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## 2022 Construction Outlook Michigan Survey Results

*Total Responses: 22. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

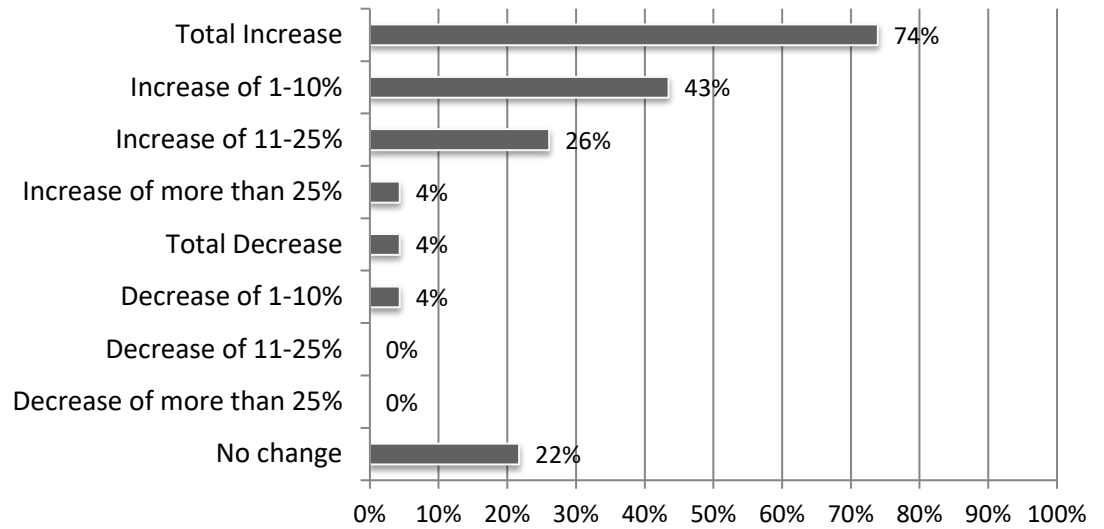
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

**Responses: 22**

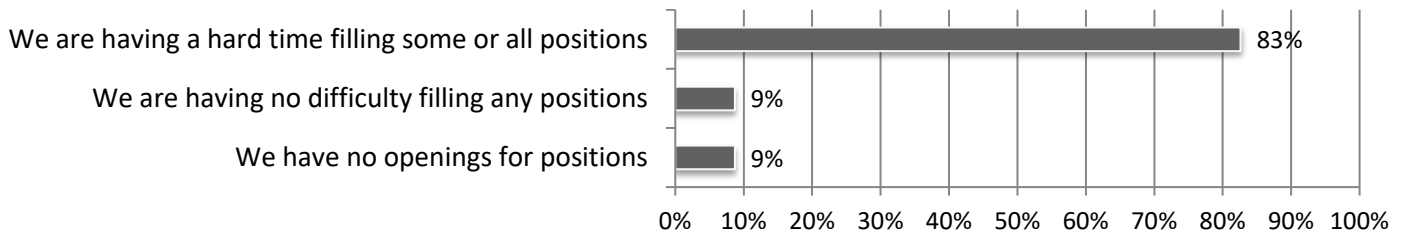
Market	Higher	Lower	Same	Net*	US Net
Water/Sewer	81%	0%	19%	81%	50%
Manufacturing	67%	6%	28%	61%	27%
Hospital	63%	11%	26%	53%	38%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	63%	5%	32%	58%	41%
Transportation	62%	0%	38%	62%	51%
K-12 School	58%	0%	42%	58%	19%
Higher Education	50%	22%	28%	28%	16%
Bridge/Highway	50%	0%	50%	50%	57%
Warehouse	50%	6%	44%	44%	41%
Public Building	38%	6%	56%	31%	20%
Power	35%	12%	53%	24%	35%
Multifamily Residential	31%	13%	56%	19%	32%
Federal (e.g., VA, GSA, USACE, NAVFAC)	27%	7%	67%	20%	37%
Retail	27%	13%	60%	13%	-8%
Lodging	15%	0%	85%	15%	6%
Private Office	13%	20%	67%	-7%	-8%
Data Center	13%	0%	87%	13%	31%

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

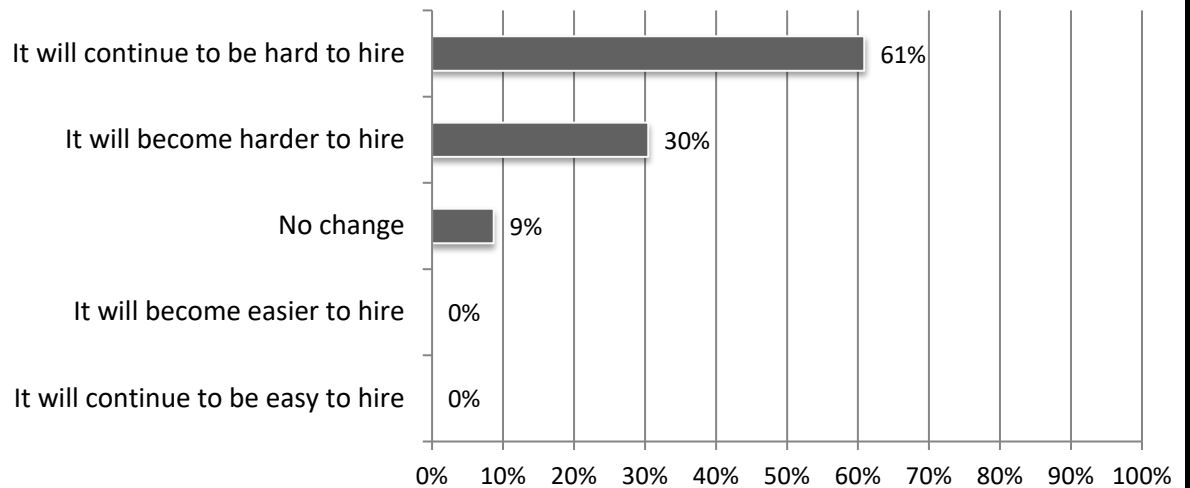
**2. What percent change do you expect in your headcount in 2022? Responses: 23**



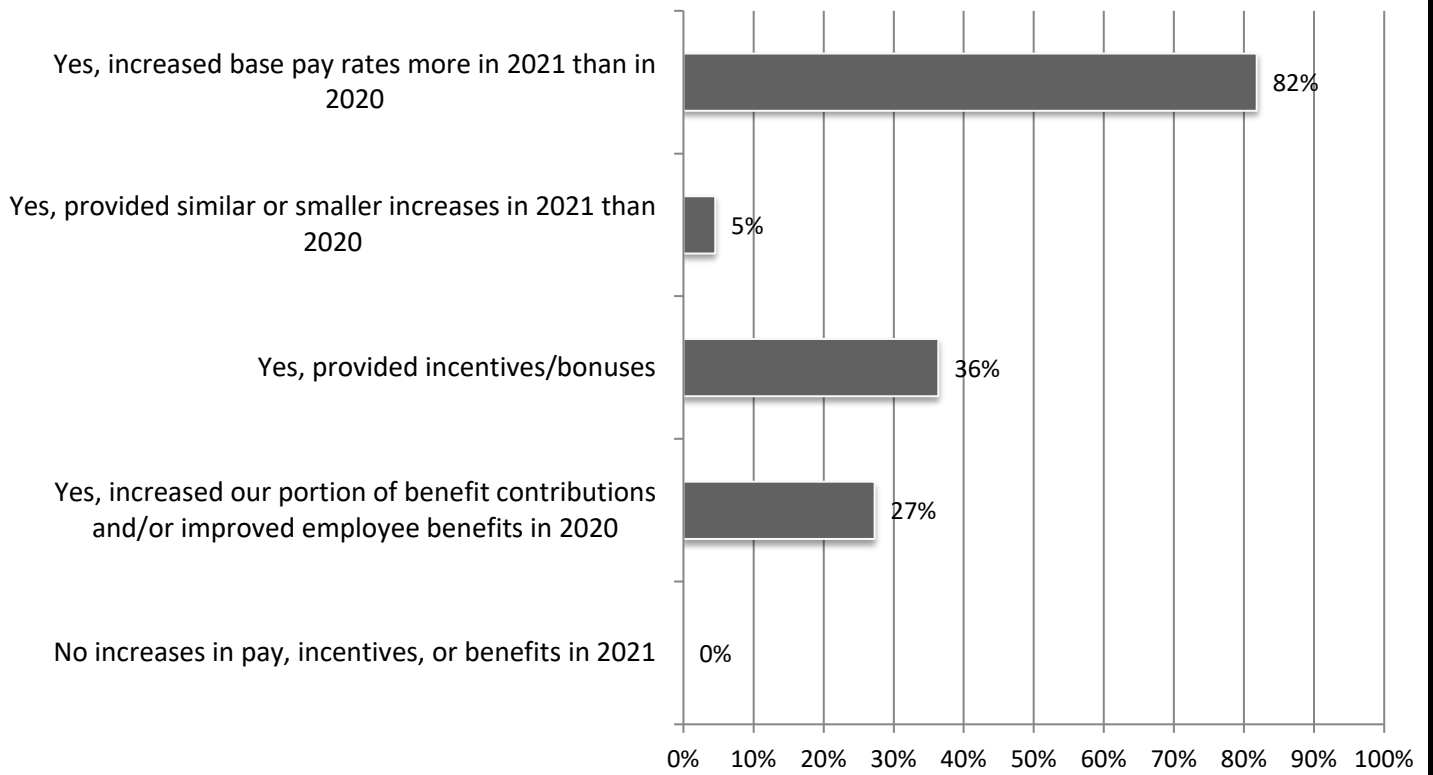
**3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 23**



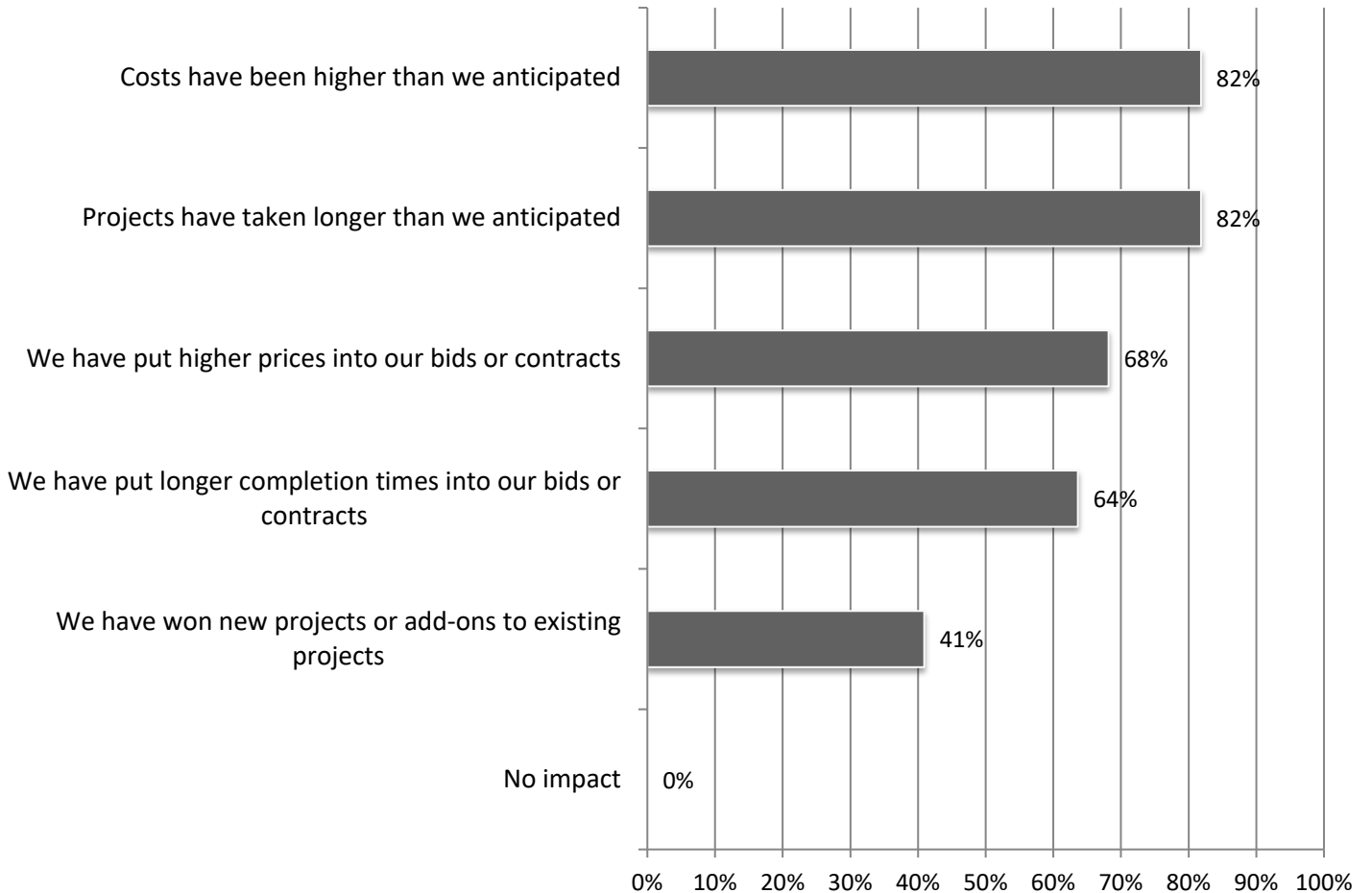
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 23**



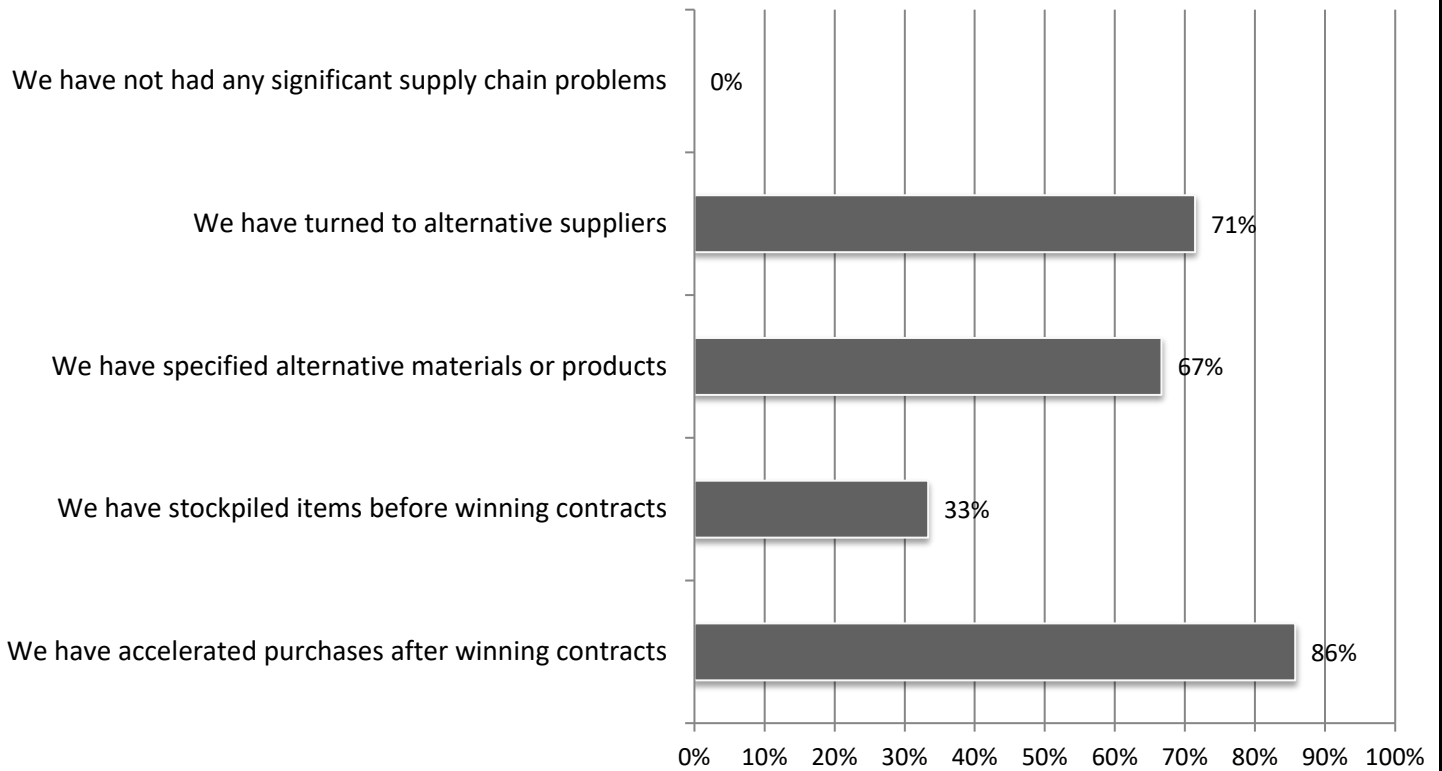
**5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 22**



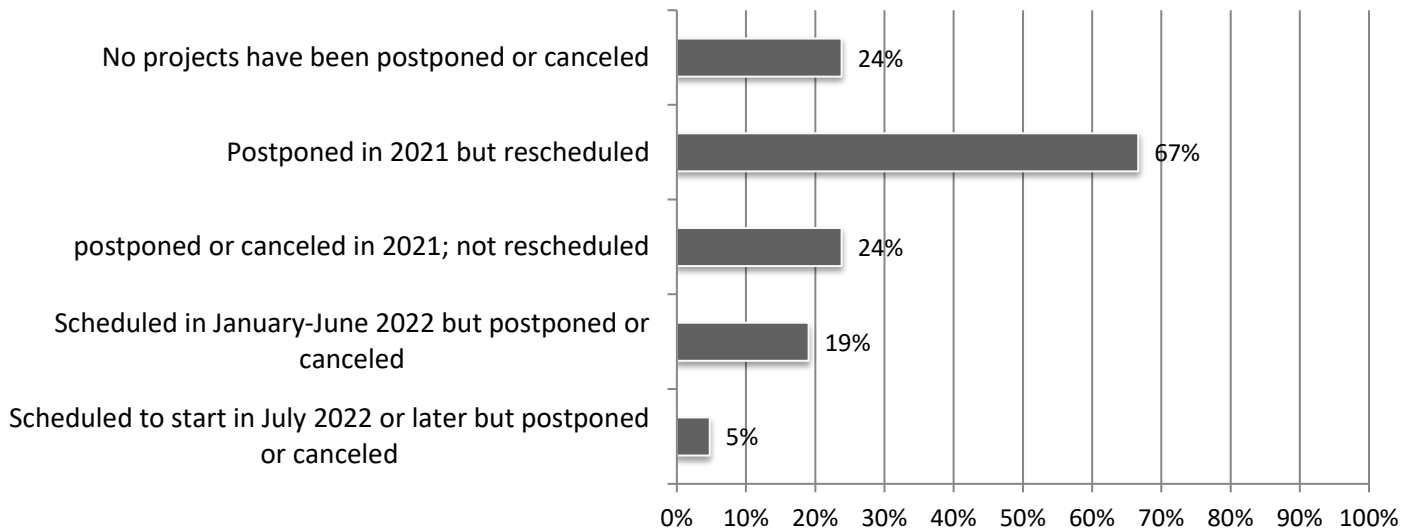
**6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 22**



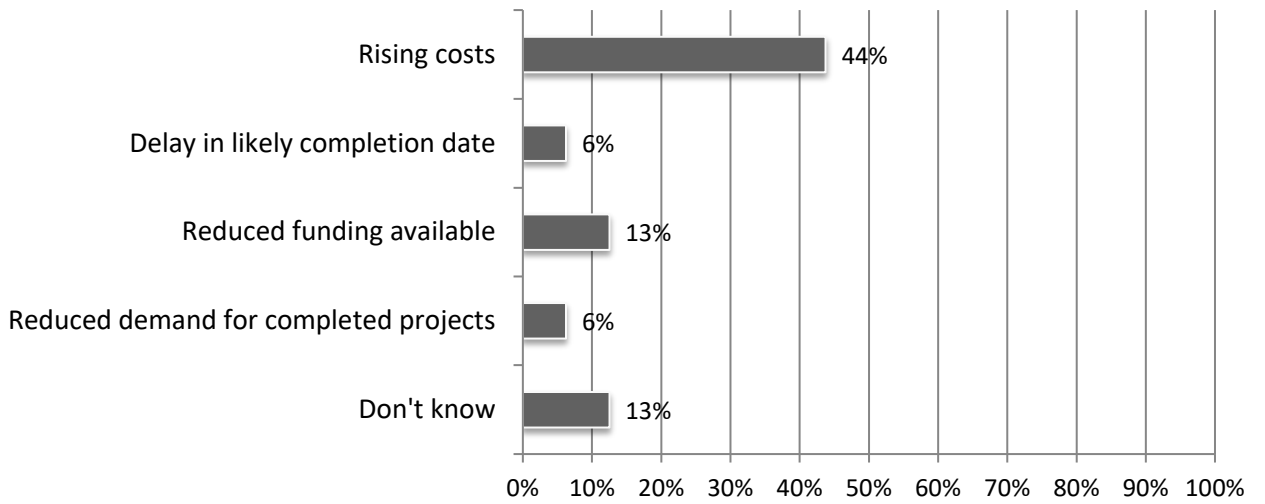
**7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 21**



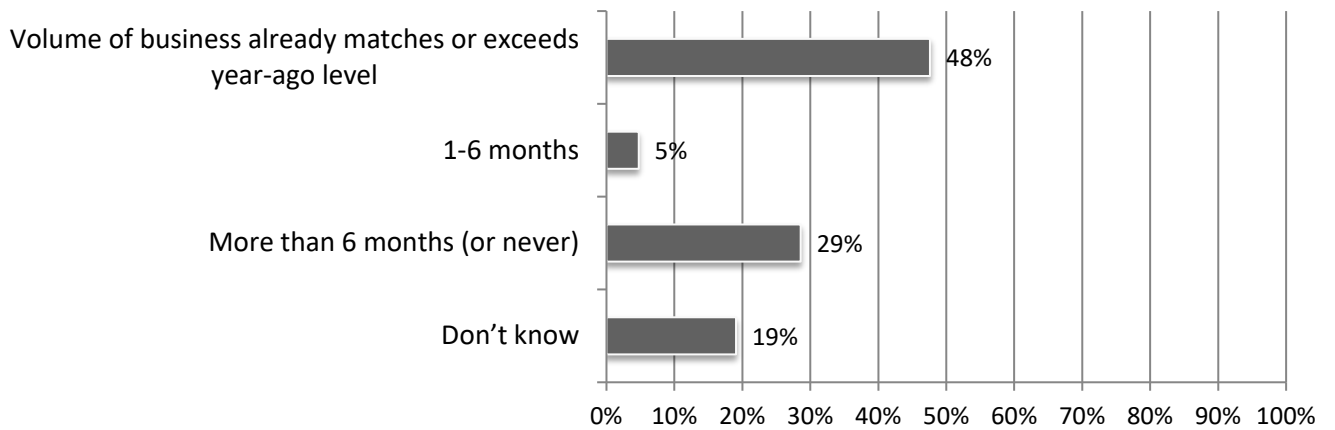
**8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 21**



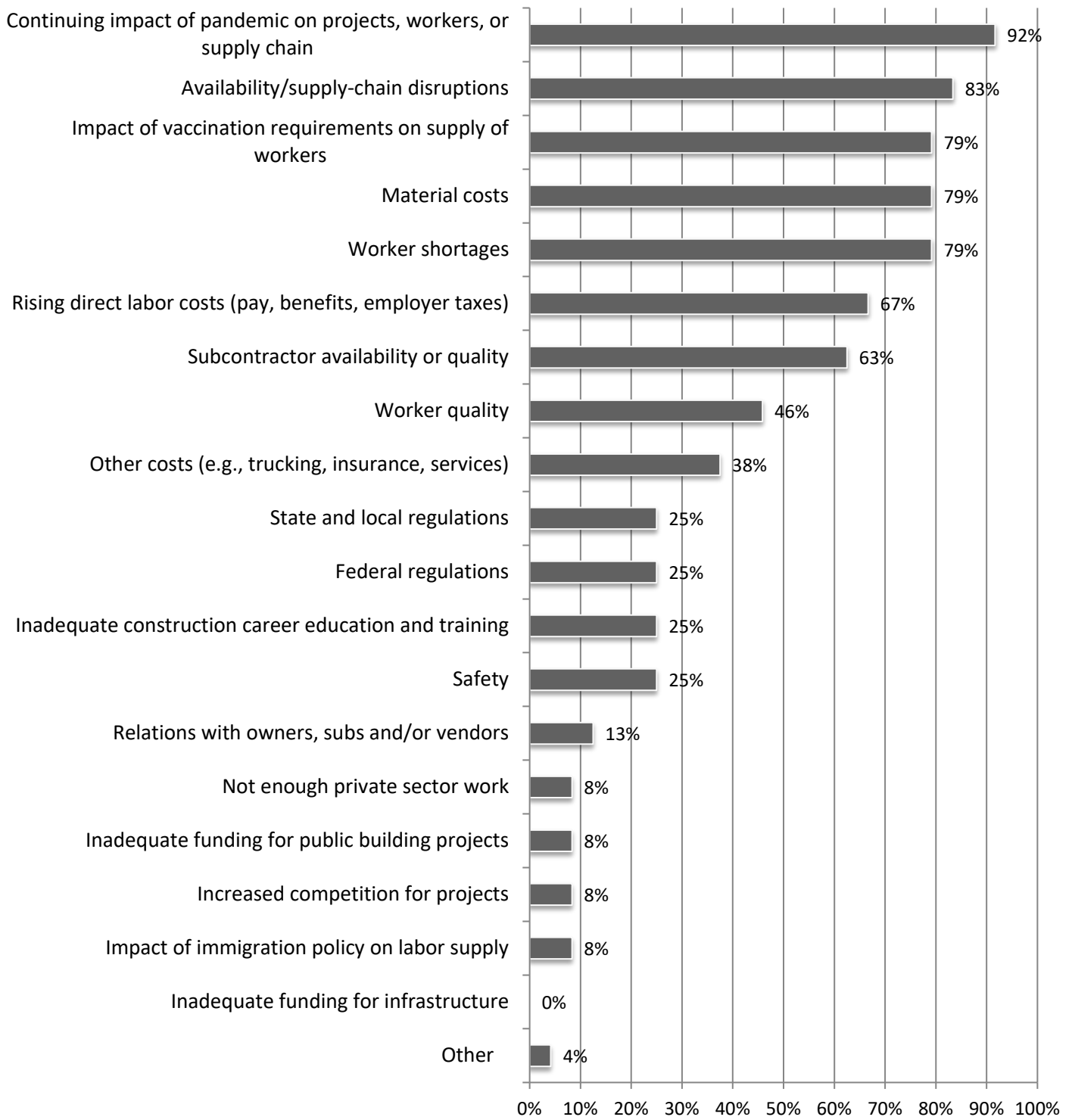
**9. If projects were postponed or canceled, what was the main reason? Responses: 16**



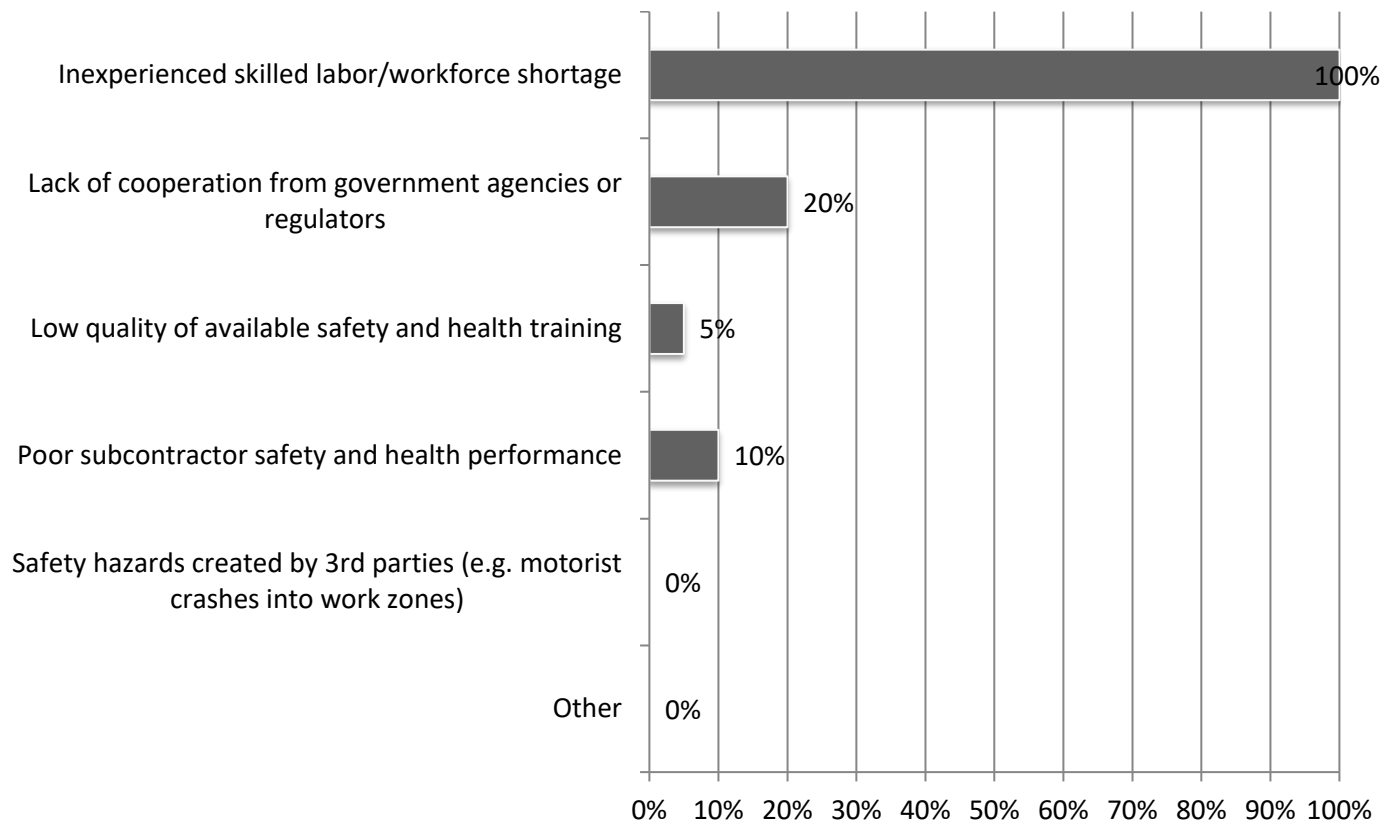
**10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 21**



**11. What are your biggest concerns for 2022? (mark all that apply) Responses: 24**



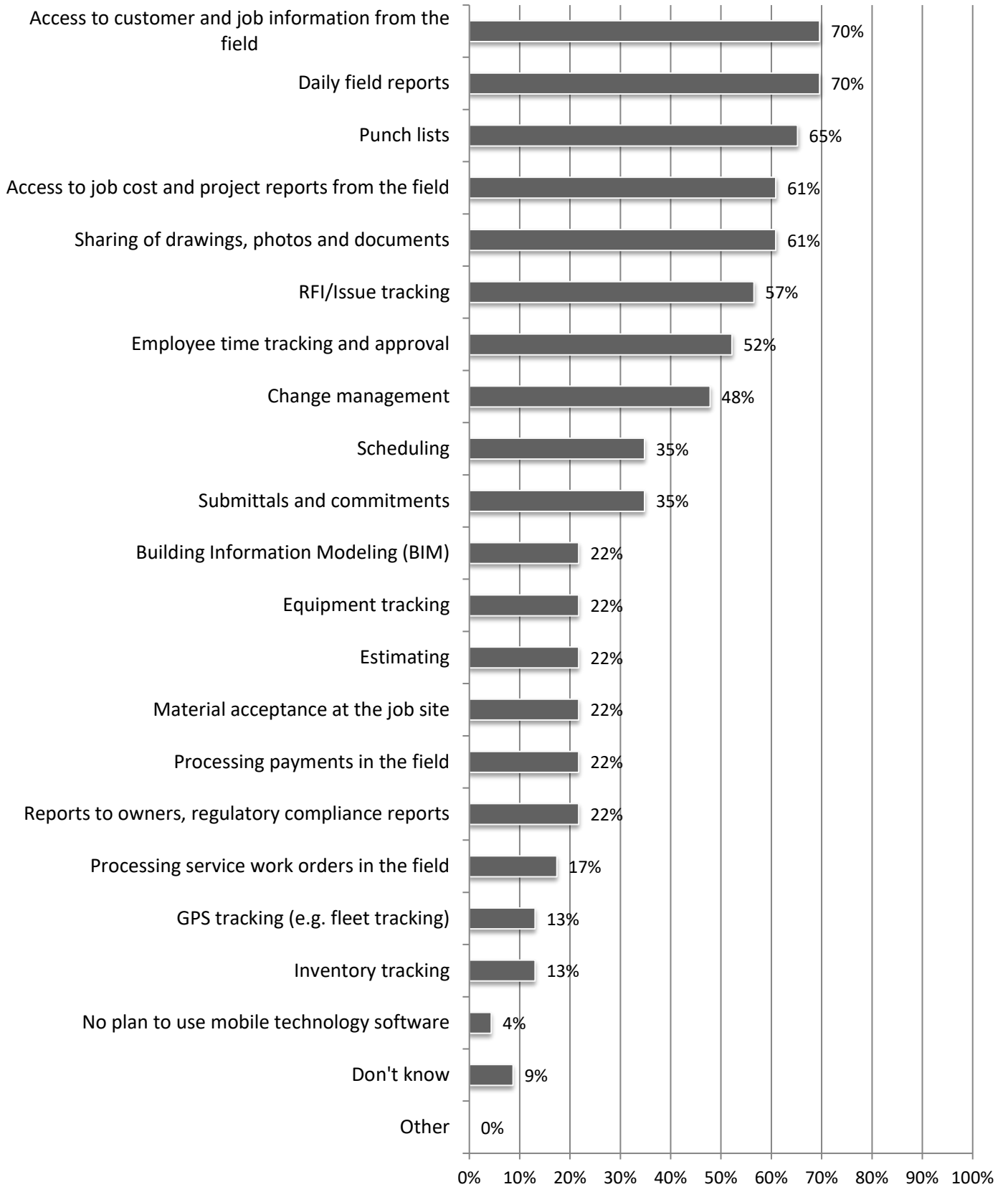
**12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 20**



**13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 22**

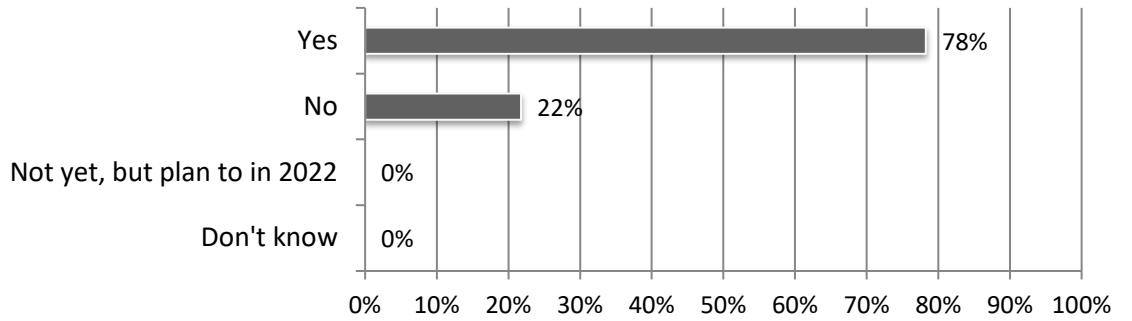
	Increase	Decrease	No change
Document management software	50%	0%	50%
Estimating software	50%	0%	50%
Project management software	44%	6%	50%
Building Information Modeling (BIM)	35%	0%	65%
Project collaboration software	35%	0%	65%
Accounting software	33%	0%	67%
Human resources (HR) software	31%	0%	69%
Subcontractor bid management/ITB software	27%	0%	73%
Prequalification software	20%	0%	80%
Client relationship management (CRM) software	19%	0%	81%
Payroll software	18%	6%	76%
Tool/asset management/tracking	13%	0%	87%
Fleet tracking/management software	7%	0%	93%
Scheduling software	7%	7%	87%
Service management software	7%	7%	87%

**14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 23**

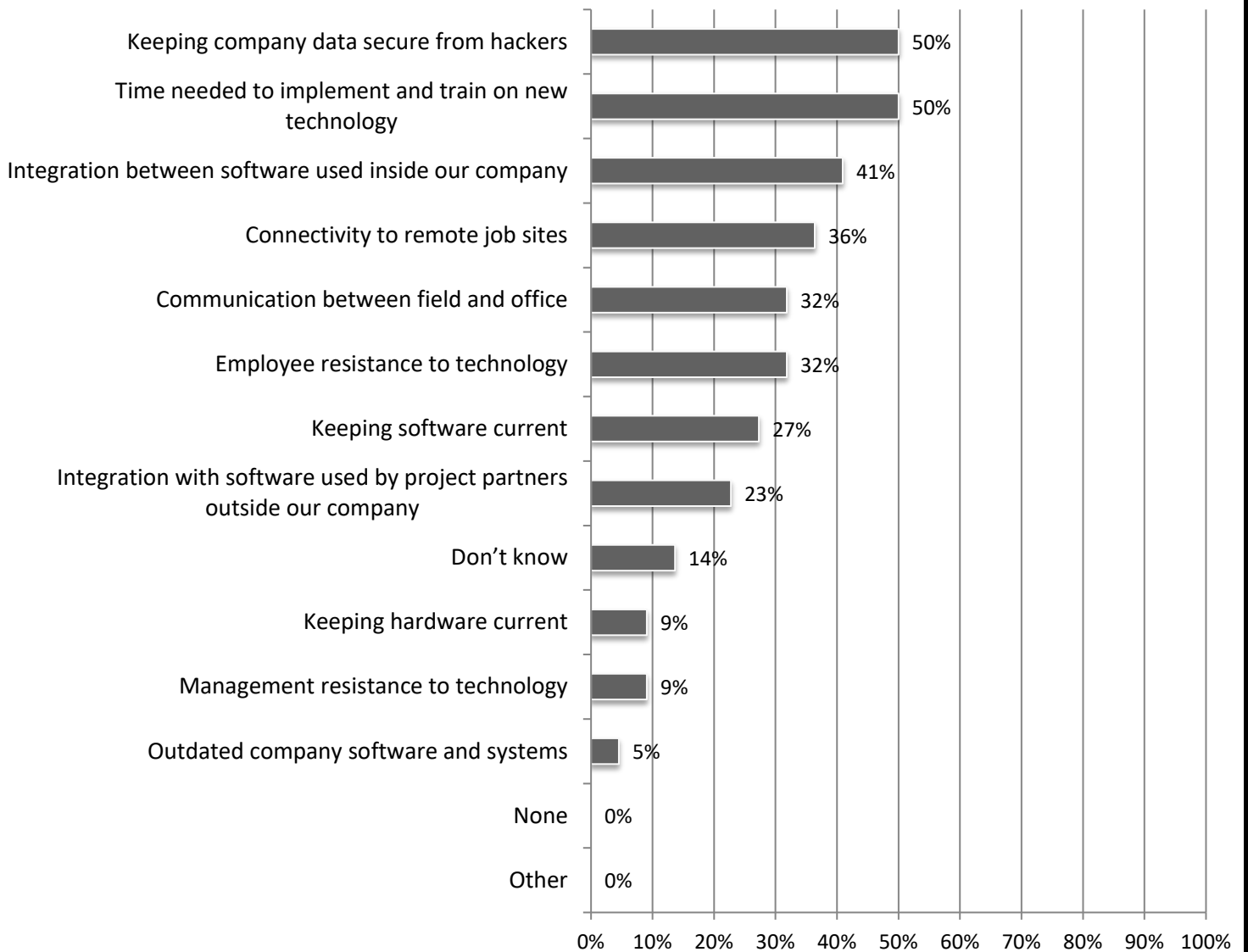




**15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 23**

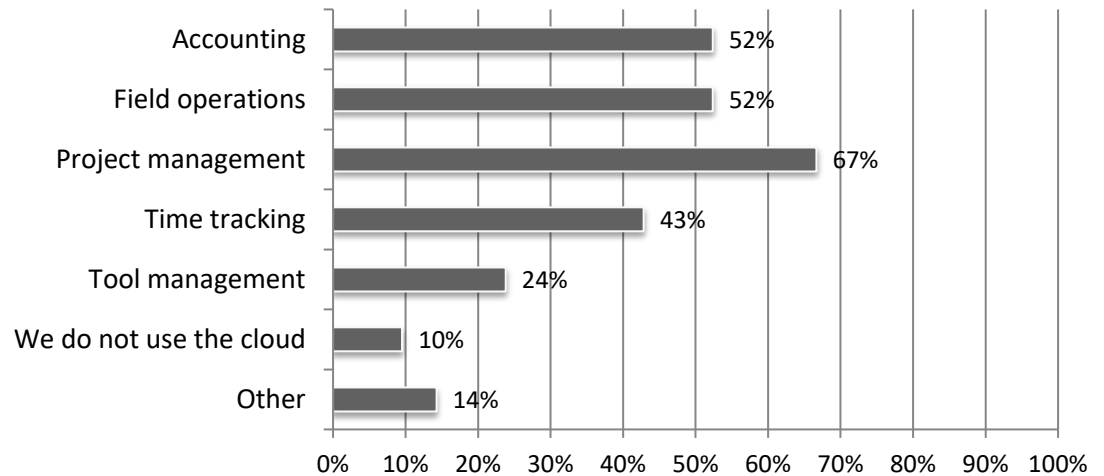


**16. What are your biggest IT challenges (mark all that apply)? Responses: 22**

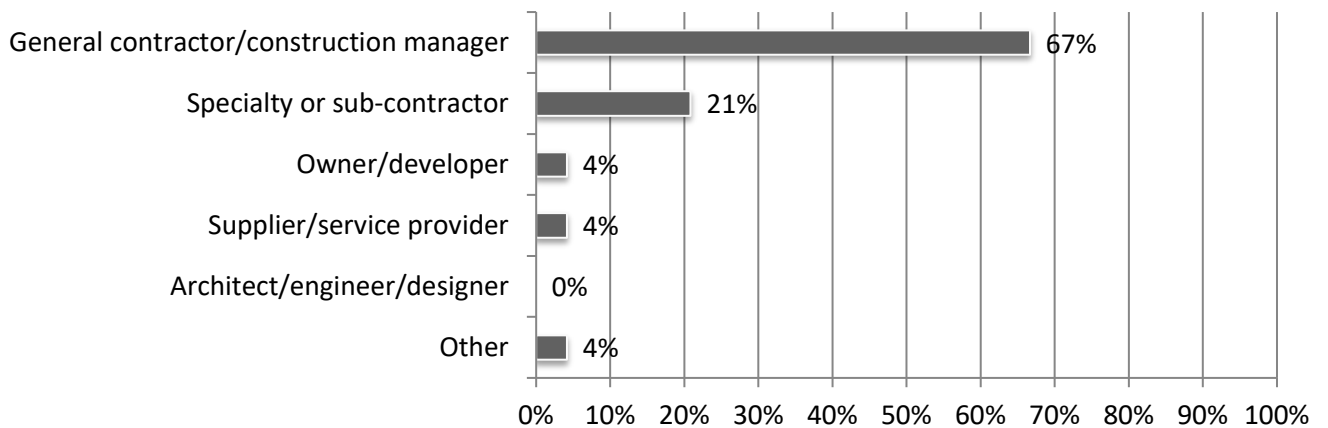


**17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?**

**Responses: 21**

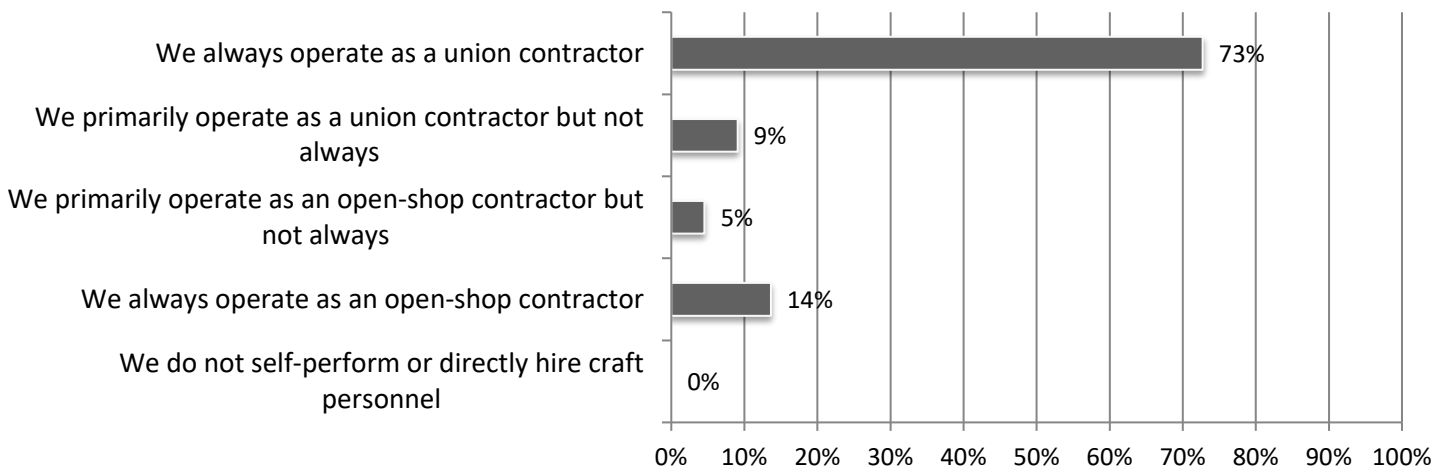


**18. What best describes your firm? Responses: 24**

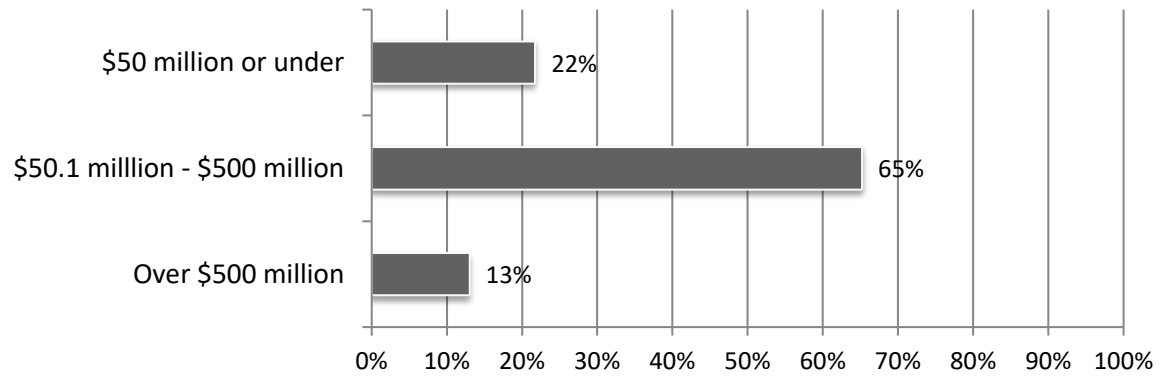


**19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?**

**Responses: 22**



**20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 23**



**21. How many total employees does your firm employ at all of its locations? Responses: 23**

