



## 2019 Construction Outlook Survey Results Virginia Results

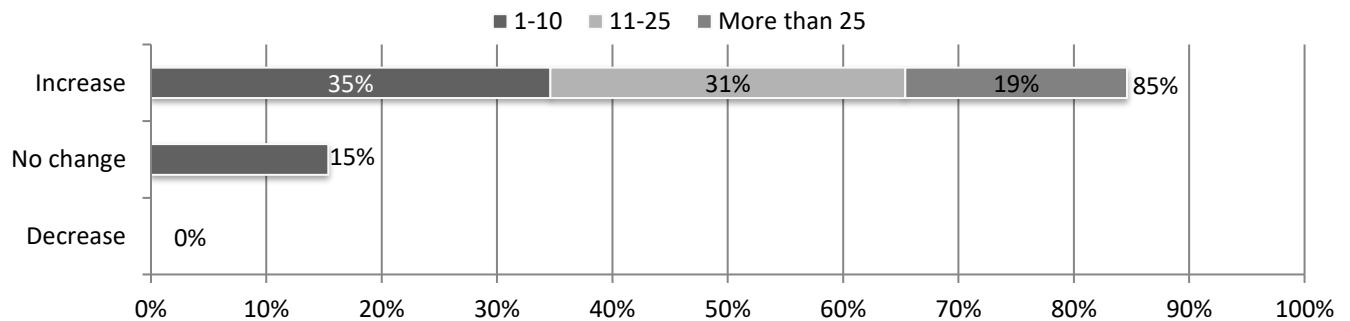
Total Responses: 30. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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):

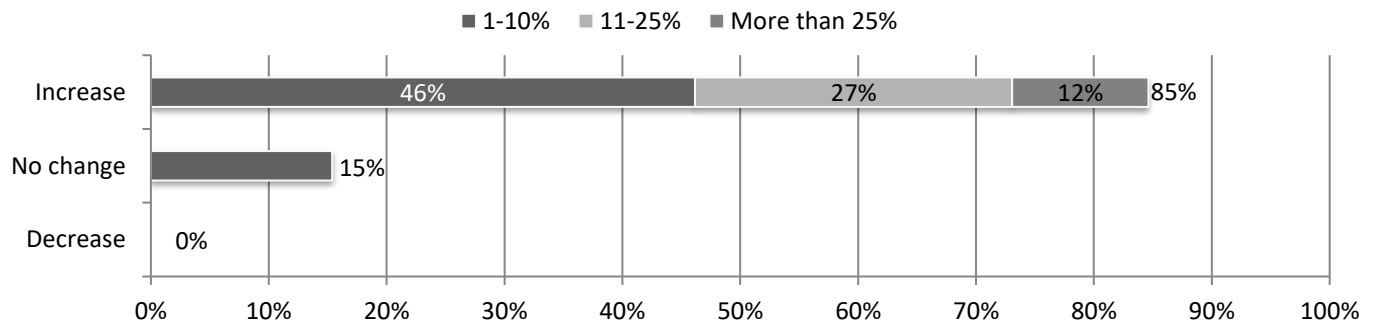
Market	Higher	Lower	Same	Net*
Higher Education	48%	4%	48%	43%
Federal (e.g., VA, GSA, USACE, NAVFAC)	44%	6%	50%	39%
Public Building	39%	9%	52%	30%
Multifamily Residential	35%	6%	59%	29%
Private Office	26%	5%	68%	21%
Manufacturing	38%	19%	44%	19%
Retail, Warehouse, Lodging	29%	18%	53%	12%
Hospital	21%	11%	68%	11%
Water/Sewer	36%	27%	36%	9%
Highway	27%	18%	55%	9%
K-12 School	18%	18%	65%	0%
Transportation (e.g., transit, rail, airport)	14%	21%	64%	-7%
Power	9%	18%	73%	-9%
Other	0%	0%	100%	0%

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

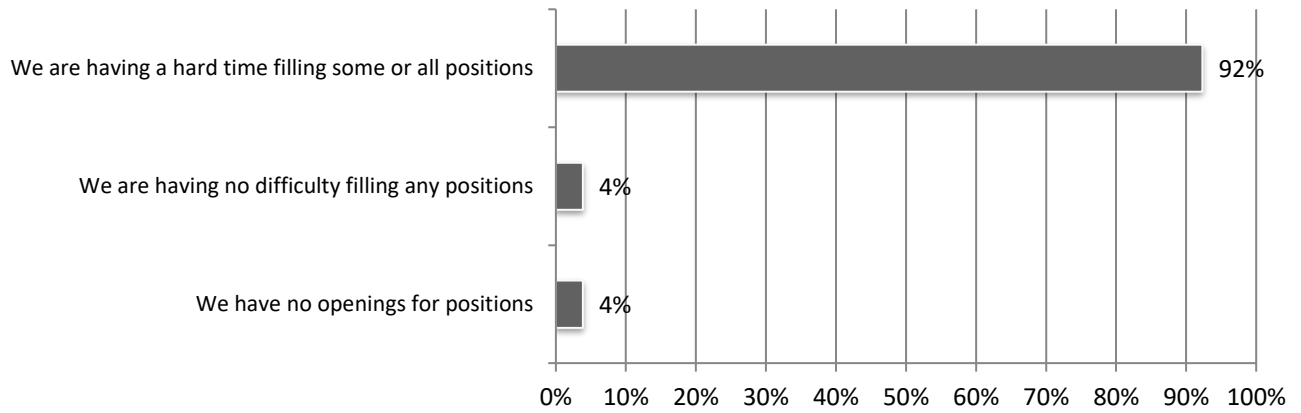
### 2. What numerical change do you expect in your headcount in 2019?



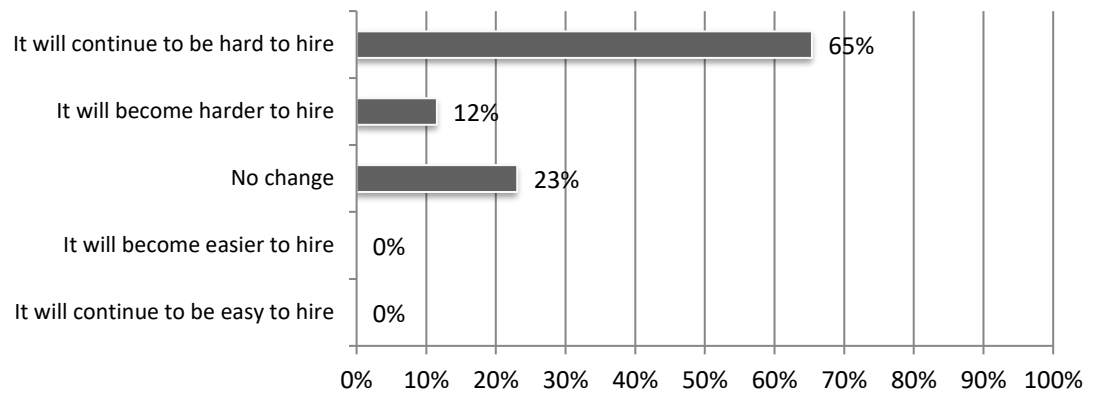
### 3. What percentage change do you expect in your headcount in 2019?



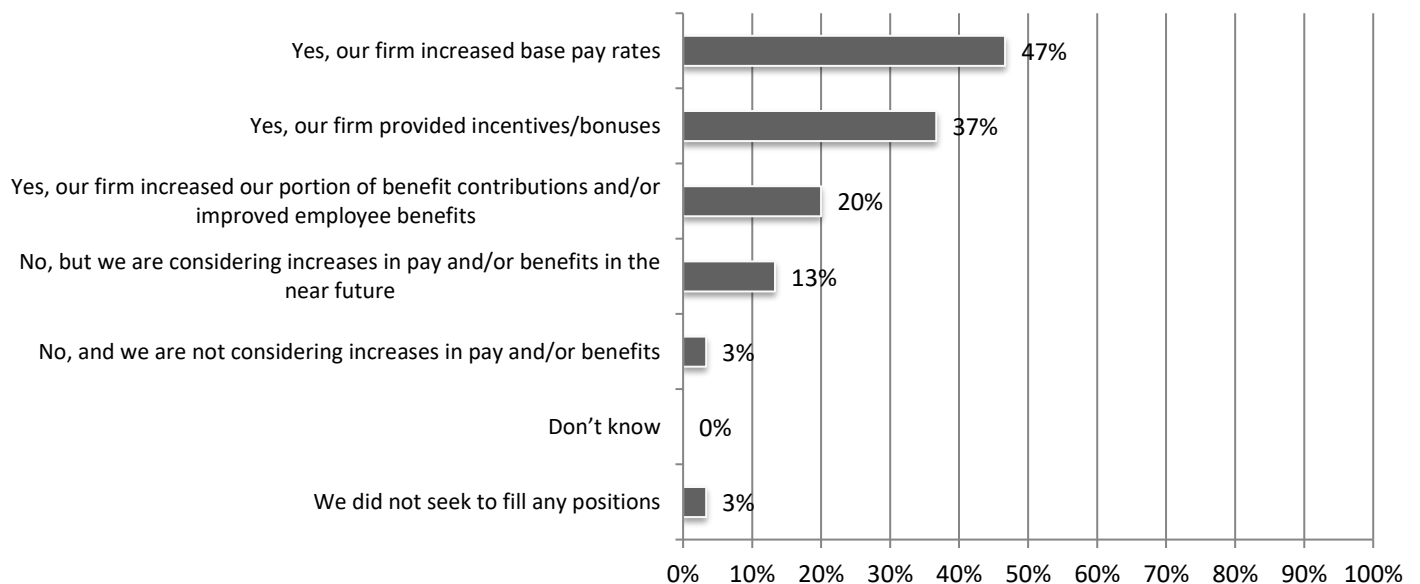
#### 4. How would you describe your current situation in filling salaried and hourly craft positions?



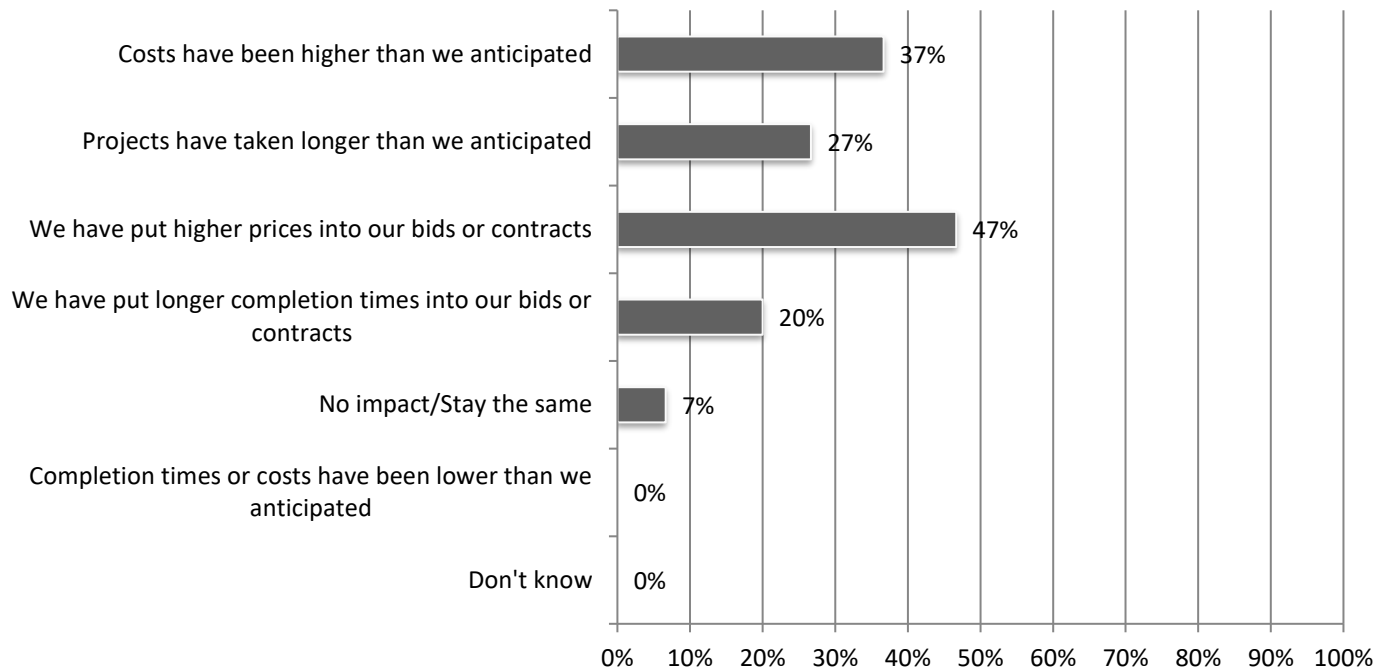
#### 5. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?



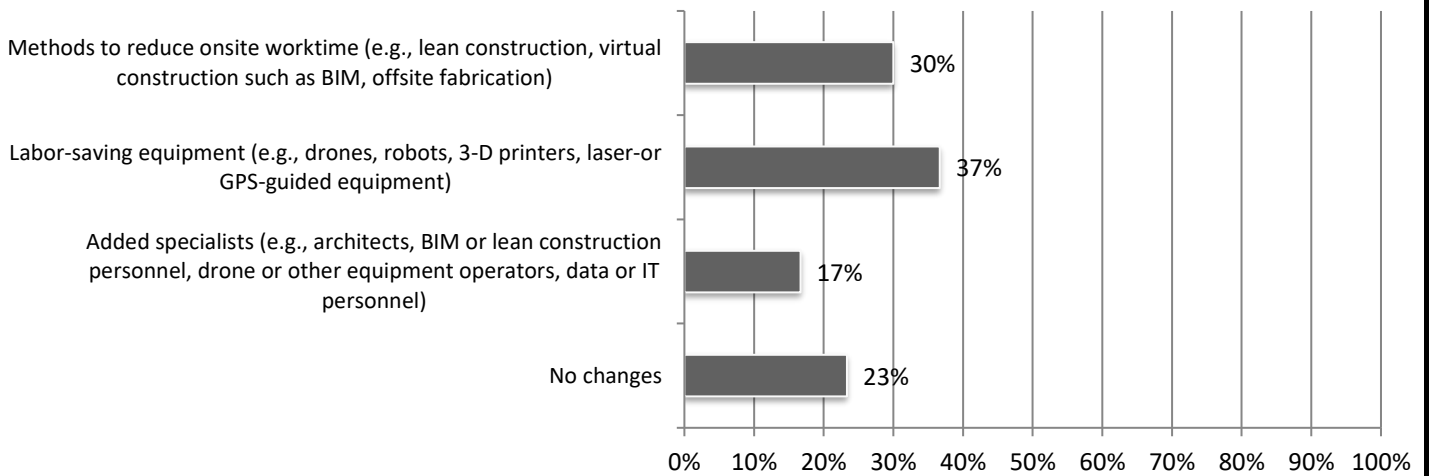
#### 6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2018 because of difficulty filling positions? (mark all that apply)



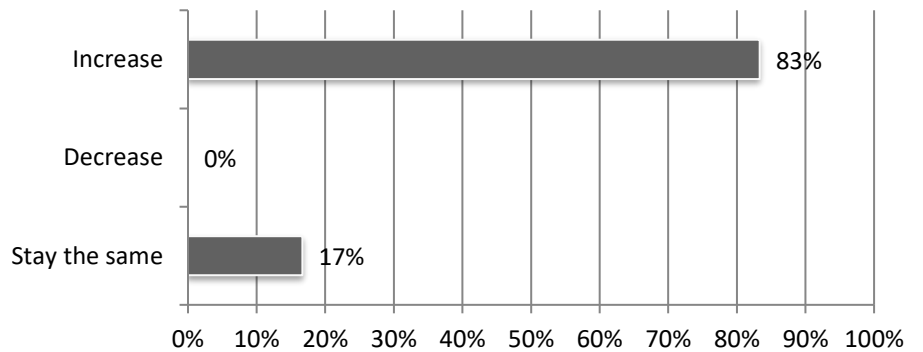
**7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)**



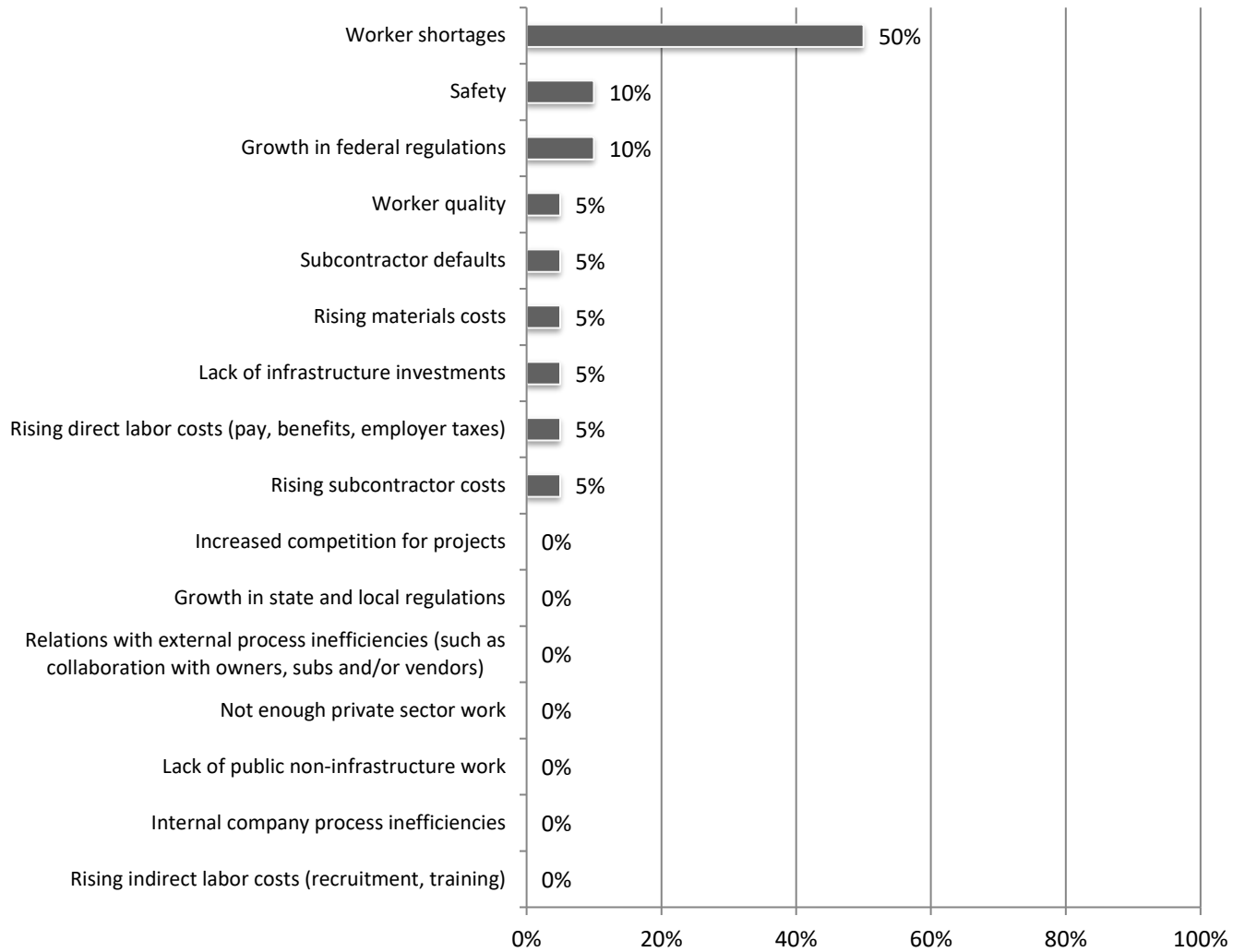
**8. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)**



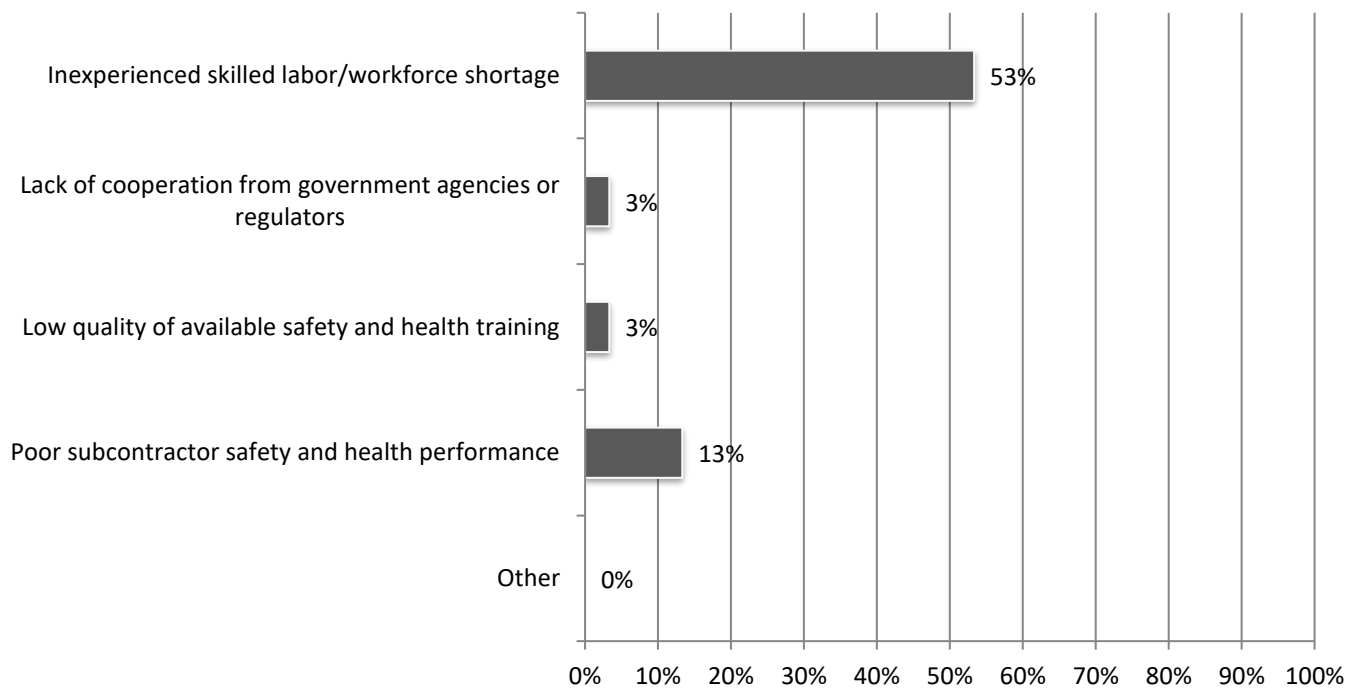
**9. Compared to 2018, how will your firm's 2019 investment in training and development change?**



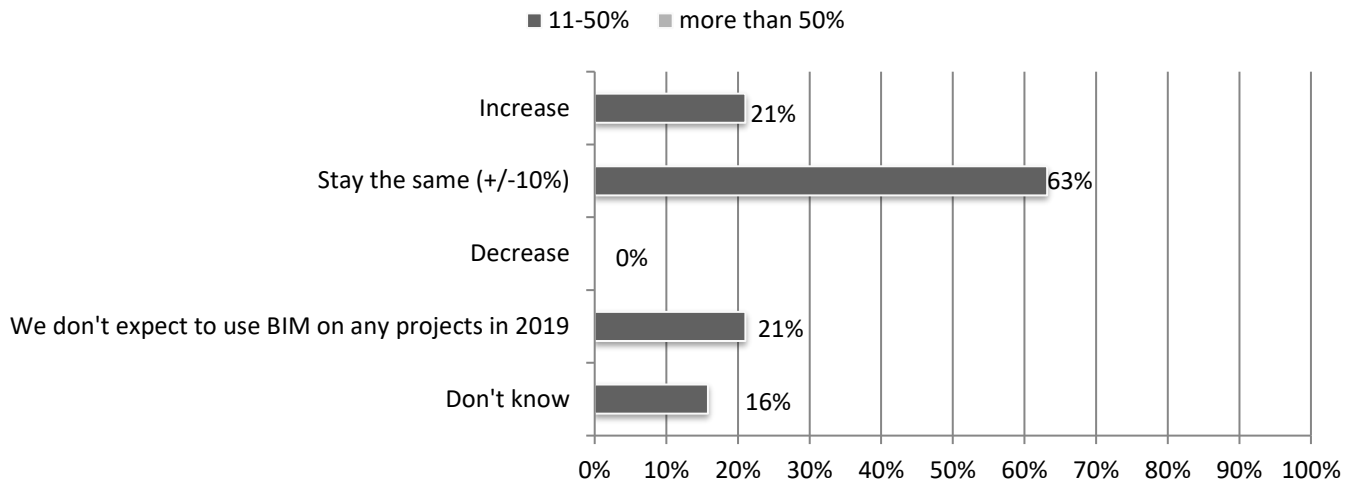
**10. Which of the following issues is the biggest concern to your firm?**



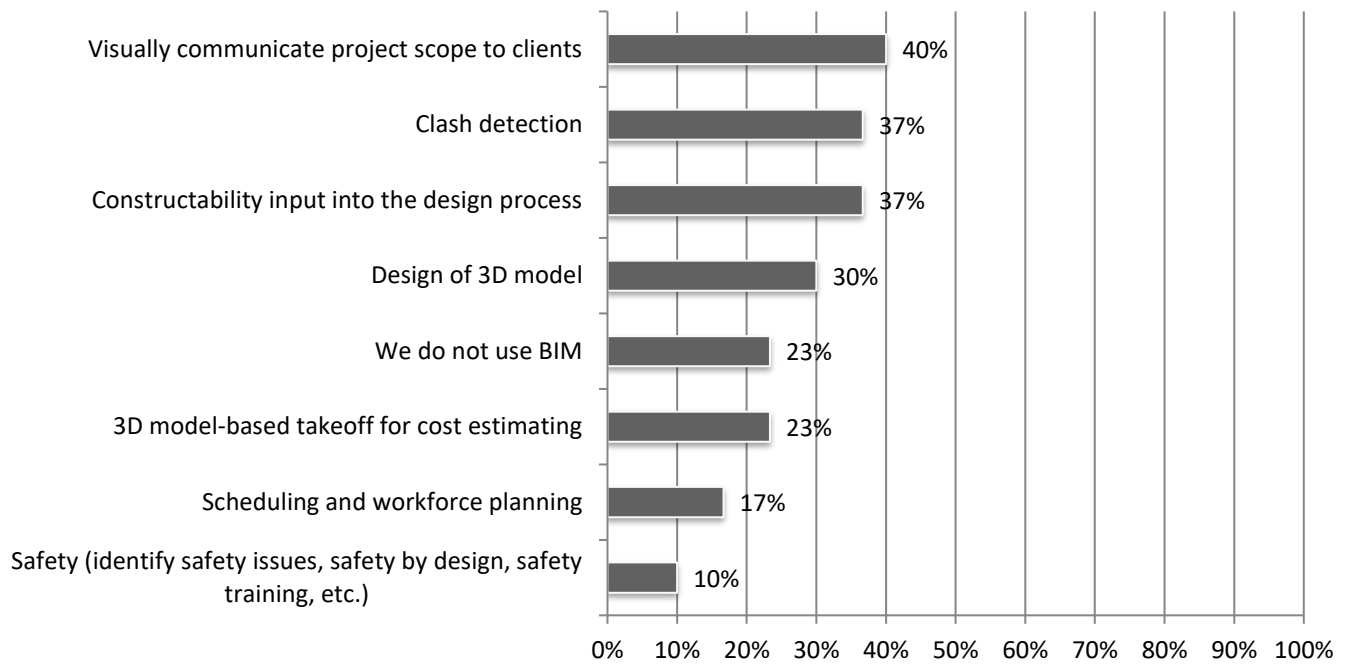
**11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply)**



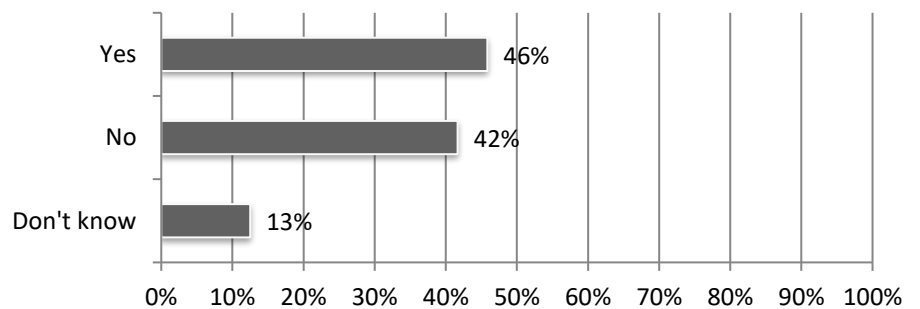
**12. What change do you expect in 2019 in the number of your firm's projects that involve Building Information Modeling (BIM)?**



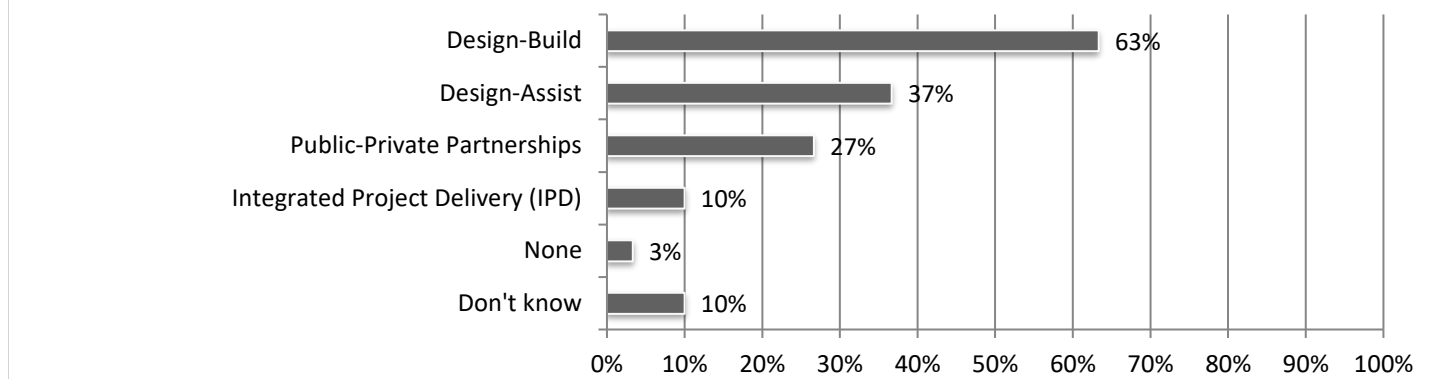
**13. What is your firm using BIM for? (mark all that apply)**



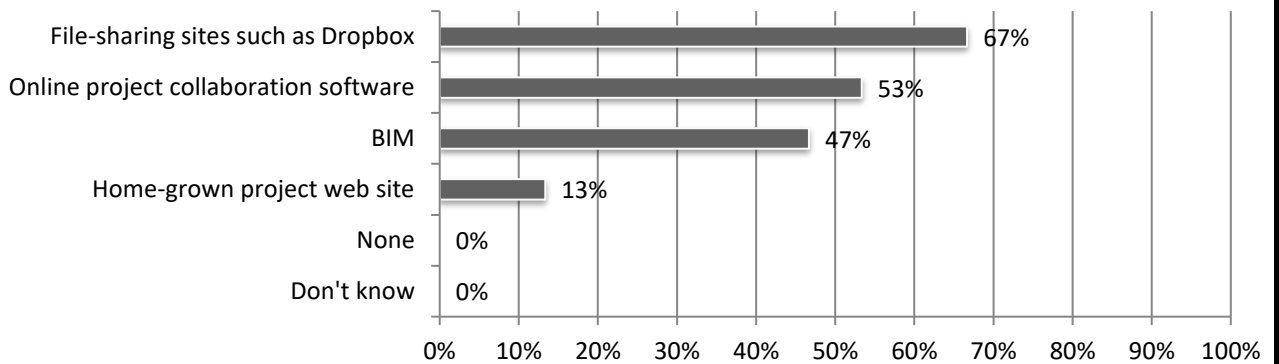
**14. Does your firm utilize lean construction principles on its projects and/or in its operation?**



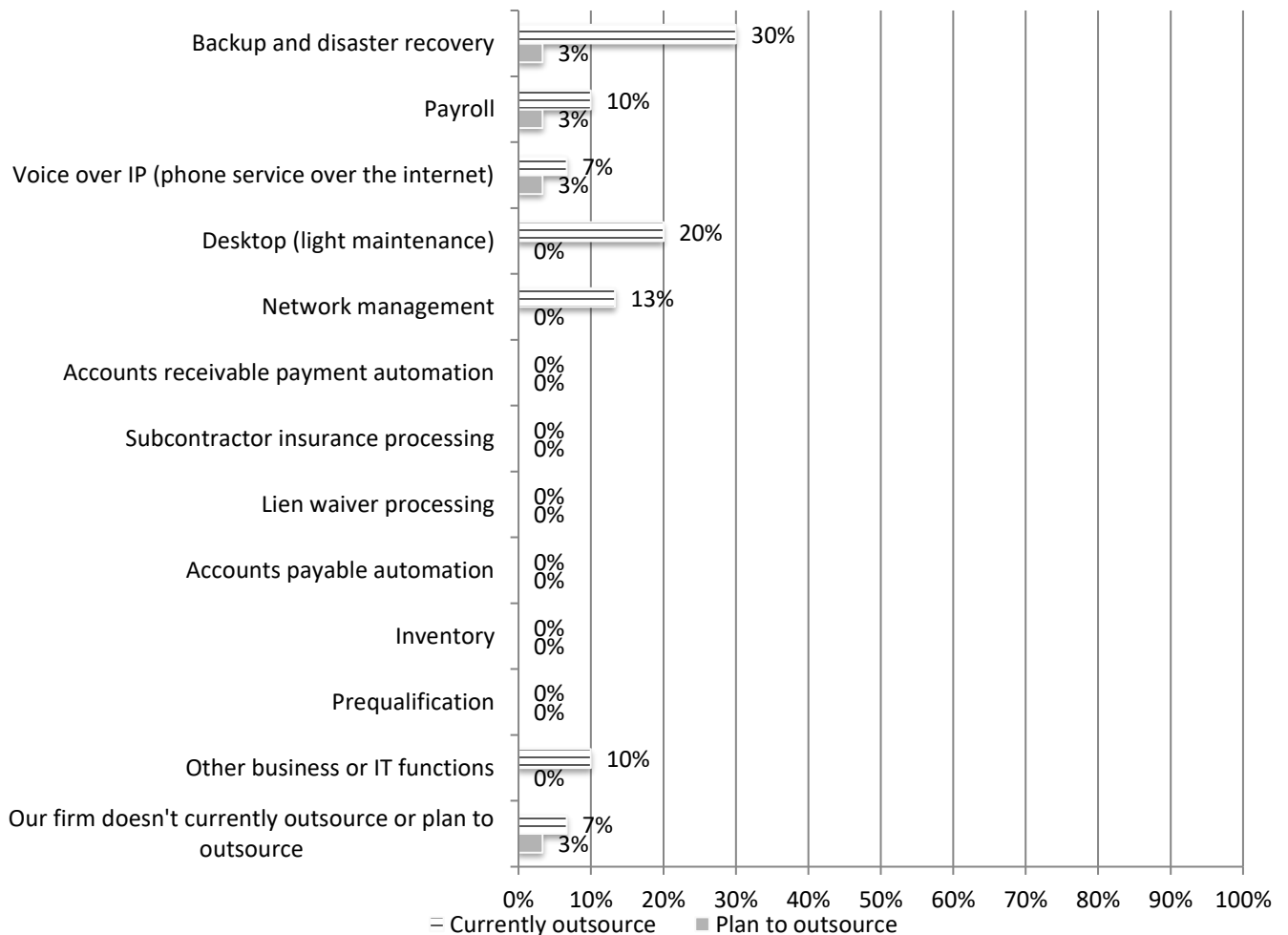
**15. Does your firm use any of the following collaborative project delivery methods? (mark all that apply)**



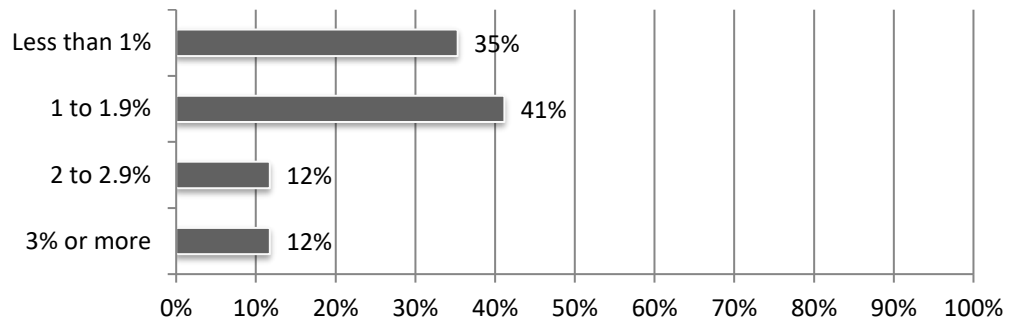
**16. Does your firm use any of the following to collaborate with project partners? (mark all that apply)**



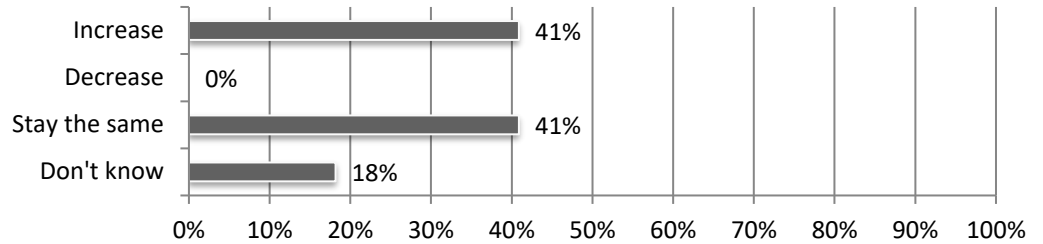
**17. What business of IT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)**



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



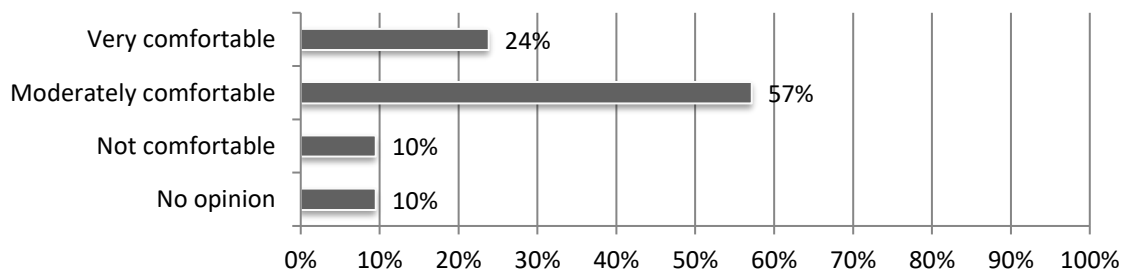
**19. Compared to 2018, how will your firm's 2018 investment in IT change?**



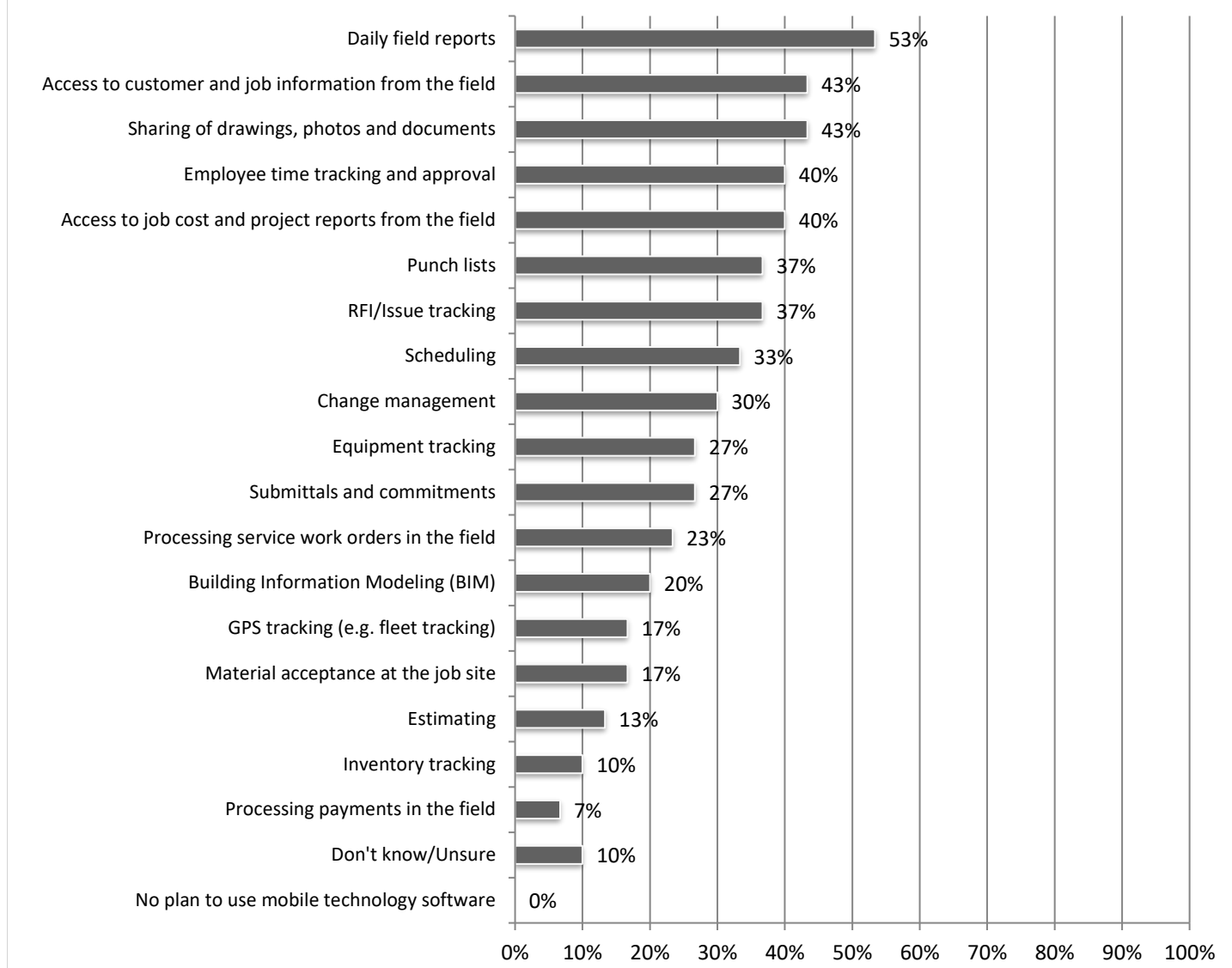
**20. Compared to 2018, how will your firm's 2019 investment in the following technologies change? (mark all that apply)**

Technologies	Increase	Stay the same	Decrease	Unsure
Building Information Modeling (BIM)	37%	53%	0%	11%
Scheduling software	35%	65%	0%	0%
Project collaboration software	28%	67%	0%	6%
Human resources (HR) software	26%	74%	0%	0%
Document management software	26%	74%	0%	0%
Estimating software	25%	75%	0%	0%
Project management software	22%	78%	0%	0%
Accounting software	17%	78%	6%	0%
Client relationship management (CRM) software	15%	75%	0%	10%
Prequalification software	12%	82%	0%	6%
Fleet tracking/management software	11%	89%	0%	0%
Payroll software	11%	89%	0%	0%
Service management software	6%	83%	0%	11%
Subcontractor bid management/ITB software	5%	95%	0%	0%

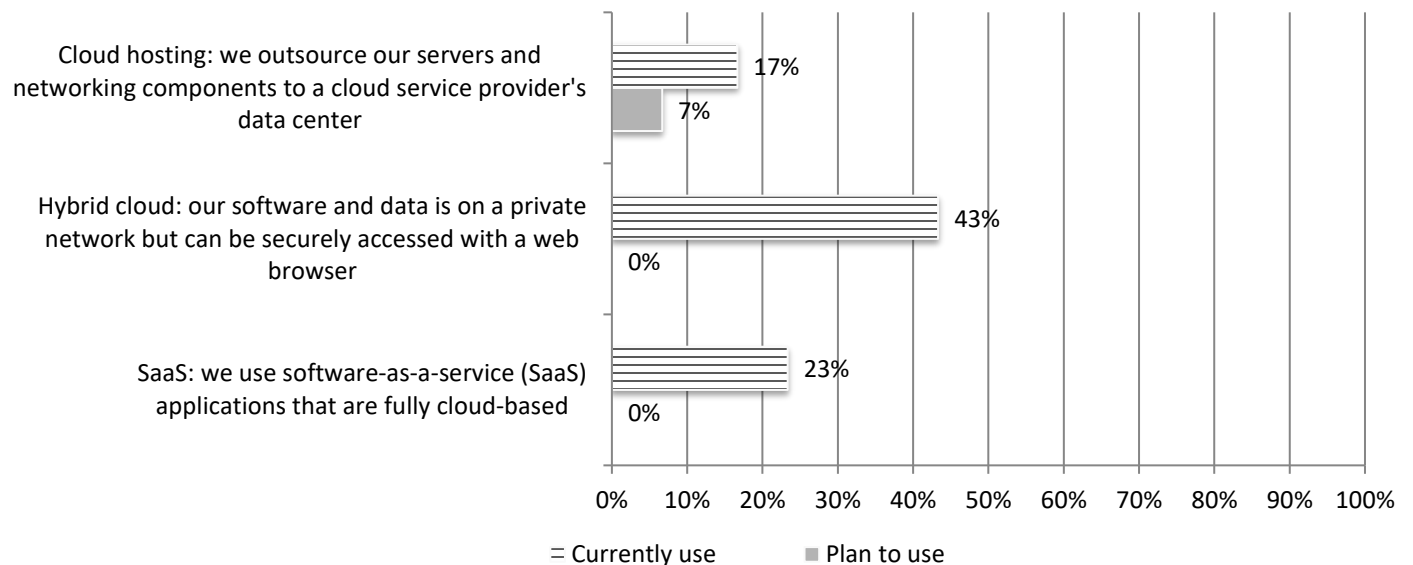
**21. How comfortable is your firm with moving its data to the cloud?**



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

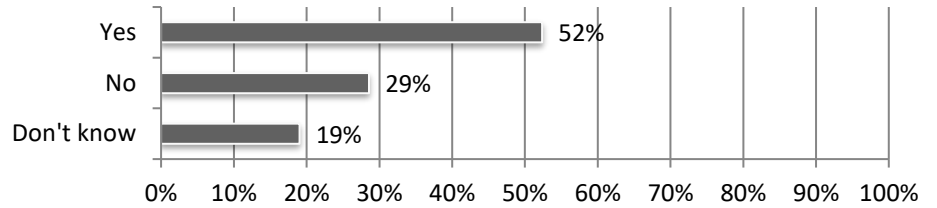


**23. Which of the following cloud service models does your firm plan to use? (mark all that apply)**

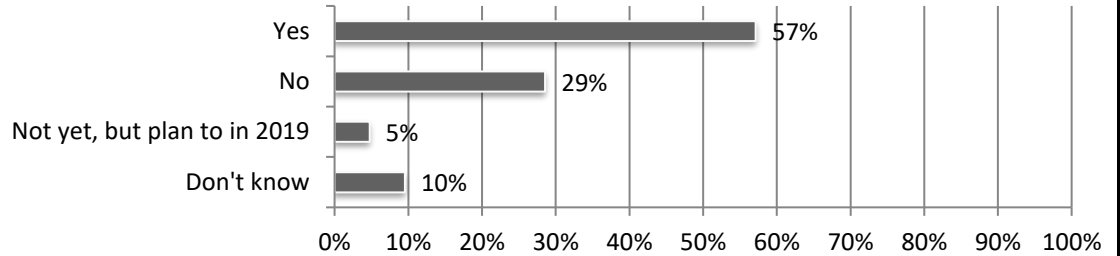




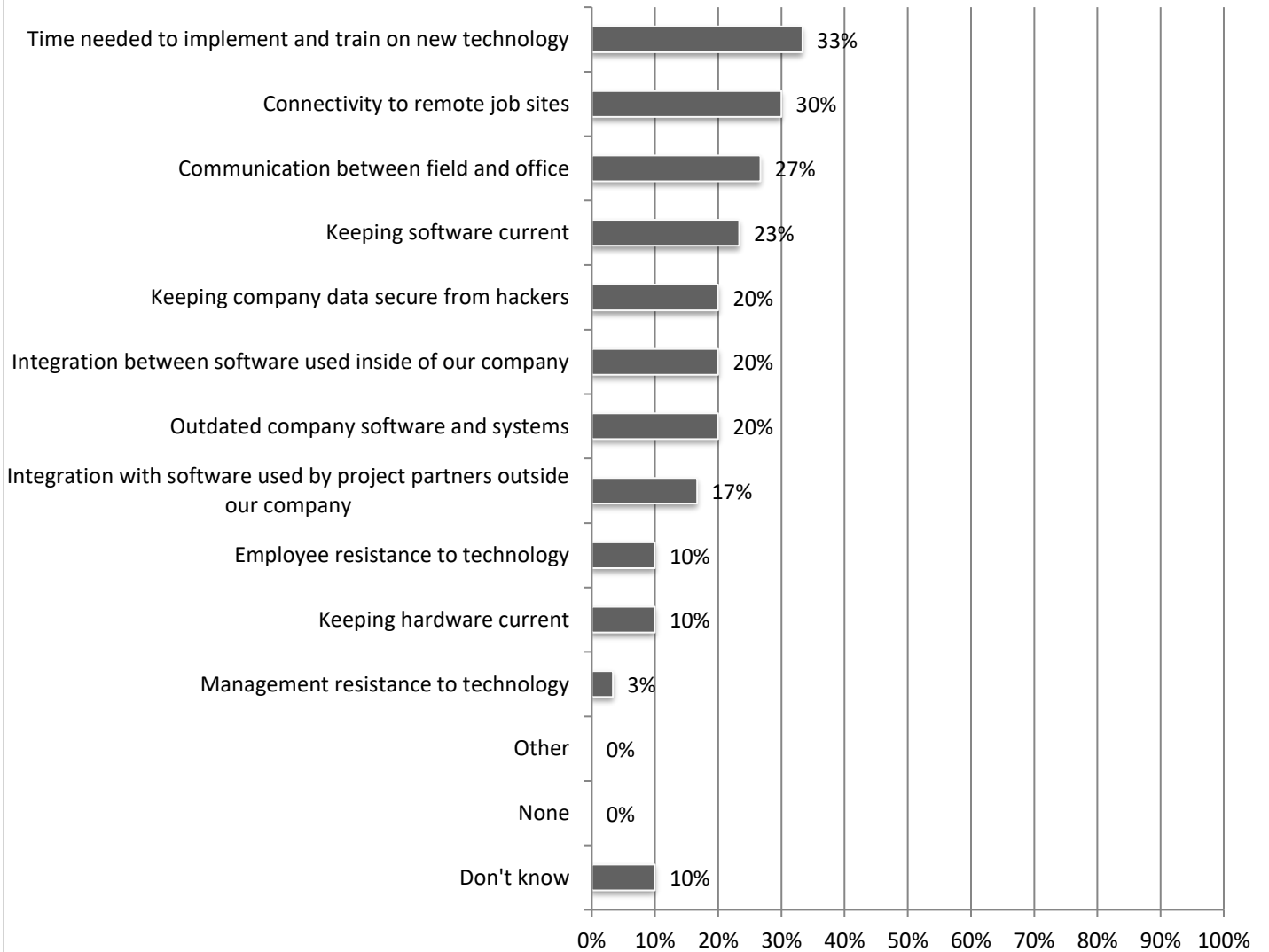
**24. Does your firm currently have a mobile security plan in place?**



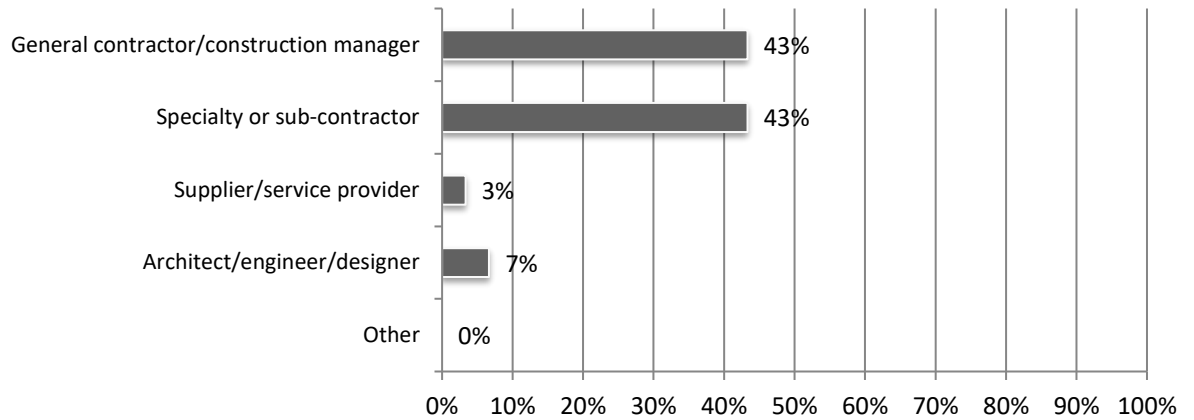
**25. Does your firm currently have a formal IT plan that support your business objectives?**



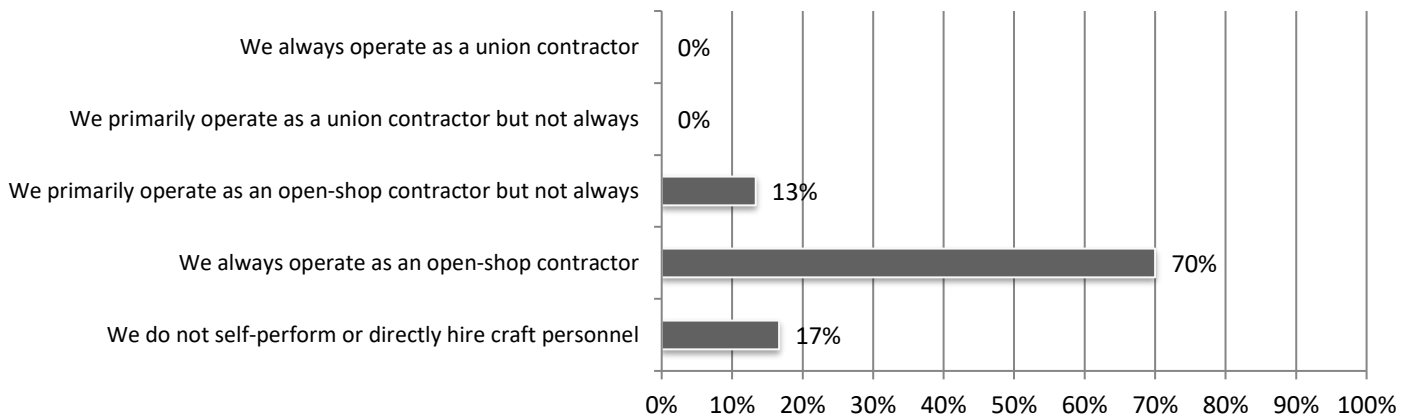
**26. What are your firm's biggest IT challenges? (mark all that apply)**



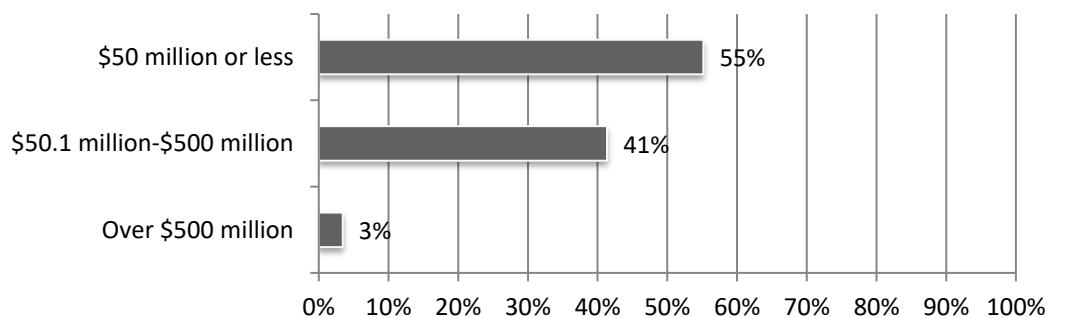
**27. What best describes your firm:**



**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?**

