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2022 Construction Outlook \$50.1 Million to \$500 Million Survey Results

Total Responses: 284. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

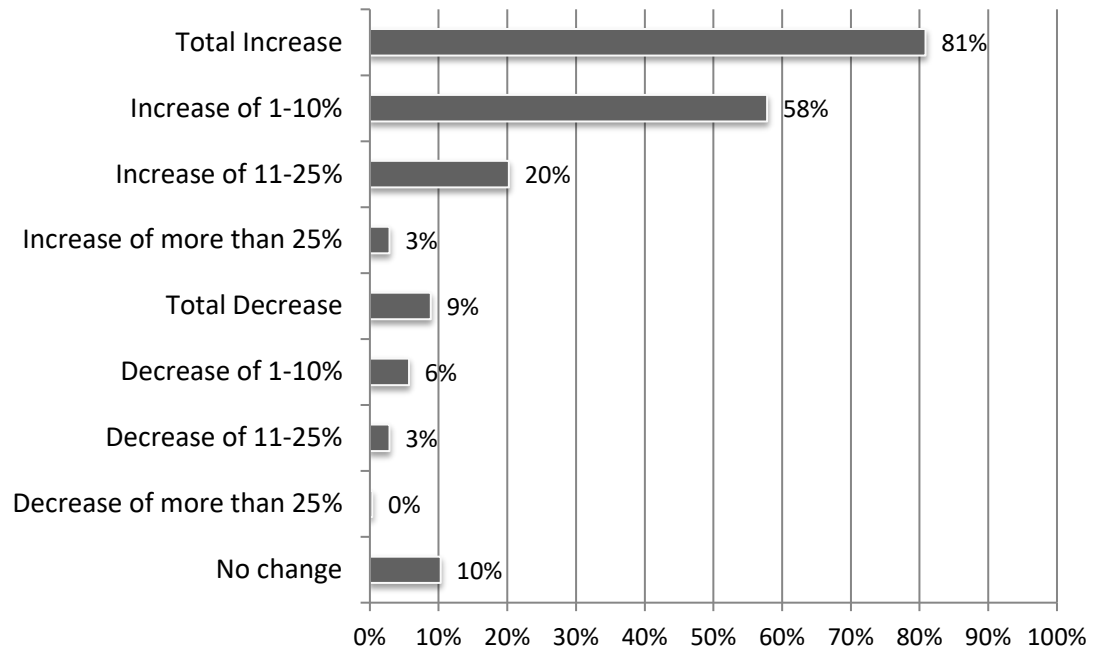
- Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 281

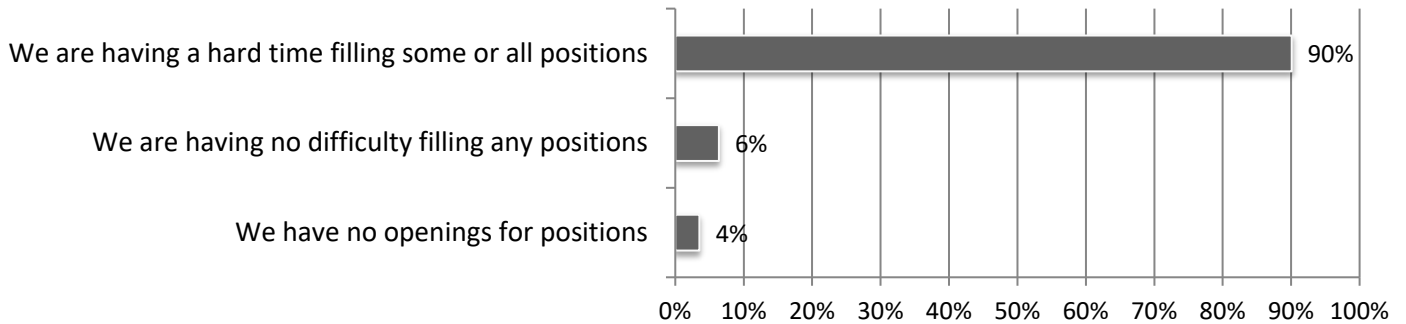
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	66%	5%	29%	62%	57%
Transportation	61%	5%	34%	56%	51%
Water/Sewer	61%	5%	34%	56%	50%
Warehouse	59%	6%	35%	53%	41%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	51%	9%	41%	42%	41%
Hospital	50%	12%	38%	38%	38%
Multifamily Residential	49%	14%	37%	34%	32%
Federal (e.g., VA, GSA, USACE, NAVFAC)	42%	14%	43%	28%	37%
Data Center	42%	9%	50%	33%	31%
Manufacturing	42%	14%	44%	27%	27%
Power	39%	12%	49%	27%	35%
Public Building	34%	17%	50%	17%	20%
Higher Education	33%	22%	44%	11%	16%
K-12 School	30%	21%	49%	9%	19%
Lodging	28%	22%	50%	6%	6%
Retail	24%	35%	41%	-12%	-8%
Private Office	22%	36%	42%	-14%	-8%

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

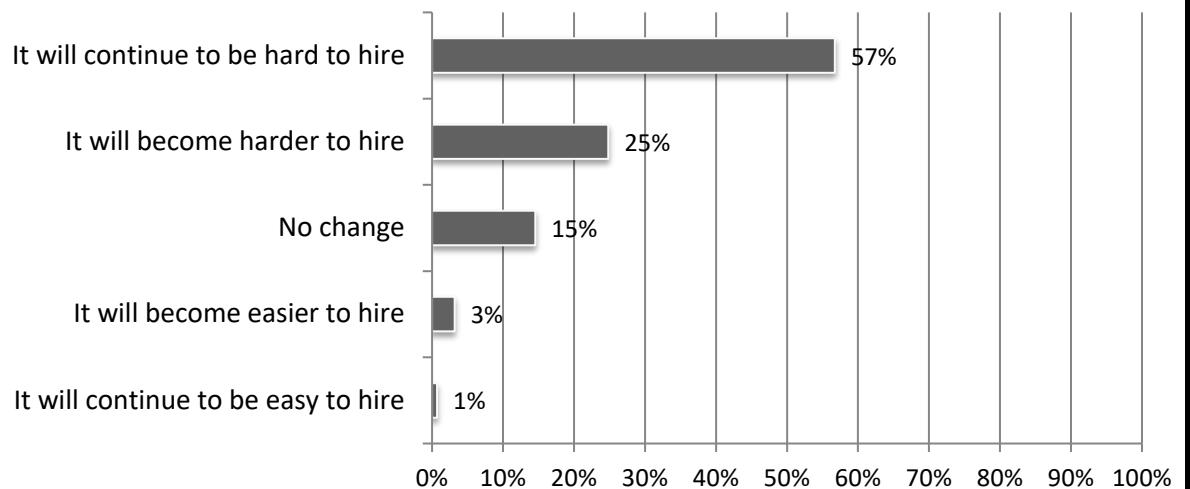
2. What percent change do you expect in your headcount in 2022? Responses: 282



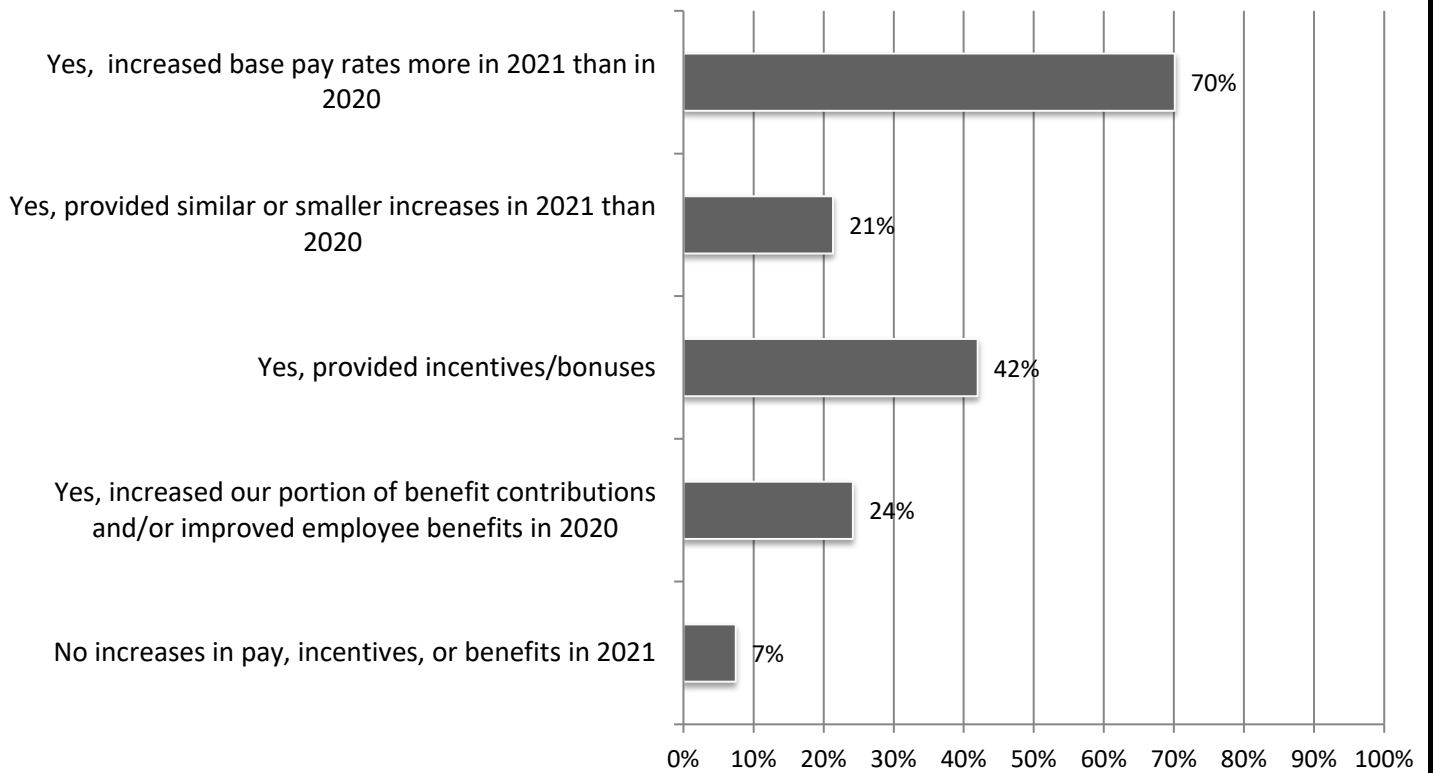
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 282



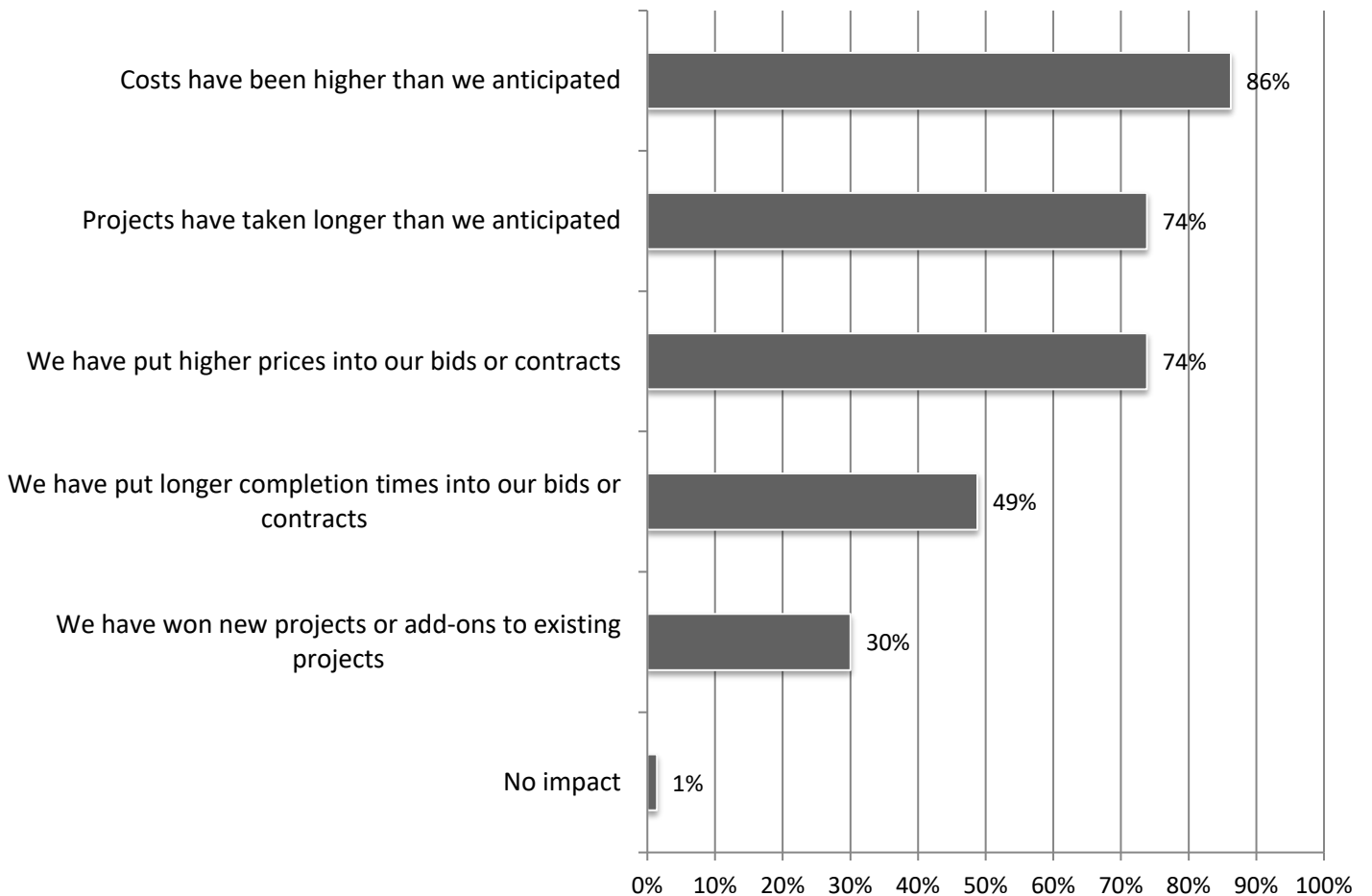
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 282



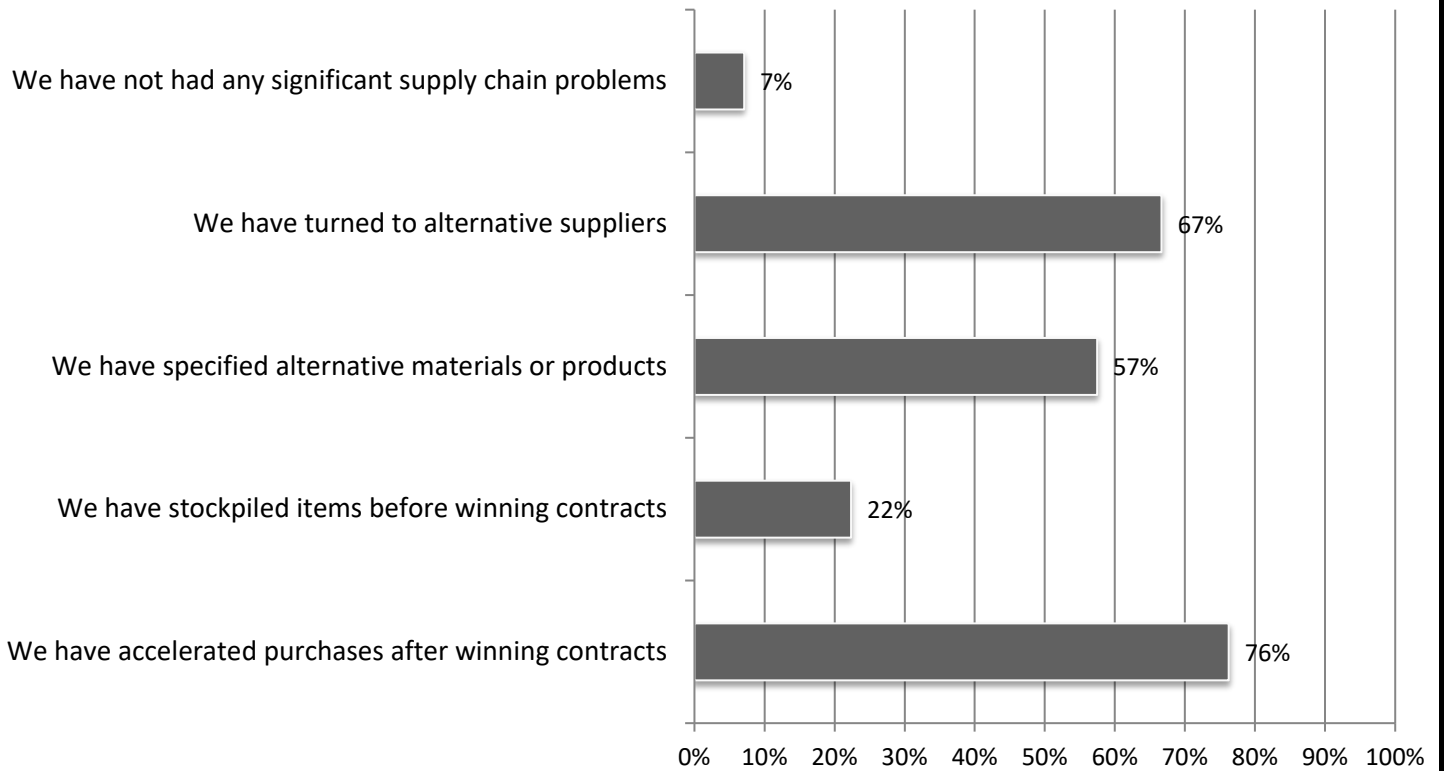
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 281



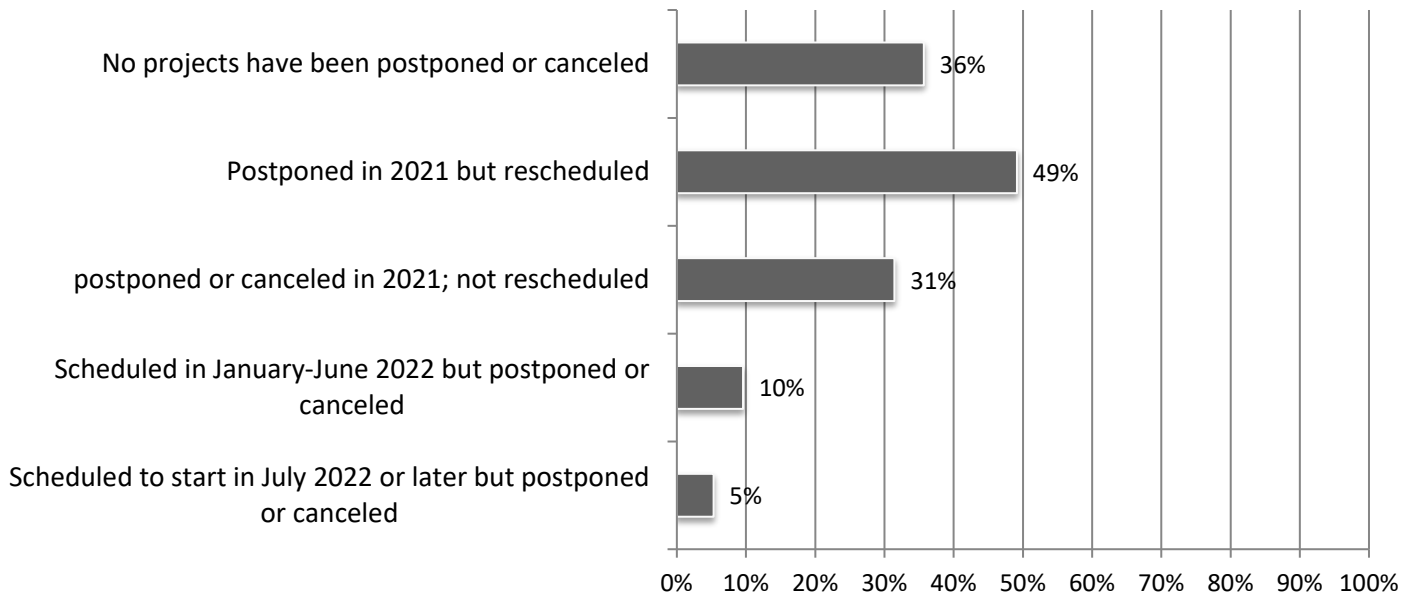
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 283



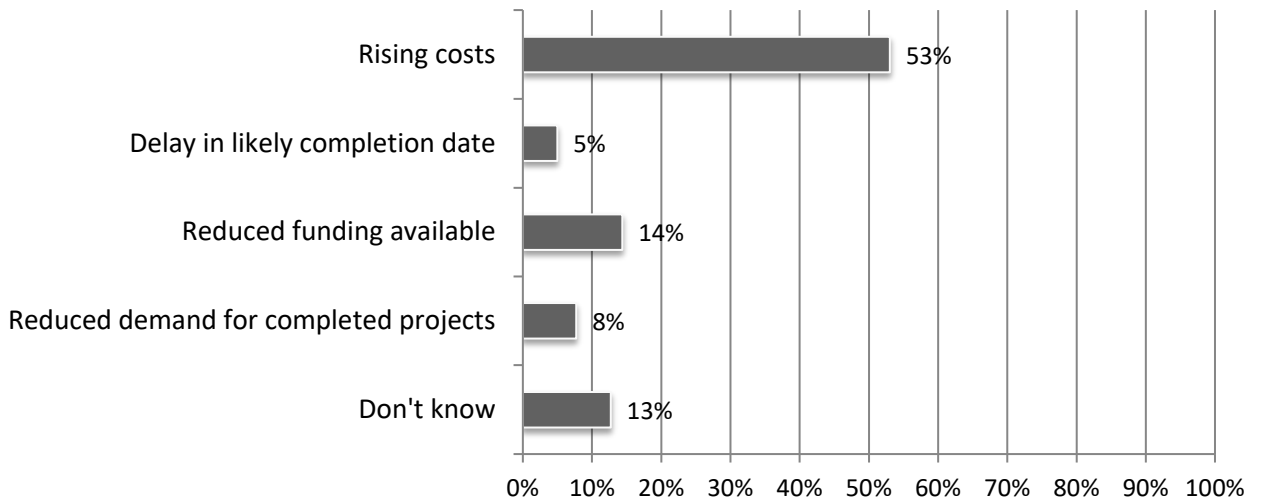
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 282



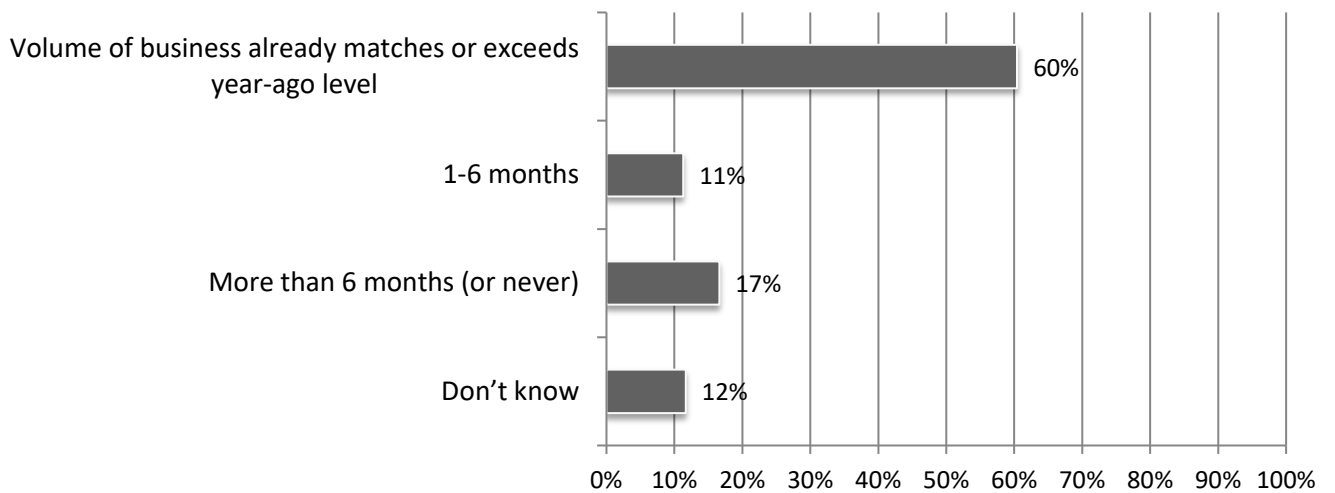
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 283



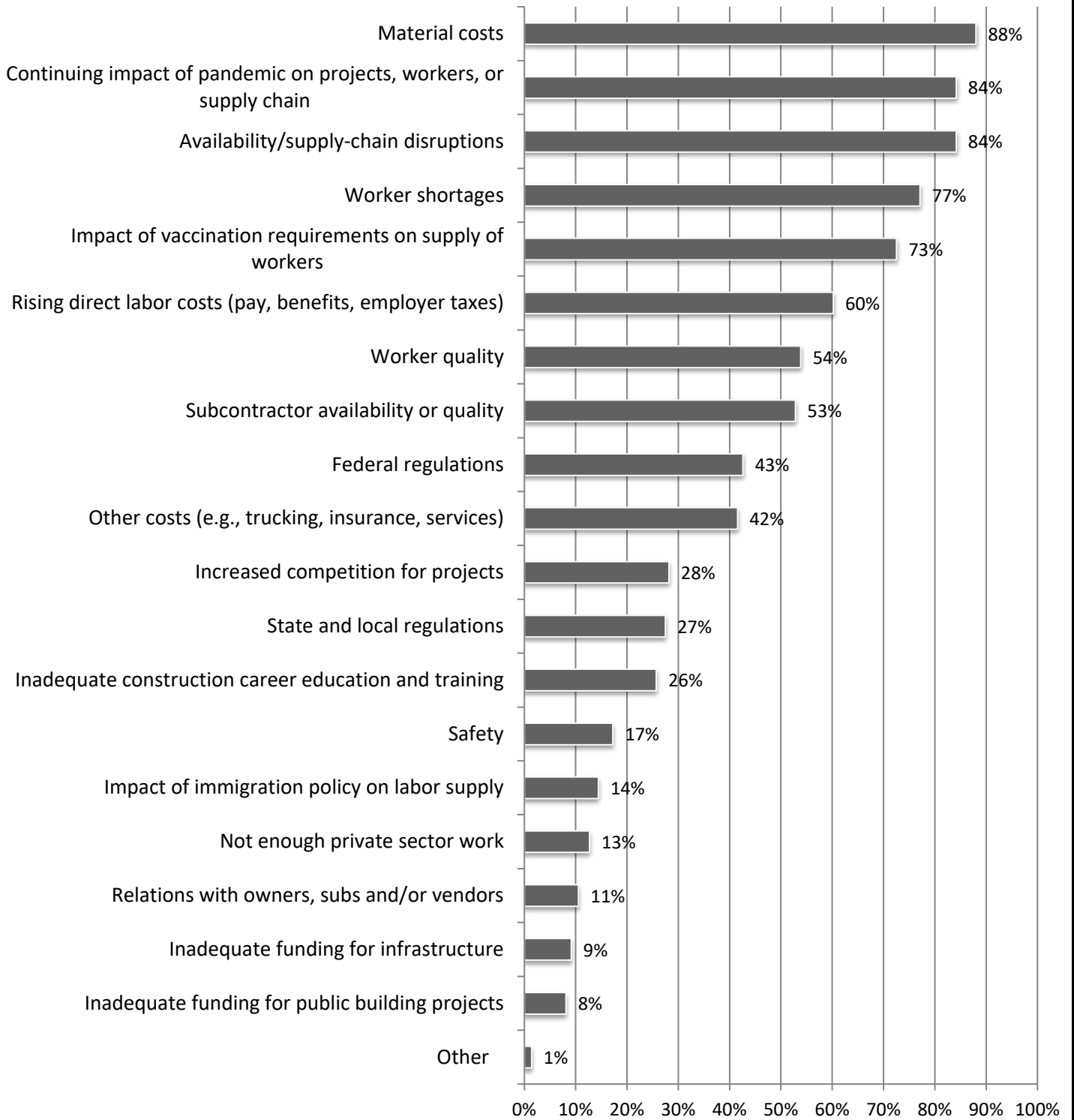
9. If projects were postponed or canceled, what was the main reason? Responses: 181



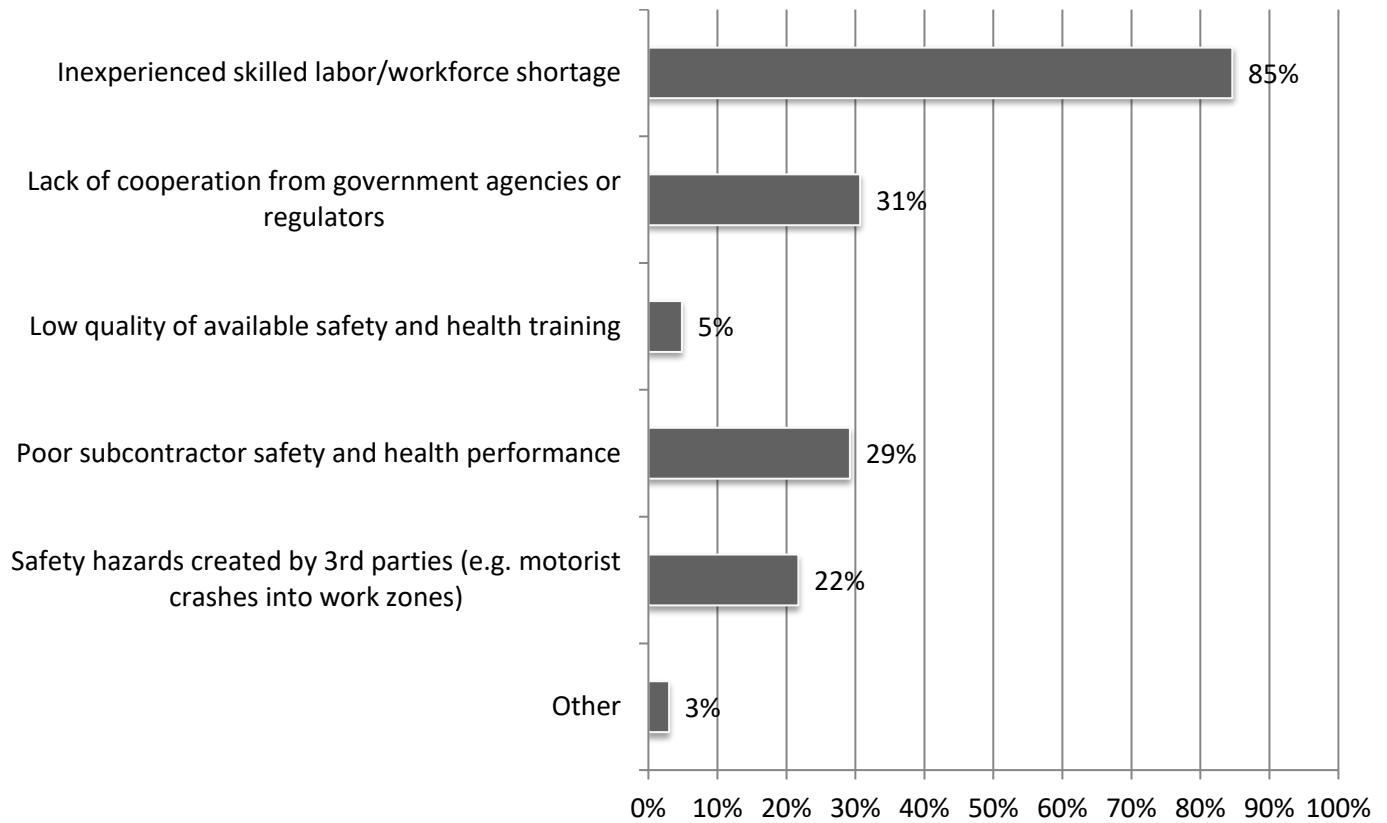
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 283



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 284



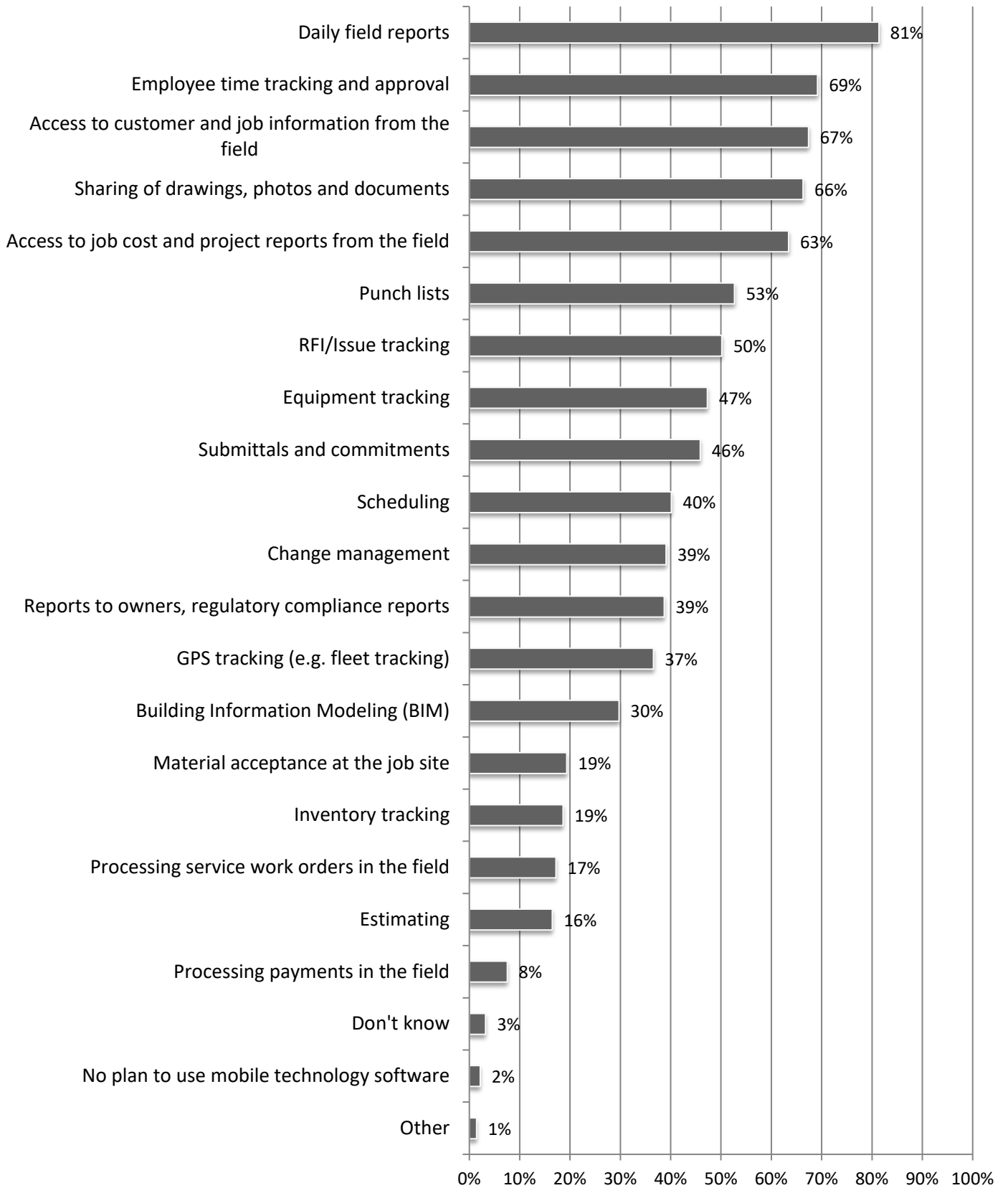
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 267



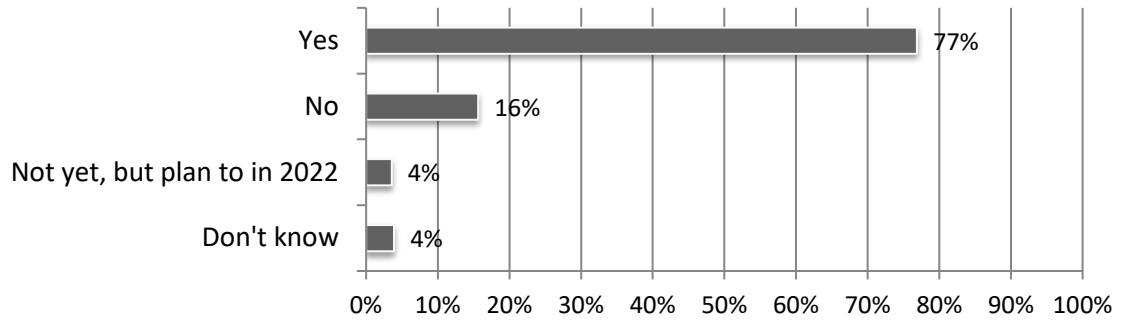
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 281

	Increase	Decrease	No change
Project management software	35%	2%	63%
Document management software	35%	0.4%	64%
Human resources (HR) software	32%	1%	67%
Accounting software	30%	1%	68%
Building Information Modeling (BIM)	28%	0%	72%
Estimating software	26%	0.4%	73%
Fleet tracking/management software	26%	1%	73%
Tool/asset management/tracking	23%	2%	75%
Client relationship management (CRM) software	22%	2%	76%
Project collaboration software	22%	2%	77%
Scheduling software	22%	1%	77%
Payroll software	17%	2%	81%
Prequalification software	12%	2%	86%
Subcontractor bid management/ITB software	10%	2%	88%
Service management software	8%	2%	90%

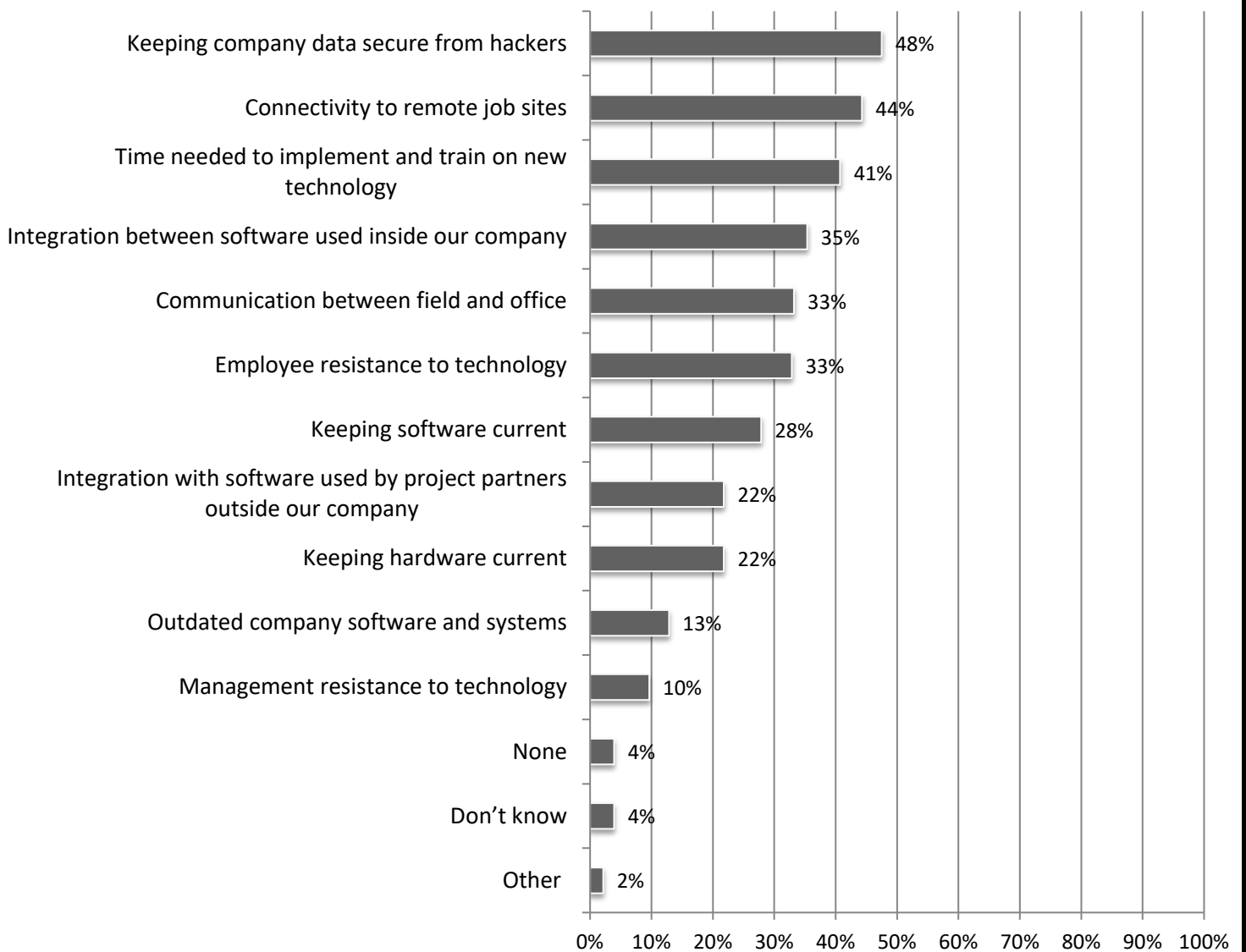
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 279



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 281

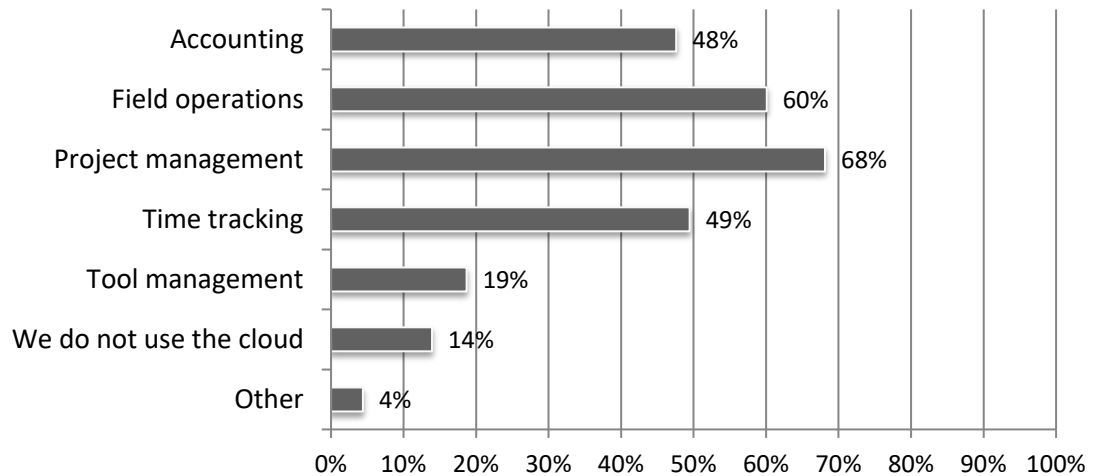


16. What are your biggest IT challenges (mark all that apply)? Responses: 280

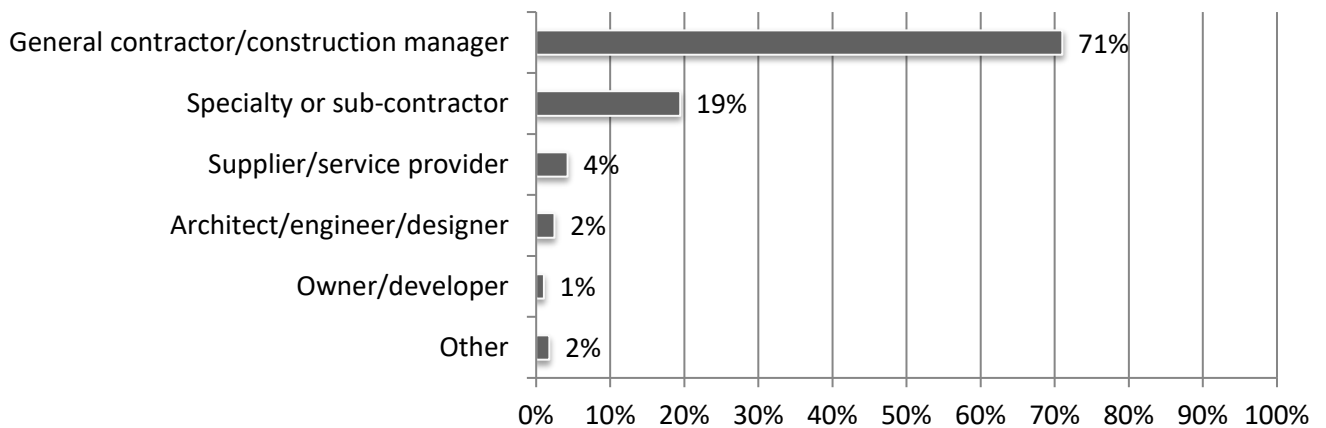


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 273

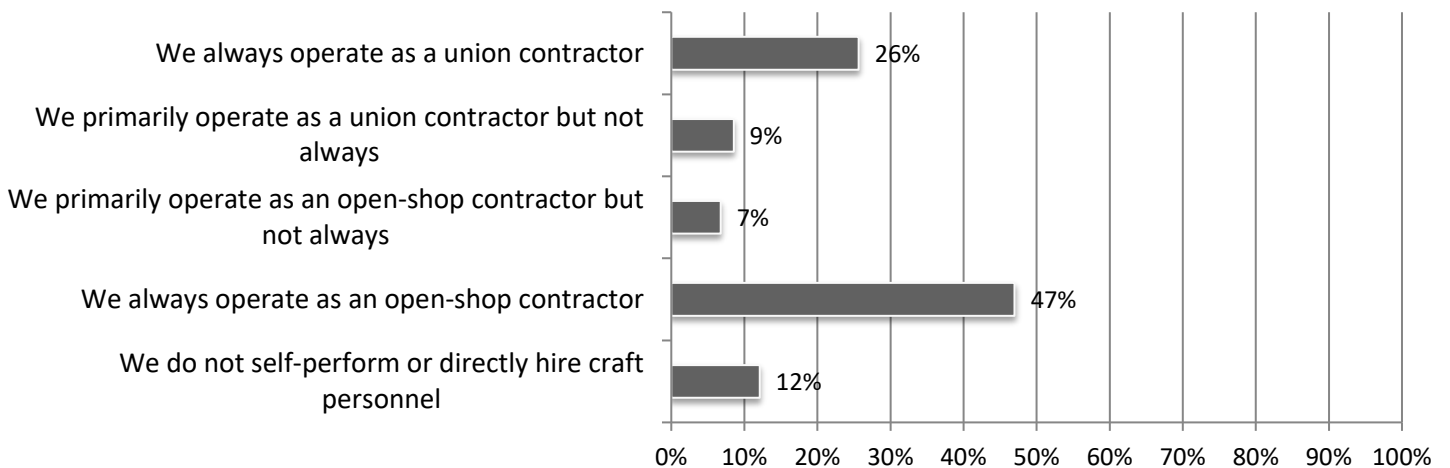


18. What best describes your firm? Responses: 283

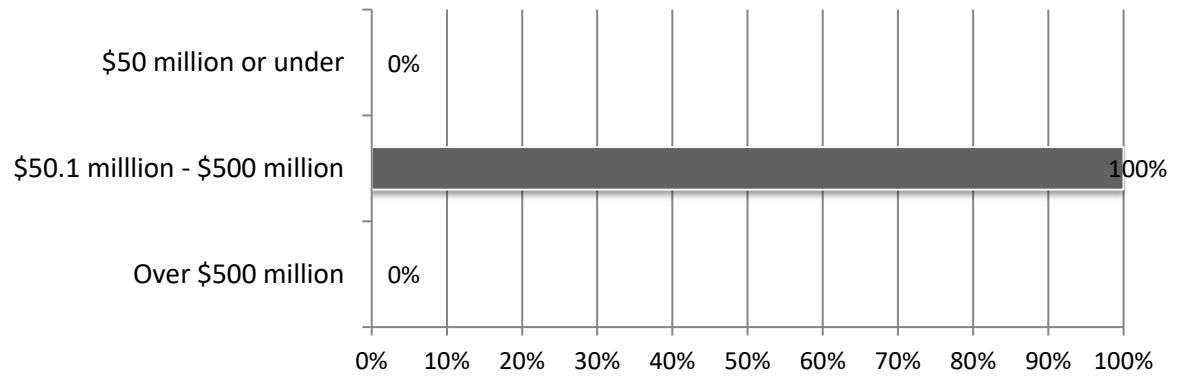


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 281



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 284



21. How many total employees does your firm employ at all of its locations? Responses: 282

