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2022 Construction Outlook New York Survey Results

Total Responses: 31. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

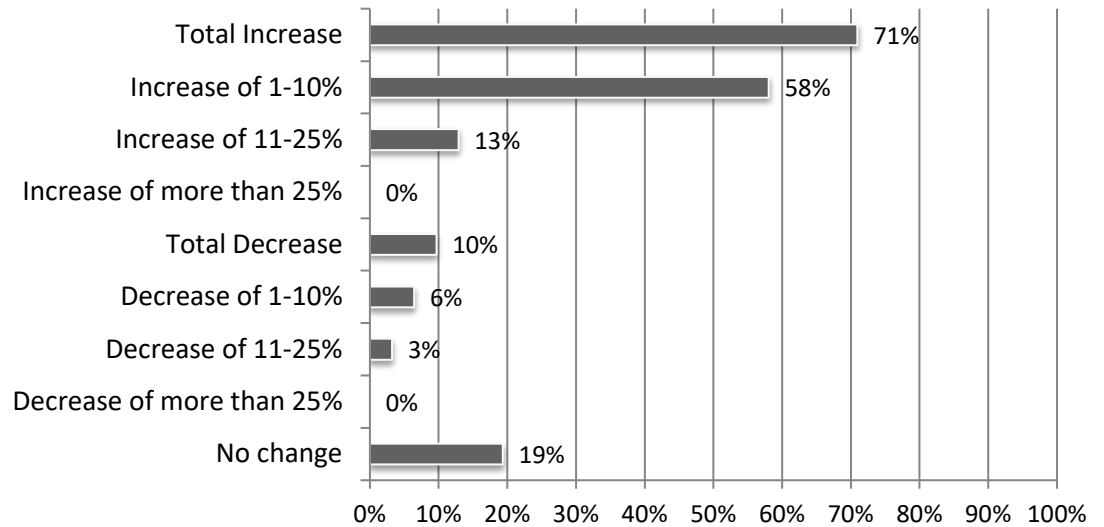
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 31

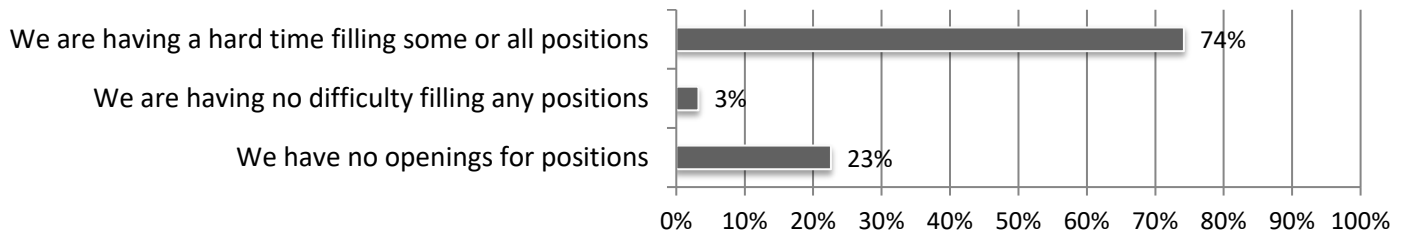
| Market | Higher | Lower | Same | Net* | US Net |
|---|--------|-------|------|------|--------|
| Bridge/Highway | 76% | 0% | 24% | 76% | 57% |
| Water/Sewer | 75% | 0% | 25% | 75% | 50% |
| Transportation | 69% | 13% | 19% | 56% | 51% |
| Power | 67% | 7% | 27% | 60% | 35% |
| Multifamily Residential | 60% | 7% | 33% | 53% | 32% |
| Federal (e.g., VA, GSA, USACE, NAVFAC) | 59% | 6% | 35% | 53% | 37% |
| Other Healthcare (e.g., clinic, testing or screening facility, medical lab) | 58% | 21% | 21% | 37% | 41% |
| Data Center | 57% | 7% | 36% | 50% | 31% |
| Warehouse | 56% | 28% | 17% | 28% | 41% |
| Hospital | 42% | 21% | 37% | 21% | 38% |
| Manufacturing | 35% | 35% | 29% | 0% | 27% |
| K-12 School | 35% | 35% | 30% | 0% | 19% |
| Public Building | 33% | 33% | 33% | 0% | 20% |
| Lodging | 29% | 29% | 43% | 0% | 6% |
| Higher Education | 26% | 26% | 47% | 0% | 16% |
| Private Office | 17% | 44% | 39% | -28% | -8% |
| Retail | 12% | 53% | 35% | -41% | -8% |

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

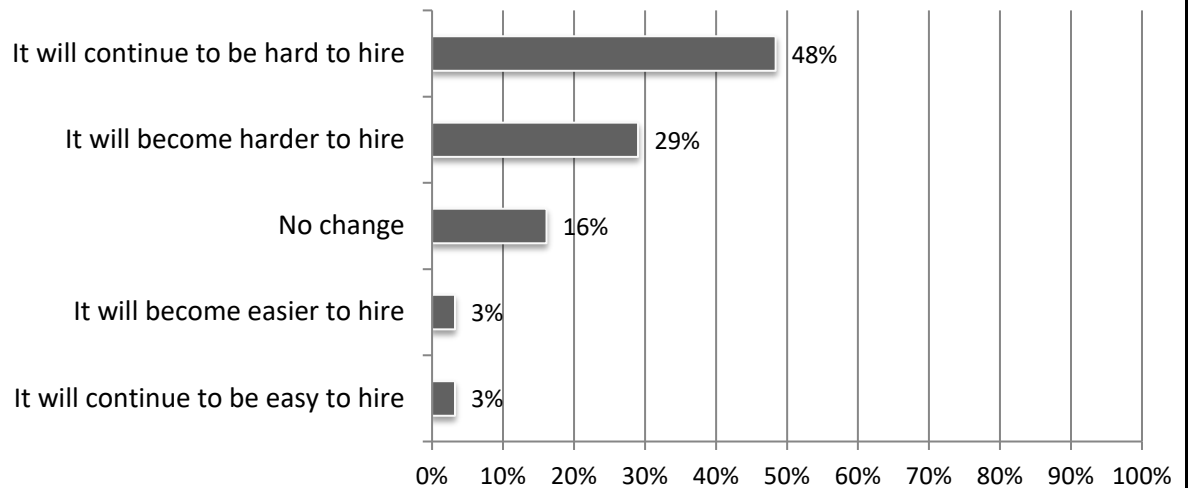
2. What percent change do you expect in your headcount in 2022? Responses: 31



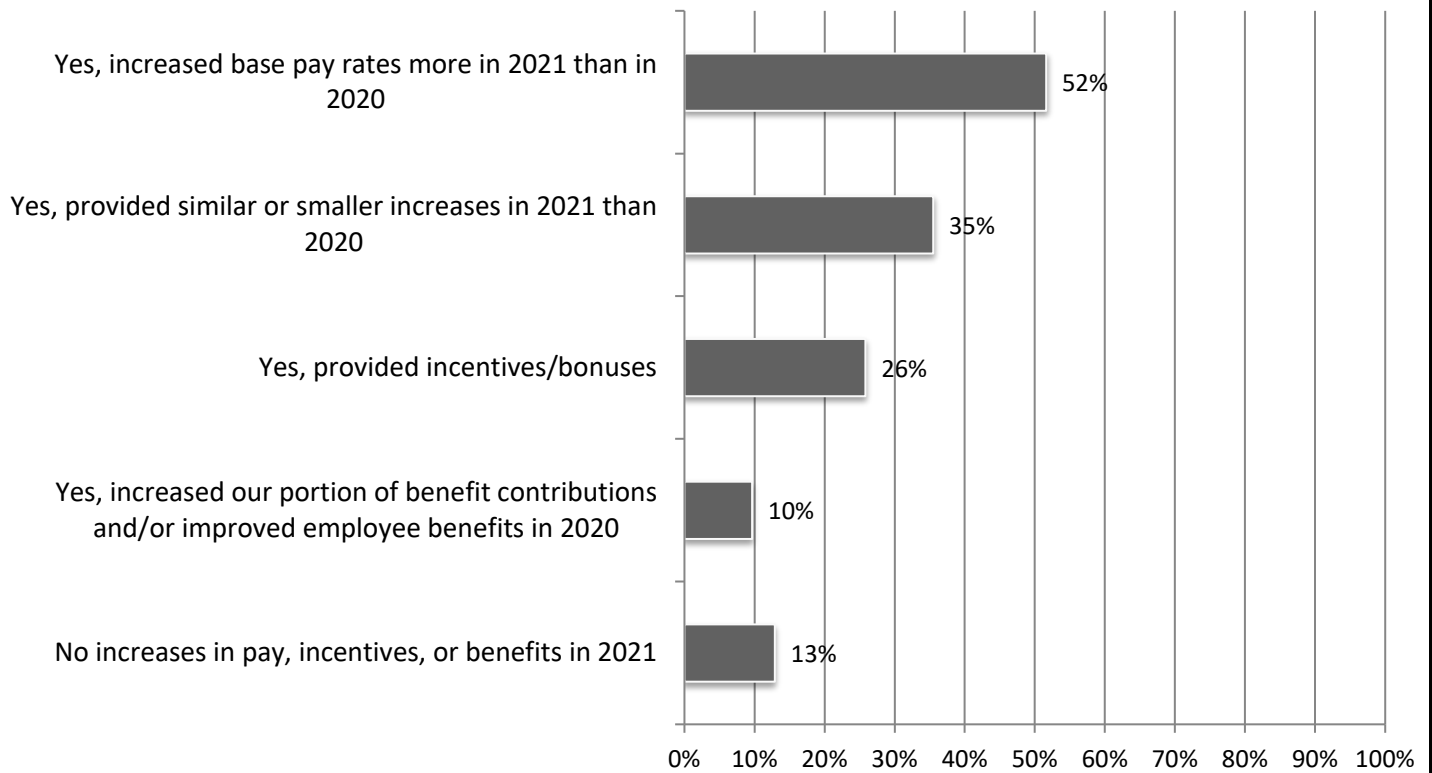
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 31



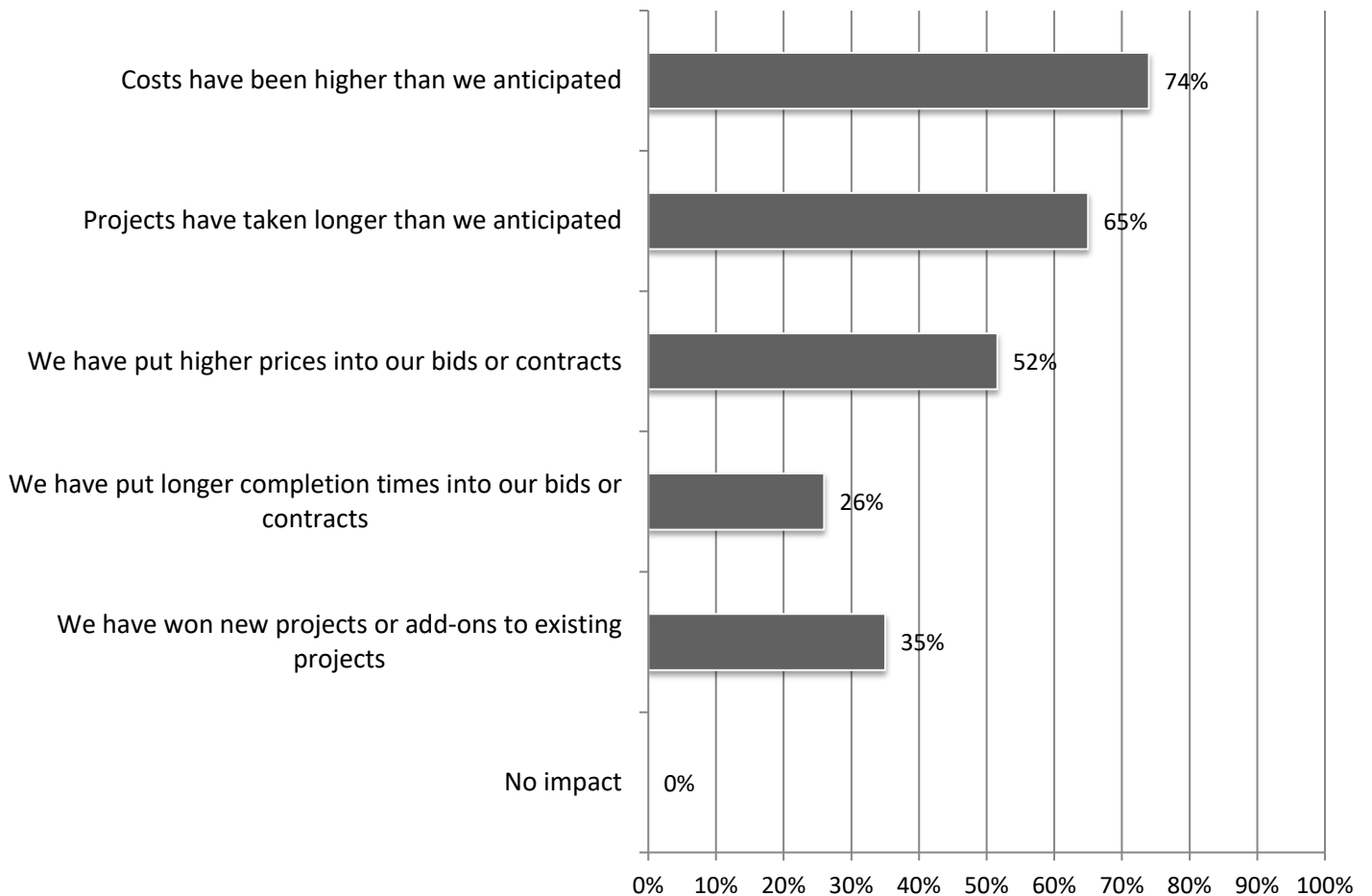
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 31



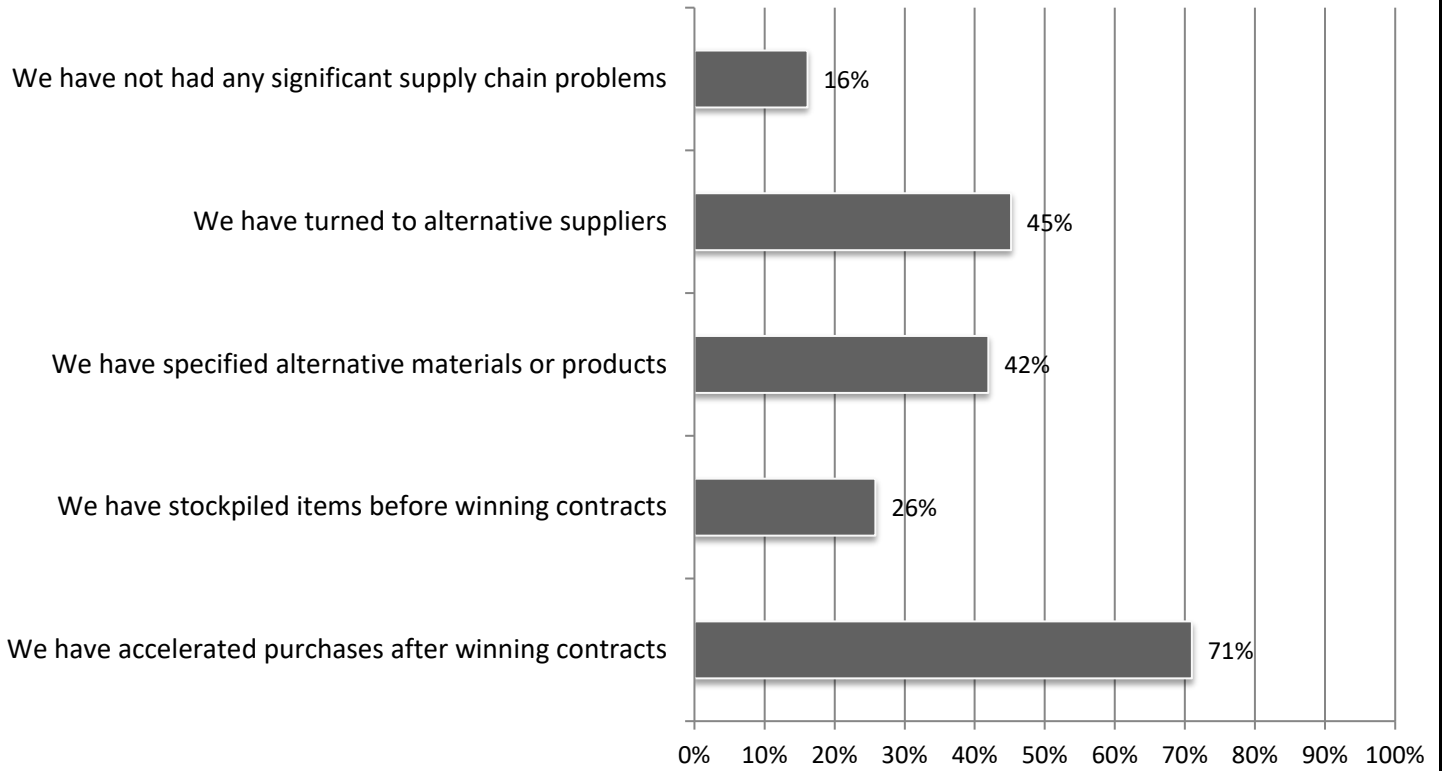
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 31



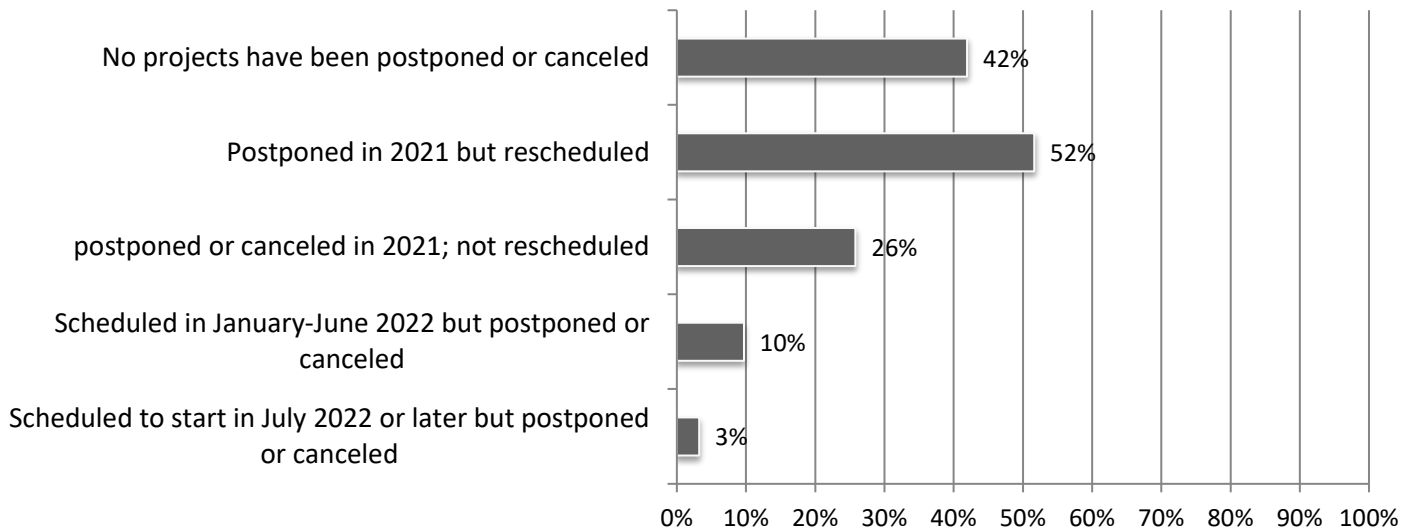
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 31



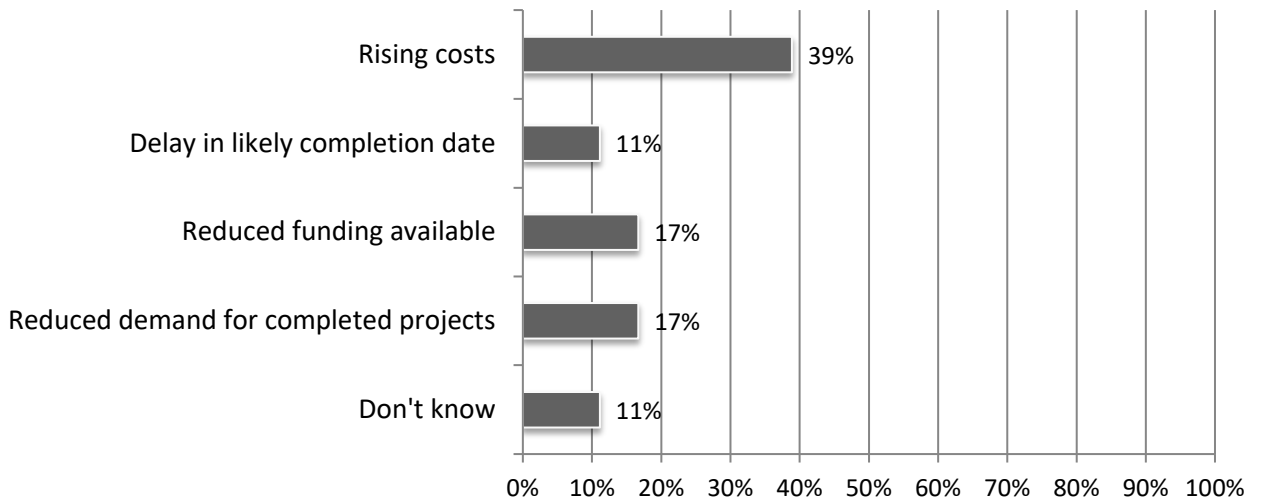
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 31



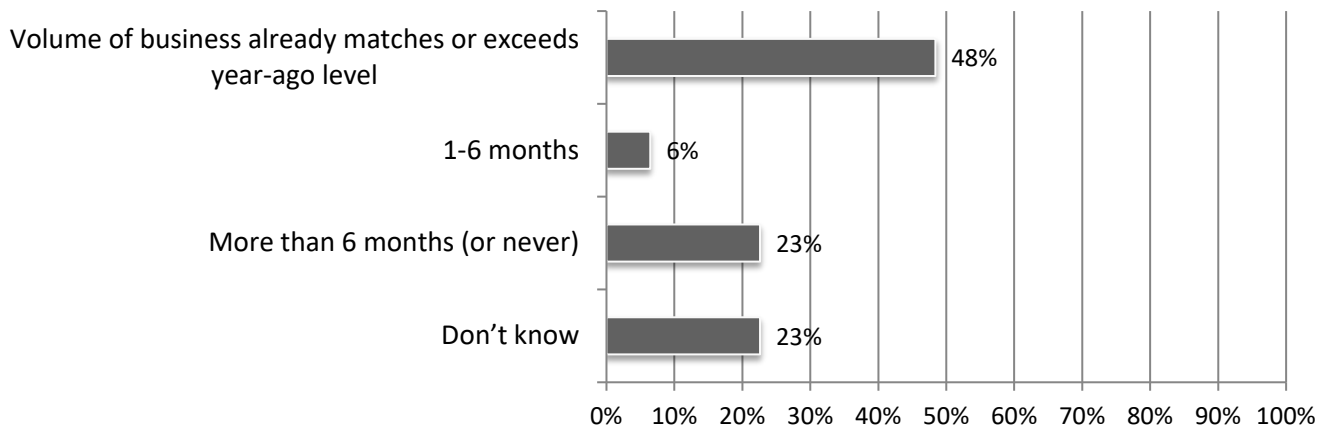
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 31



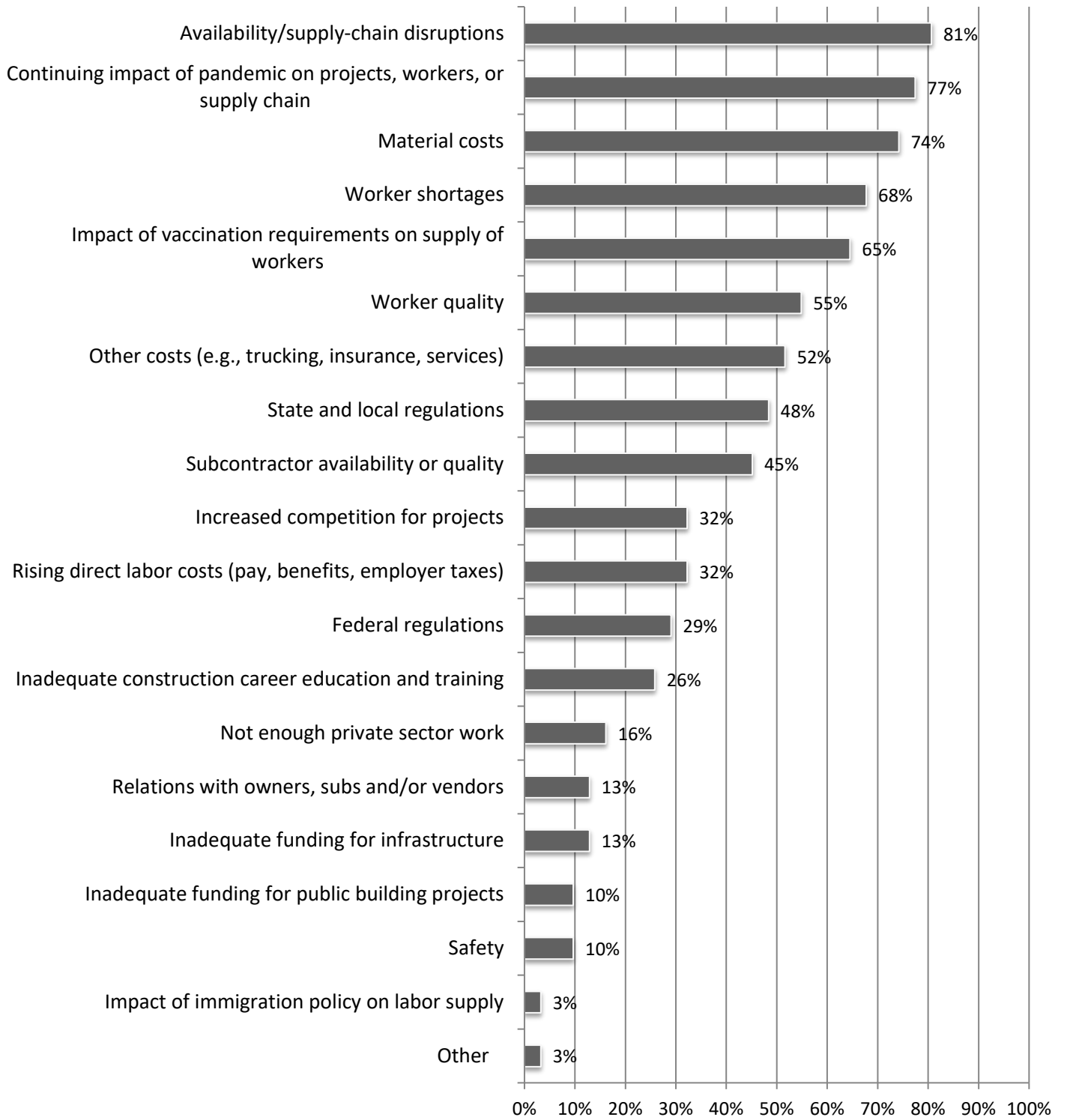
9. If projects were postponed or canceled, what was the main reason? Responses: 31



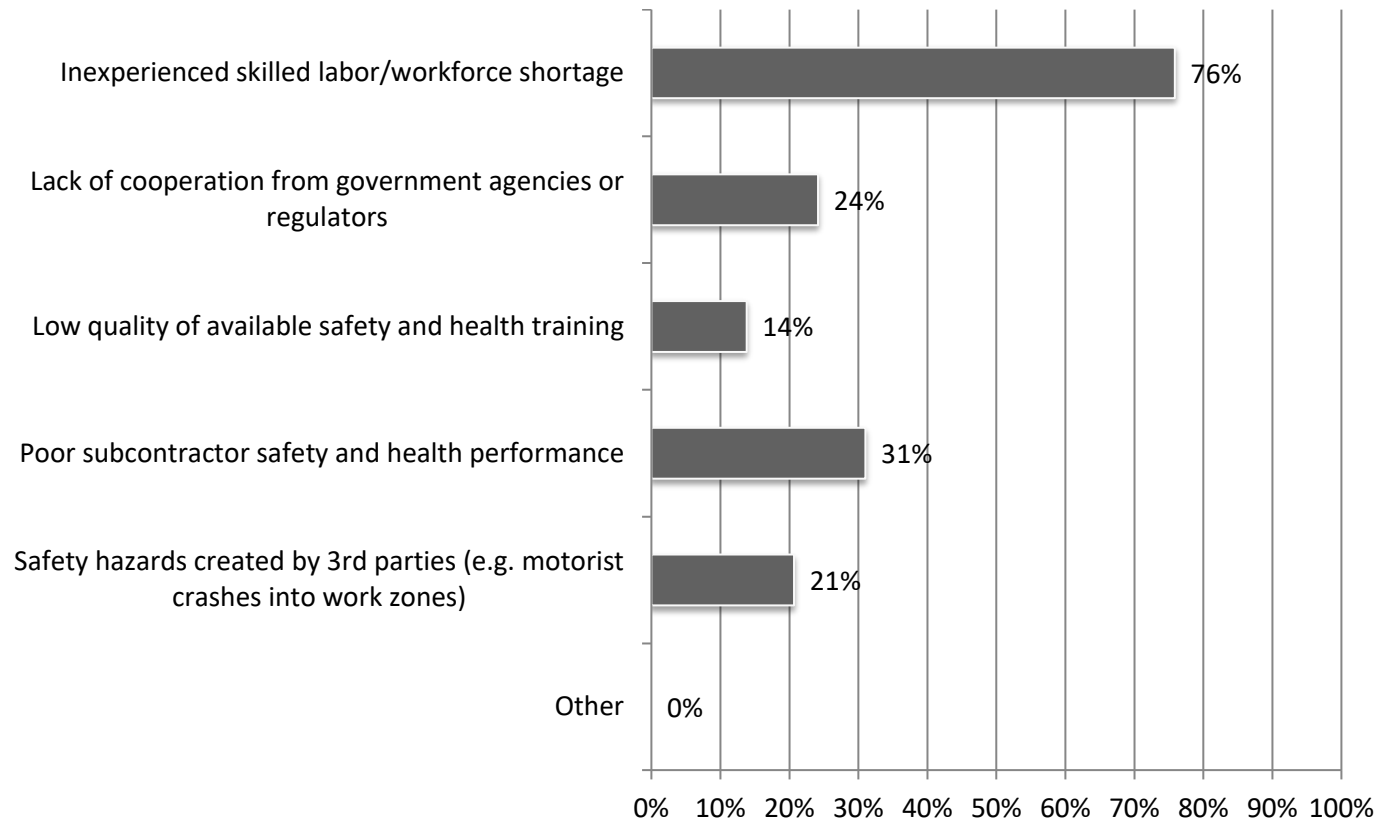
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 31



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 31



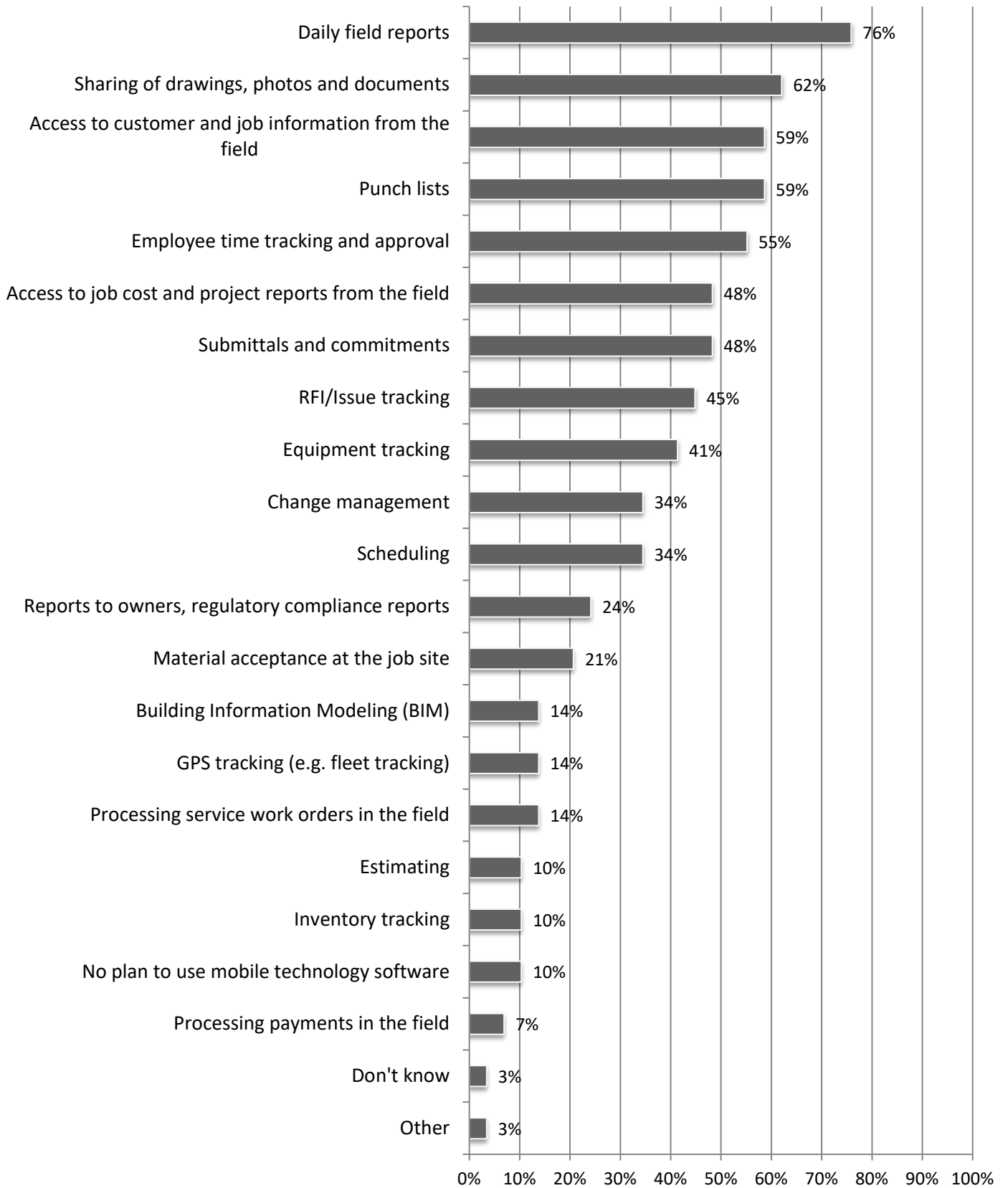
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 29



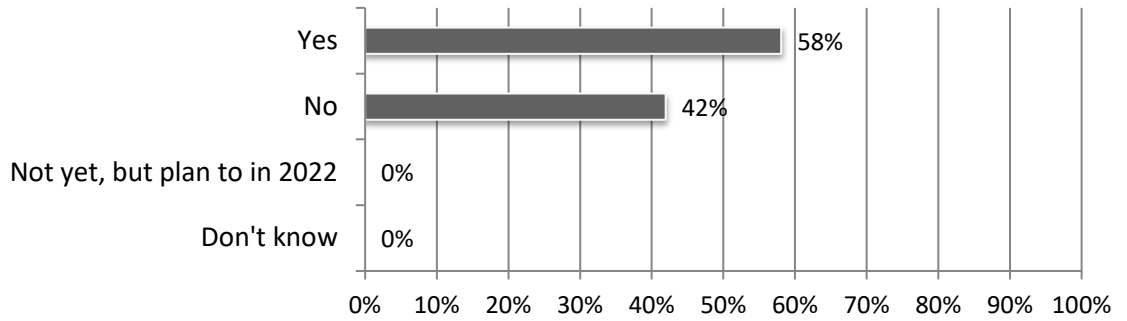
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 30

| | Increase | Decrease | No change |
|---|----------|----------|-----------|
| Document management software | 21% | 0% | 79% |
| Project management software | 21% | 0% | 79% |
| Project collaboration software | 19% | 0% | 81% |
| Client relationship management (CRM) software | 18% | 0% | 82% |
| Payroll software | 18% | 4% | 79% |
| Estimating software | 17% | 0% | 83% |
| Fleet tracking/management software | 16% | 0% | 84% |
| Human resources (HR) software | 16% | 4% | 80% |
| Scheduling software | 15% | 0% | 85% |
| Building Information Modeling (BIM) | 14% | 0% | 86% |
| Tool/asset management/tracking | 12% | 0% | 88% |
| Prequalification software | 8% | 4% | 88% |
| Subcontractor bid management/ITB software | 4% | 4% | 92% |
| Accounting software | 3% | 0% | 97% |
| Service management software | 0% | 4% | 96% |

14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 29



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 31

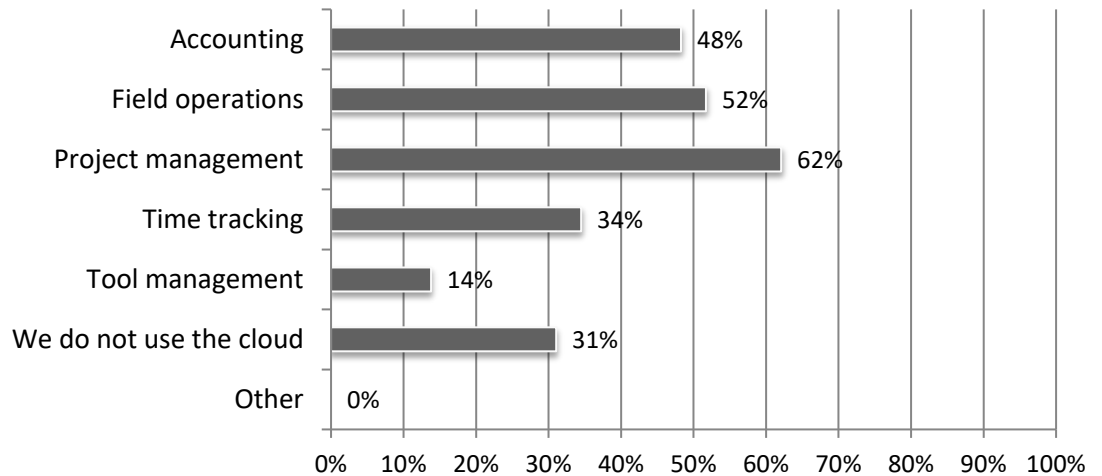


16. What are your biggest IT challenges (mark all that apply)? Responses: 30

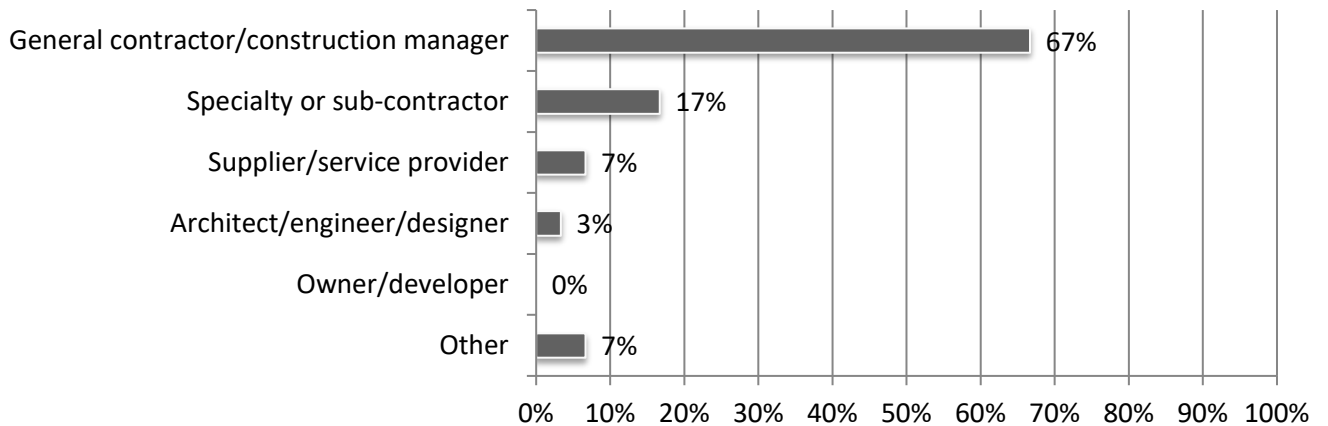


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 29

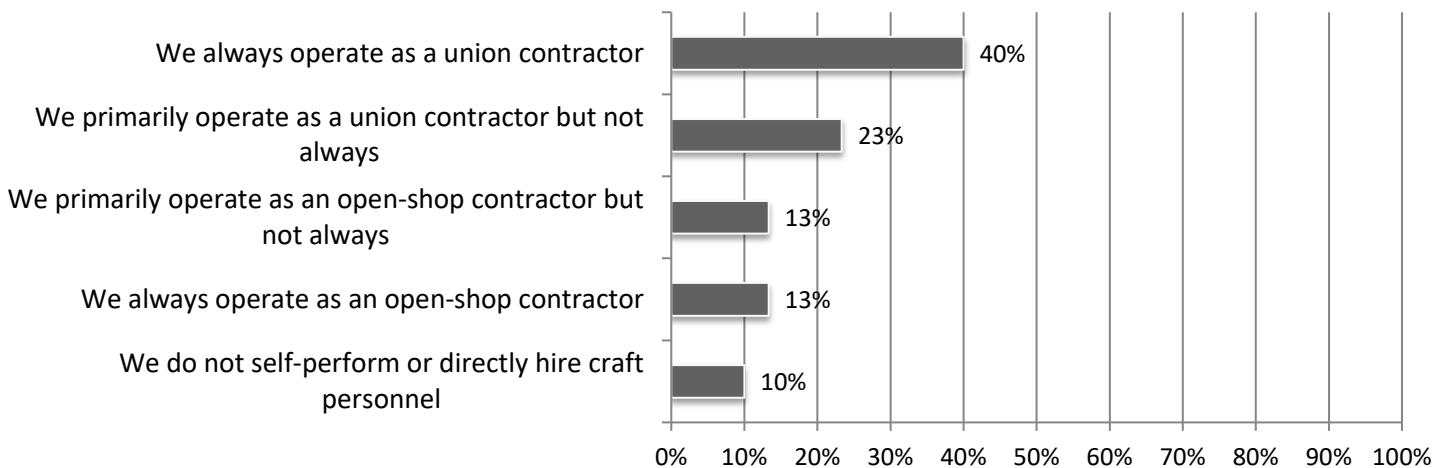


18. What best describes your firm? Responses: 30

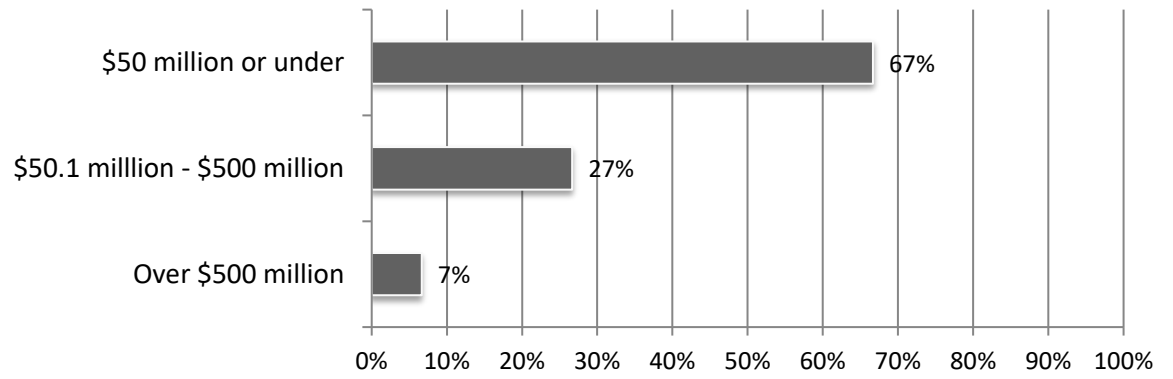


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 30



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 30



21. How many total employees does your firm employ at all of its locations? Responses: 31

