



**AGC**  
THE CONSTRUCTION  
ASSOCIATION

**sage**

## 2020 Construction Outlook Survey Results Virginia

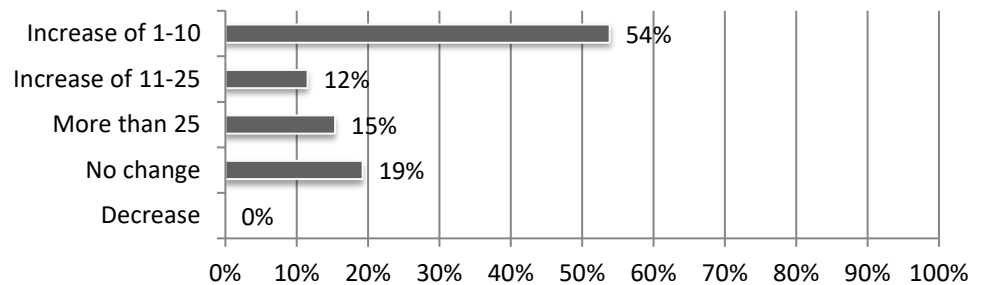
Total Responses: 26 (out of 956 total). Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

### 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):

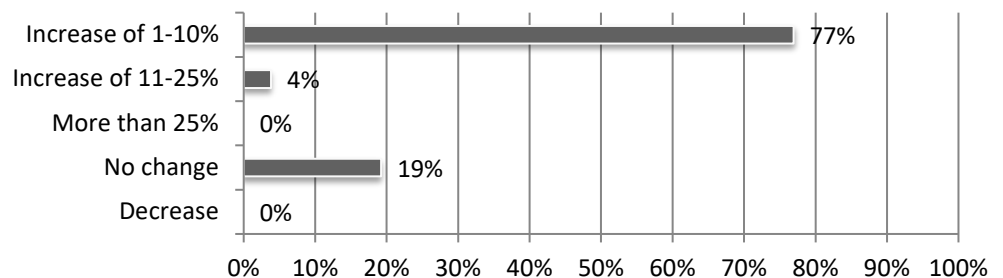
Markets	Higher	Lower	Same	Net*	National Net*
Water/Sewer	67%	0%	33%	67%	25%
Multifamily Residential	56%	11%	33%	44%	11%
Hospital	38%	5%	57%	33%	20%
K-12 School	35%	6%	59%	29%	20%
Public Building	28%	0%	72%	28%	10%
Federal (e.g., VA, GSA, USACE, NAVFAC)	33%	8%	58%	25%	17%
Manufacturing	35%	12%	53%	24%	11%
Higher Education	30%	10%	60%	20%	16%
Bridge/Highway	33%	17%	50%	17%	20%
Private Office	26%	16%	58%	11%	8%
Retail, Warehouse, Lodging	24%	18%	59%	6%	10%
Transportation (e.g., transit, rail, airport)	0%	0%	100%	0%	20%
Power	0%	0%	100%	0%	17%
Other	20%	0%	80%	20%	17%

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

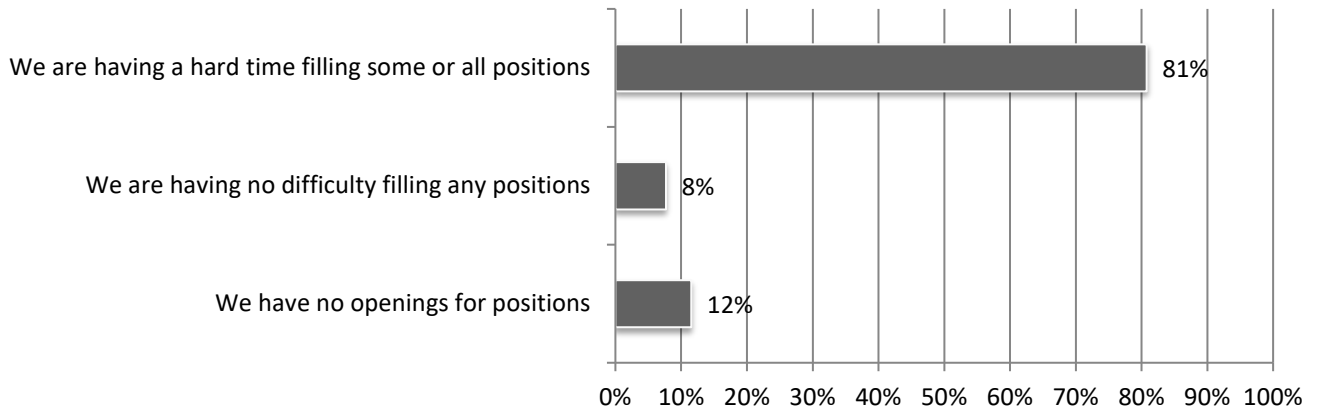
### 2. What numerical change do you expect in your headcount in 2020?



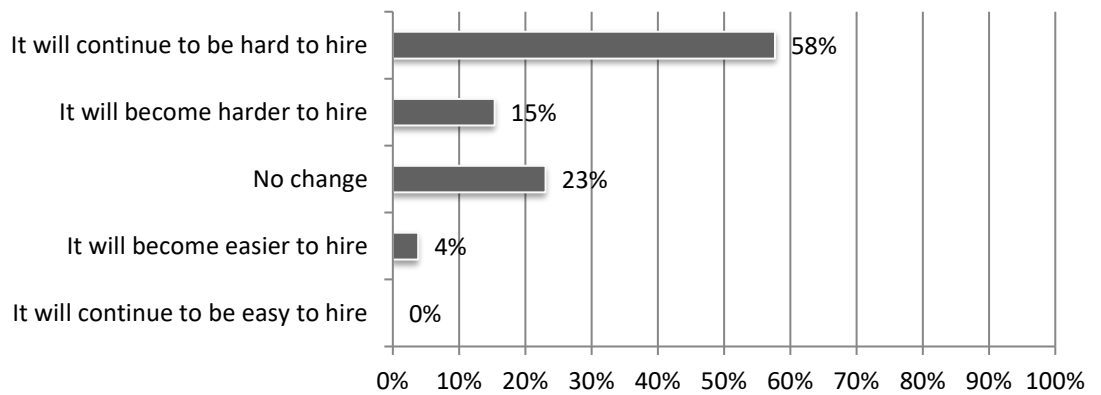
### 3. What percentage change do you expect in your headcount in 2020?



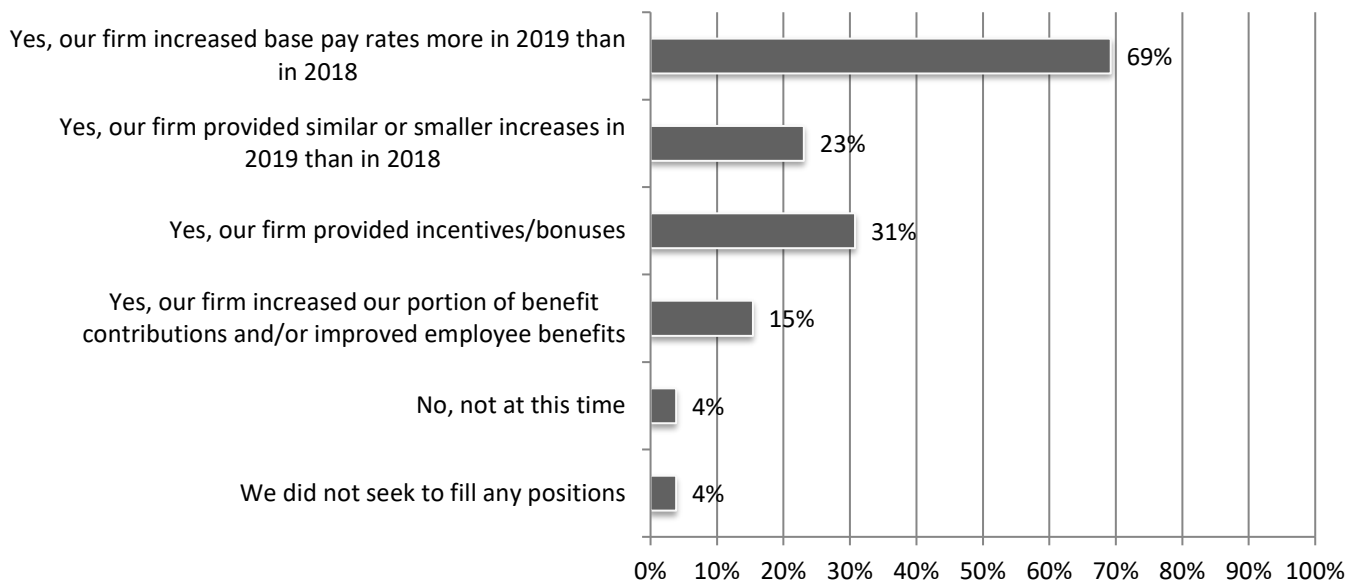
**4. How would you describe your current situation in filling salaried and hourly craft positions?**



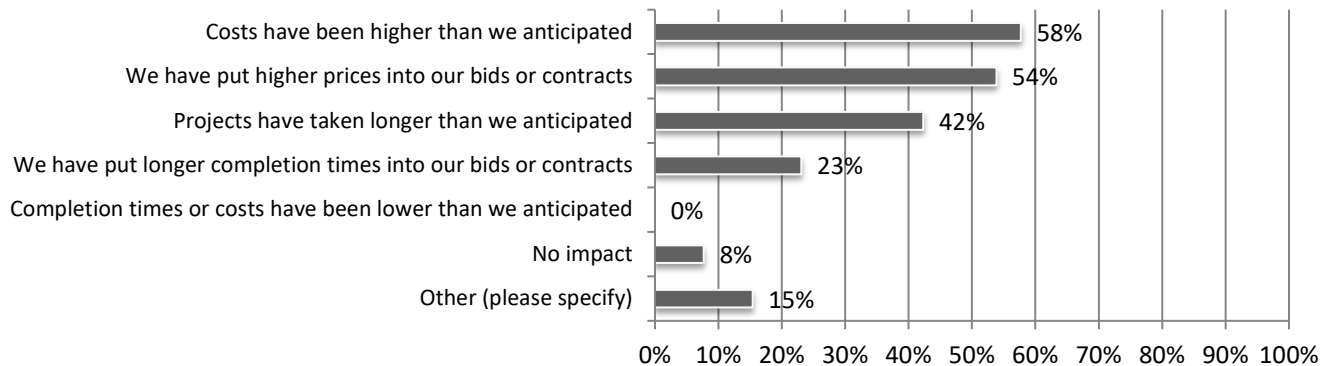
**5. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months?**



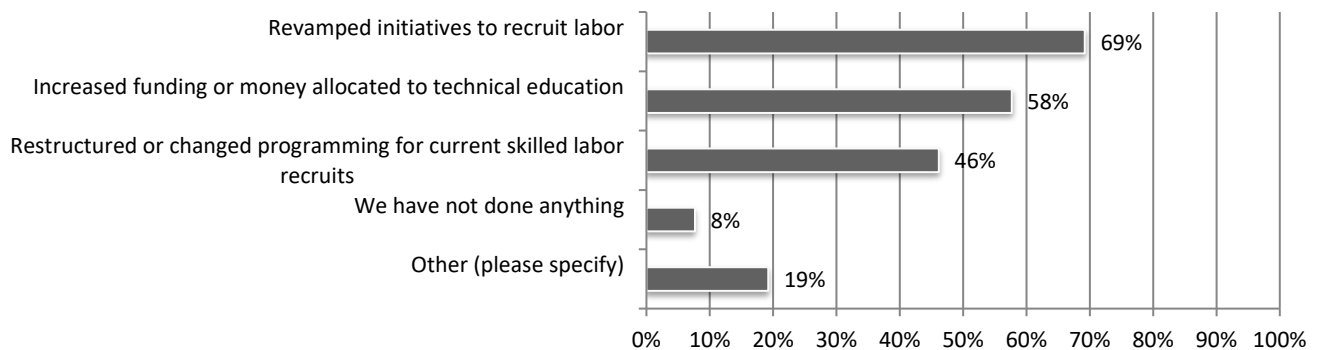
**6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2019 because of difficulty filling positions? (mark all that apply)**



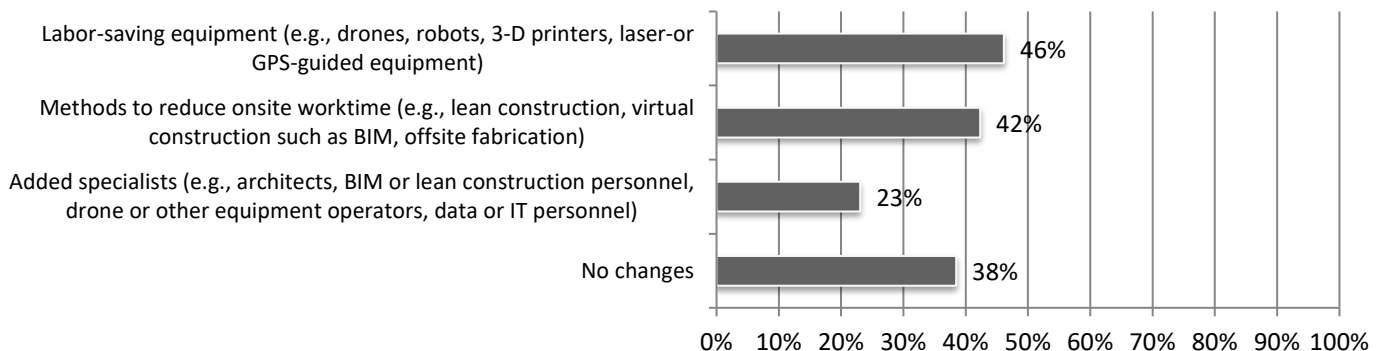
**7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)**



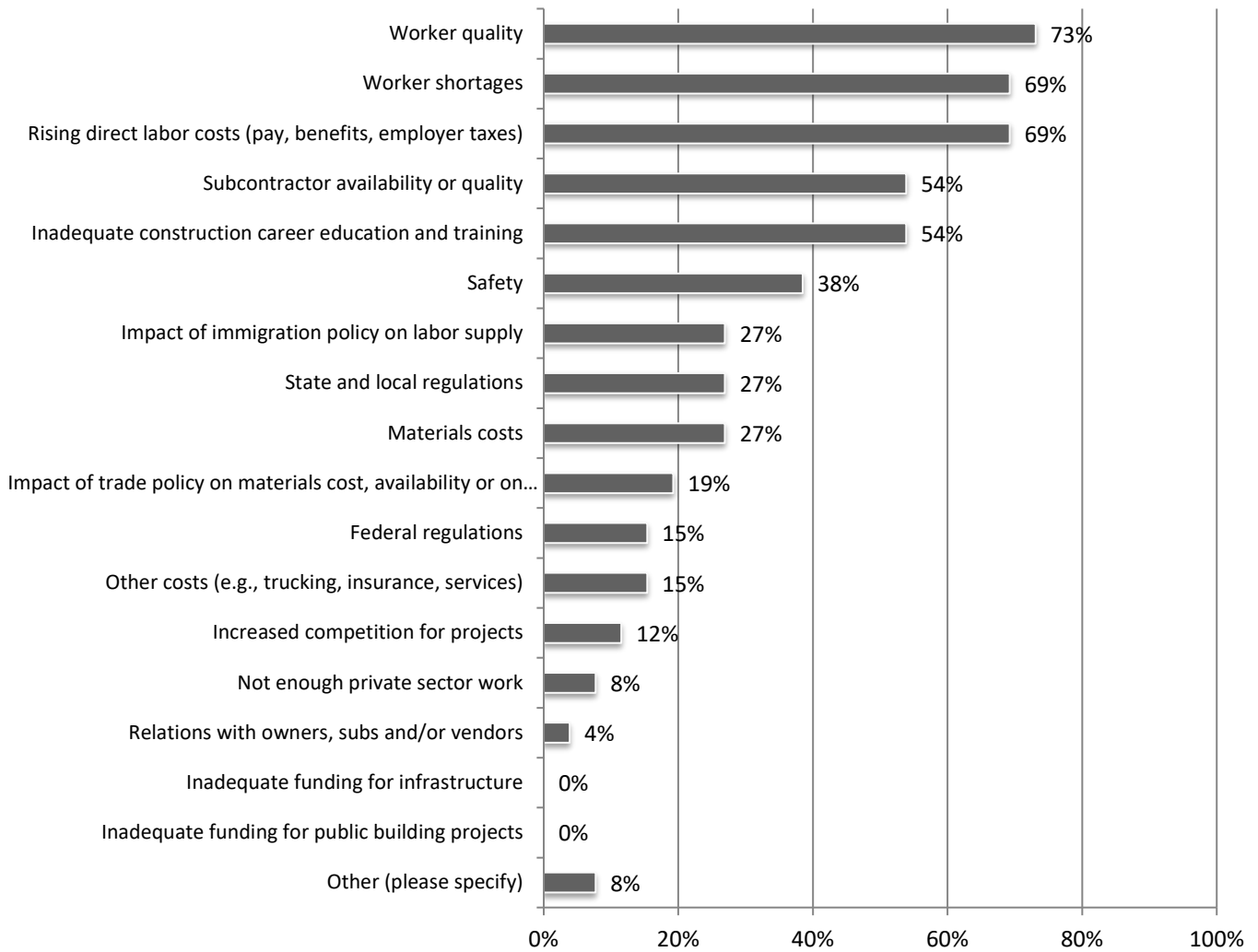
**8. In the last year, what has your firm done to invest in the training and development of skilled labor/qualified workers?**



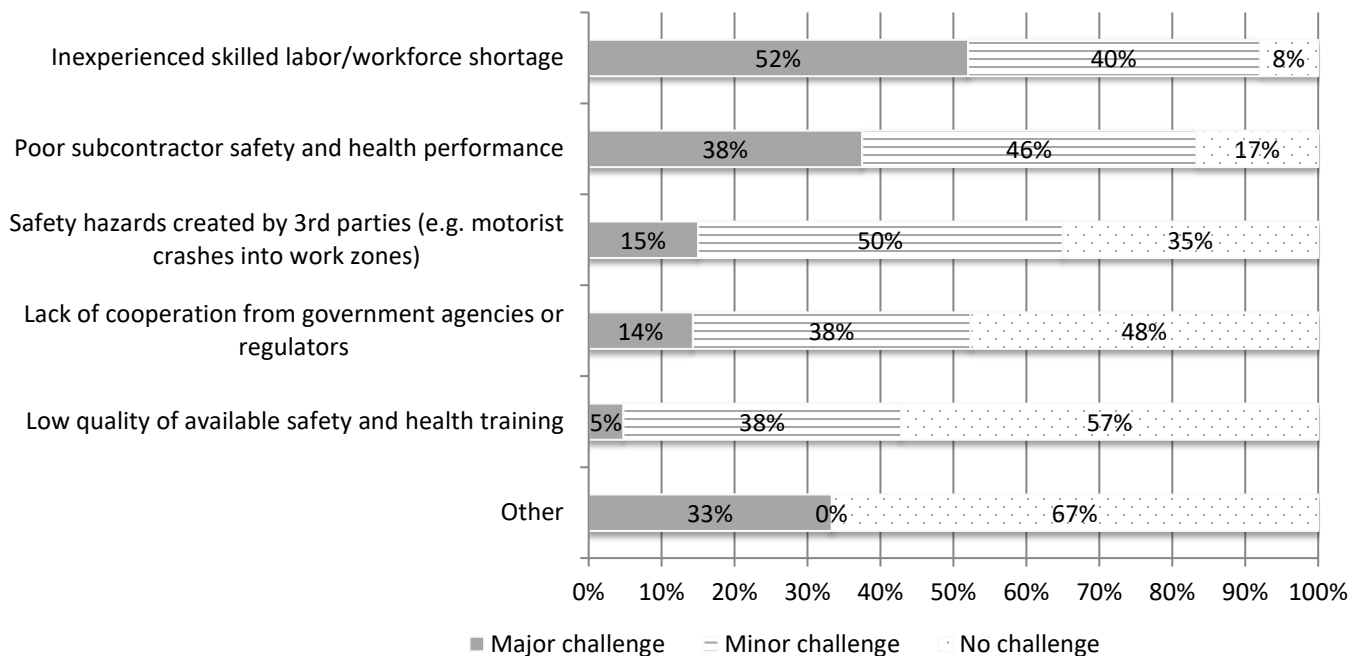
**9. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)**



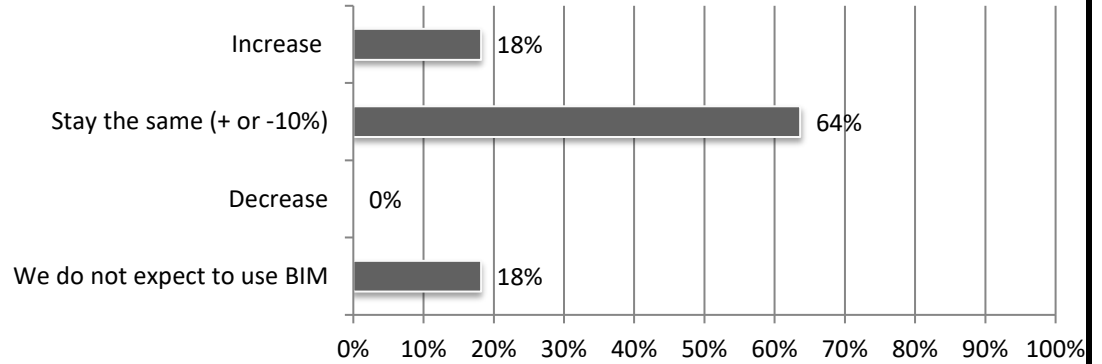
**10. What are your biggest concerns for 2020 (mark all that apply)?**



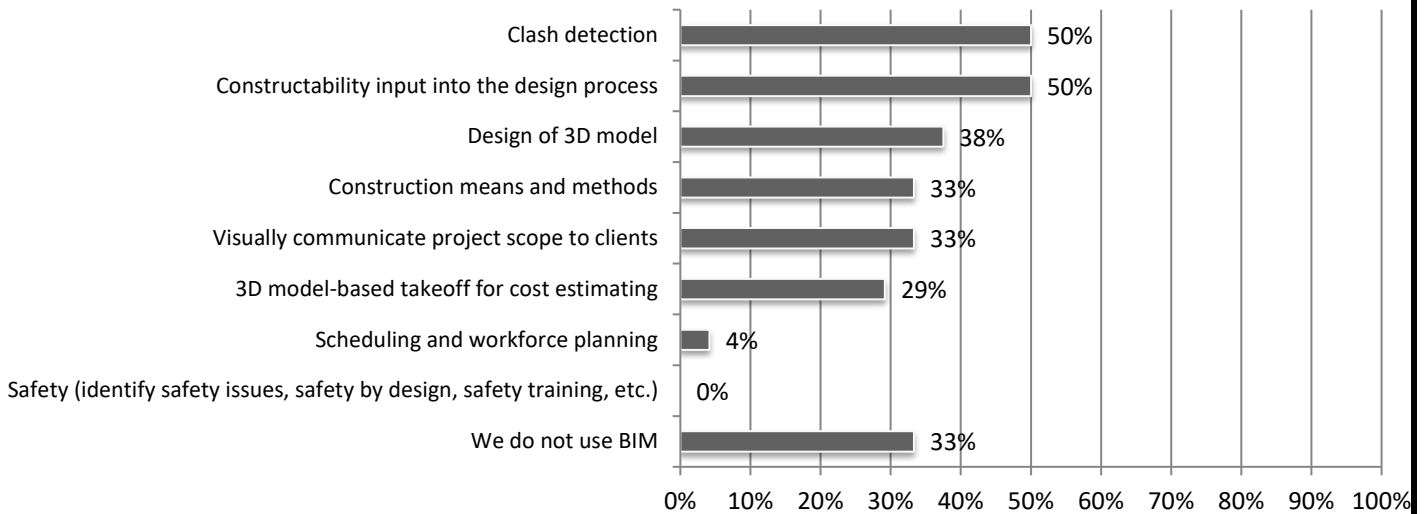
**11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply)**



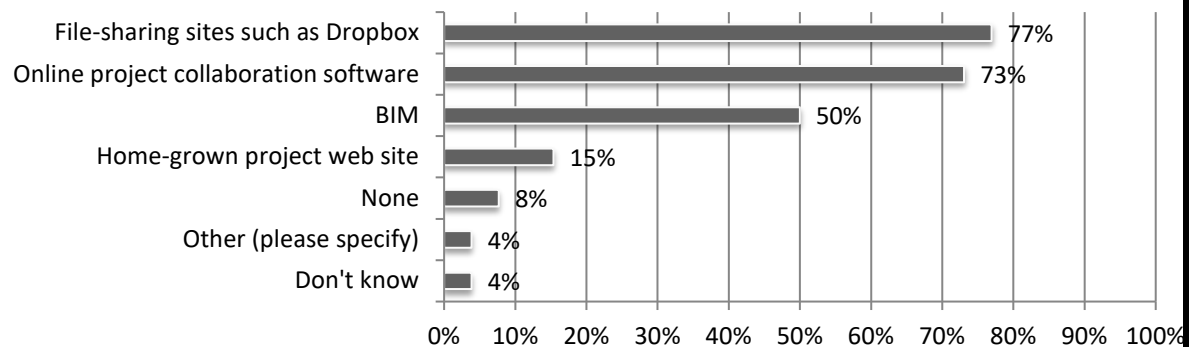
**12. What change do you expect in 2020 in the number of your firm's projects that involve Building Information Modeling (BIM)?**



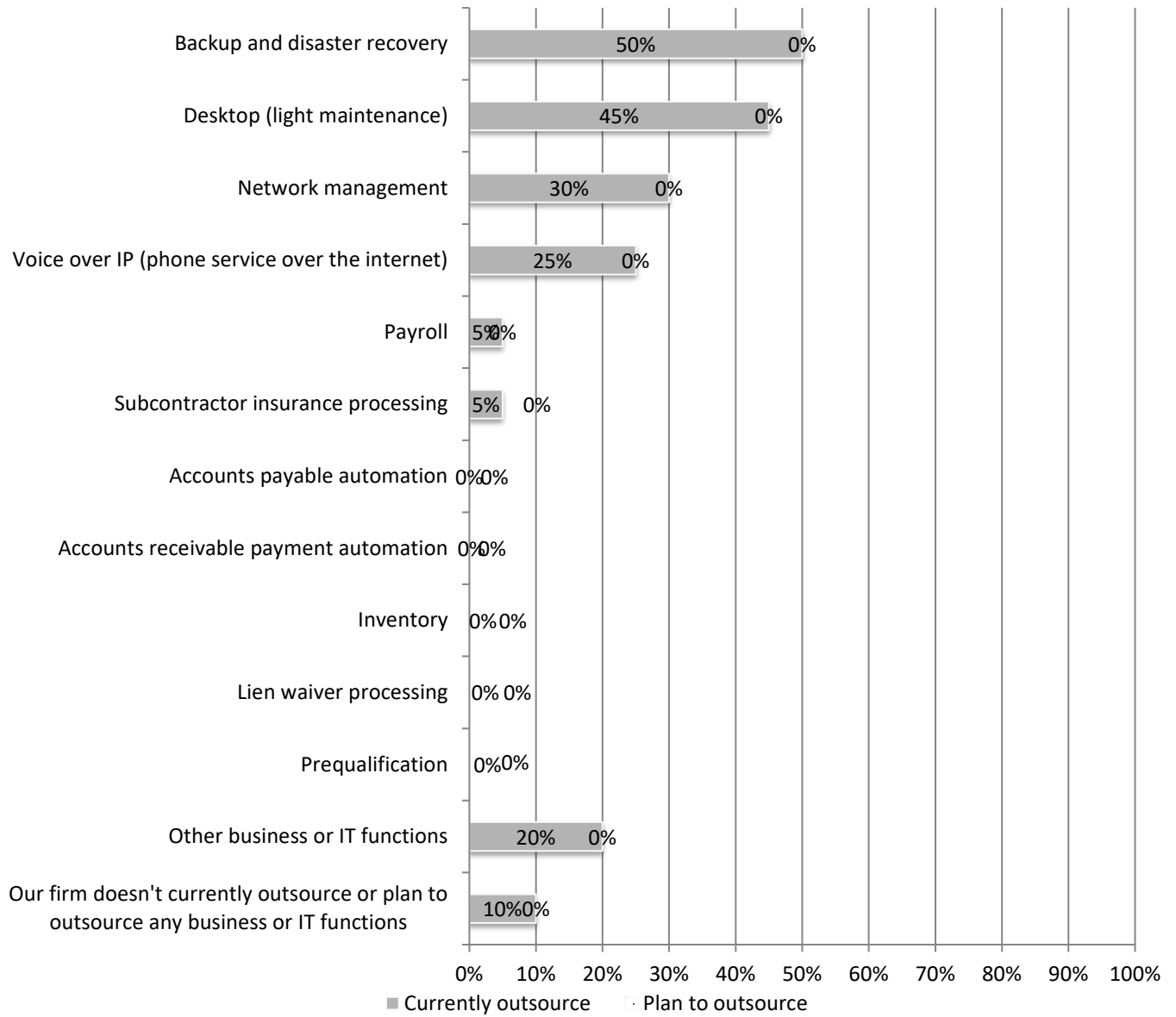
**13. What is your firm using BIM for? (mark all that apply)**



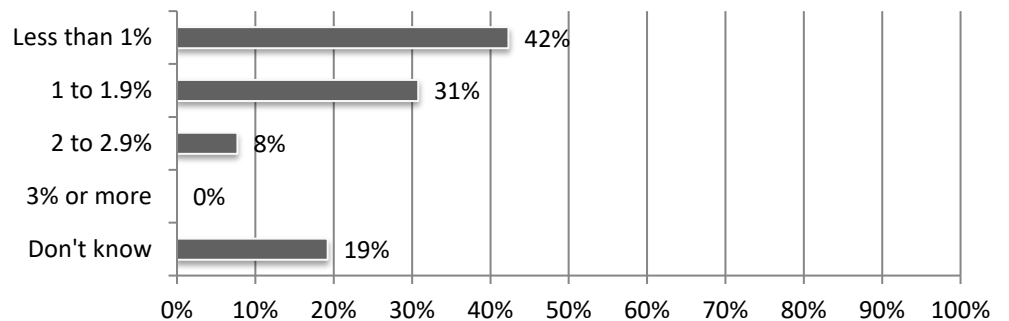
**14. Does your firm use any of the following to collaborate with project partners (mark all that apply)?**



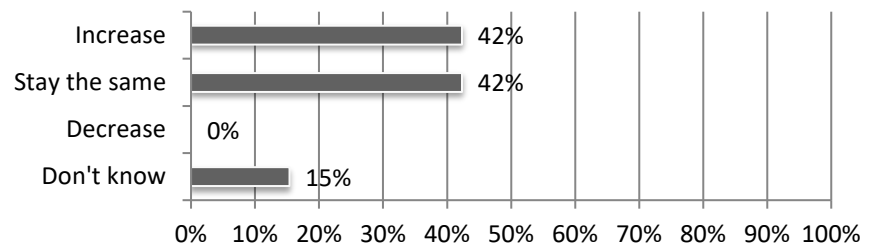
**15. What business or IT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)**



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



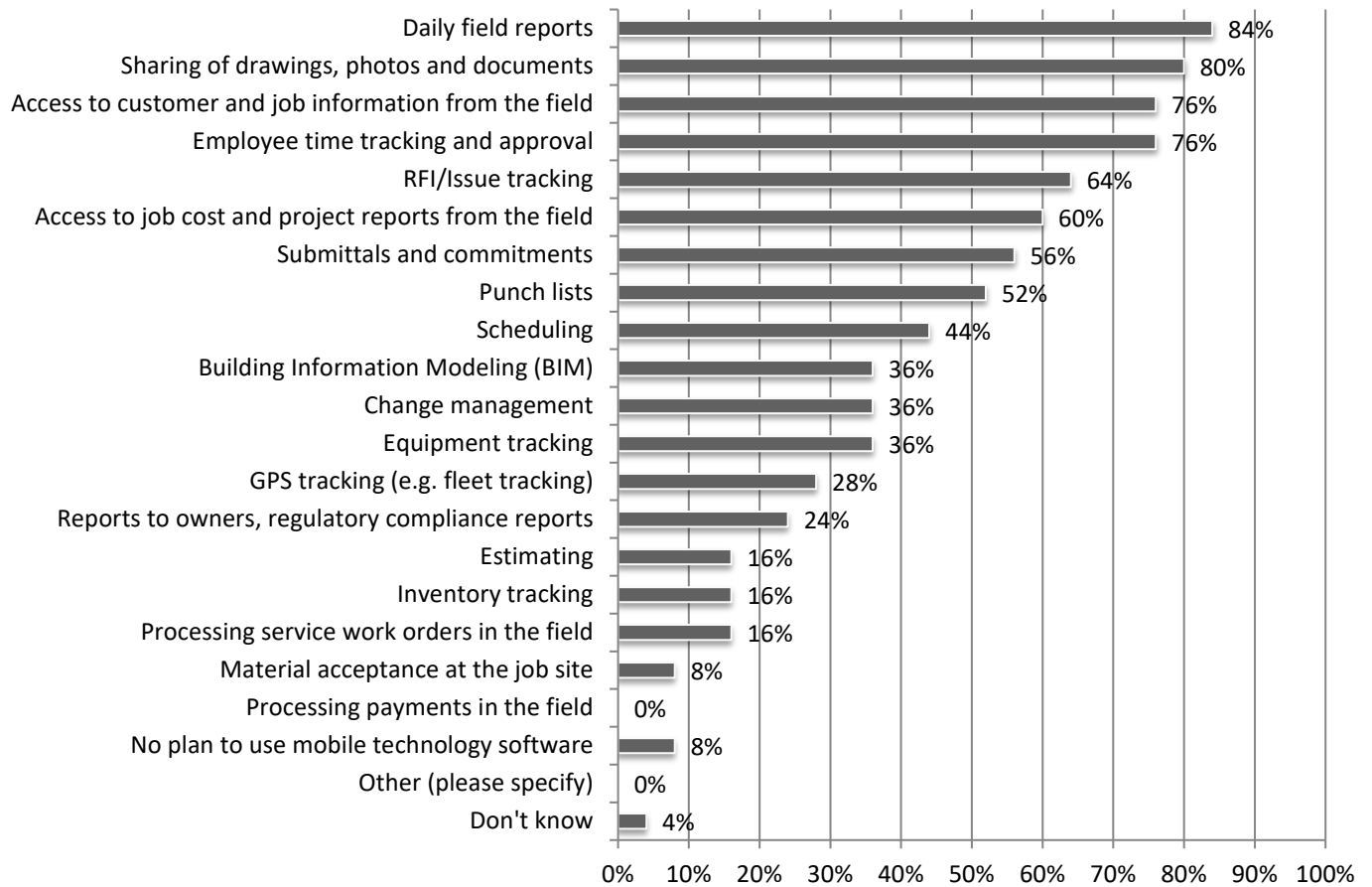
**17. Compared to 2019, how will your firm's 2020 investment in IT change?**



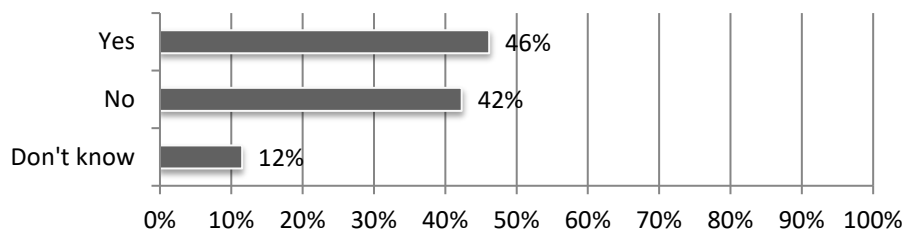
**18. Compared to 2019, how will your firm's 2020 investment in the following technologies change? (mark all that apply)**

Technologies	Increase	Stay the same	Decrease	Don't know
Building Information Modeling (BIM)	33%	61%	0%	6%
Document management software	30%	60%	0%	10%
Project collaboration software	30%	65%	0%	5%
Project management software	30%	60%	0%	10%
Estimating software	29%	67%	0%	5%
Subcontractor bid management/ITB software	20%	70%	0%	10%
Accounting software	17%	78%	0%	4%
Tool/asset management/tracking	16%	68%	5%	11%
Human resources (HR) software	15%	75%	5%	5%
Service management software	12%	76%	0%	12%
Client relationship management (CRM) software	11%	79%	0%	11%
Scheduling software	11%	84%	0%	5%
Payroll software	10%	86%	0%	5%
Prequalification software	6%	88%	0%	6%
Fleet tracking/management software	6%	83%	0%	11%
Other	0%	50%	25%	25%

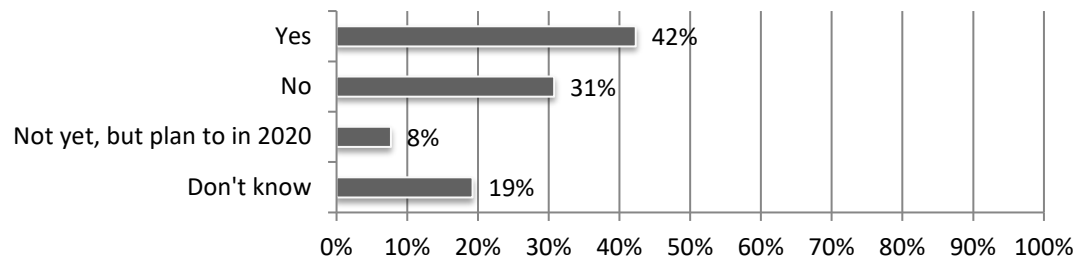
**19. How does your company plan to use mobile software technology? (mark all that apply)**



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

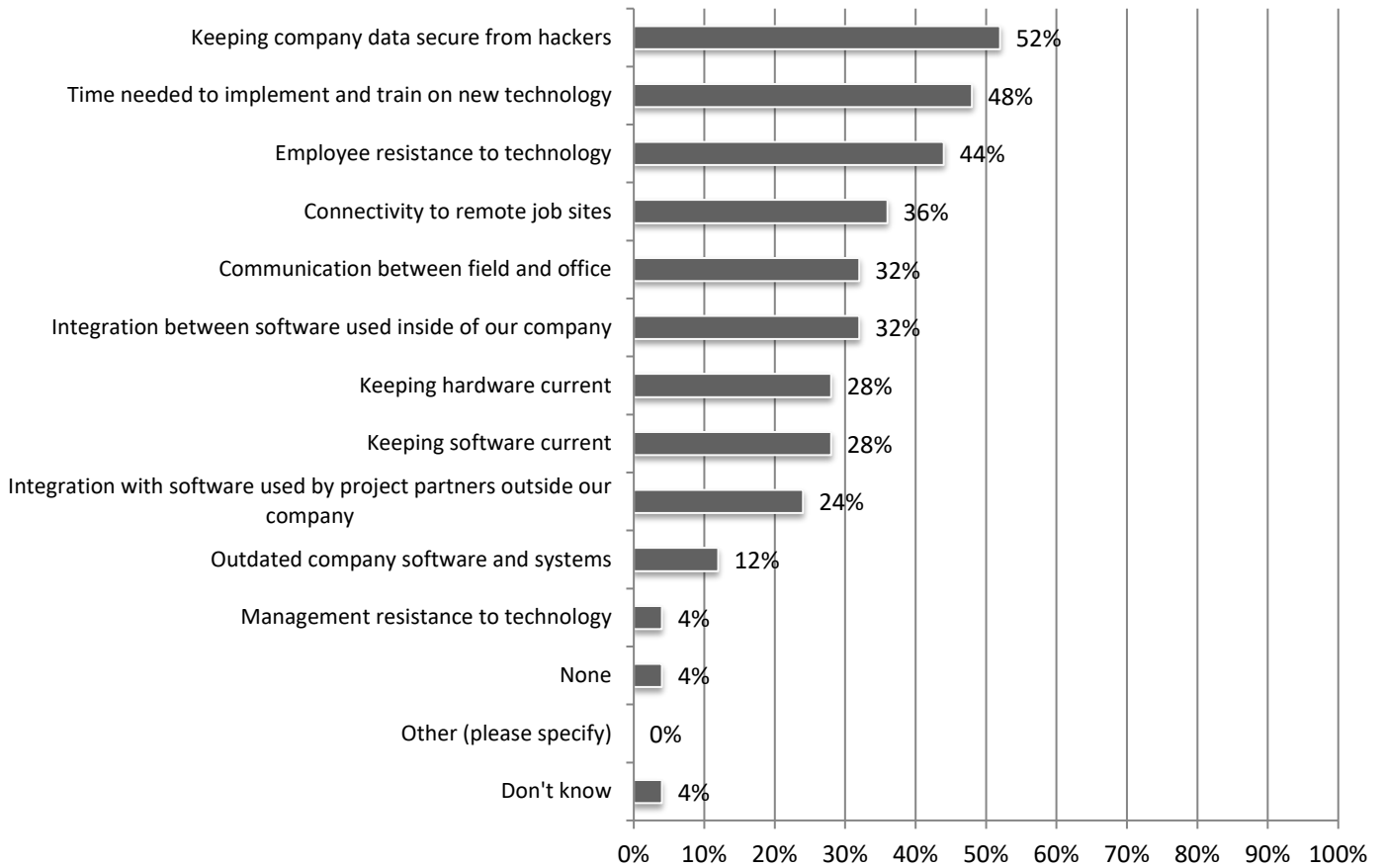


**21. Does your firm currently have a formal IT plan to support your business objectives?**

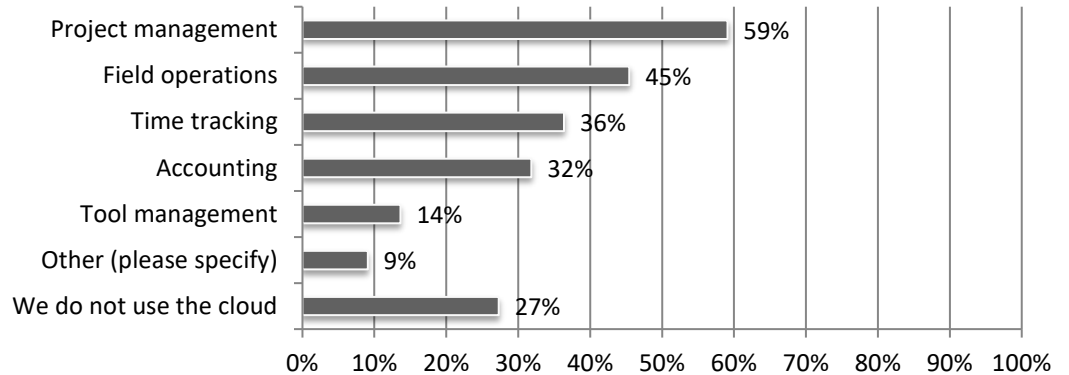




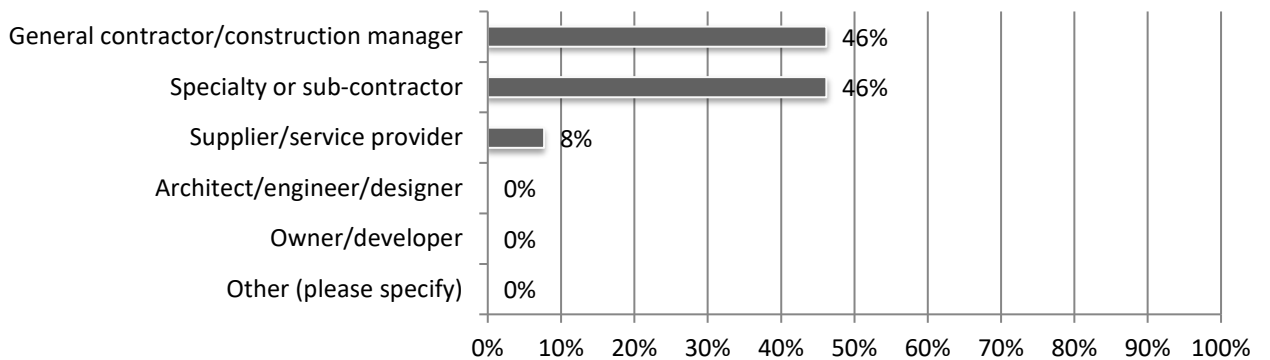
**22. What are your biggest IT challenges? (mark all that apply)**



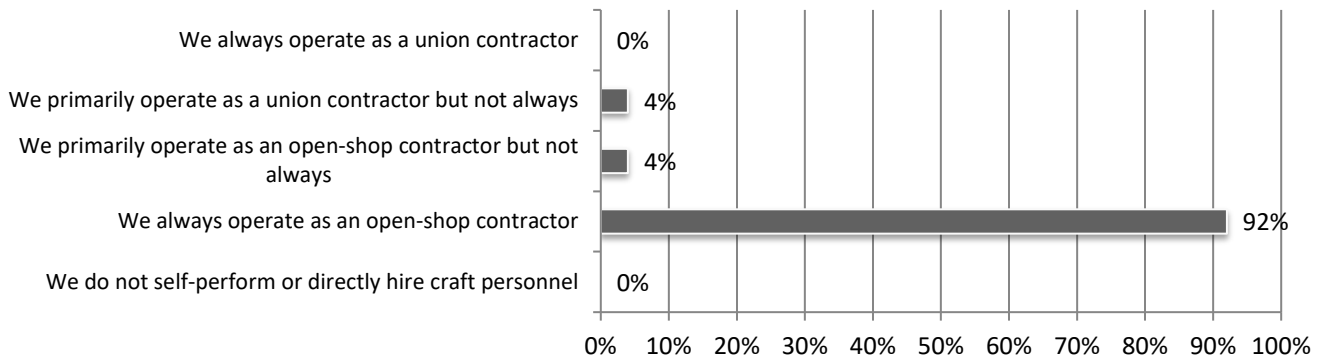
**23. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?**



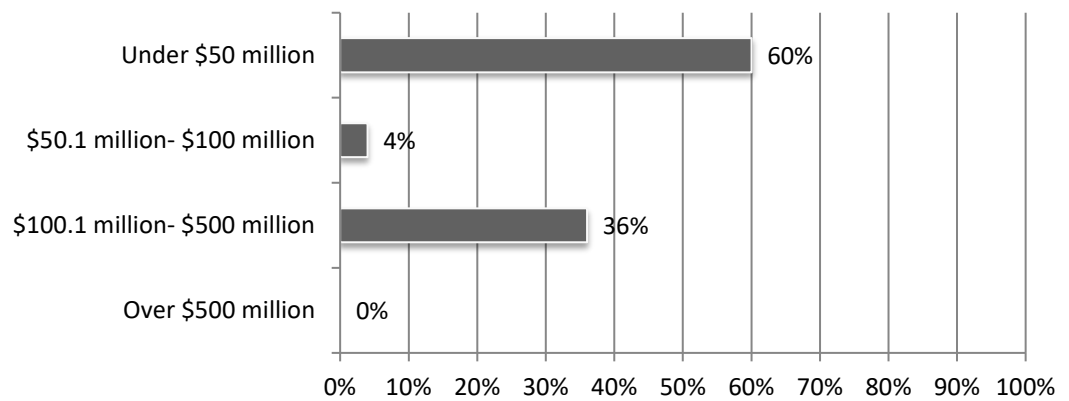
**24. What best describes your firm?**



**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?**

