



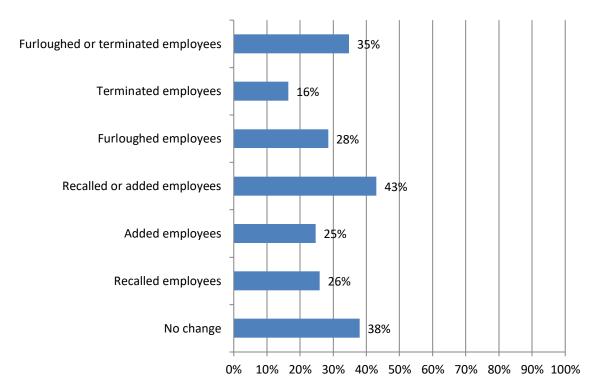


#### **2020 Workforce Survey Results**

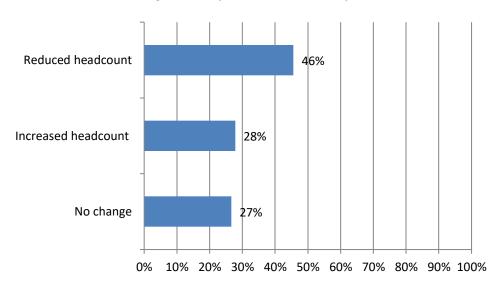
#### **Northeast Results**

Total responses: 159, but number varies by question.

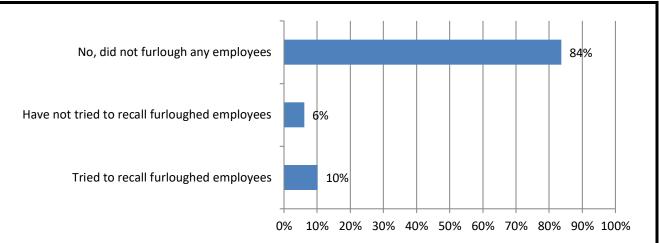
1. How has your firm's headcount changed as a result of the pandemic? (Mark all that apply) Responses: 158



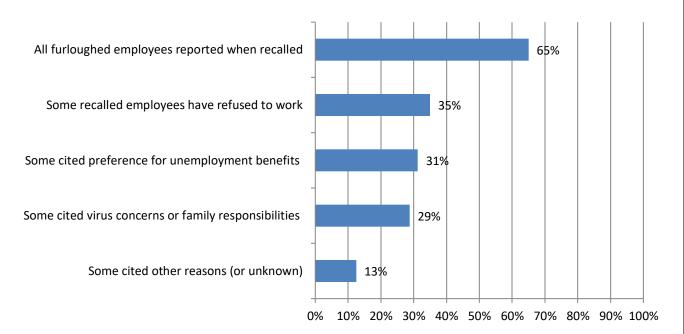
2. By what percentage has your firm's headcount changed in the past 12 months? Responses: 158



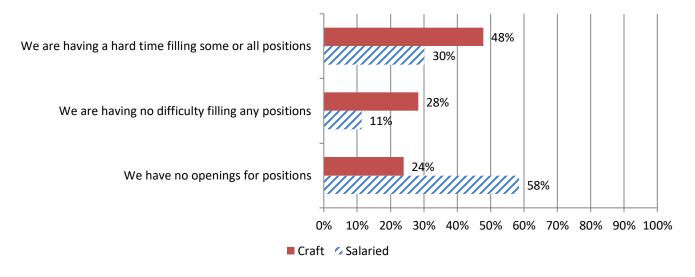
3. Did you furlough employees and then recall any? (Mark all that apply) Responses: 159



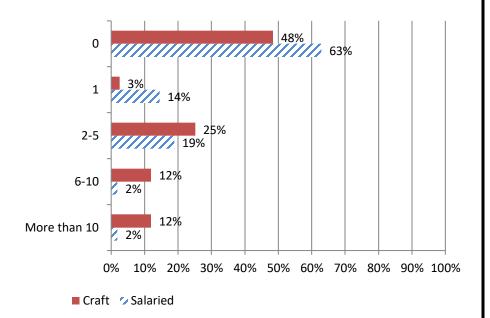
#### 4. Among firms that tried to recall employees; Response: 80



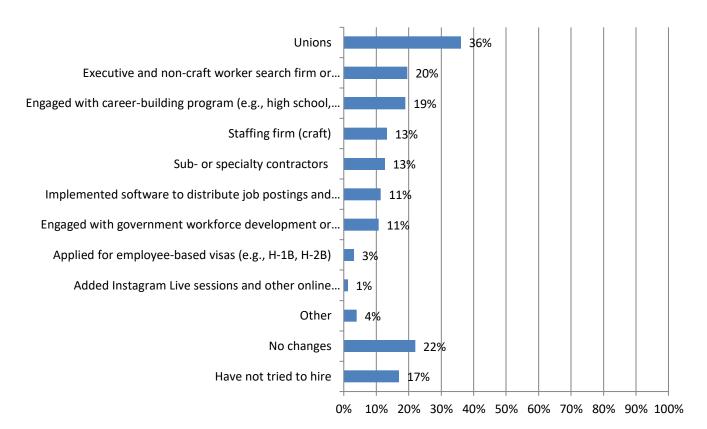
#### 4. How would you describe your current situation in filling hourly craft or salaried positions? Responses: 159 Salaried; 159 Craft



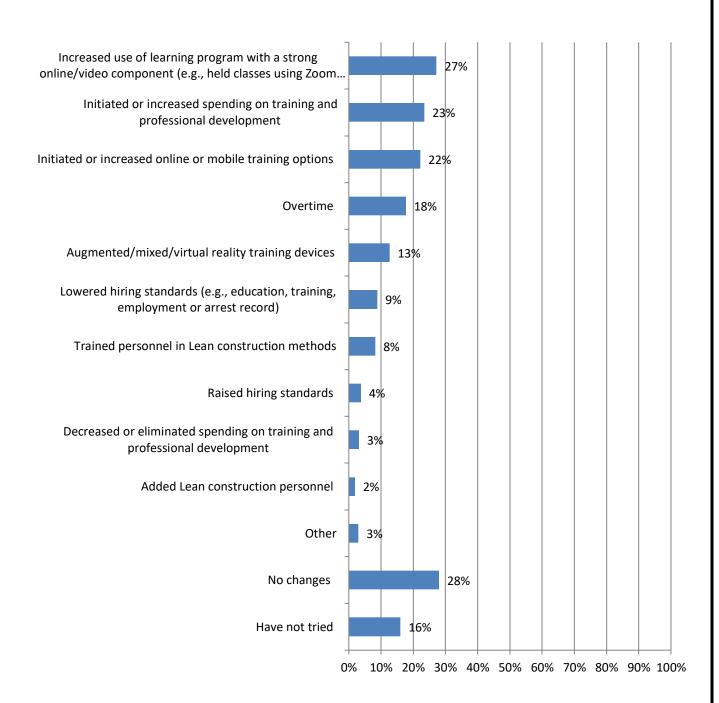
### 5. How many unfilled hourly craft or salaried positions did you have on June 30, 2020? Responses: 159 Salaried; 159 Craft



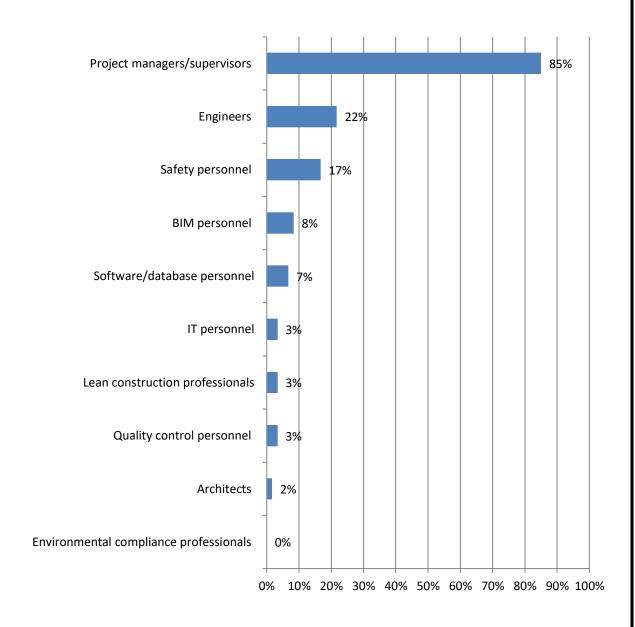
### 6. Has your firm added or increased use of the following to provide workers in the last 6 months? (Mark all that apply) Responses: 158



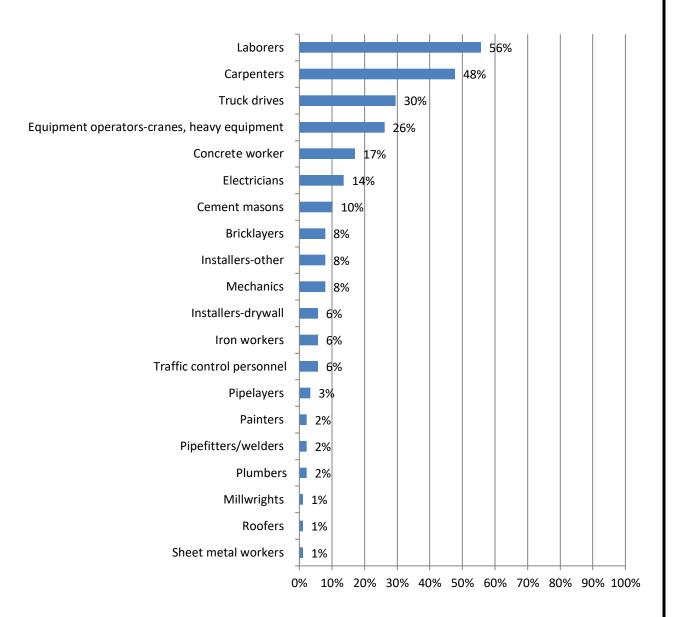
### 7. Has your firm made changes in hiring, training or scheduling in the last 6 months? (Mark all that apply) Responses: 158



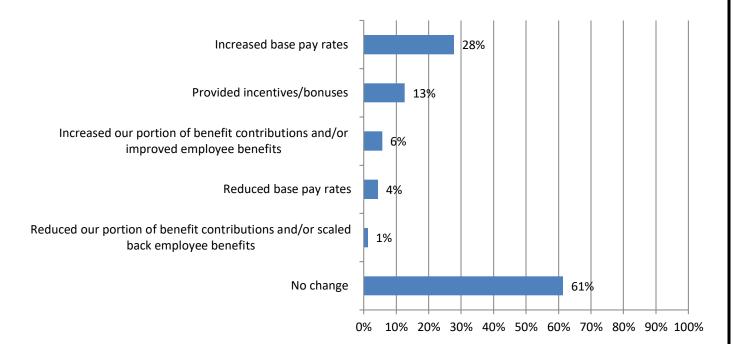
## 8. If your firm is having trouble filling <u>salaried</u> positions, please indicate all the position types you are having trouble filling (Mark all that apply): 60



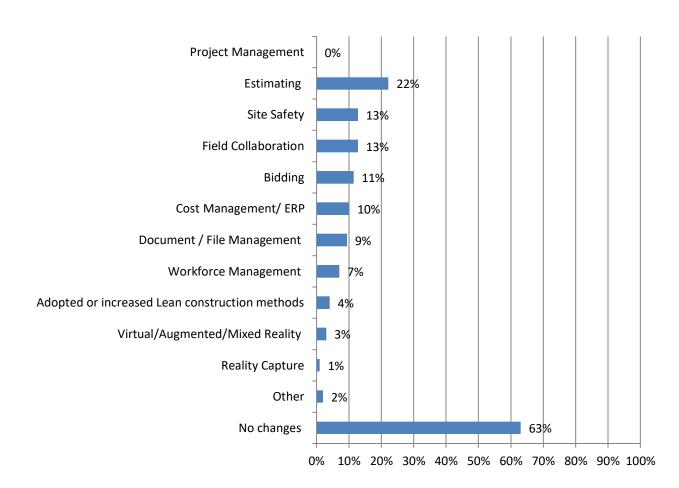
### 9. If your firm is having trouble filling <u>hourly craft</u> positions, please indicate all the position types you are having trouble filling (Mark all that apply). Responses: 88



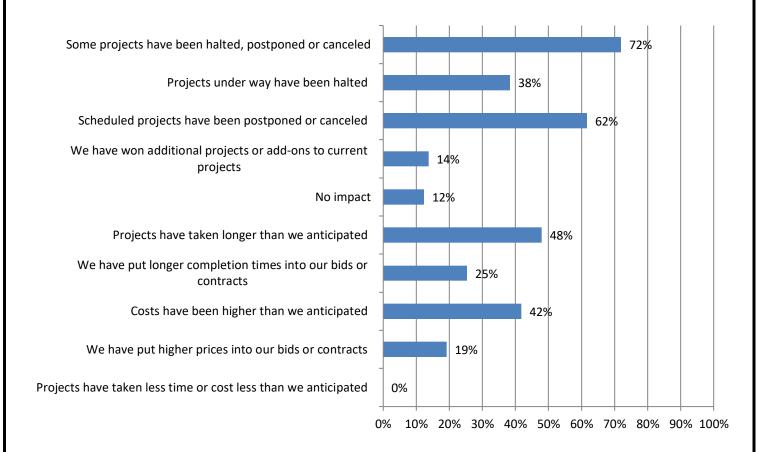
### 10. Has your firm adjusted pay and/or benefits for <u>hourly craft</u> or <u>salaried</u> personnel in the last 6 months? (Mark all that apply) Responses: 158



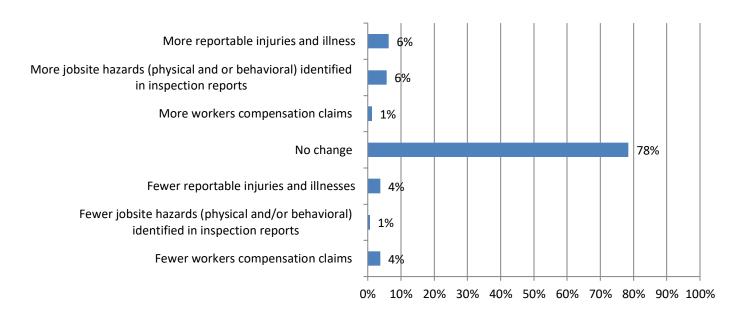
### 11. What technologies (hardware or software) have you employed recently to help alleviate any labor shortages your firm has experienced? (Mark all that apply) Responses: 152



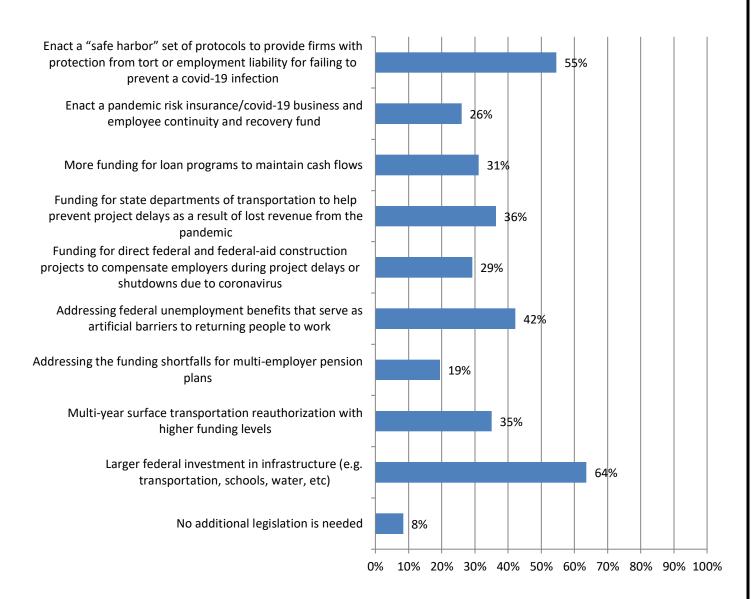
#### 12. What impact, if any, has the pandemic had on your firm's projects? (Mark all that apply) Responses: 146



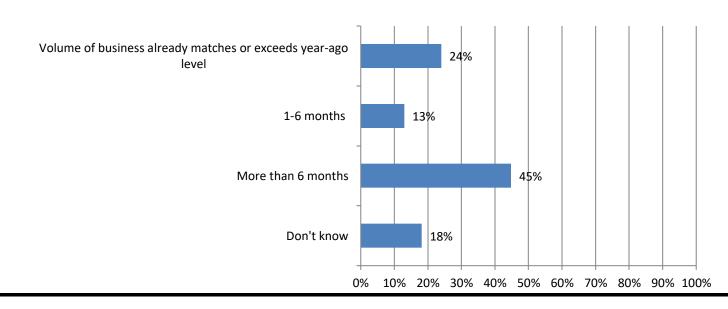
#### 13. What impact, if any, has the pandemic had on your firm's safety and health program or performance? Responses: 158



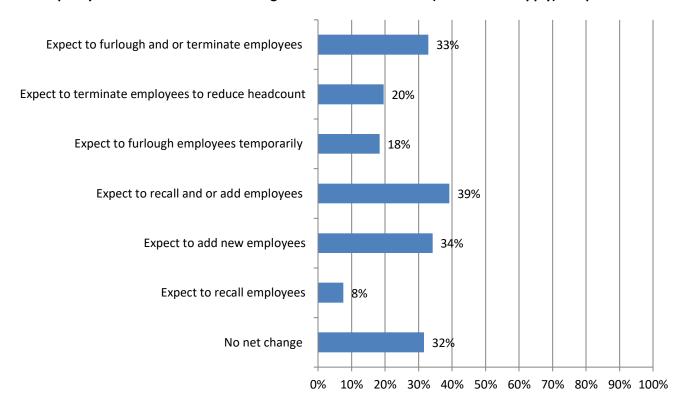
#### 14. If Congress takes further action to address the economic fallout from the coronavirus, which of these measures would be helpful to your business? (Mark all that apply) Responses: 154



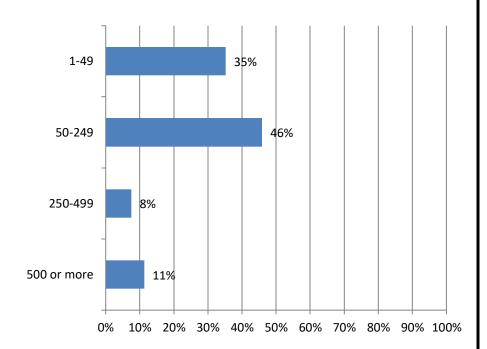
#### 15. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 154



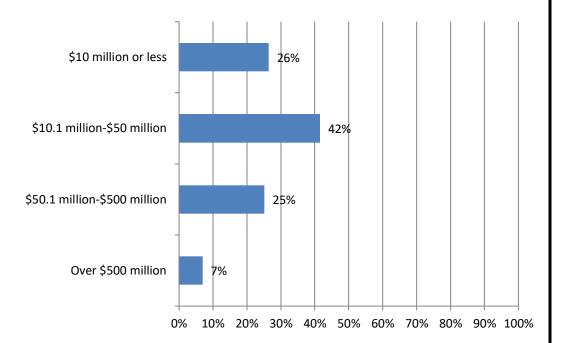
#### 16. How do expect your firm's headcount to change in the next 12 months? (Mark all that apply). Responses: 158



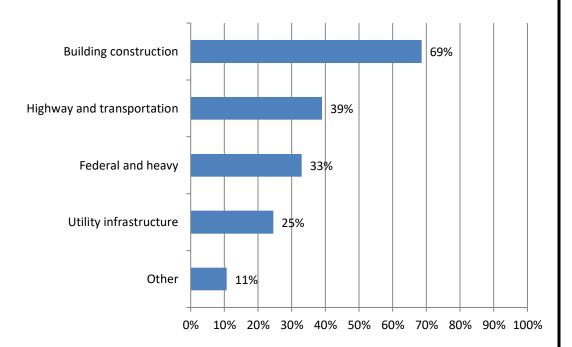
#### 17. How many total employees did your firm employ at all of its locations as of June 30, 2020? Responses: 159



#### 18. Estimate the total dollar amount of work your firm performed during the past 12 months. Responses: 159.



### 19. Please indicate which of the following types of construction projects your firm performs (Mark all that apply) Responses: 159



# 20. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor? Responses: 154. 49% We always operate as a union contractor We primarily operate as a union contractor but not always 9% We primarily operate as an open-shop contractor but not 7% always We always operate as an open-shop contractor 30% We do not self-perform or directly hire craft personnel 5% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100% 0%