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2022 Construction Outlook California Survey Results

Total Responses: 63. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

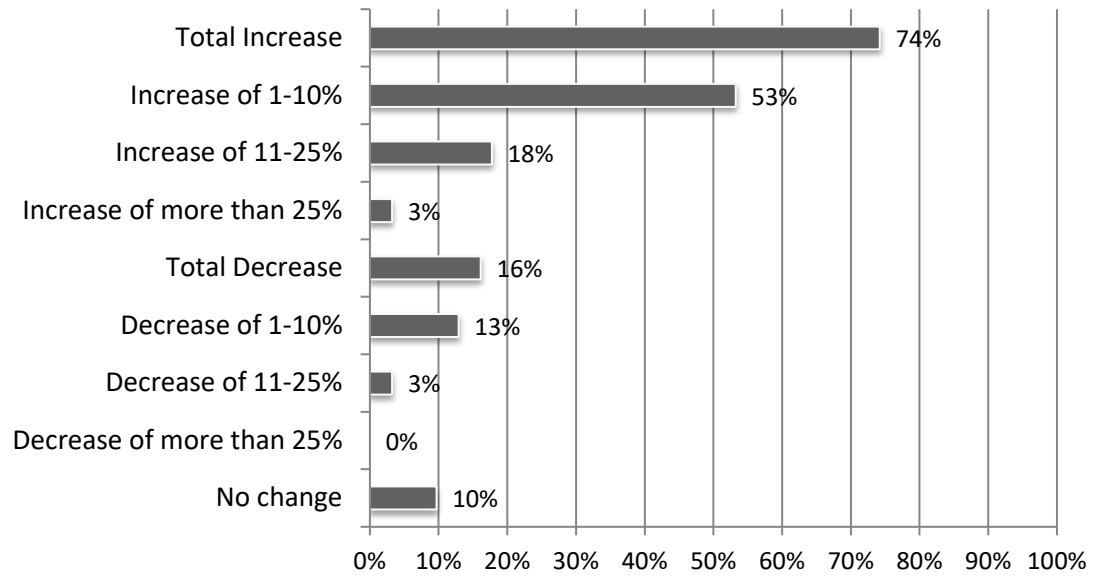
- Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 61

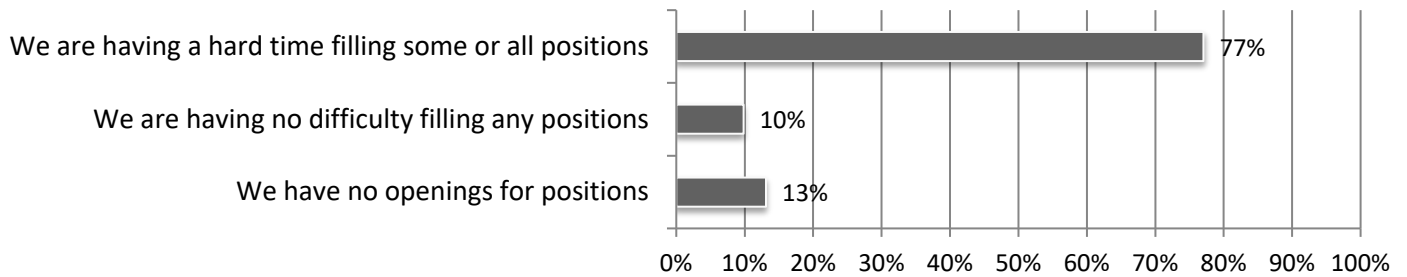
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	64%	7%	29%	57%	57%
Transportation	64%	10%	26%	54%	51%
Warehouse	60%	12%	29%	48%	41%
Power	51%	11%	38%	41%	35%
Multifamily Residential	50%	19%	31%	31%	32%
Water/Sewer	48%	10%	43%	38%	50%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	45%	20%	34%	25%	41%
Federal (e.g., VA, GSA, USACE, NAVFAC)	45%	10%	45%	35%	37%
Data Center	43%	23%	34%	20%	31%
Hospital	40%	19%	40%	21%	38%
Higher Education	36%	15%	49%	21%	16%
Manufacturing	33%	31%	36%	3%	27%
K-12 School	31%	31%	38%	0%	19%
Lodging	28%	35%	38%	-8%	6%
Private Office	24%	50%	26%	-26%	-8%
Public Building	24%	29%	48%	-5%	20%
Retail	23%	45%	33%	-23%	-8%

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

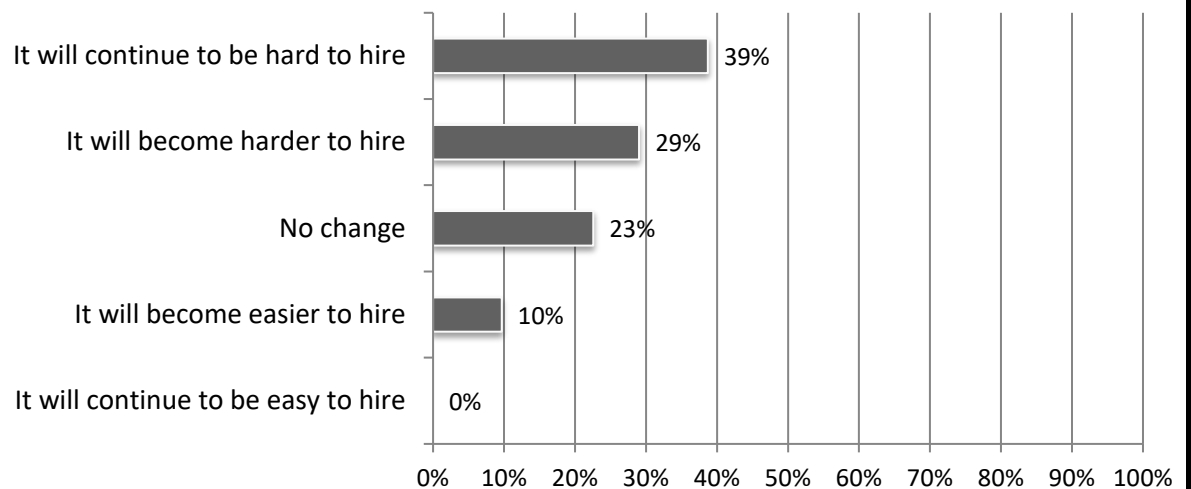
2. What percent change do you expect in your headcount in 2022? Responses: 62



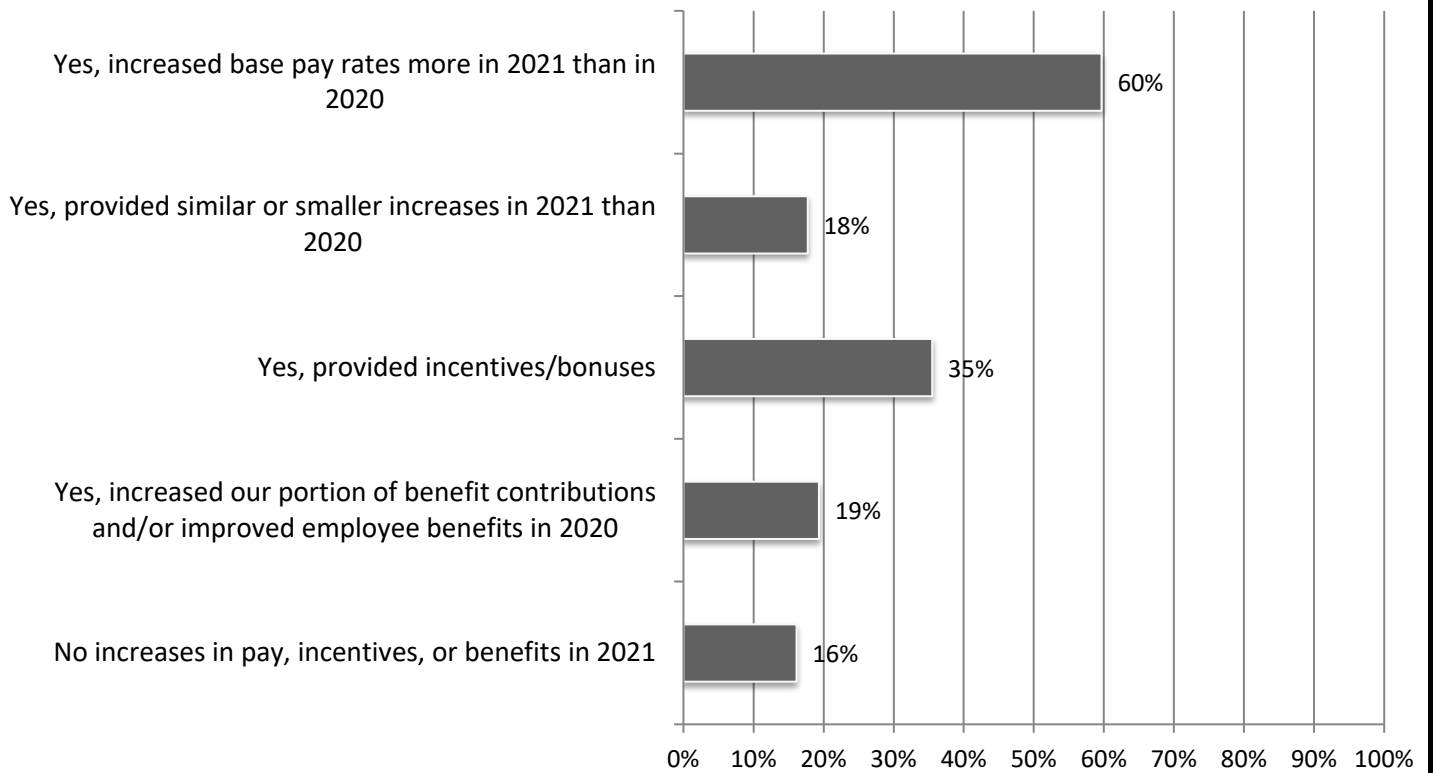
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 61



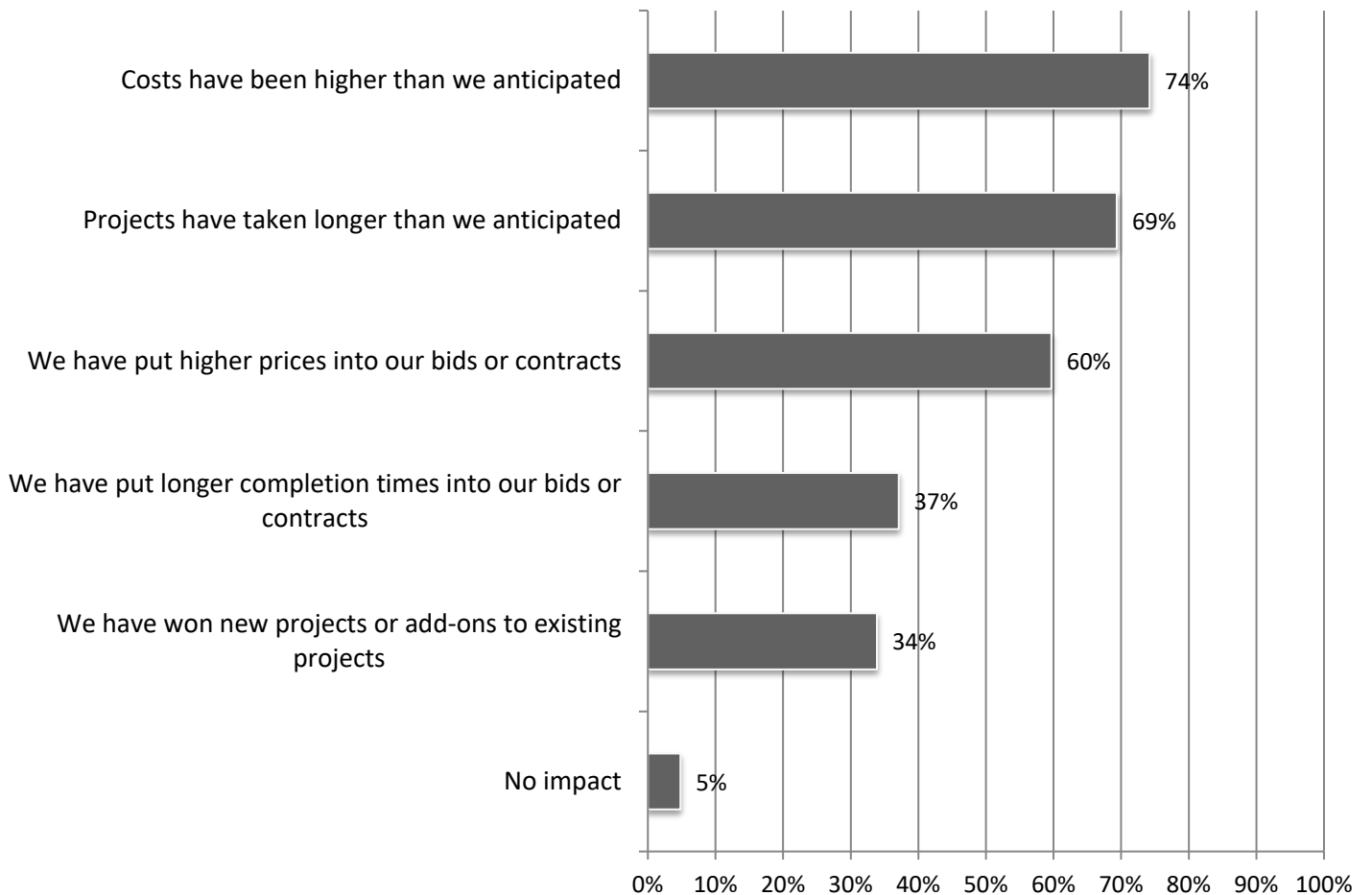
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 62



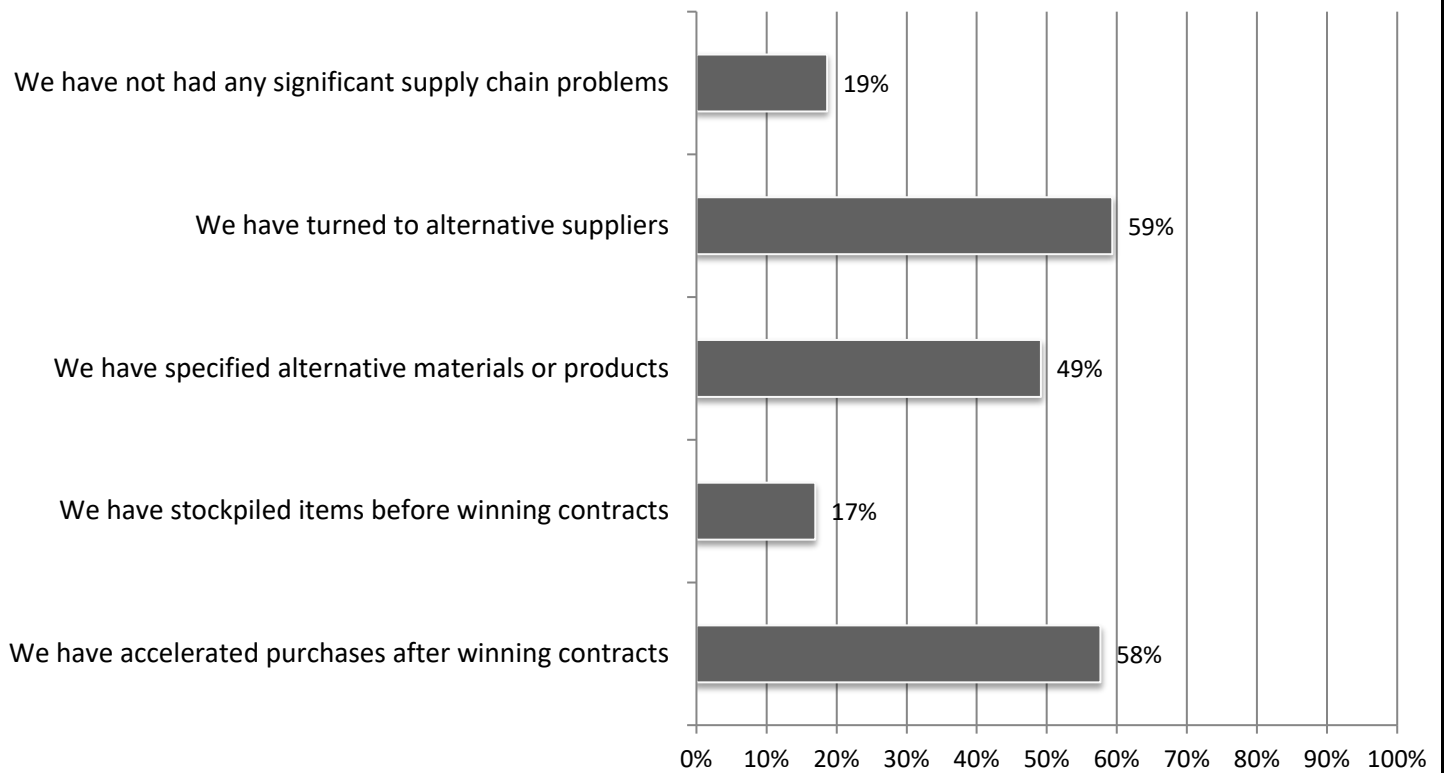
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 62



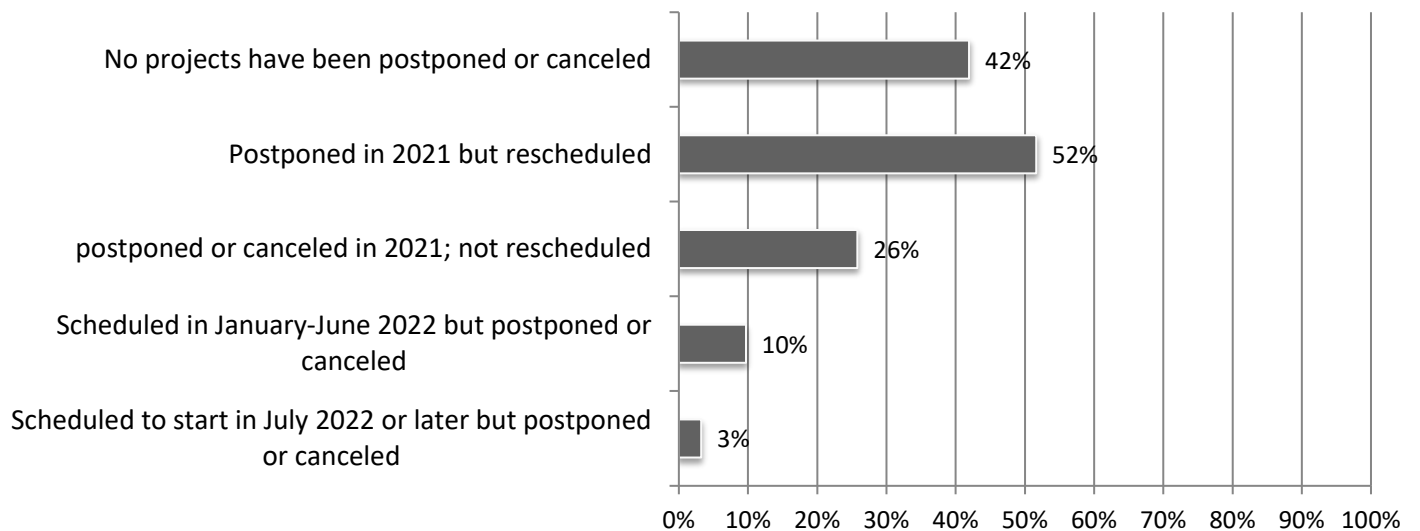
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 62



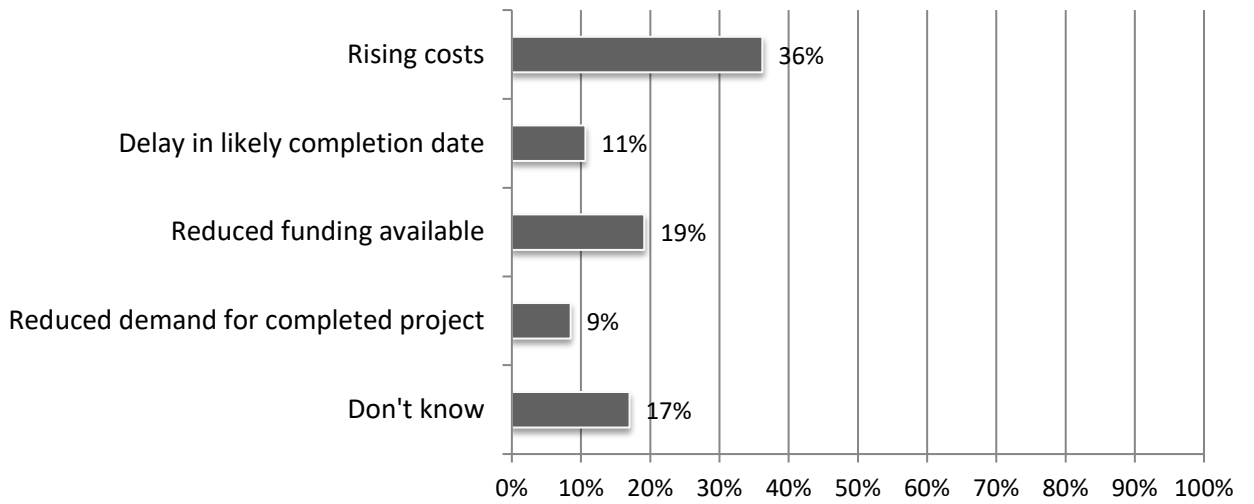
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 59



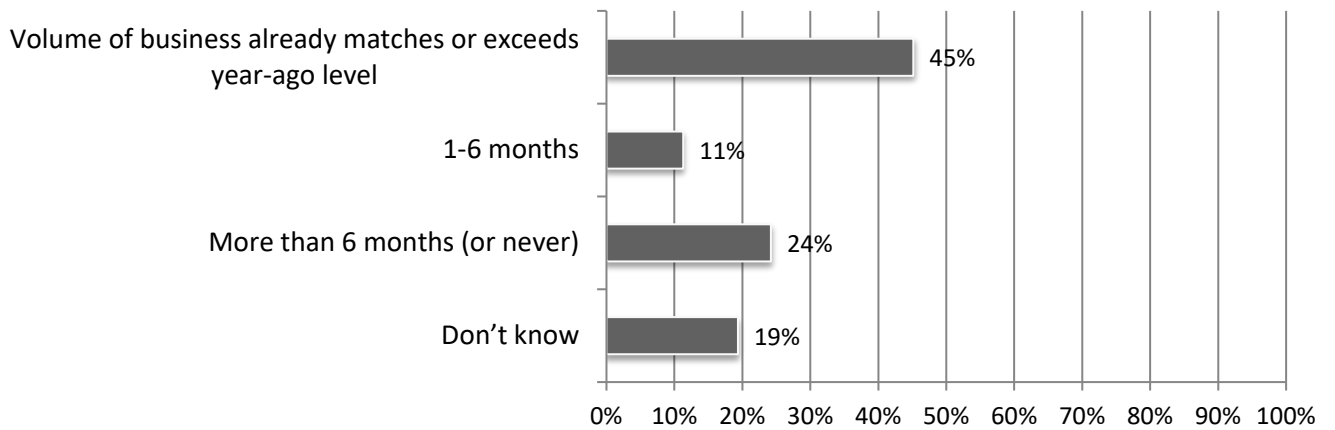
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 62



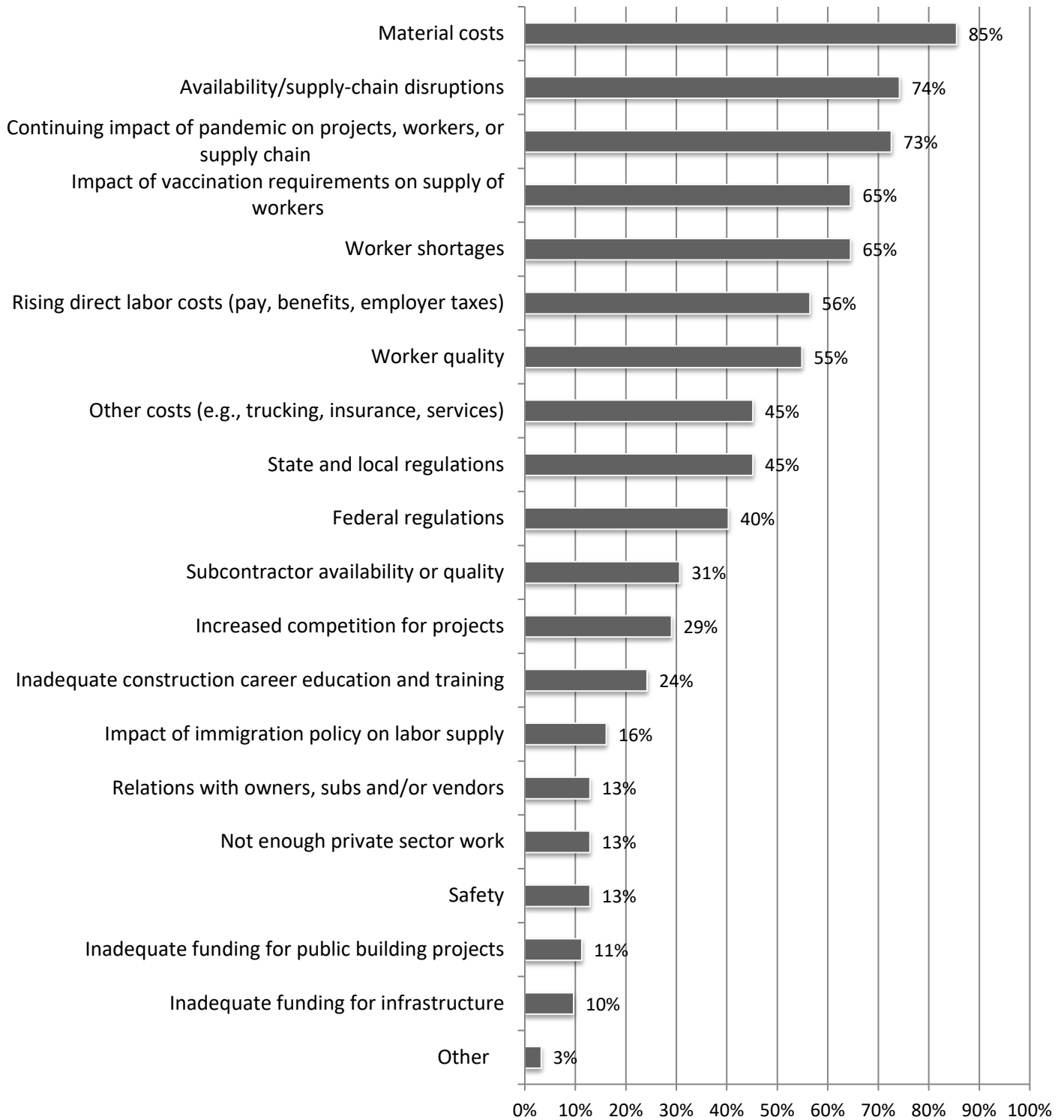
9. If projects were postponed or canceled, what was the main reason? Responses: 43



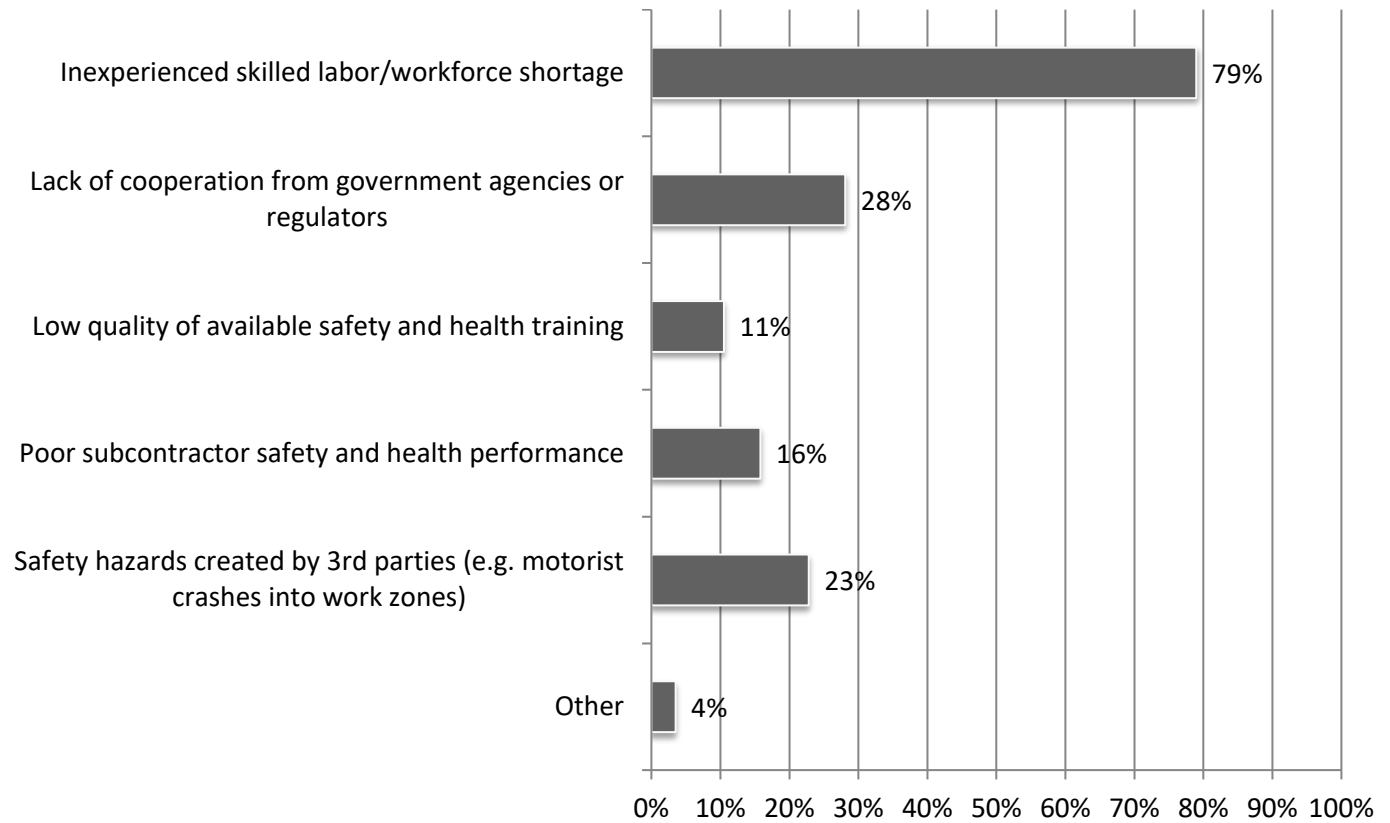
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 62



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 62



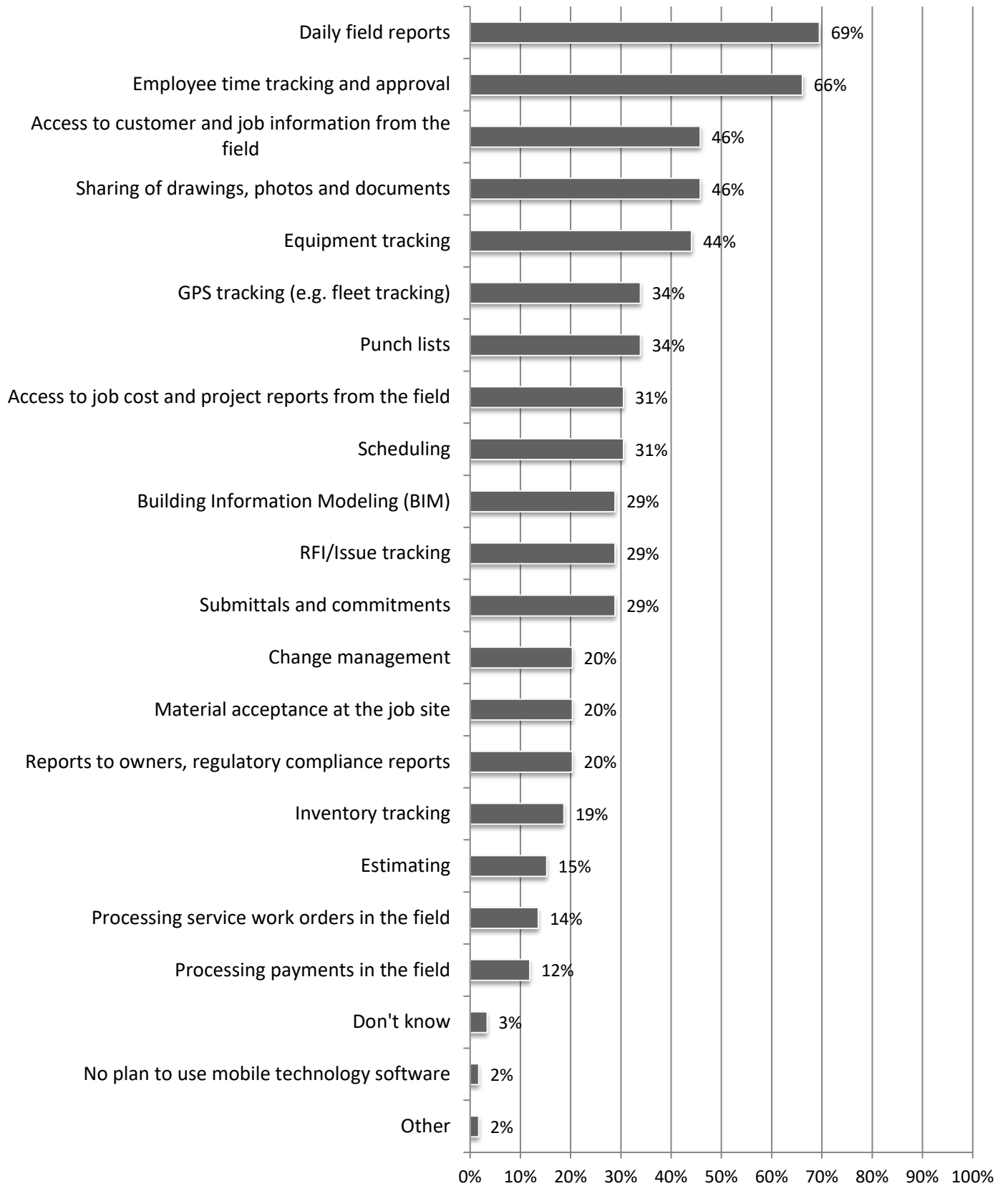
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 57



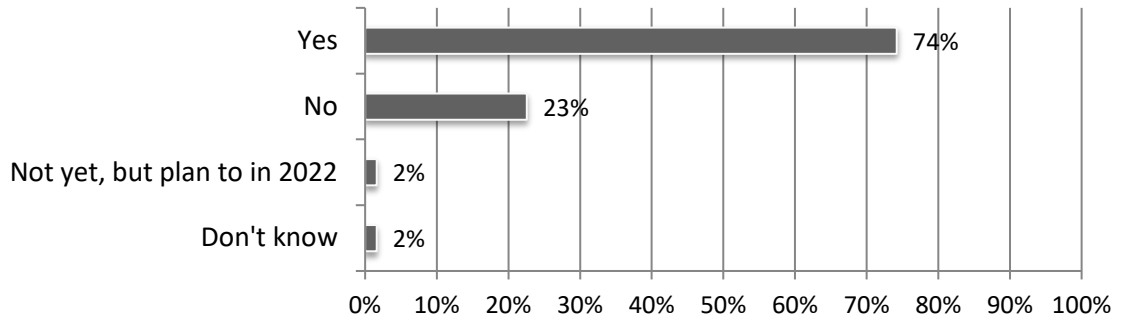
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 61

	Increase	Decrease	No change
Project management software	43%	0%	57%
Document management software	40%	2%	58%
Client relationship management (CRM) software	36%	2%	62%
Project collaboration software	27%	4%	69%
Estimating software	27%	2%	71%
Scheduling software	27%	4%	70%
Tool/asset management/tracking	26%	2%	72%
Building Information Modeling (BIM)	24%	2%	75%
Human resources (HR) software	23%	2%	75%
Accounting software	22%	3%	75%
Fleet tracking/management software	18%	4%	79%
Payroll software	18%	4%	79%
Subcontractor bid management/ITB software	15%	2%	83%
Service management software	14%	2%	84%
Prequalification software	13%	4%	83%

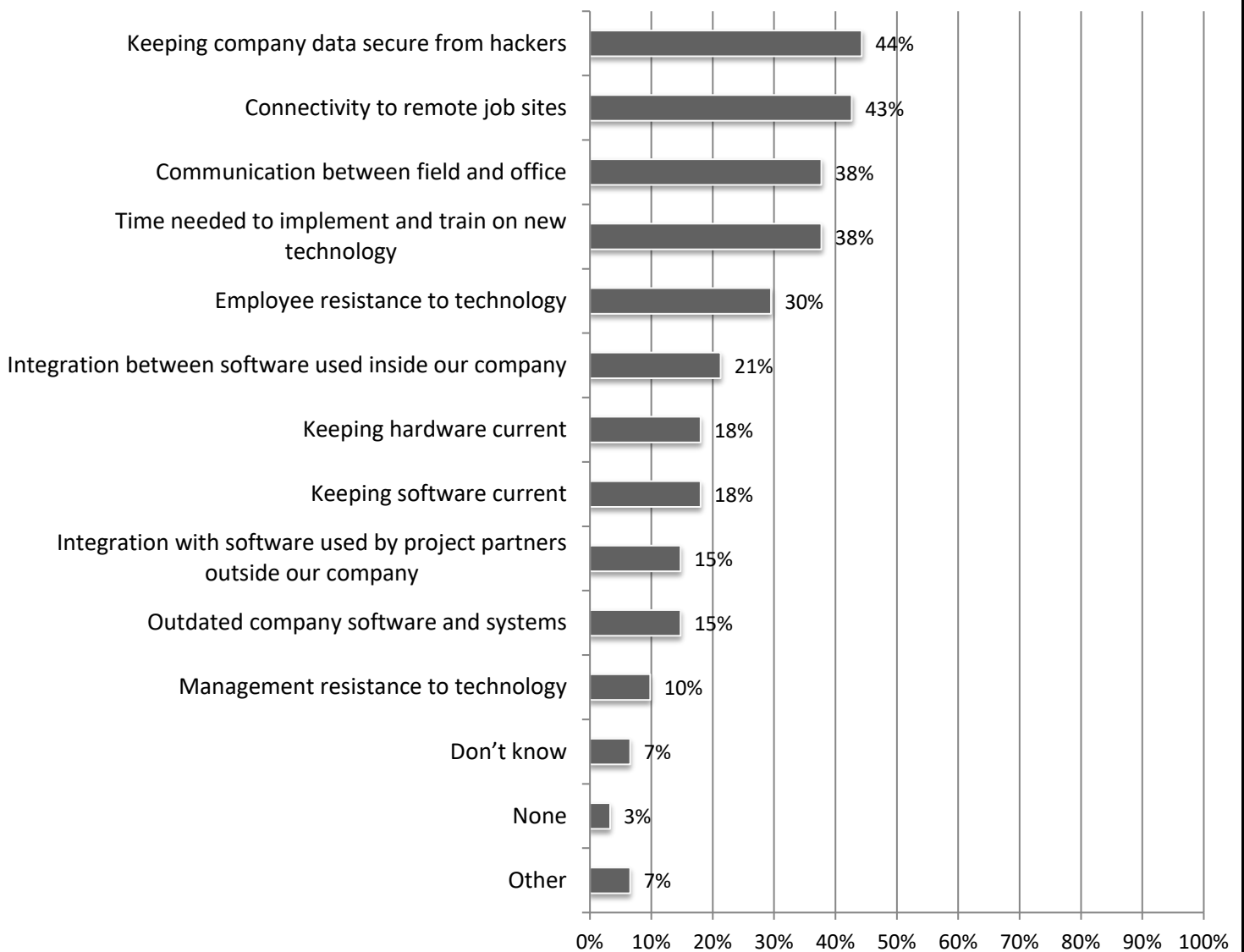
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 59



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 62

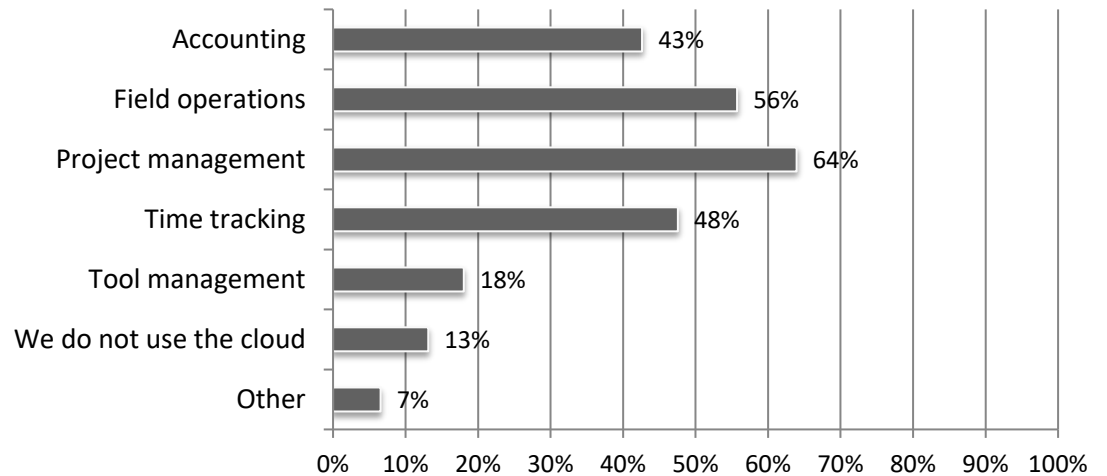


16. What are your biggest IT challenges (mark all that apply)? Responses: 61

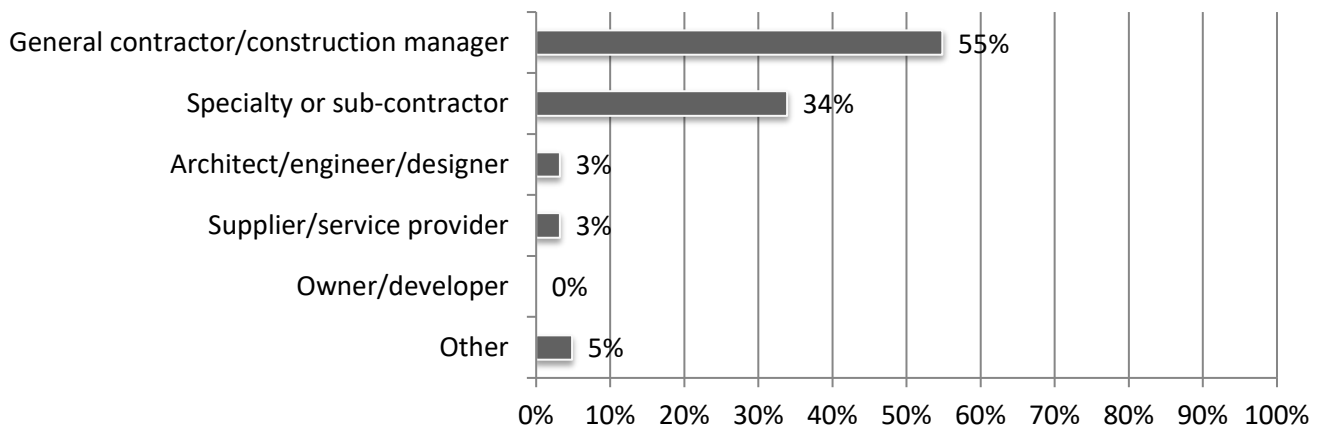


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 61

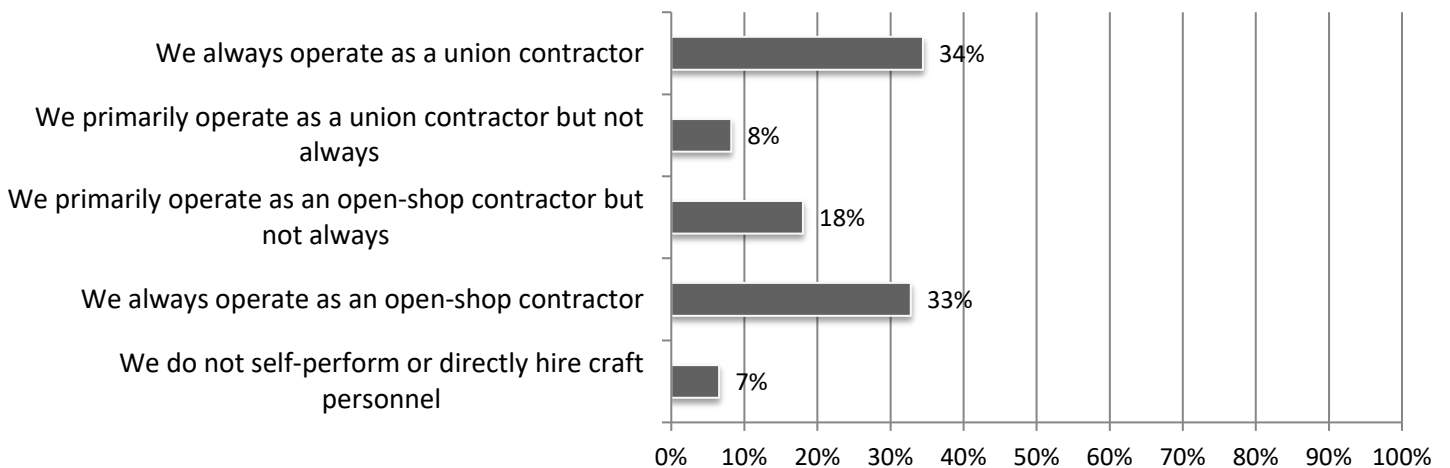


18. What best describes your firm? Responses: 62

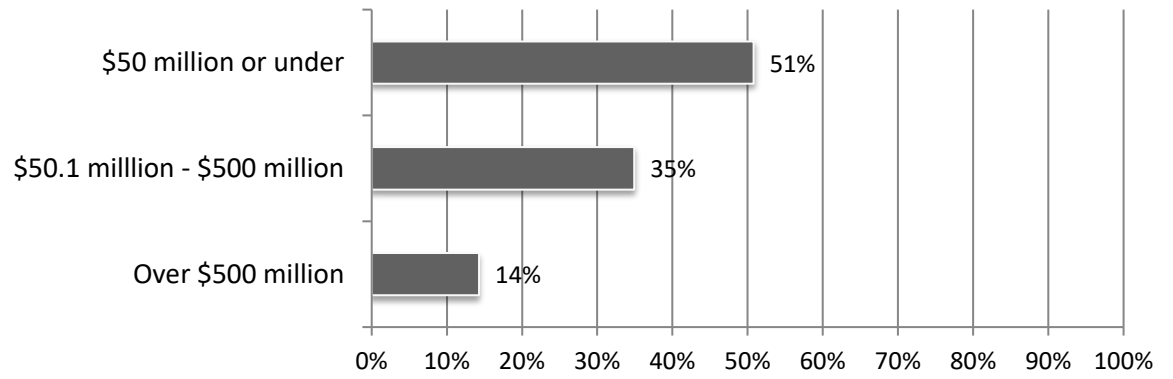


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 61



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 63



21. How many total employees does your firm employ at all of its locations? Responses: 63

