# 2020 Construction Outlook Survey Results
# Michigan

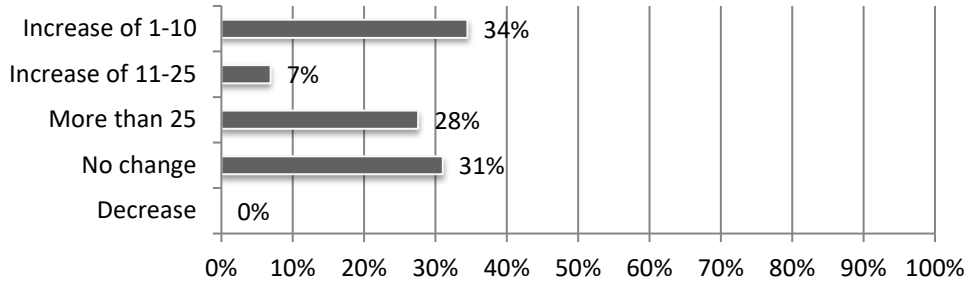
*Total Responses: 29 (out of 956 total). Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

**1. Compared to 2019, do you expect the available dollar value of projects you compete for in 2020 to be (answer for all market areas in which your business operates):**

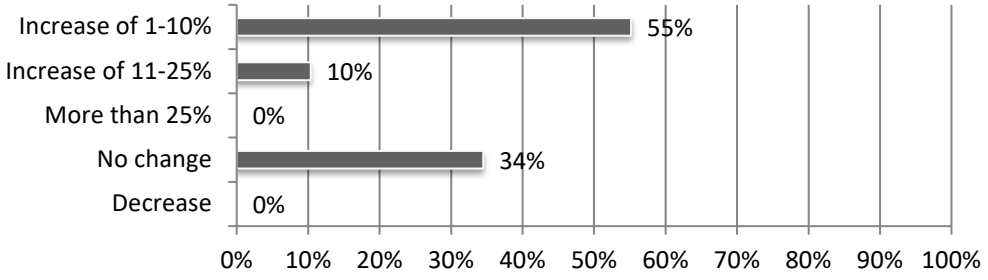
| Markets | Higher | Lower | Same | Net* | National Net* |
|---|---|---|---|---|---|
| Water/Sewer | 41% | 9% | 50% | 32% | 25% |
| Hospital | 41% | 13% | 46% | 29% | 20% |
| Higher Education | 34% | 7% | 59% | 27% | 16% |
| Bridge/Highway | 40% | 15% | 45% | 25% | 20% |
| Federal (e.g., VA, GSA, USACE, NAVFAC) | 36% | 12% | 52% | 25% | 17% |
| K-12 School | 34% | 9% | 57% | 25% | 20% |
| Transportation (e.g., transit, rail, airport) | 35% | 13% | 52% | 22% | 20% |
| Power | 28% | 6% | 65% | 22% | 17% |
| Private Office | 30% | 13% | 57% | 17% | 8% |
| Manufacturing | 32% | 16% | 52% | 16% | 11% |
| Public Building | 30% | 14% | 56% | 15% | 10% |
| Multifamily Residential | 34% | 19% | 47% | 14% | 11% |
| Retail, Warehouse, Lodging | 27% | 16% | 57% | 11% | 10% |
| Other | 37% | 12% | 51% | 24% | 17% |

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

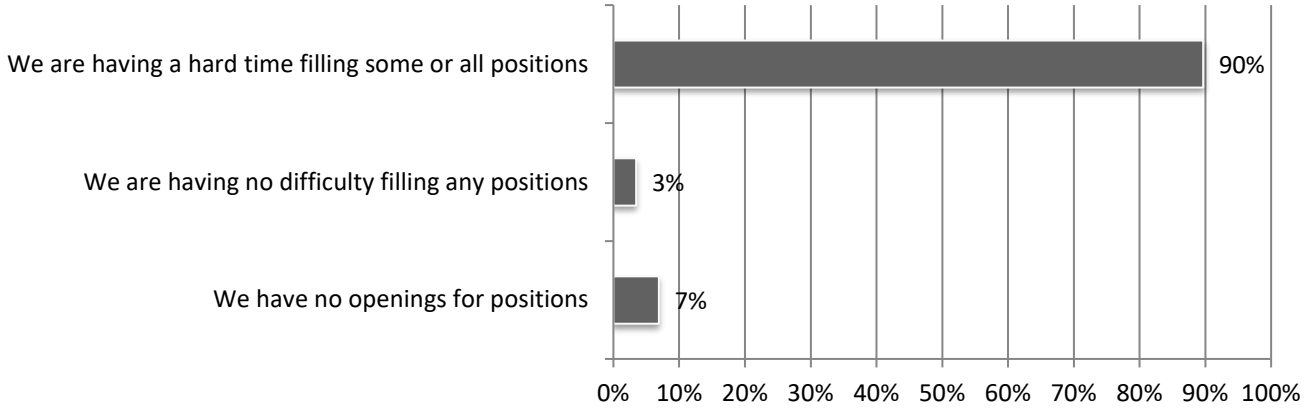
**2. What <u>numerical</u> change do you expect in your headcount in 2020?**



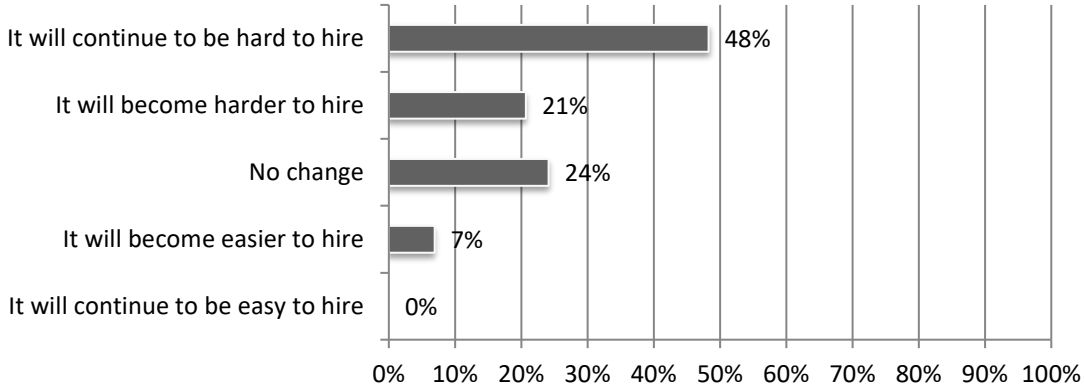

**3. What <u>percentage</u> change do you expect in your headcount in 2020?**



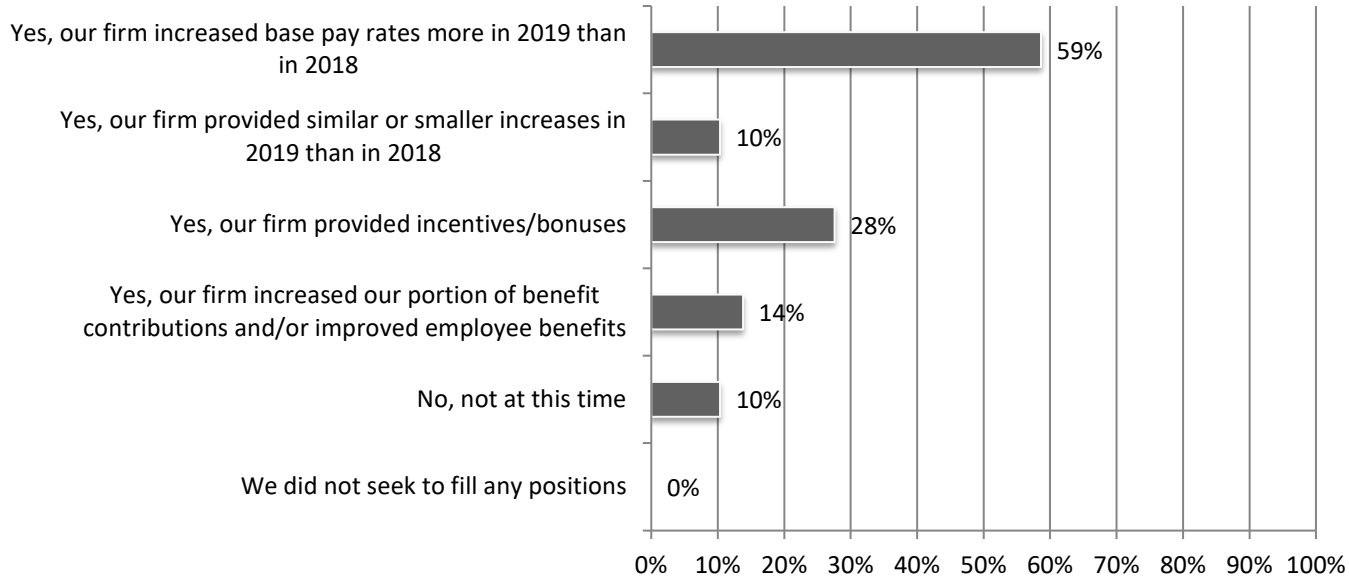
**4. How would you describe your current situation in filling salaried and hourly craft positions?**



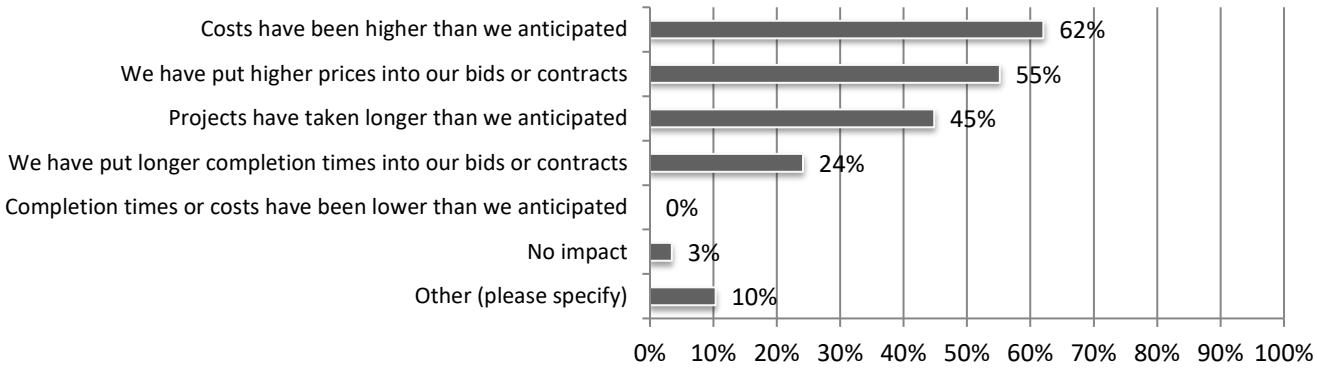

**5. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?**




**6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2019 because of difficulty filling positions? (mark all that apply)**

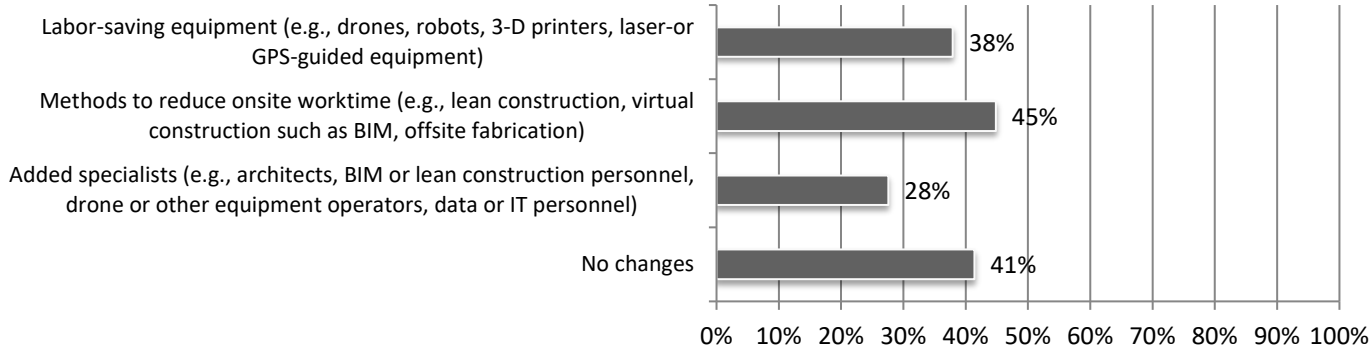


**7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)**

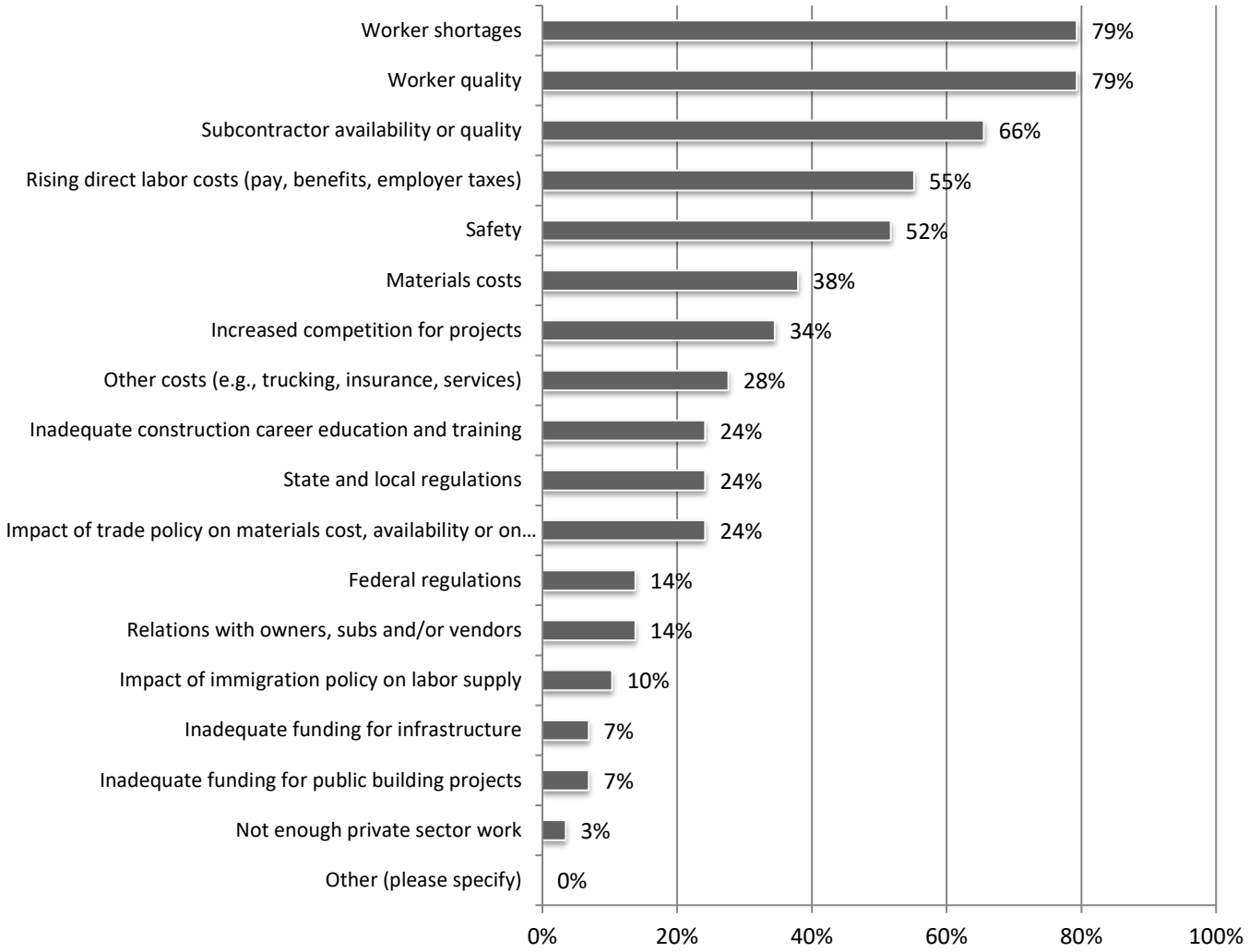



**8. In the last year, what has your firm done to invest in the training and development of skilled labor/qualified workers?**

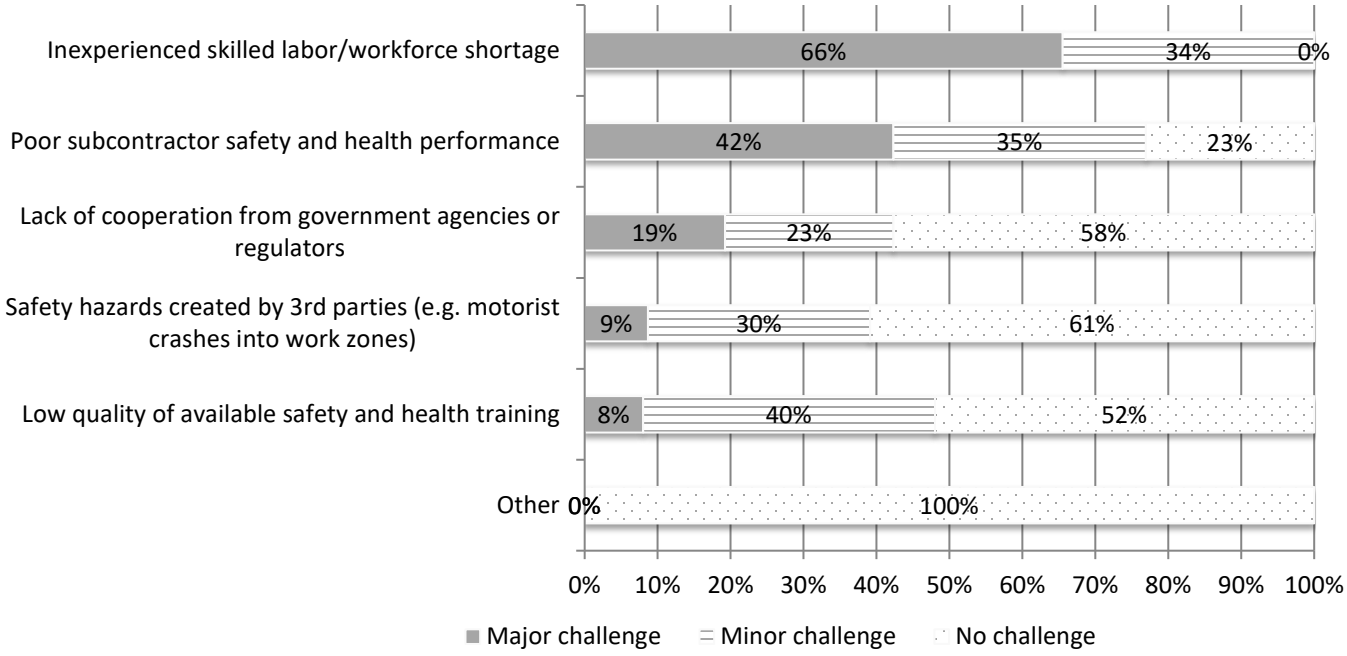
**9. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)**



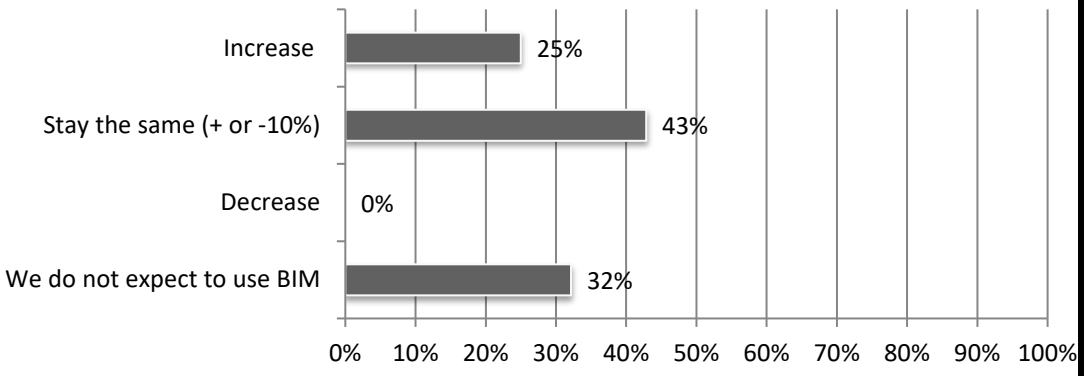
**10. What are your biggest concerns for 2020 (mark all that apply)?**



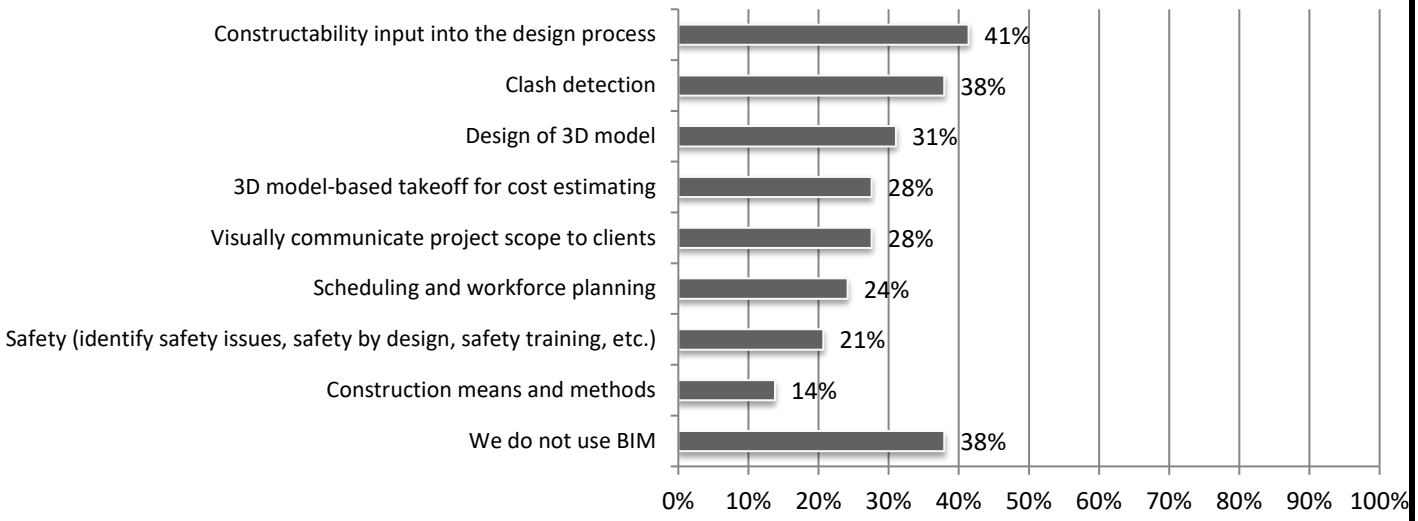

**11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply)**



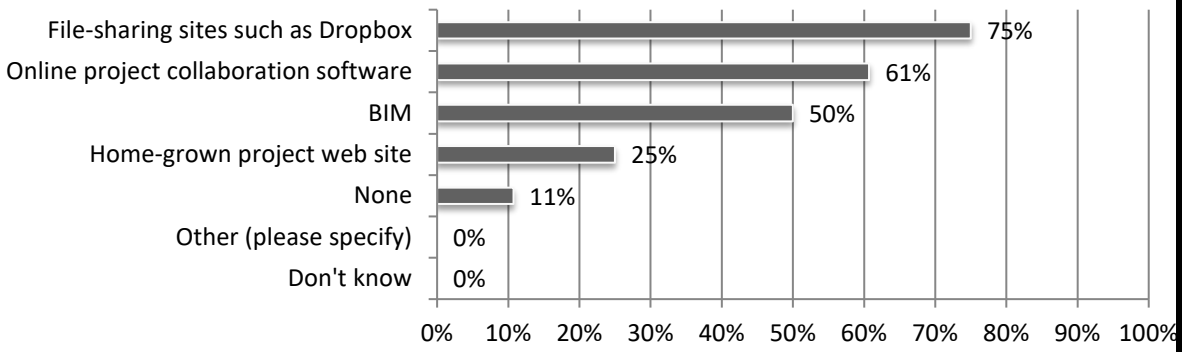
**12. What change do you expect in 2020 in the number of your firm's projects that involve Building Information Modeling (BIM)?**



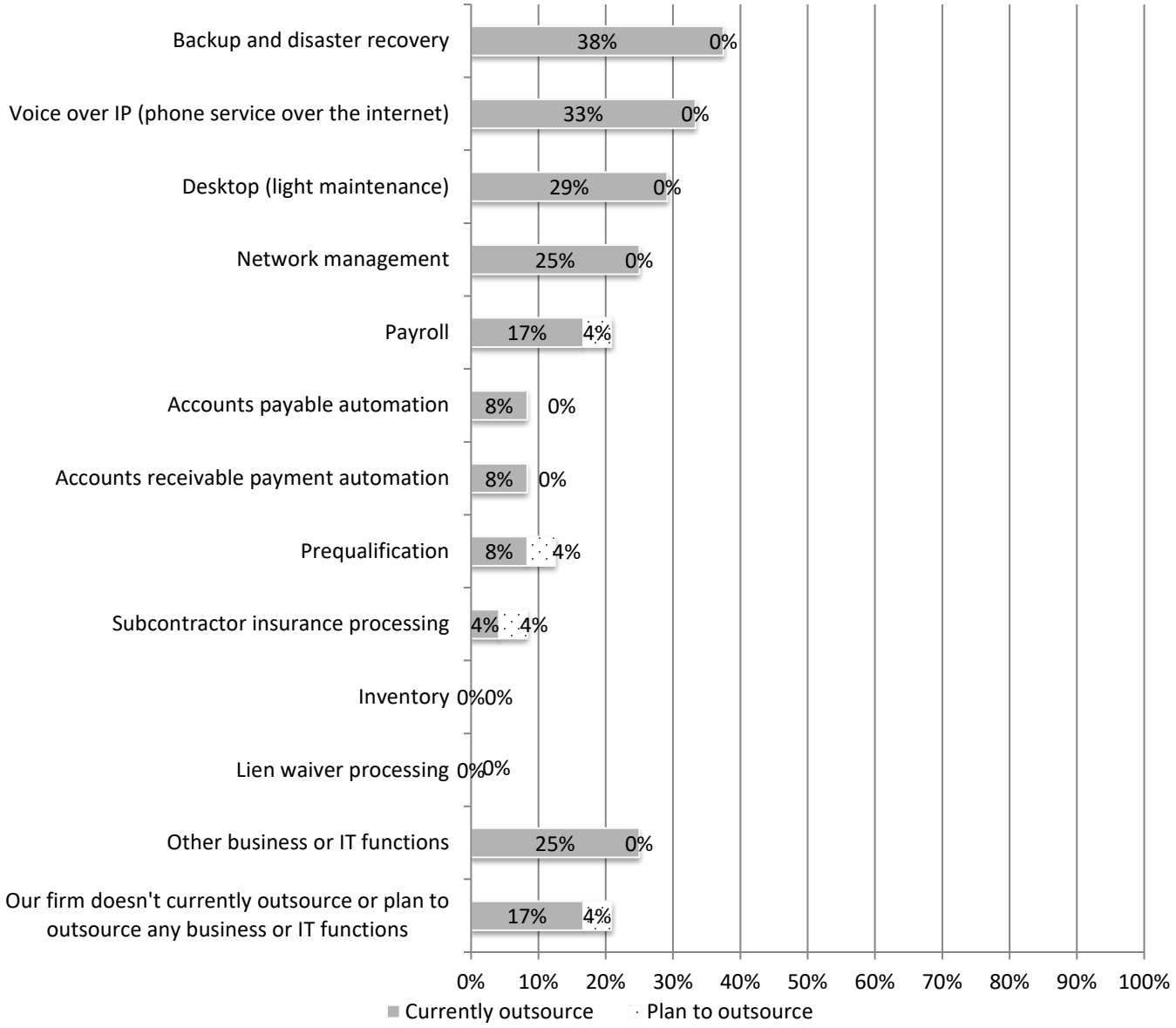

**13. What is your firm using BIM for? (mark all that apply)**



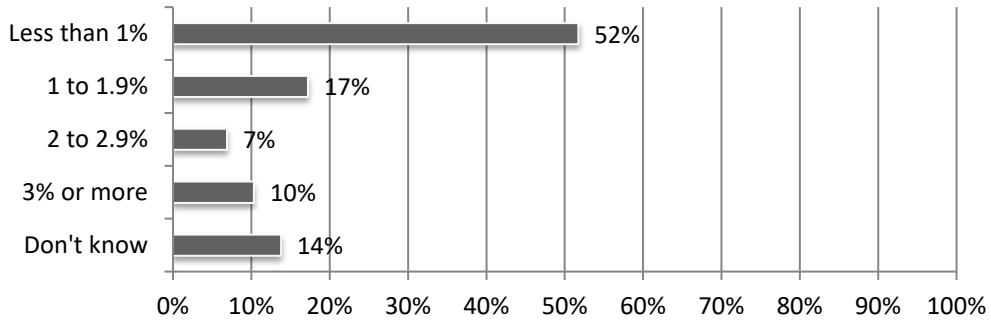

**14. Does your firm use any of the following to collaborate with project partners (mark all that apply)?**



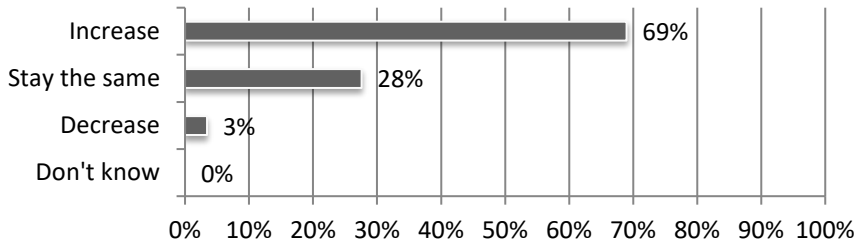
**15. What business or IT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)**




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



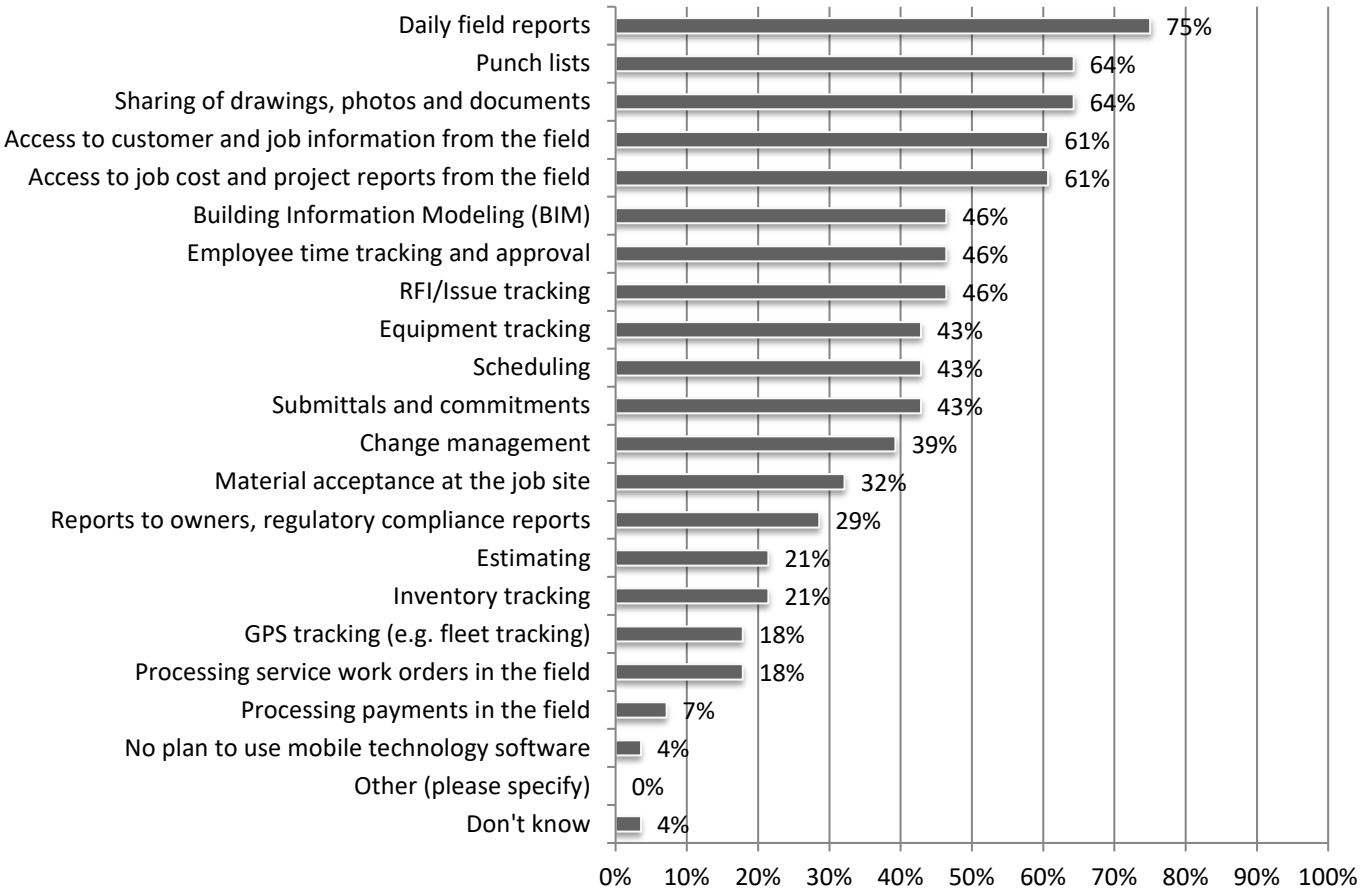
**17. Compared to 2019, how will your firm's 2020 investment in IT change?**



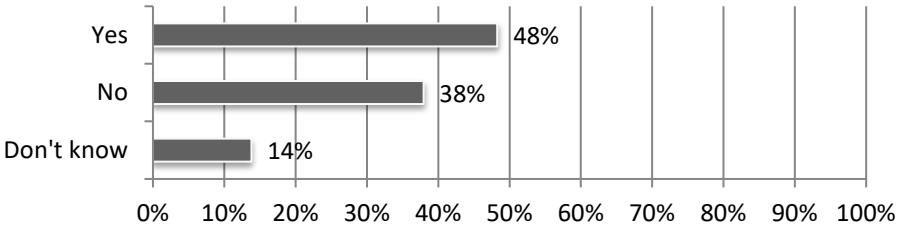

**18. Compared to 2019, how will your firm's 2020 investment in the following technologies change? (mark all that apply)**

| Technologies | Increase | Stay the same | Decrease | Don't know |
|---|---|---|---|---|
| Building Information Modeling (BIM) | 39% | 48% | 0% | 13% |
| Project management software | 32% | 56% | 0% | 12% |
| Tool/asset management/tracking | 26% | 52% | 0% | 22% |
| Document management software | 25% | 58% | 4% | 13% |
| Scheduling software | 23% | 68% | 0% | 9% |
| Estimating software | 21% | 71% | 0% | 8% |
| Accounting software | 19% | 69% | 4% | 8% |
| Project collaboration software | 18% | 64% | 0% | 18% |
| Fleet tracking/management software | 14% | 52% | 0% | 33% |
| Client relationship management (CRM) software | 14% | 68% | 0% | 18% |
| Subcontractor bid management/ITB software | 14% | 68% | 0% | 18% |
| Human resources (HR) software | 13% | 61% | 0% | 26% |
| Payroll software | 13% | 79% | 0% | 8% |
| Prequalification software | 10% | 81% | 0% | 10% |
| Service management software | 0% | 71% | 0% | 29% |
| Other | 0% | 100% | 0% | 0% |

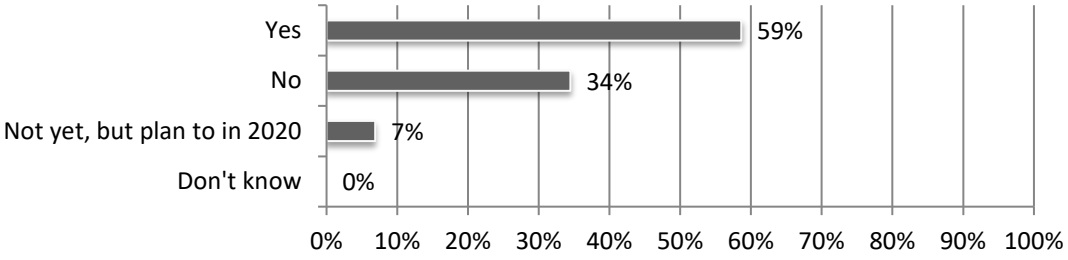
**19. How does your company plan to use mobile software technology? (mark all that apply)**



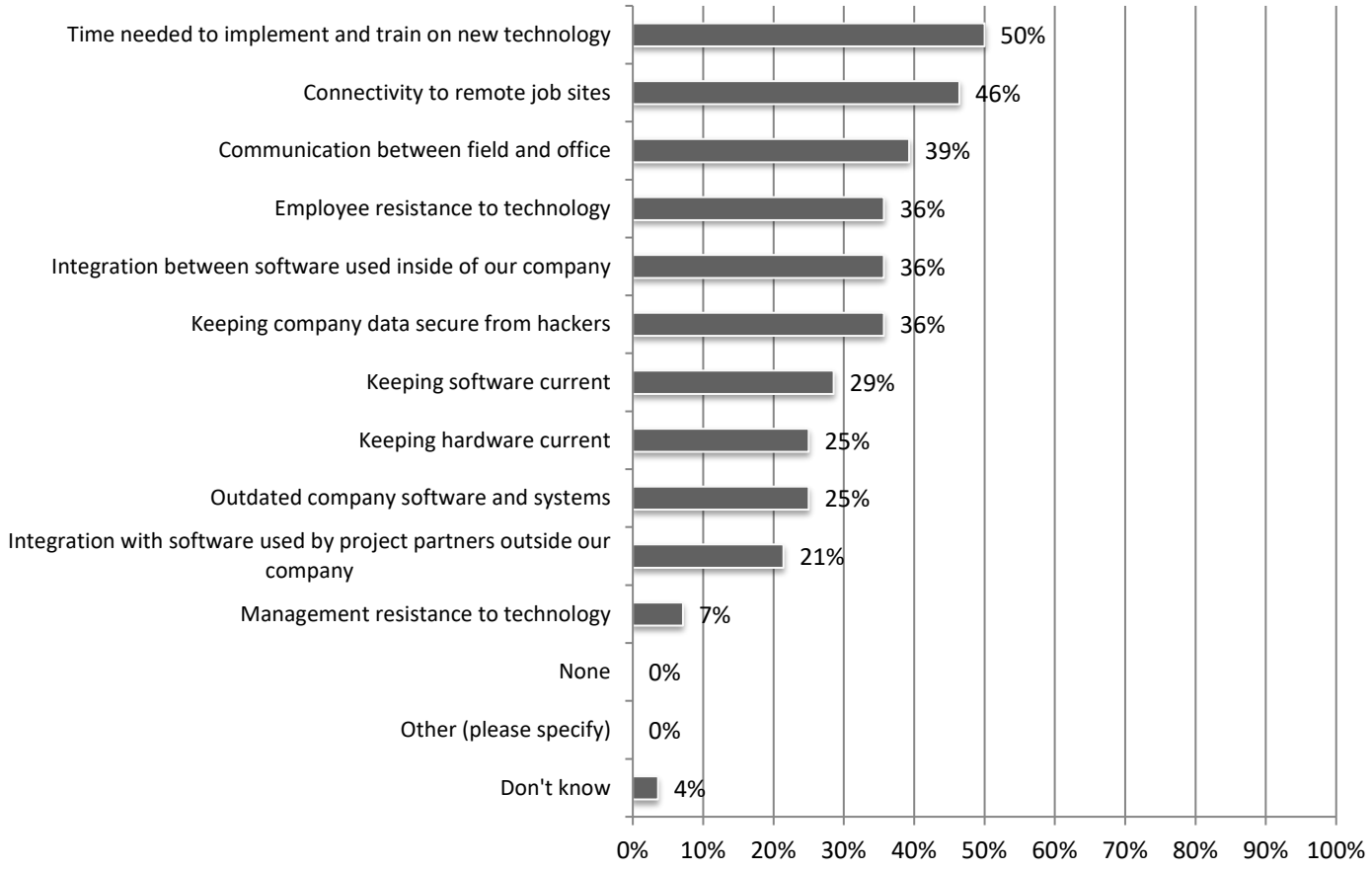

**20. Does your firm currently have a mobile security plan in place?**



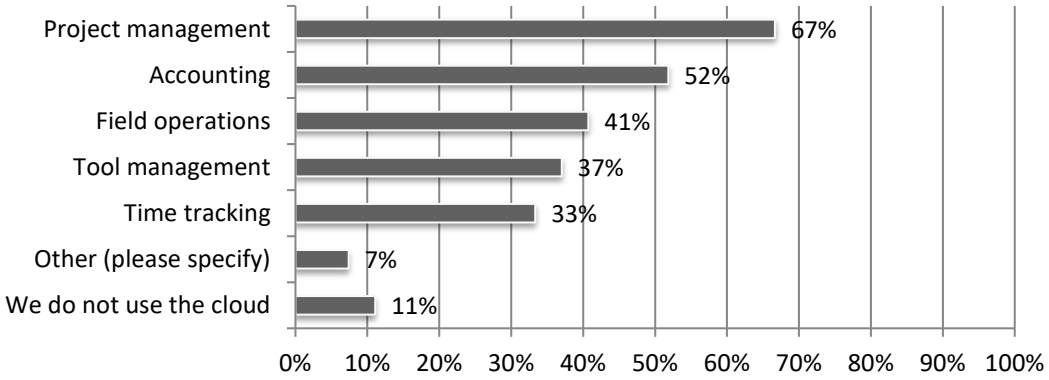

**21. Does your firm currently have a formal IT plan to support your business objectives?**



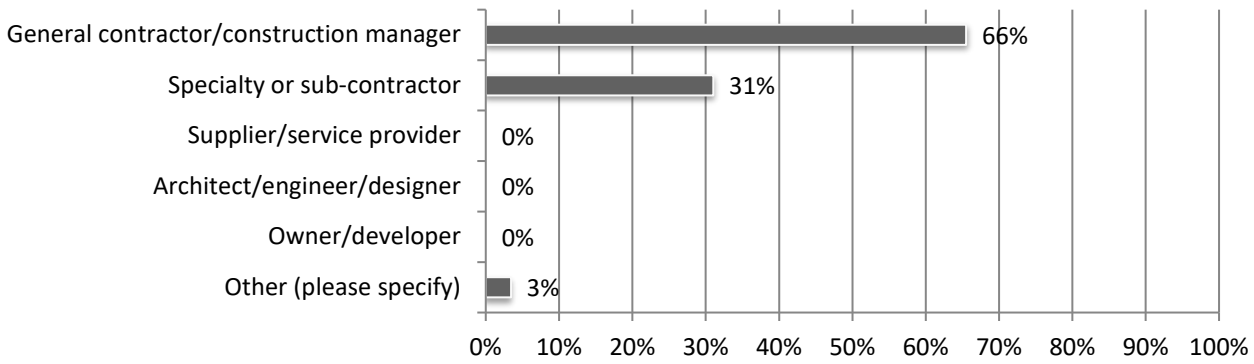
**22. What are your biggest IT challenges? (mark all that apply)**



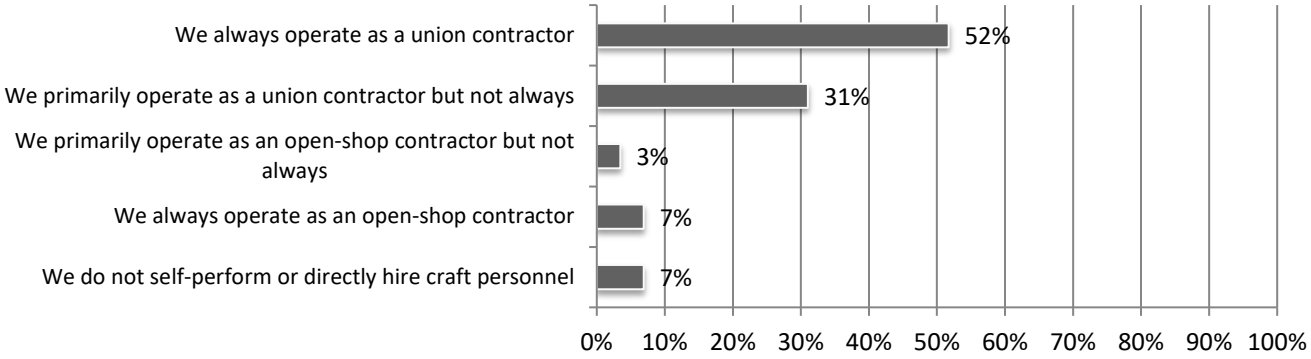

**23. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?**



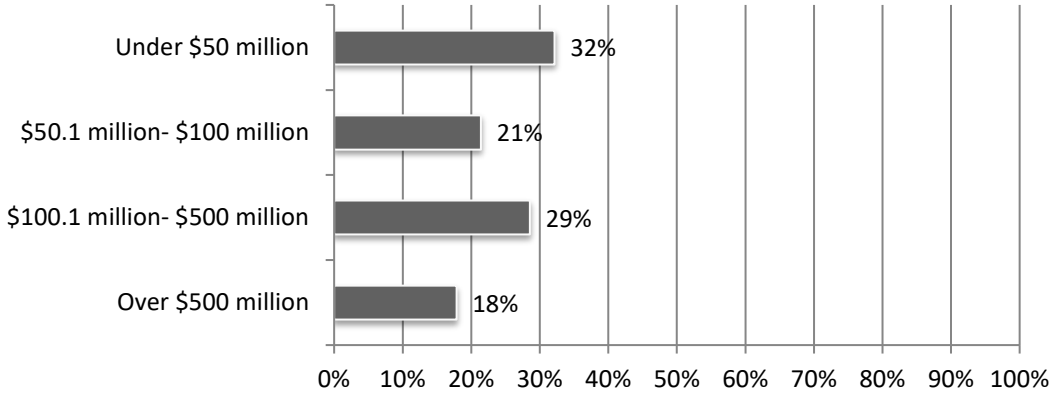

**24. What best describes your firm?**

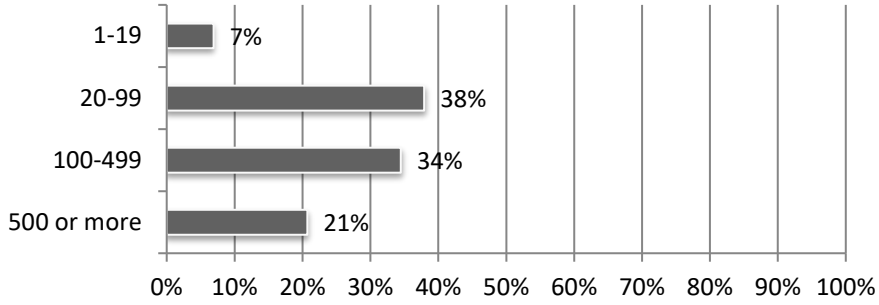


**25. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?**




**26. Estimate the total dollar amount of work your firm performed in 2019:**




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