



Supported by:

sage Construction and Real Estate

2022 Construction Outlook National Survey Results

Total Responses: 1,031. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

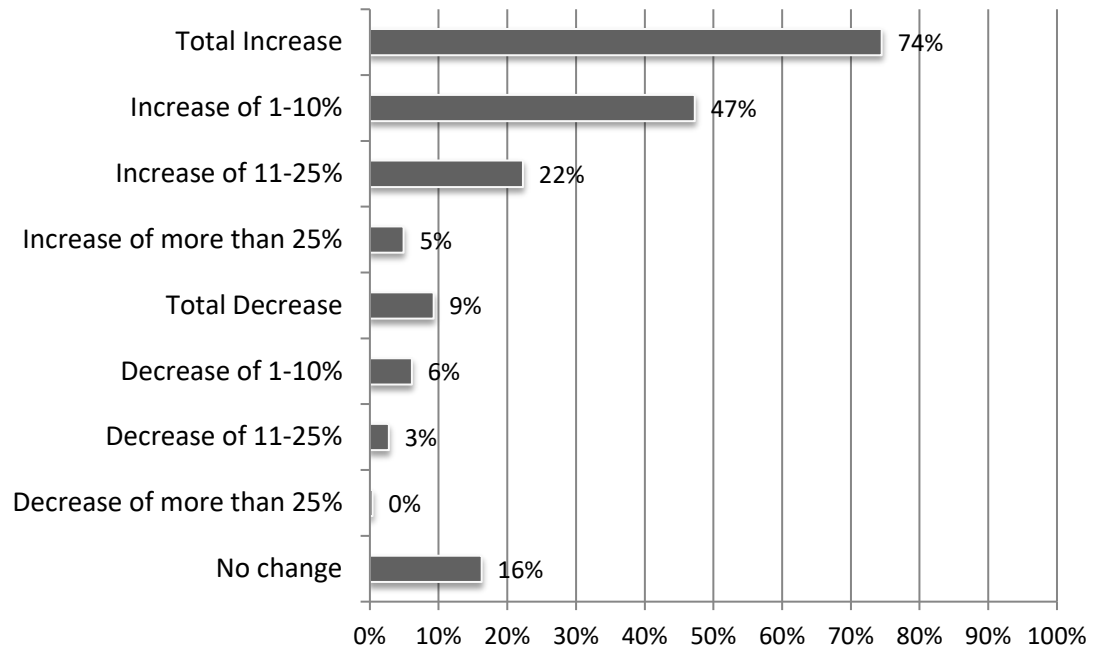
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**
Responses: 1,019

Market	Higher	Lower	Same	Net*	2021 Net
Bridge/Highway	63%	5%	32%	57%	-11%
Transportation	59%	8%	34%	51%	-19%
Water/Sewer	57%	7%	37%	50%	1%
Warehouse	52%	11%	36%	41%	4%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	50%	9%	41%	41%	11%
Hospital	48%	10%	42%	38%	-3%
Multifamily Residential	47%	15%	38%	32%	-8%
Federal (e.g., VA, GSA, USACE, NAVFAC)	47%	10%	43%	37%	-10%
Manufacturing	43%	17%	40%	27%	-17%
Data Center	42%	11%	47%	31%	**
Power	47%	12%	41%	35%	-8%
Public Building	37%	17%	46%	20%	-38%
K-12 School	37%	18%	45%	19%	-27%
Higher Education	35%	18%	47%	16%	-40%
Lodging	29%	24%	47%	6%	-58%
Retail	26%	35%	39%	-8%	-64%
Private Office	26%	33%	47%	-8%	-58%

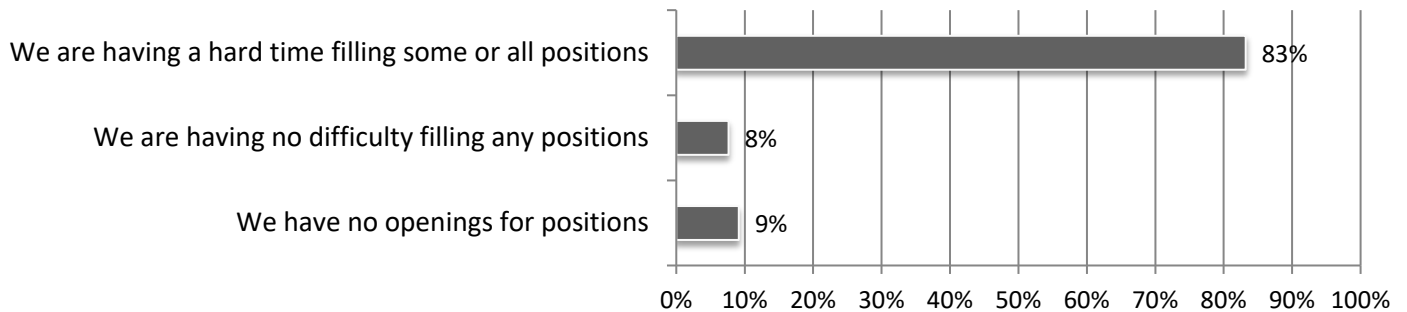
**Net equals difference between number of "Higher" and "Lower" responses as percent of total.*

***Not asked in 2021 survey*

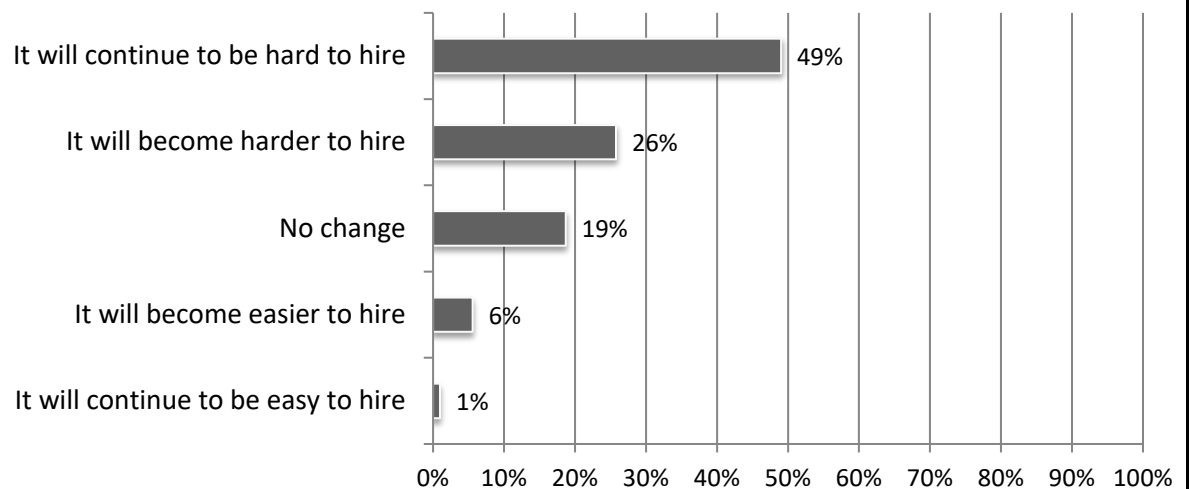
2. What percent change do you expect in your headcount in 2022? Responses: 1,015



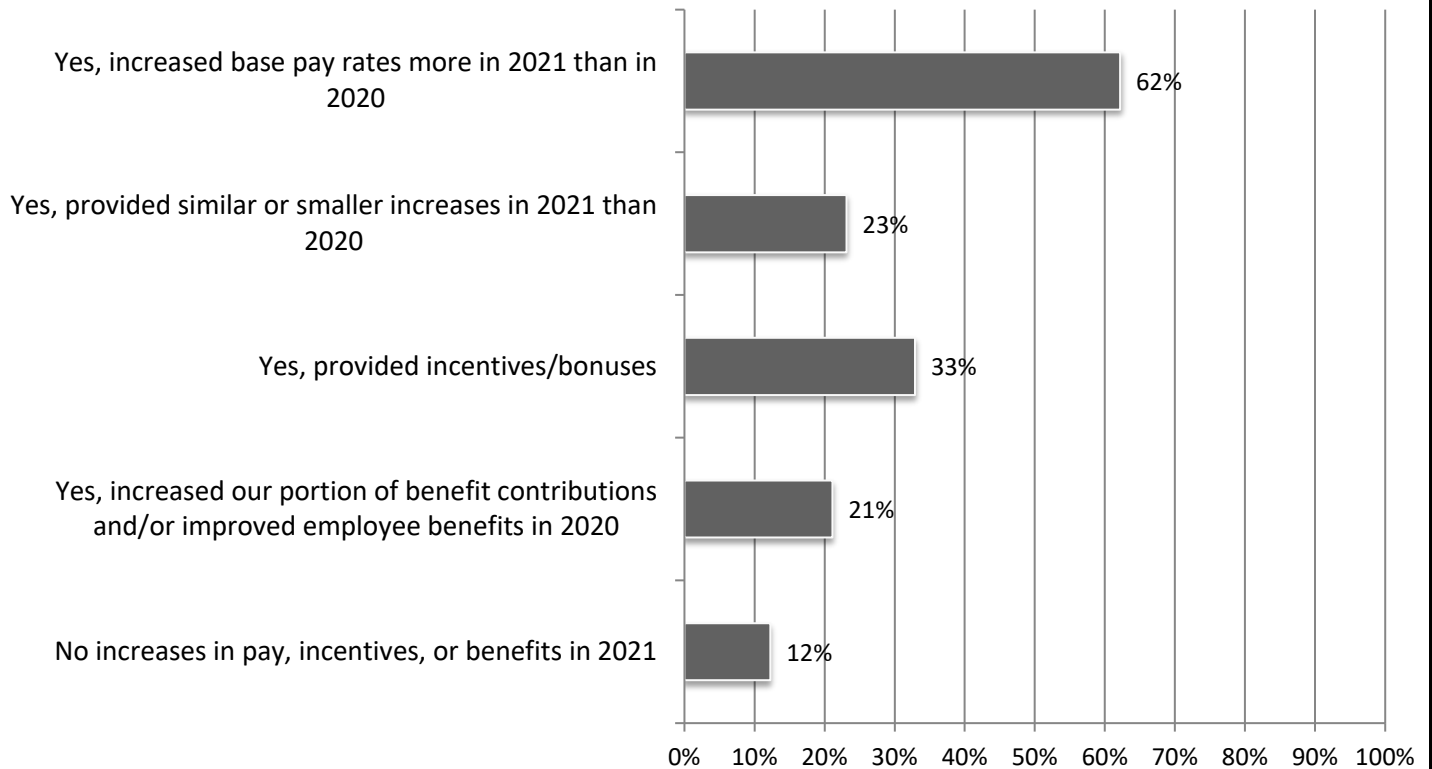
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 1,006



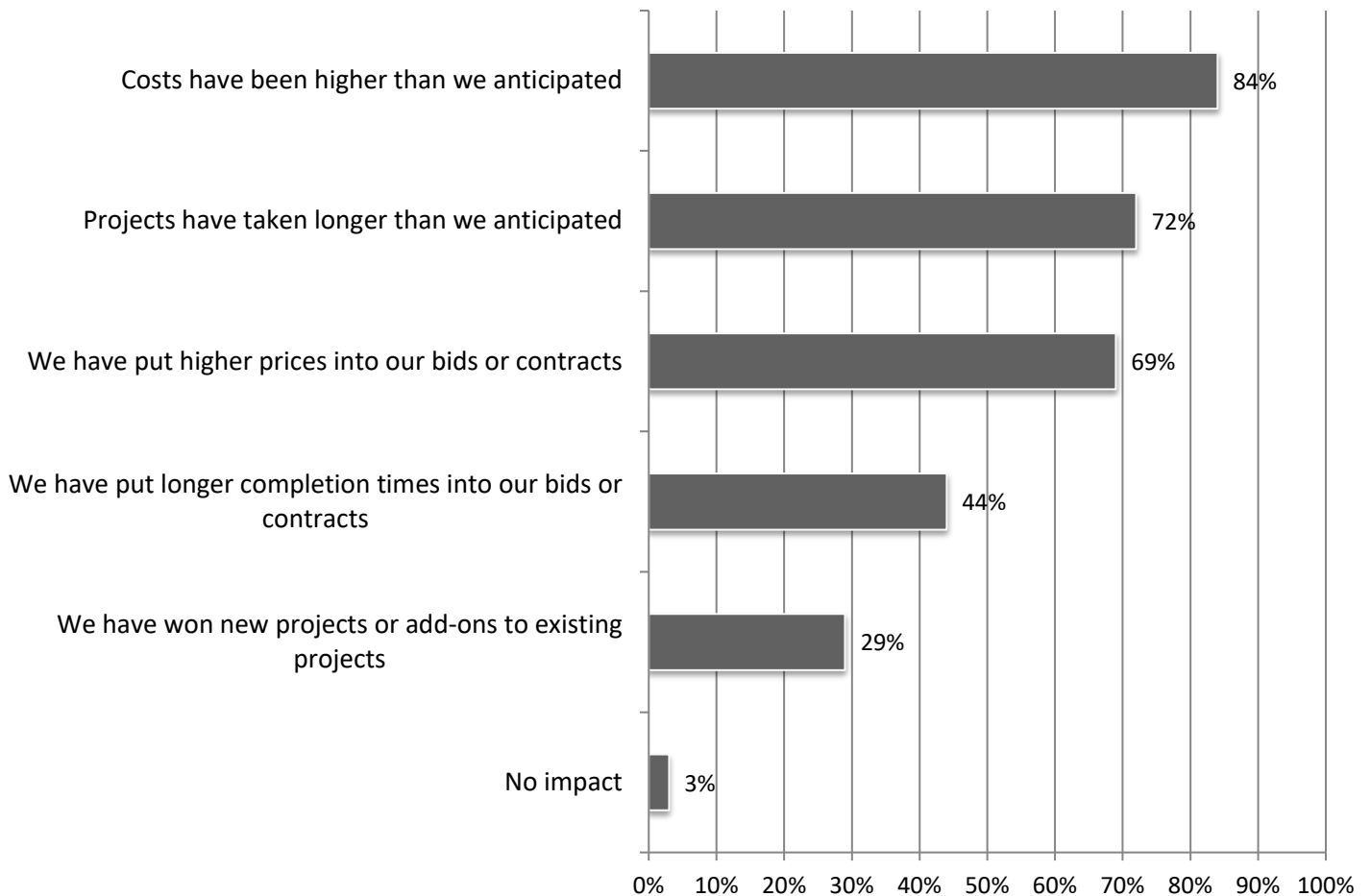
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 1,006



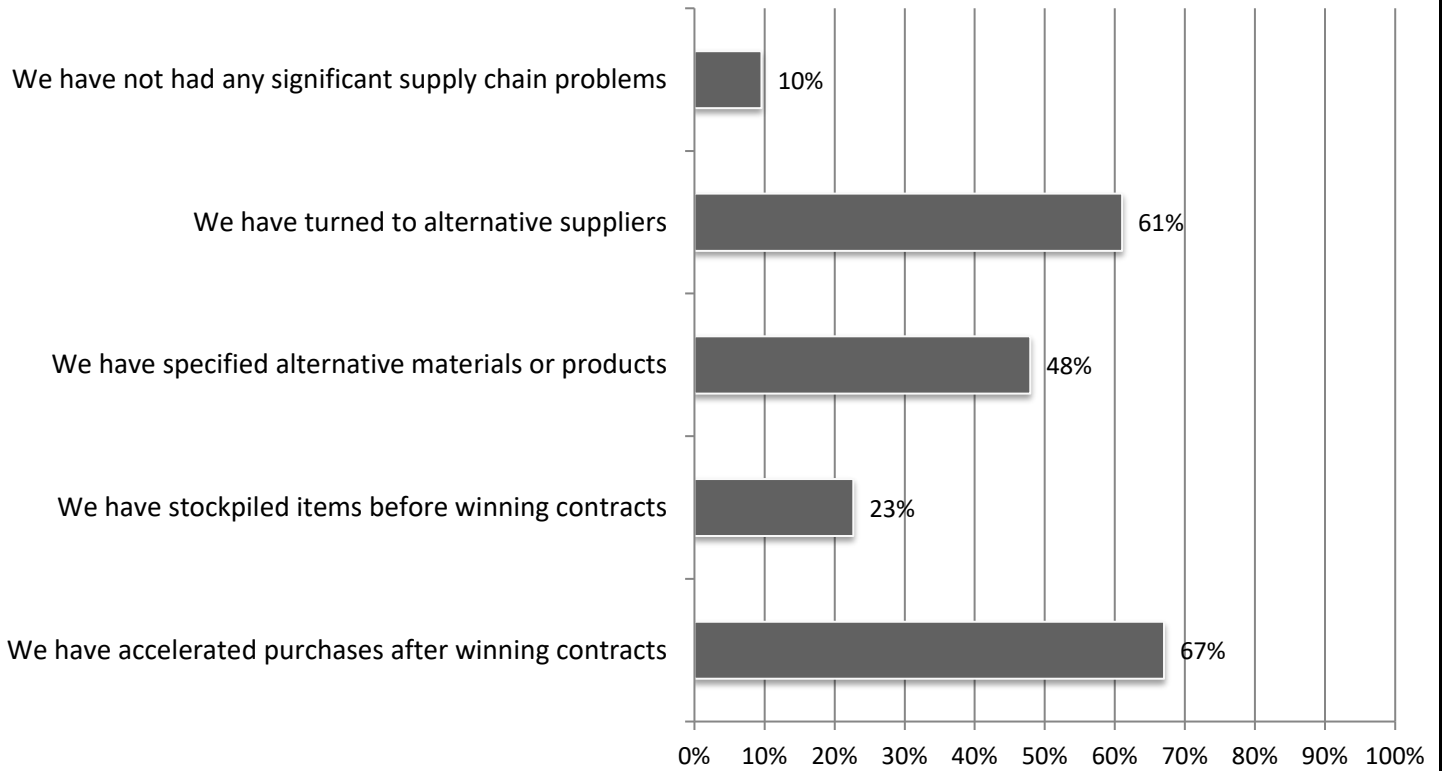
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 994



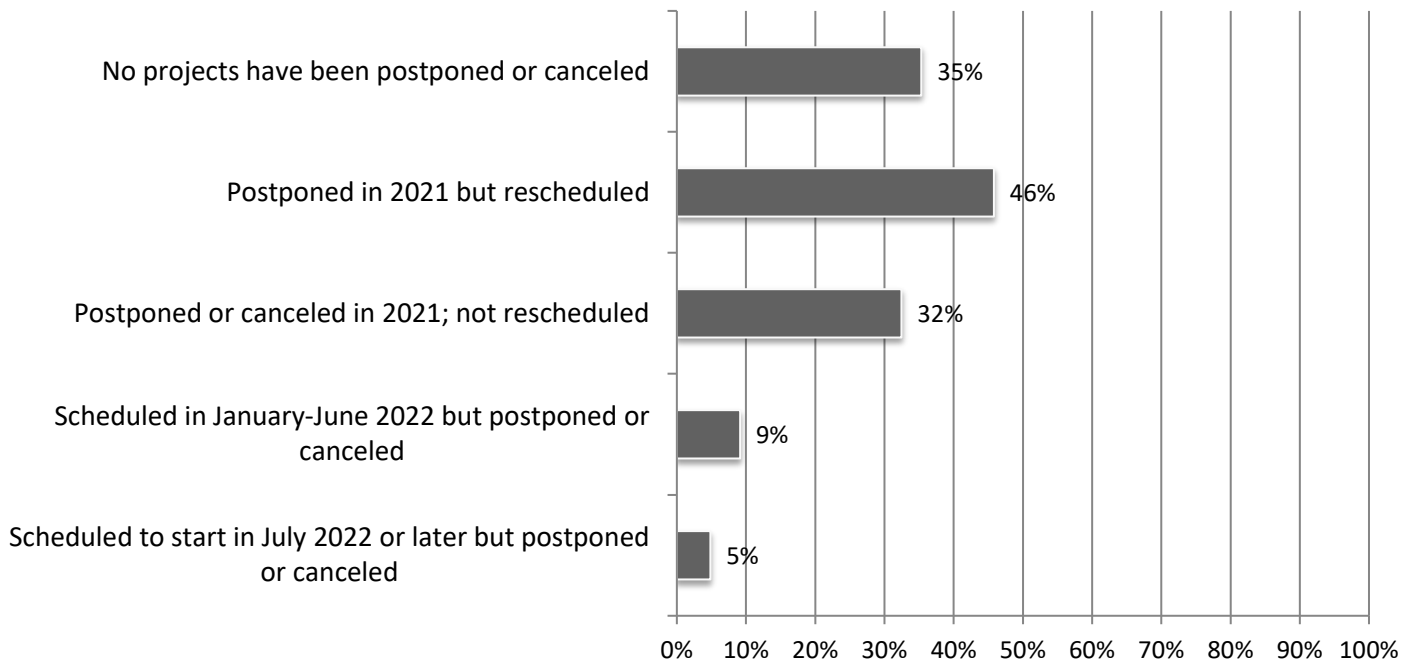
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 983



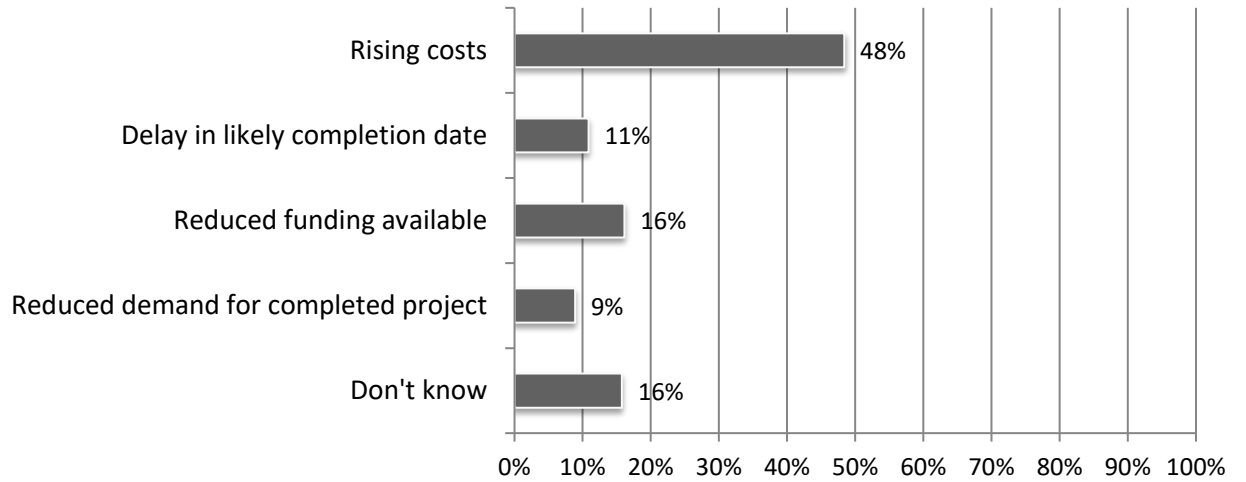
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 970



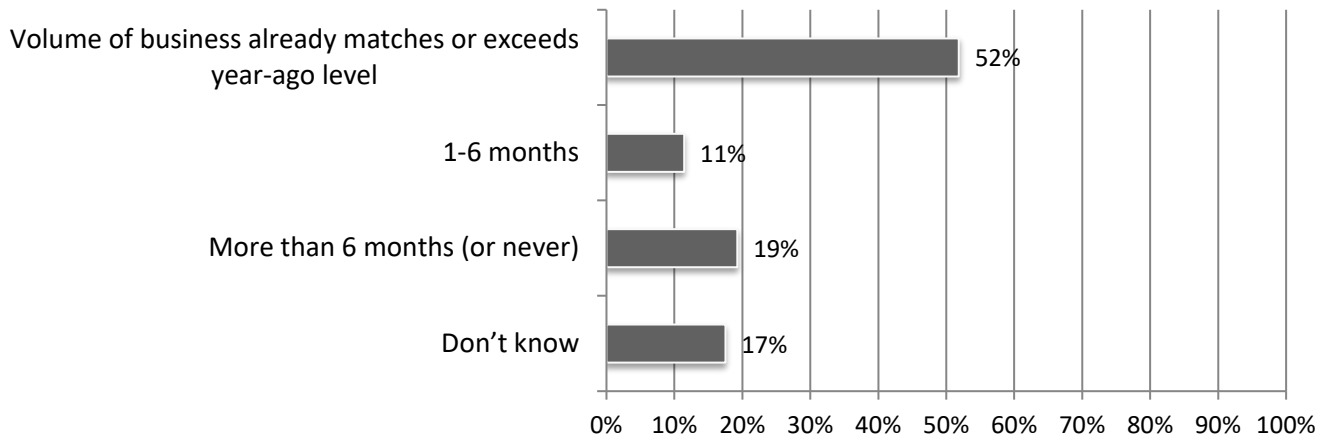
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 974



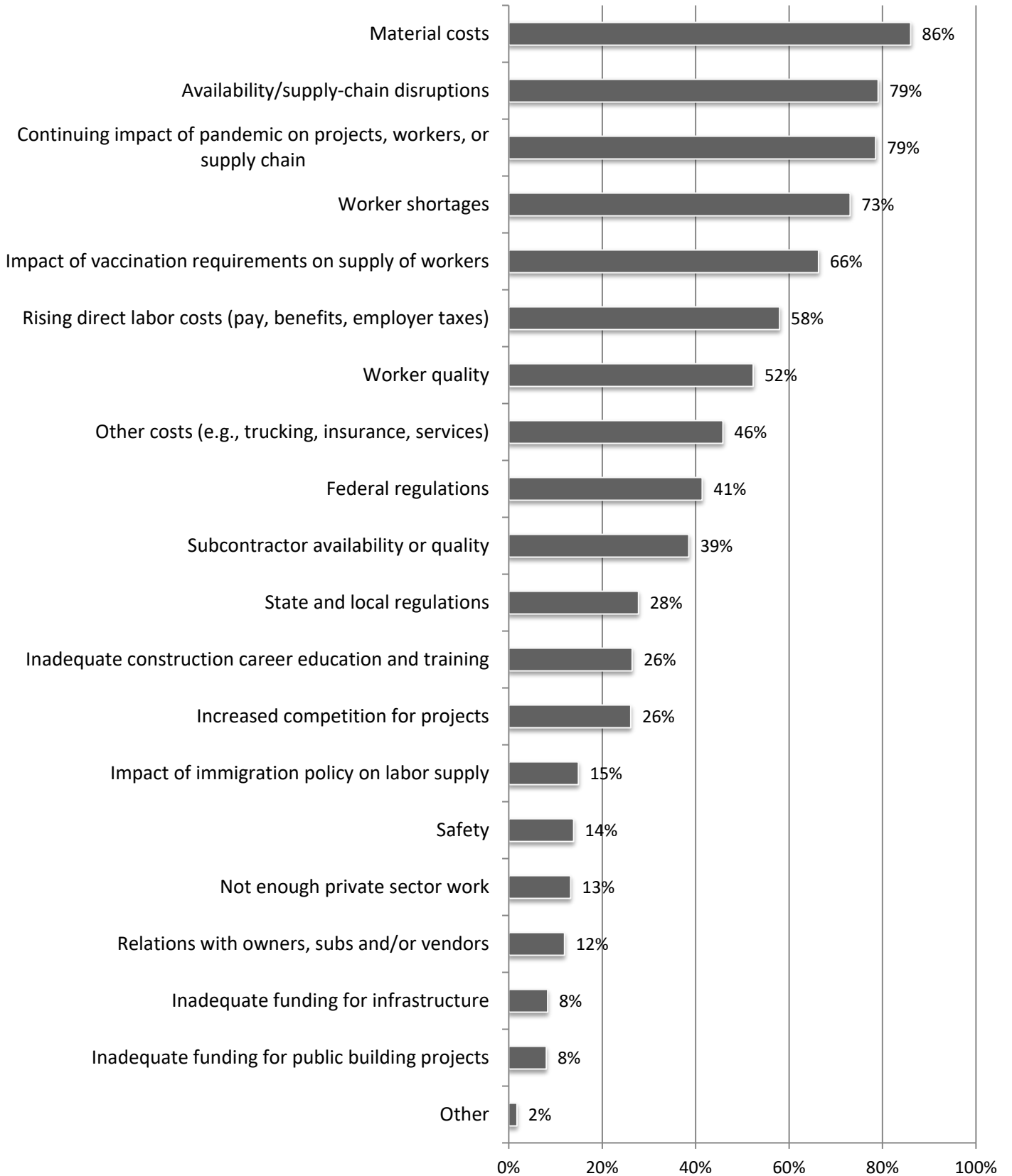
9. If projects were postponed or canceled, what was the main reason? Responses: 552



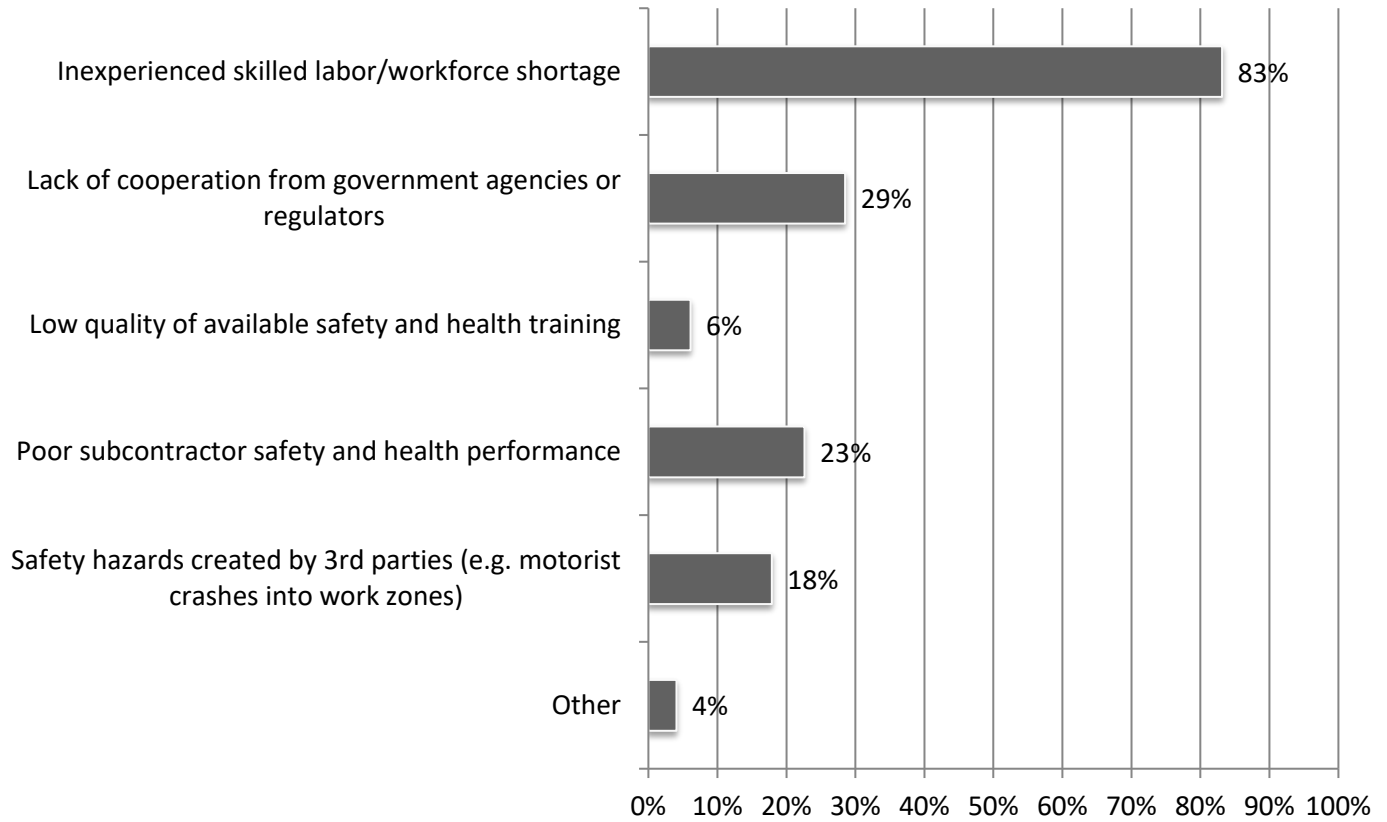
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 972



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 973



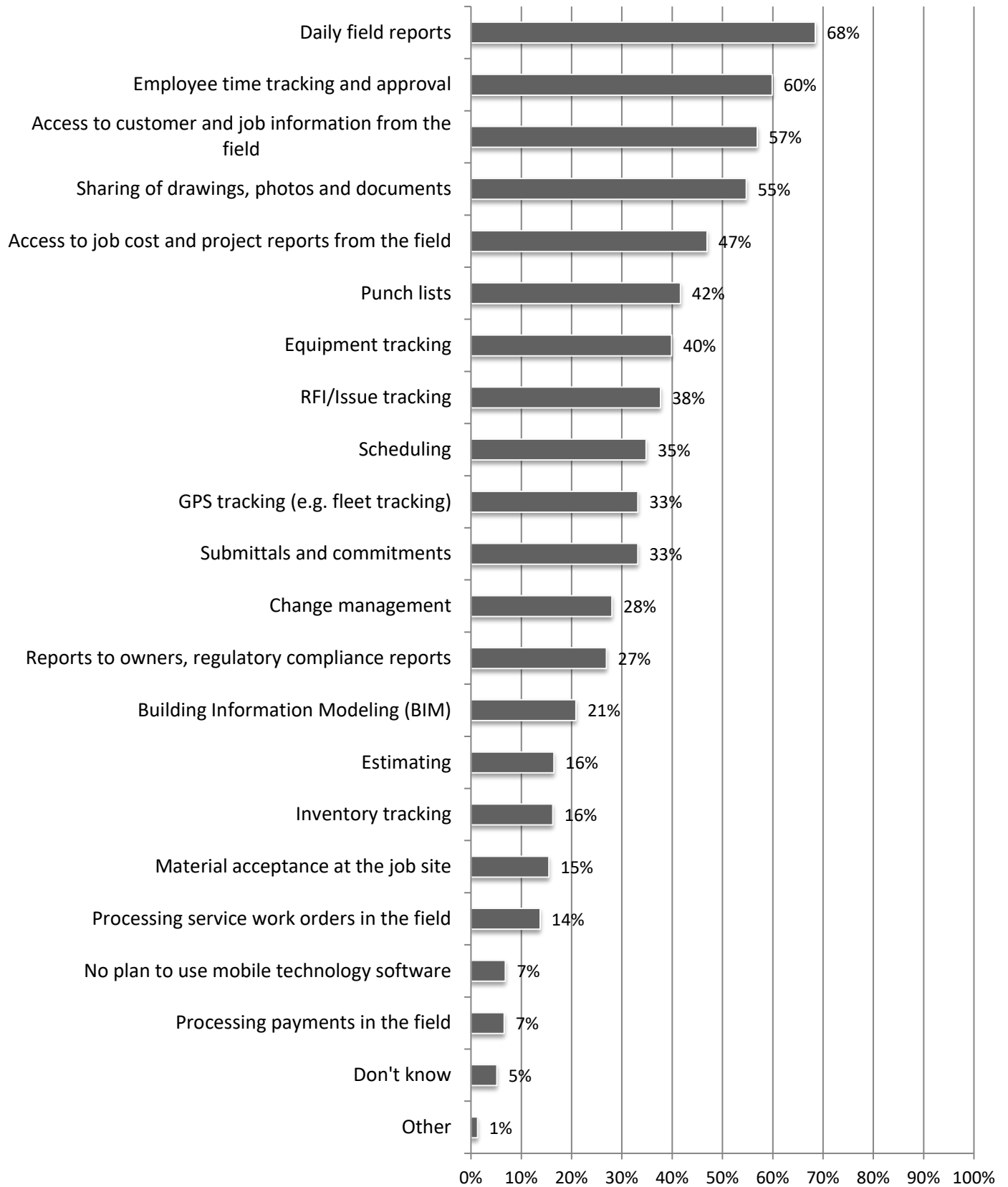
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 884



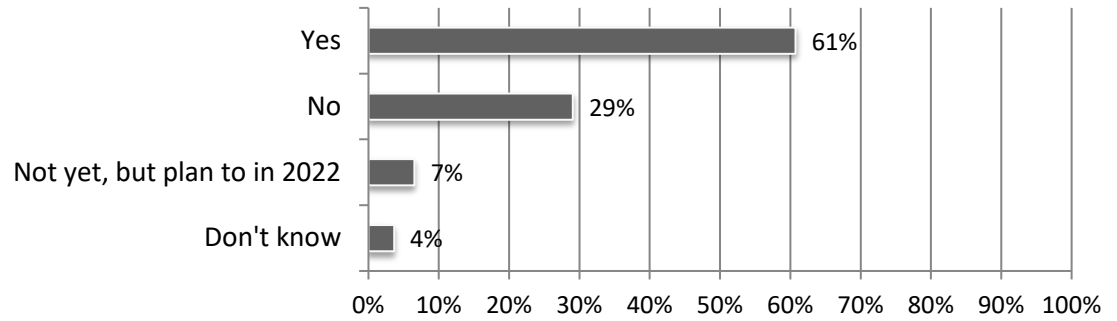
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 933

	Increase	Decrease	No change
Document management software	33%	1%	66%
Project management software	31%	2%	67%
Estimating software	27%	1%	72%
Tool/asset management/tracking	25%	1%	73%
Accounting software	25%	2%	74%
Human resources (HR) software	24%	1%	75%
Fleet tracking/management software	23%	2%	75%
Scheduling software	22%	2%	76%
Client relationship management (CRM) software	22%	2%	77%
Building Information Modeling (BIM)	20%	1%	79%
Project collaboration software	19%	1%	80%
Payroll software	18%	2%	81%
Subcontractor bid management/ITB software	12%	1%	87%
Service management software	10%	1%	89%
Prequalification software	10%	1%	89%

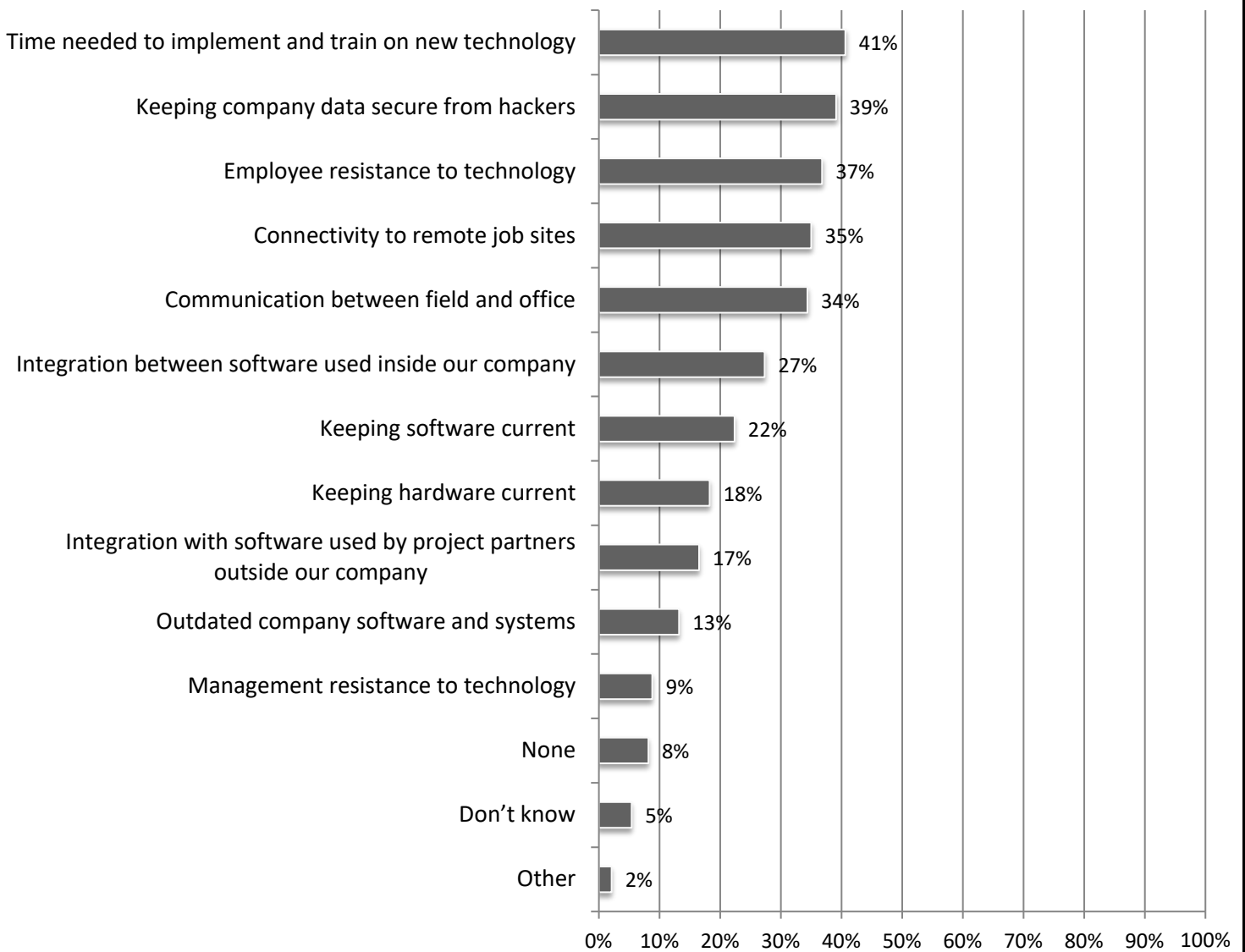
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 910



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 932

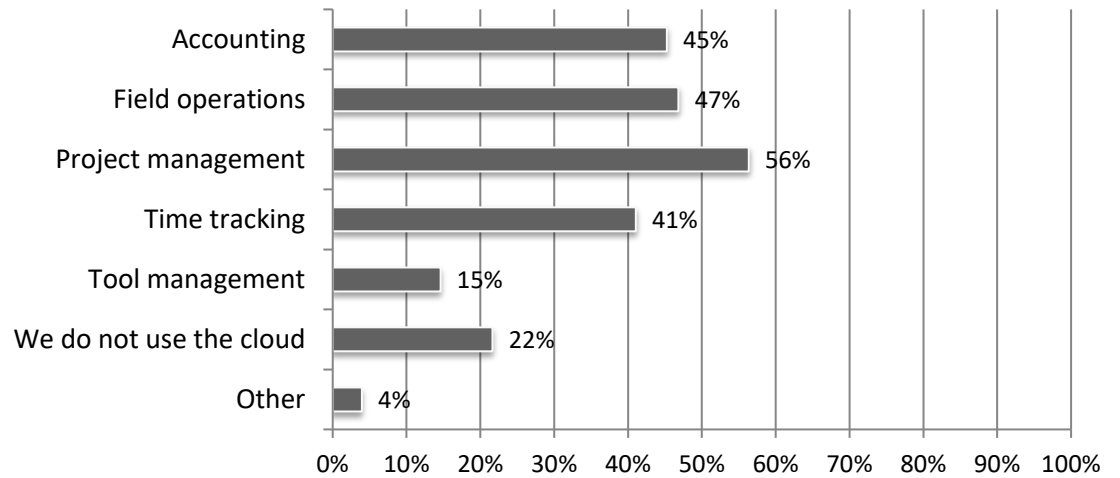


16. What are your biggest IT challenges (mark all that apply)? Responses: 908

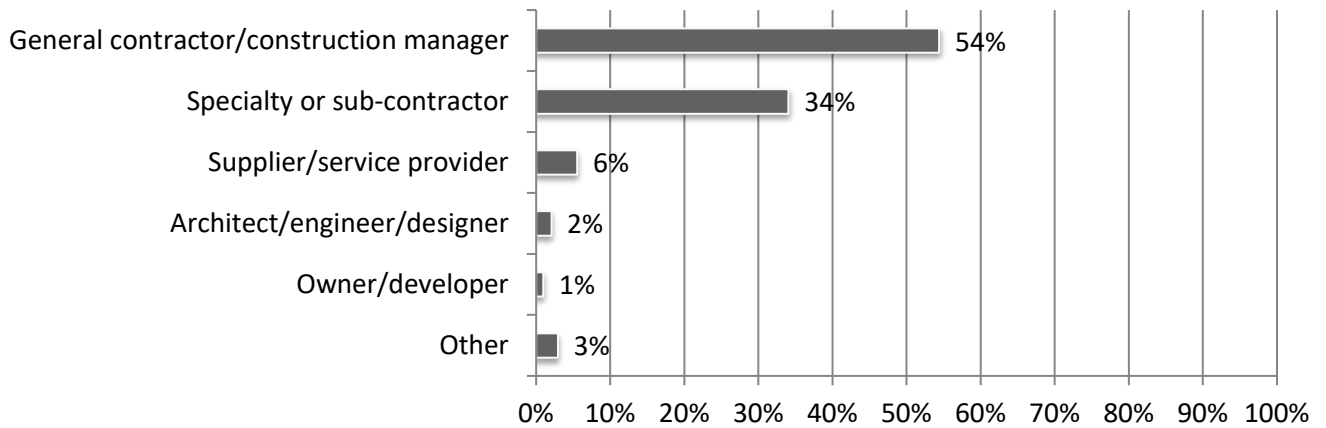


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 882

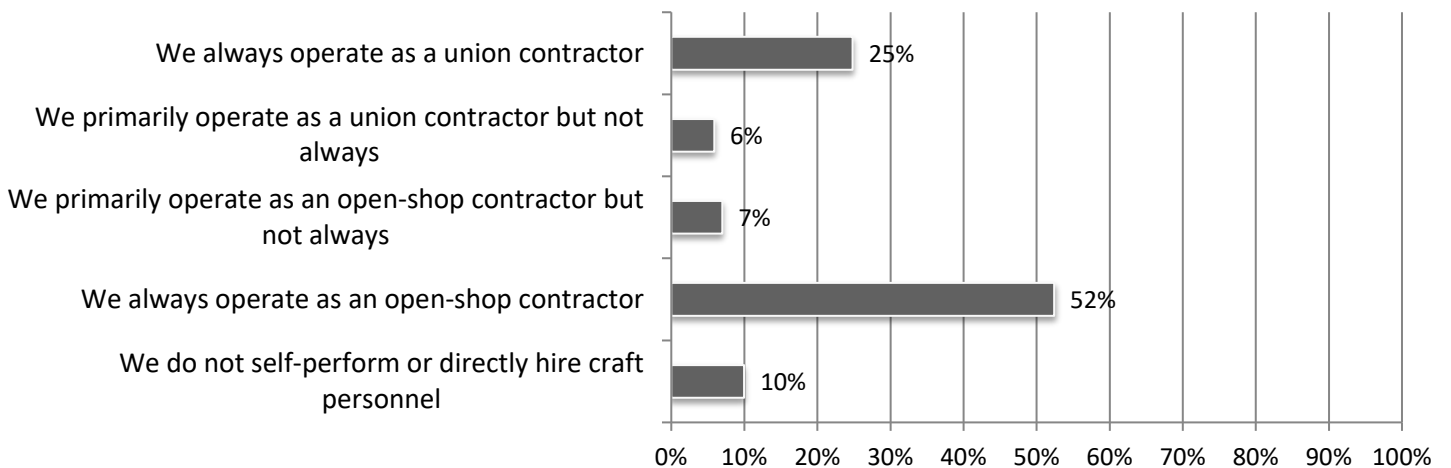


18. What best describes your firm? Responses: 919

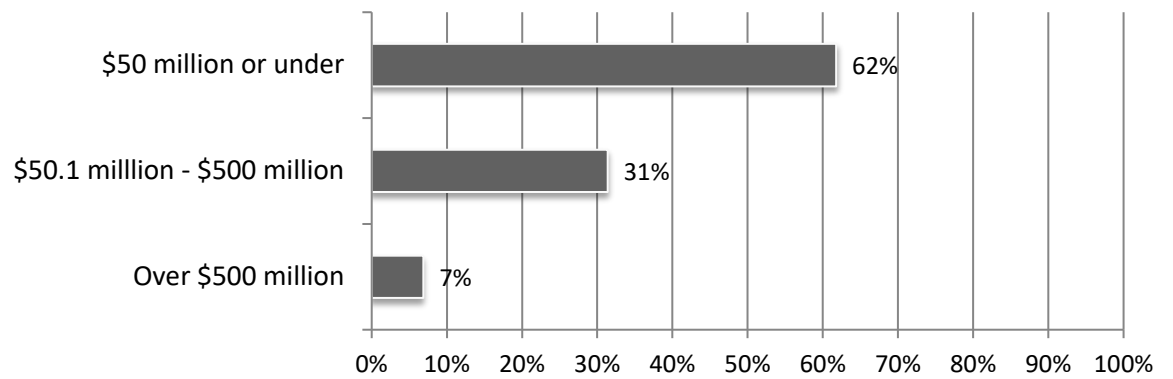


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 903



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 905



21. How many total employees does your firm employ at all of its locations? Responses: 909

