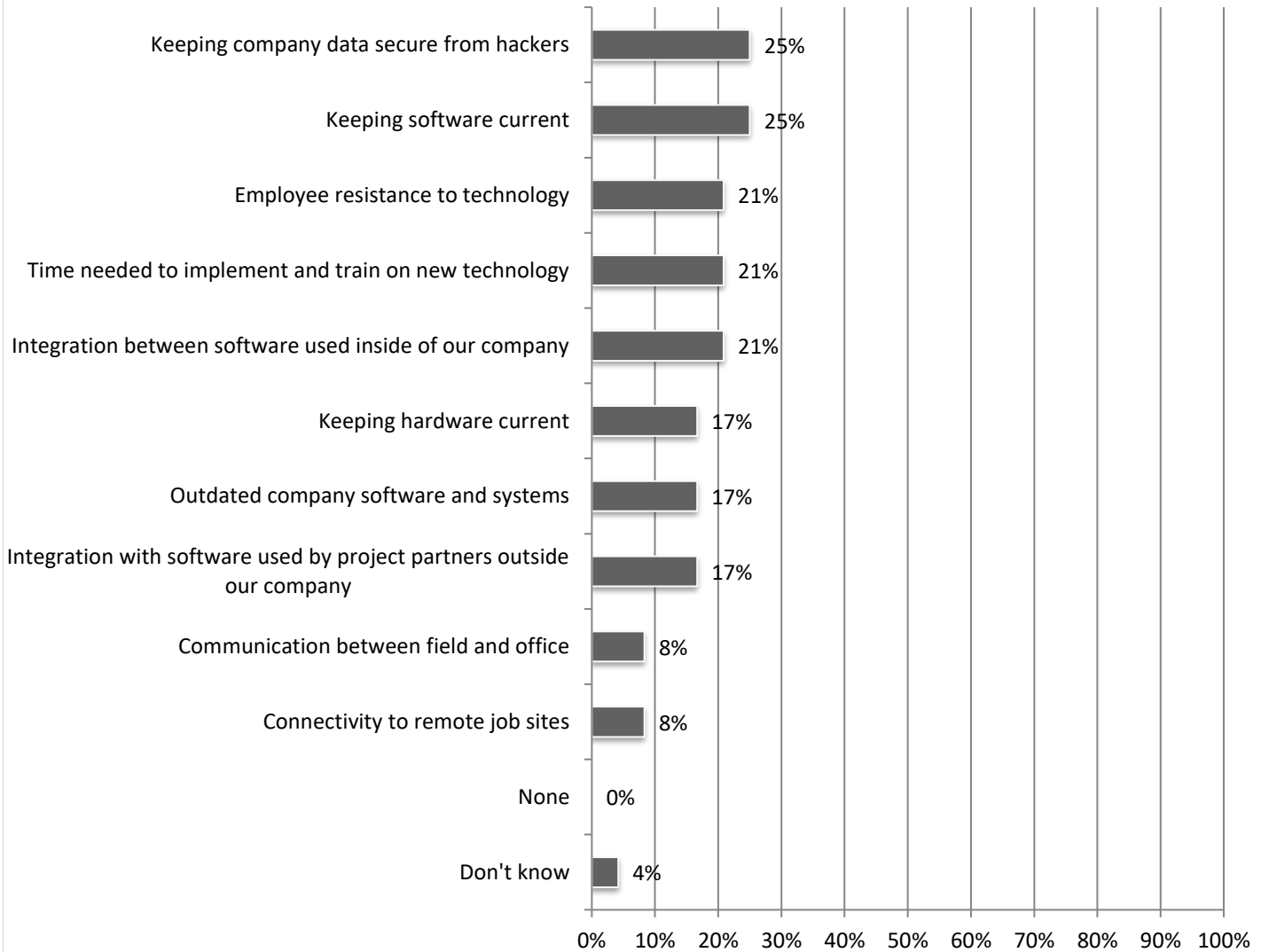
**24. Does your firm currently have a mobile security plan in place?**



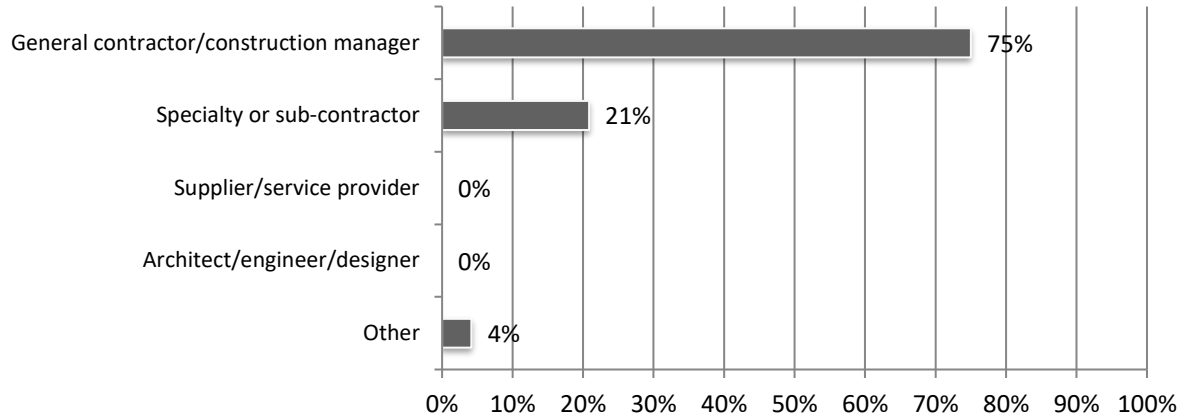
**25. Does your firm currently have a formal IT plan that support your business objectives?**



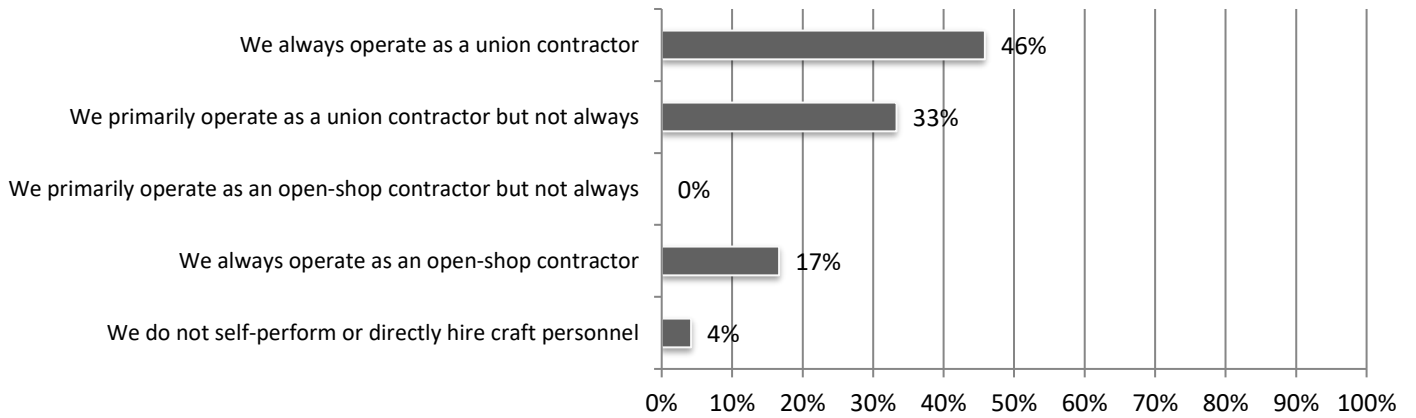
**26. What are your firm's biggest IT challenges? (mark all that apply)**



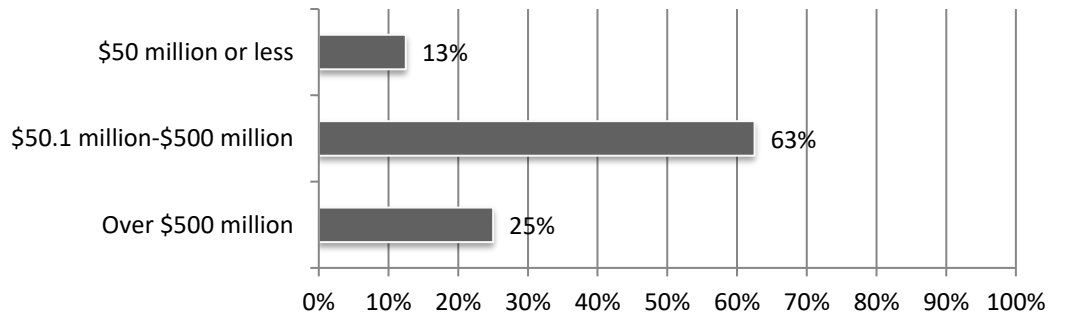
**27. What best describes your firm:**



**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?**

