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2022 Construction Outlook Northeast Survey Results

Total Responses: 93. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

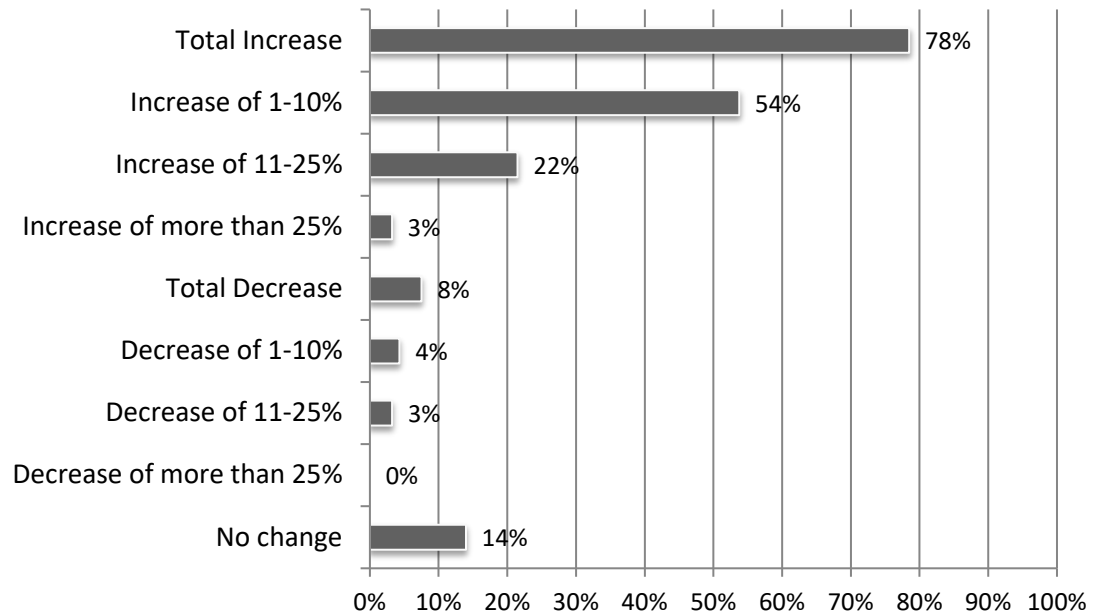
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 93

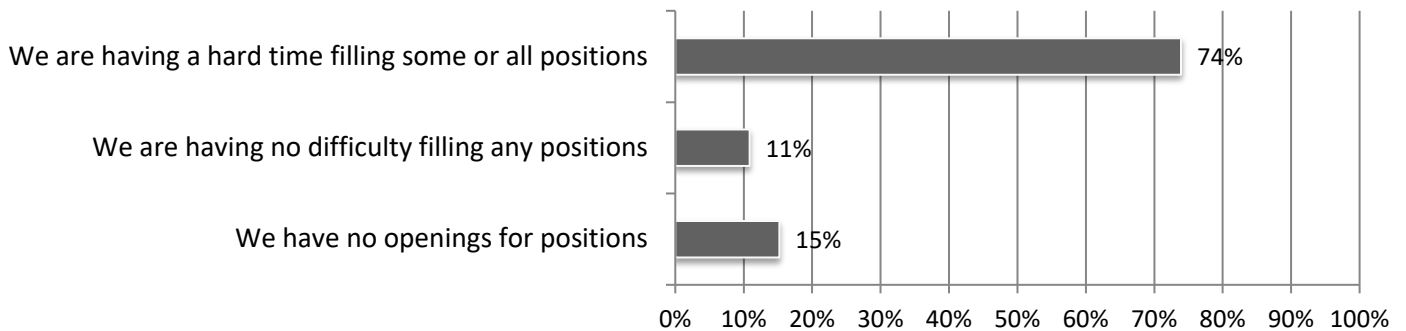
Market	Higher	Lower	Same	Net*	US Net
Water/Sewer	70%	9%	21%	60%	50%
Bridge/Highway	69%	3%	27%	66%	57%
Transportation	62%	9%	28%	53%	51%
Warehouse	60%	16%	25%	44%	41%
Power	56%	15%	29%	40%	35%
Federal (e.g., VA, GSA, USACE, NAVFAC)	52%	5%	43%	46%	37%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	51%	12%	37%	38%	41%
Hospital	49%	11%	40%	38%	38%
Multifamily Residential	46%	10%	44%	35%	32%
Public Building	45%	25%	30%	21%	20%
Data Center	45%	10%	45%	35%	31%
Higher Education	43%	15%	42%	28%	16%
K-12 School	36%	24%	40%	13%	19%
Manufacturing	35%	31%	33%	4%	27%
Lodging	30%	23%	47%	6%	6%
Retail	22%	45%	33%	-22%	-8%
Private Office	21%	44%	35%	-23%	-8%

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

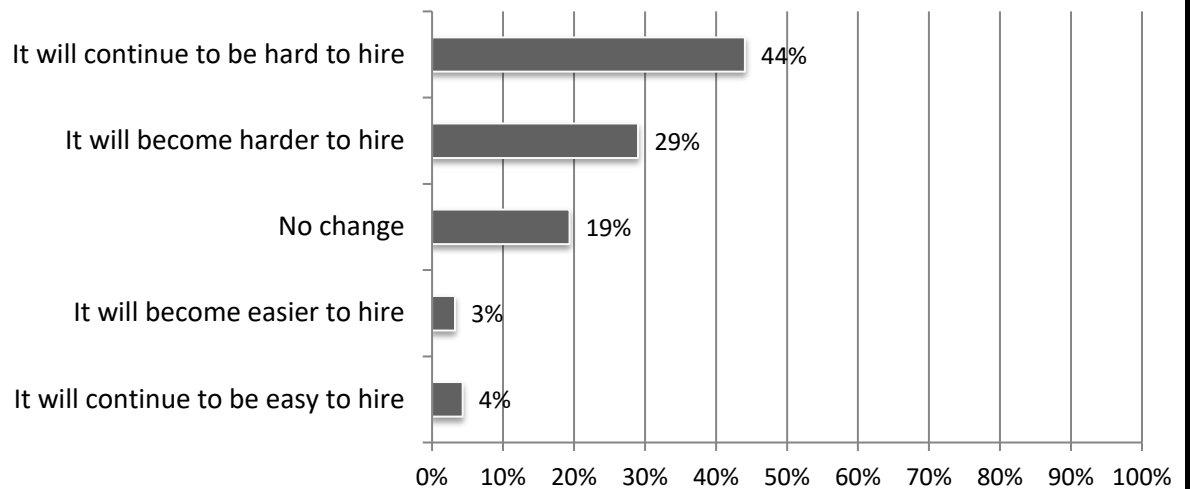
2. What percent change do you expect in your headcount in 2022? Responses: 93



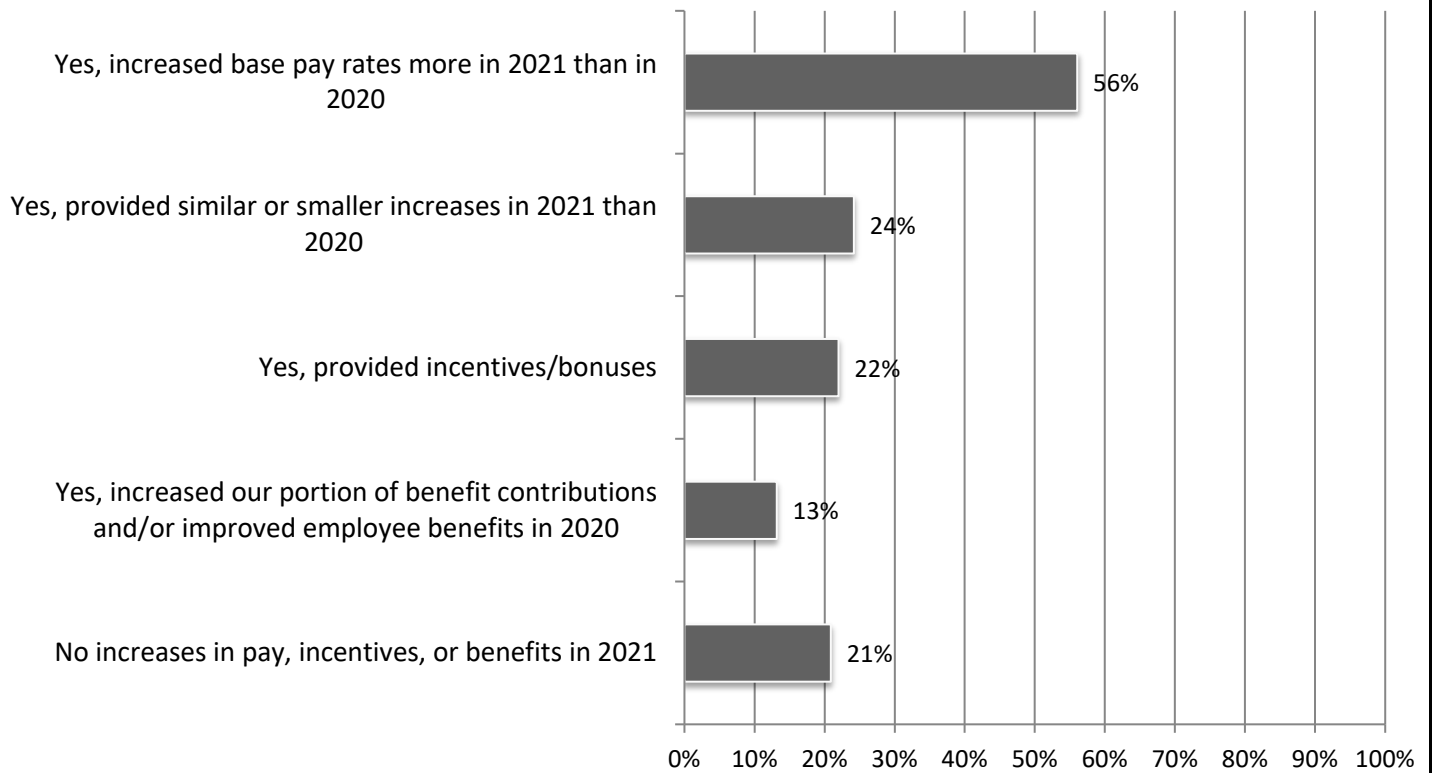
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 92



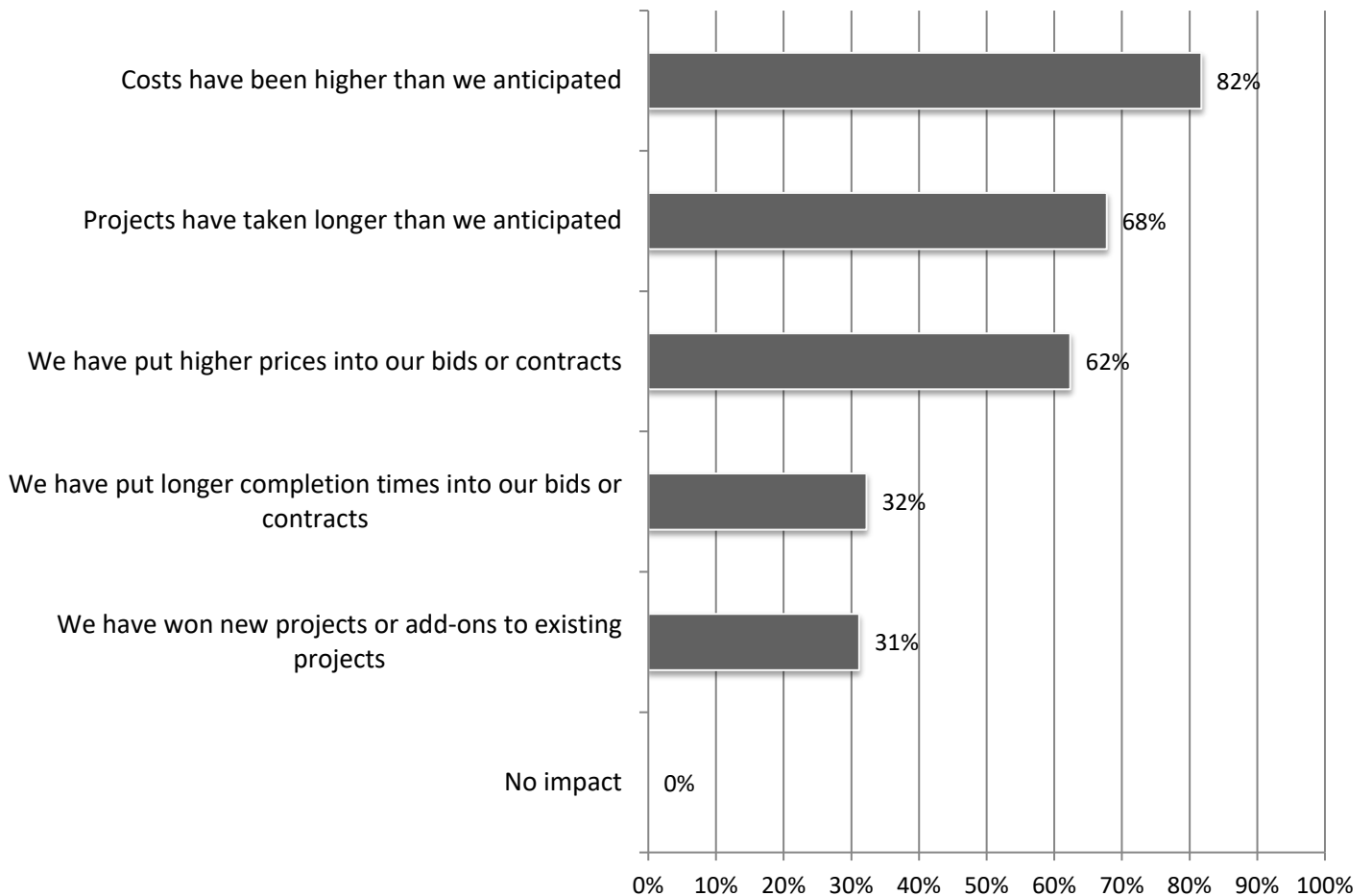
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 93



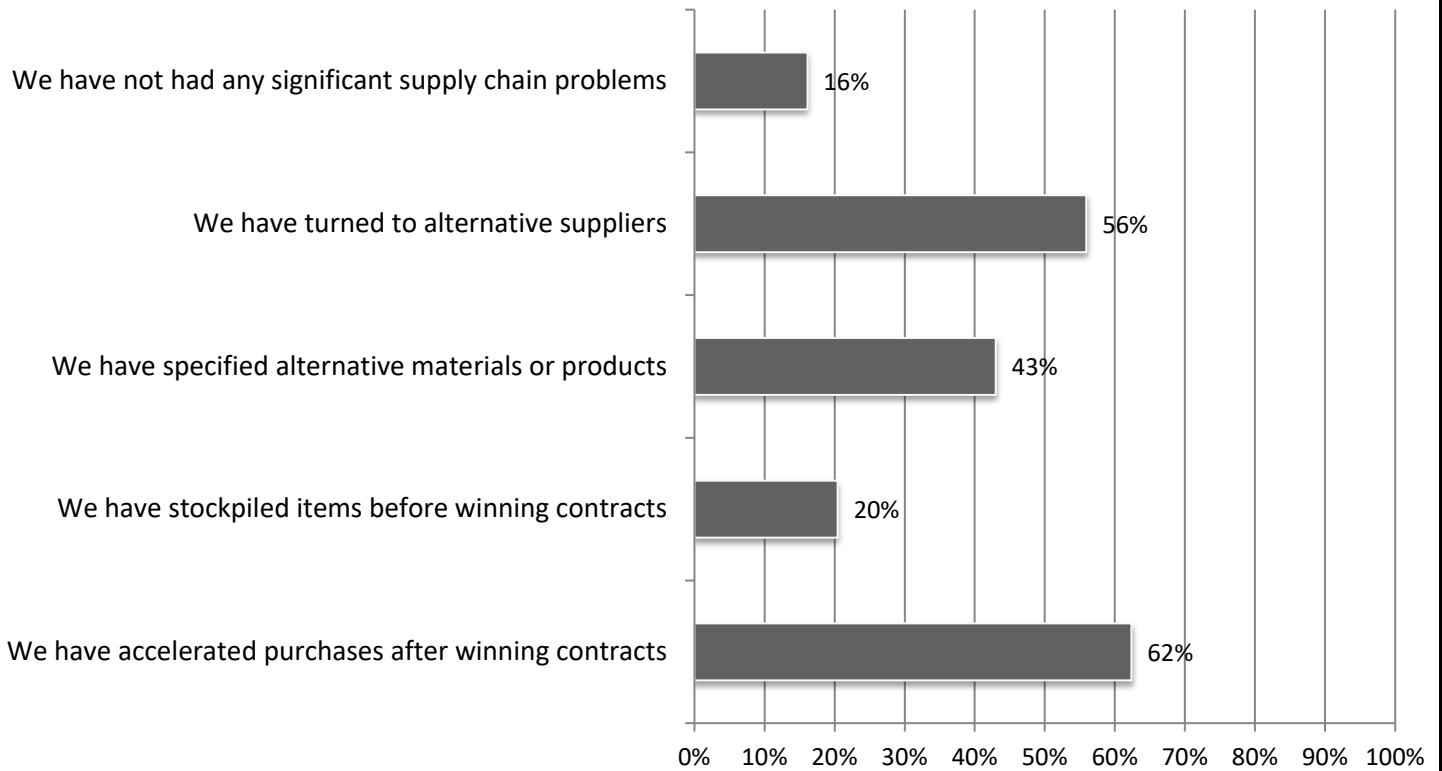
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 91



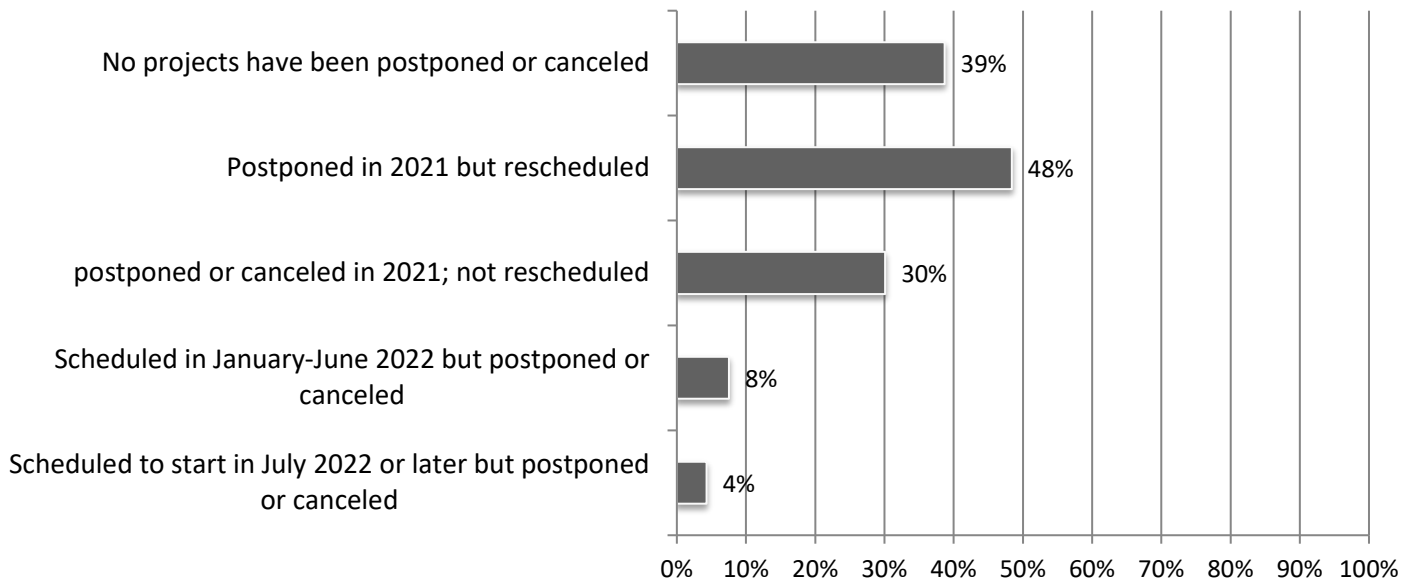
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 93



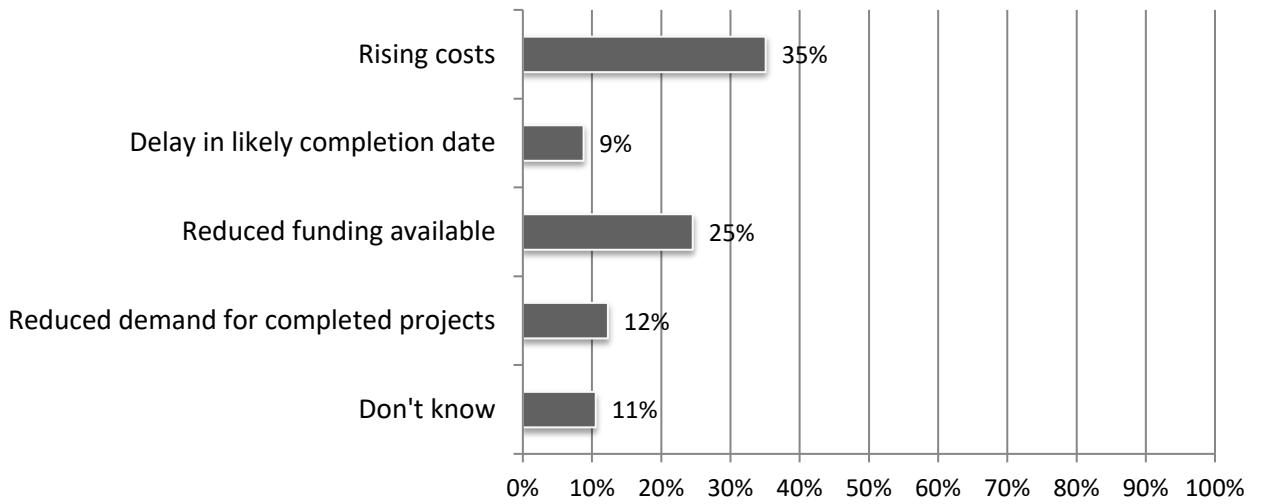
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 93



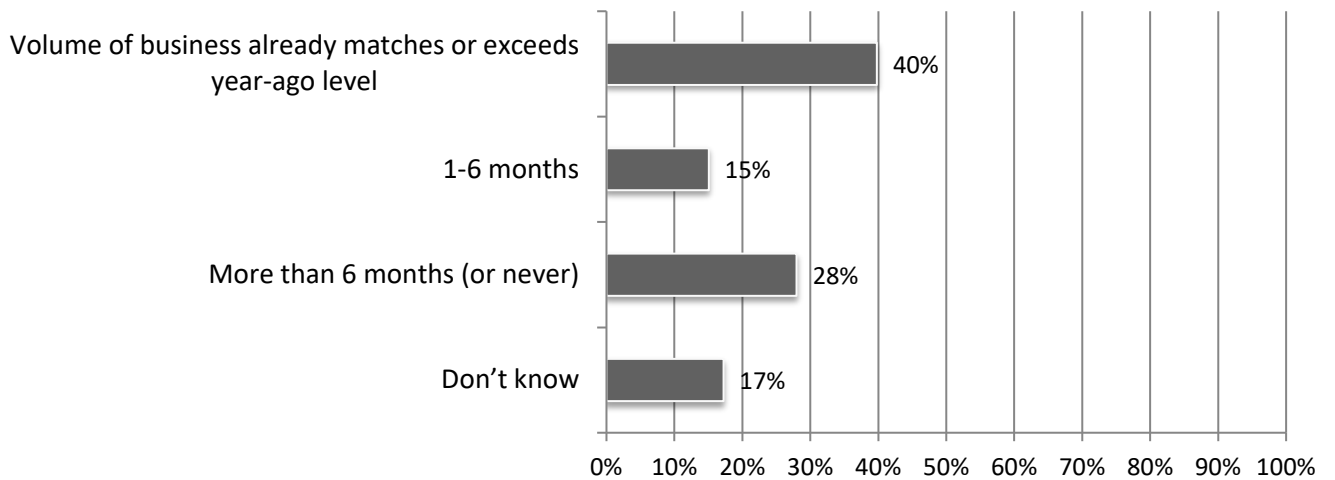
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 93



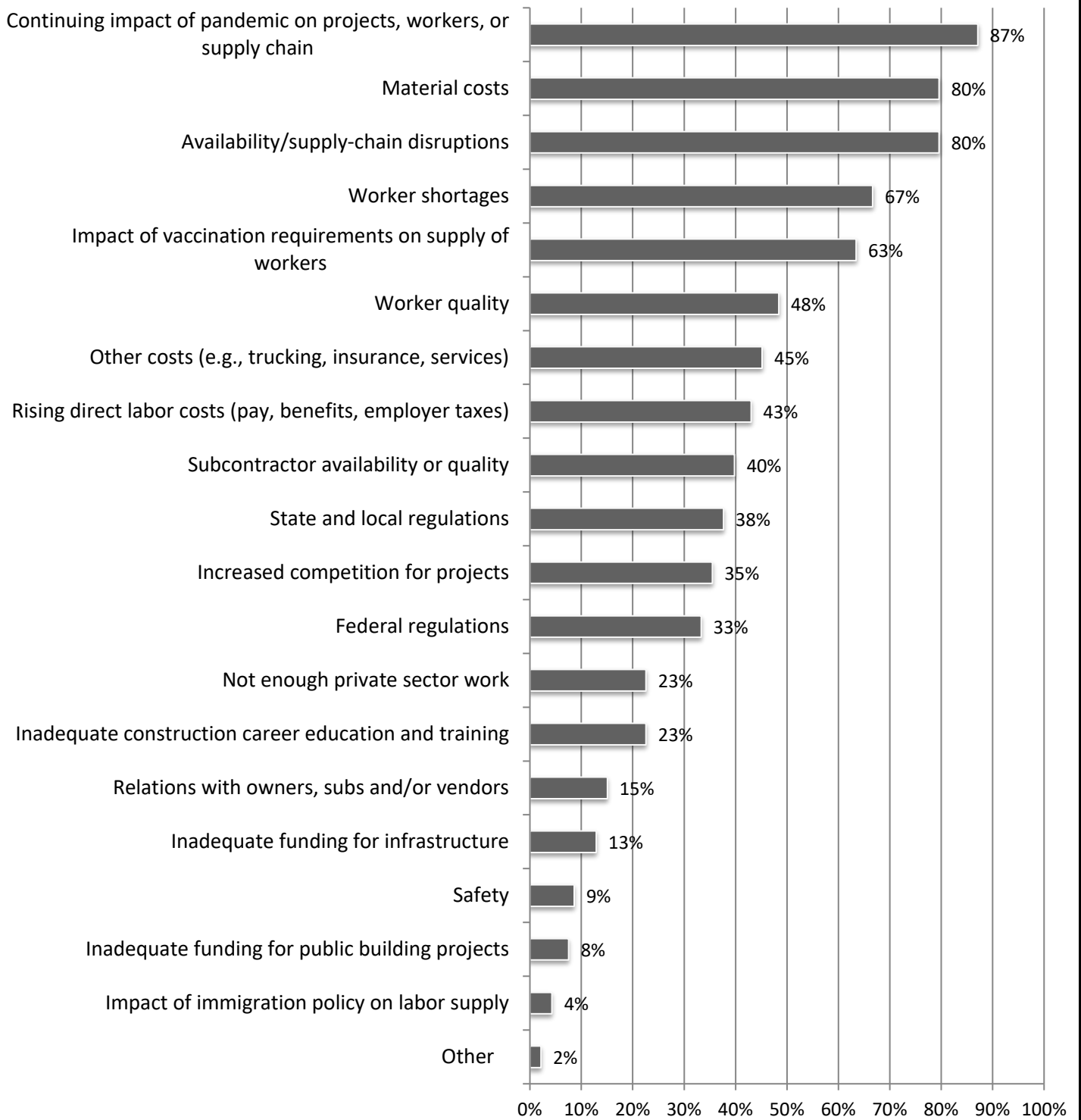
9. If projects were postponed or canceled, what was the main reason? Responses: 57



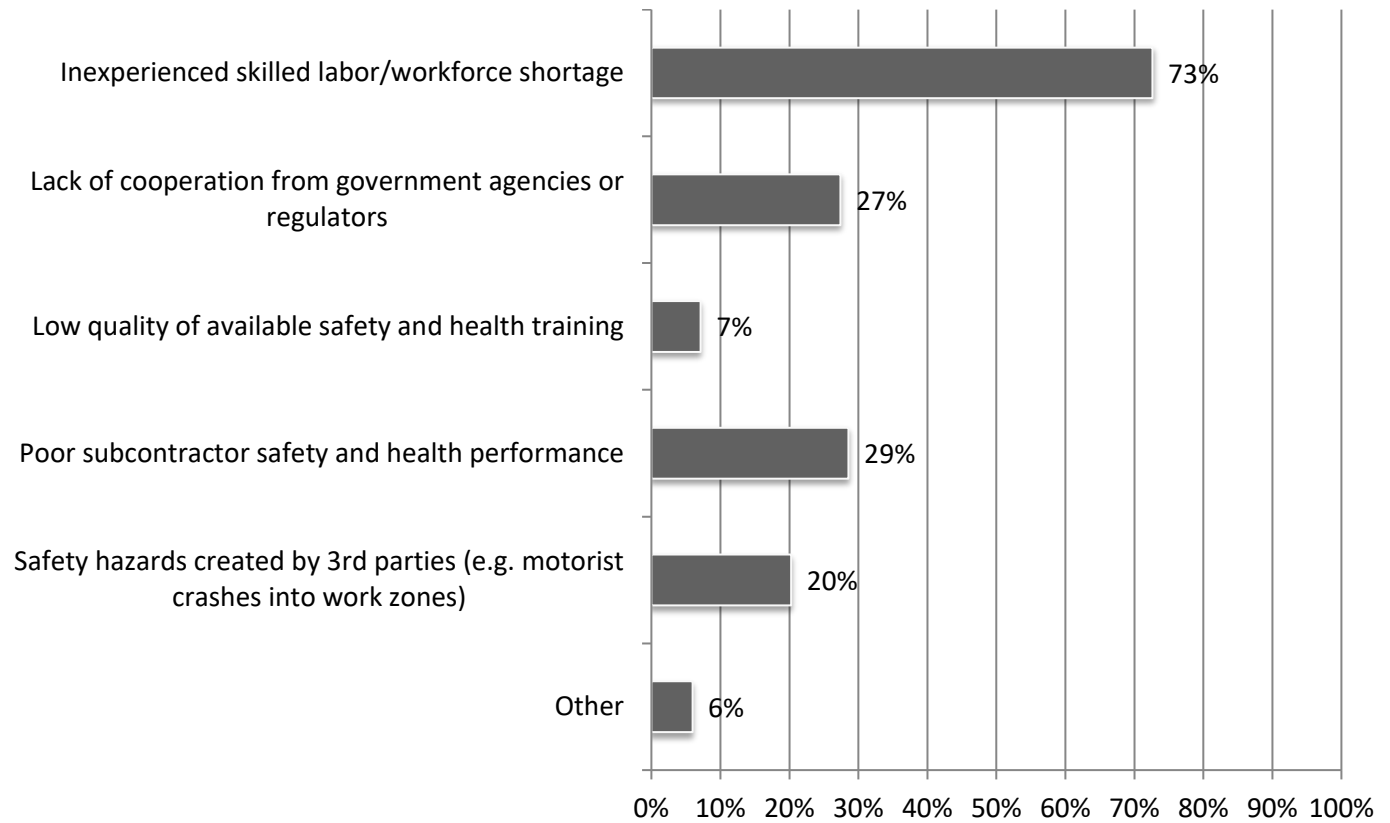
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 93



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 93



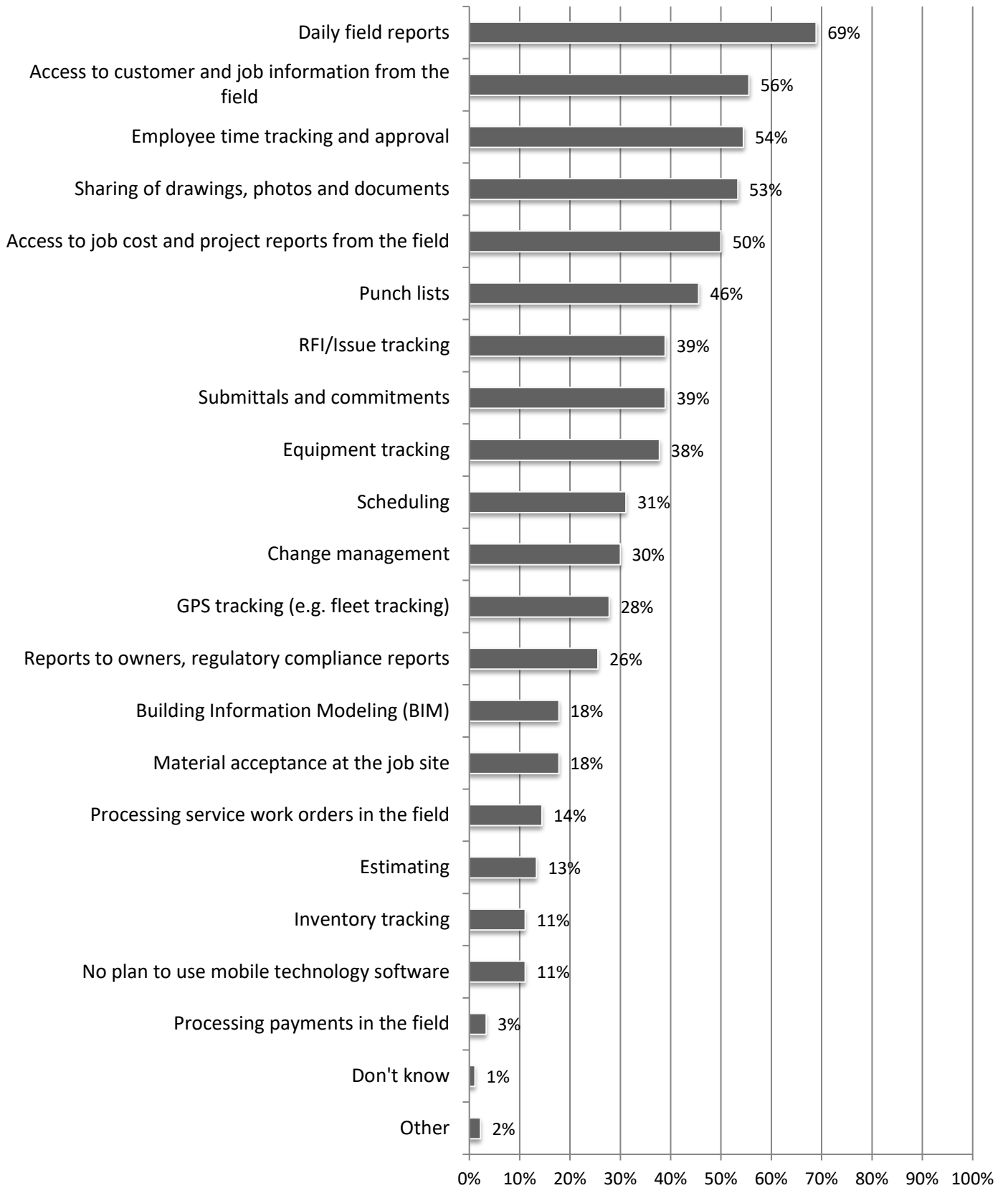
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 84



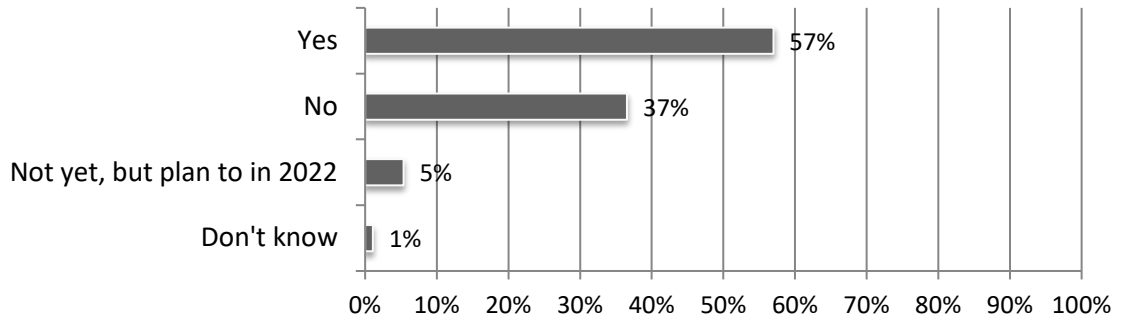
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 90

	Increase	Decrease	No change
Document management software	29%	1%	70%
Project management software	27%	3%	71%
Accounting software	23%	1%	76%
Human resources (HR) software	22%	1%	76%
Tool/asset management/tracking	22%	0%	78%
Scheduling software	20%	0%	80%
Client relationship management (CRM) software	19%	1%	79%
Building Information Modeling (BIM)	19%	0%	81%
Estimating software	18%	0%	82%
Payroll software	18%	3%	79%
Project collaboration software	15%	1%	84%
Fleet tracking/management software	15%	1%	84%
Prequalification software	8%	3%	89%
Subcontractor bid management/ITB software	8%	1%	90%
Service management software	5%	2%	94%

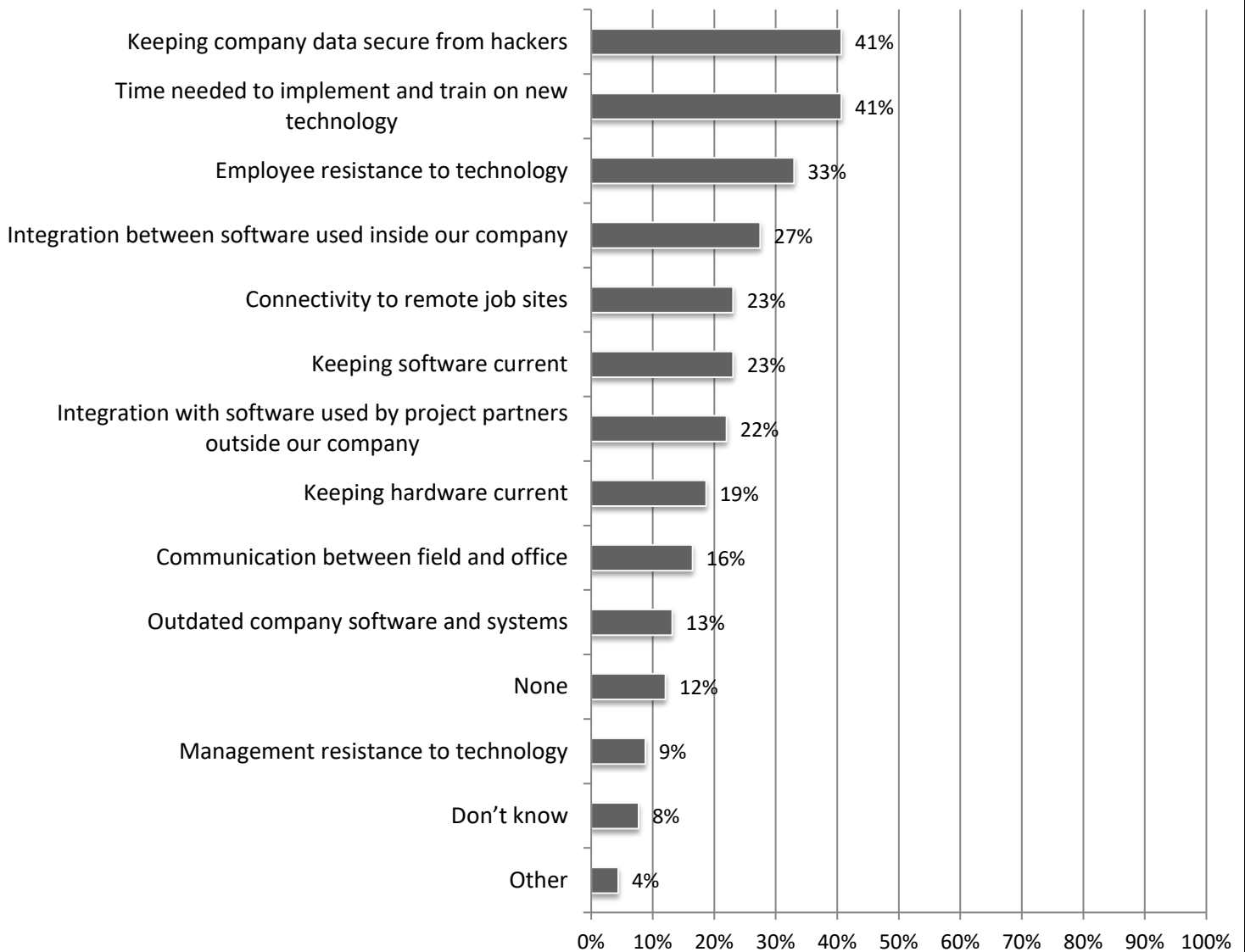
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 90



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 93

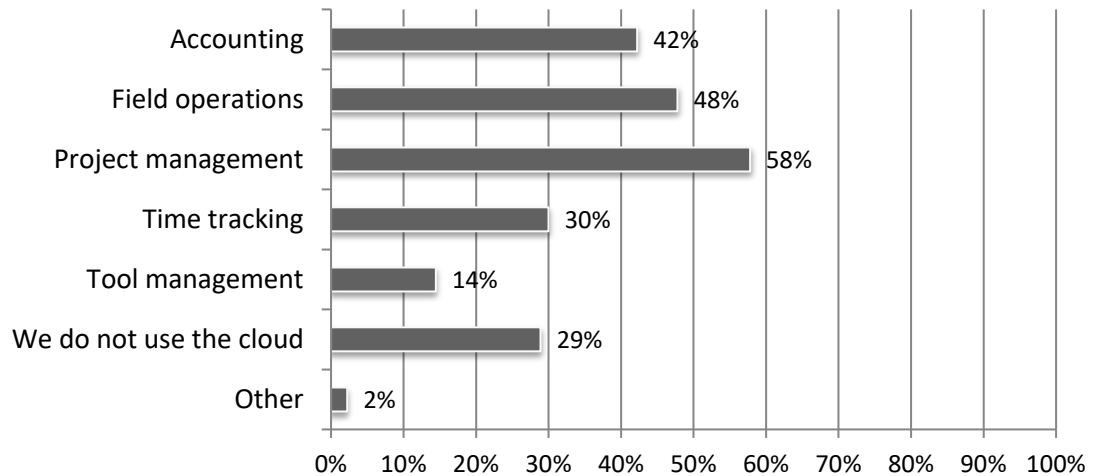


16. What are your biggest IT challenges (mark all that apply)? Responses: 91

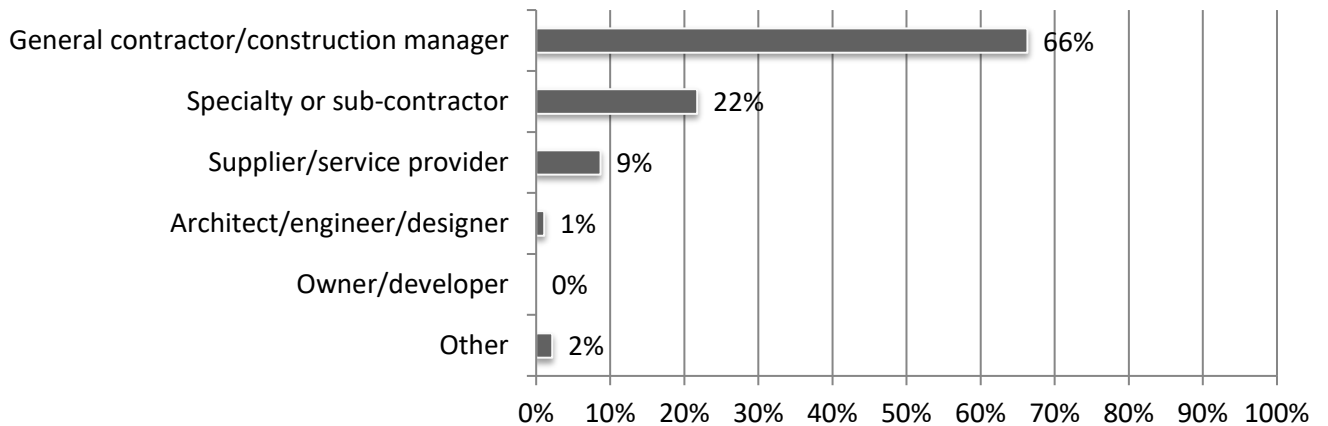


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 90

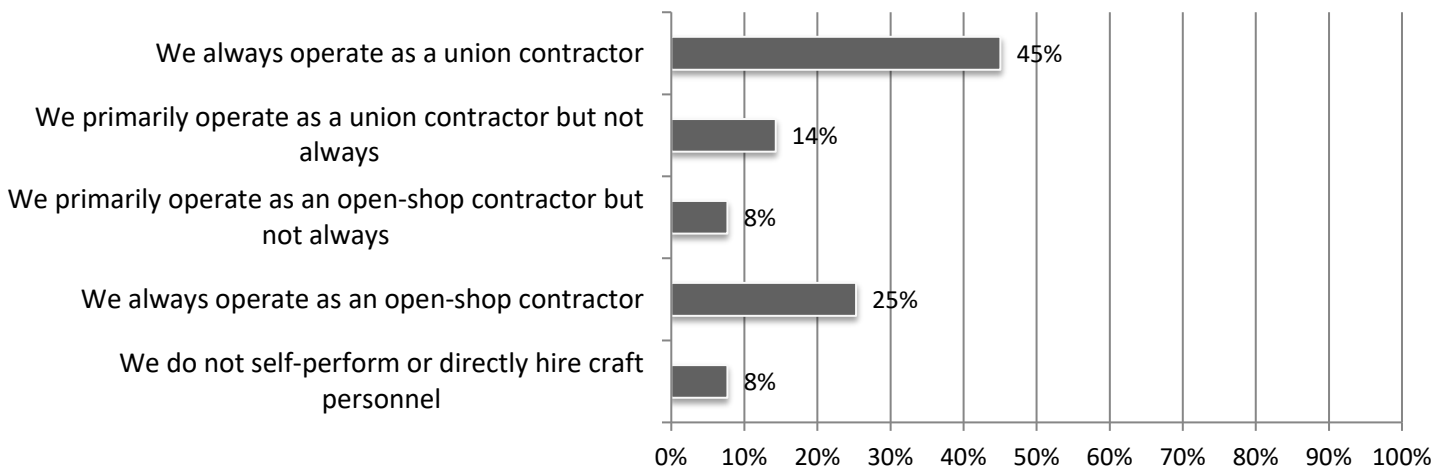


18. What best describes your firm? Responses: 92

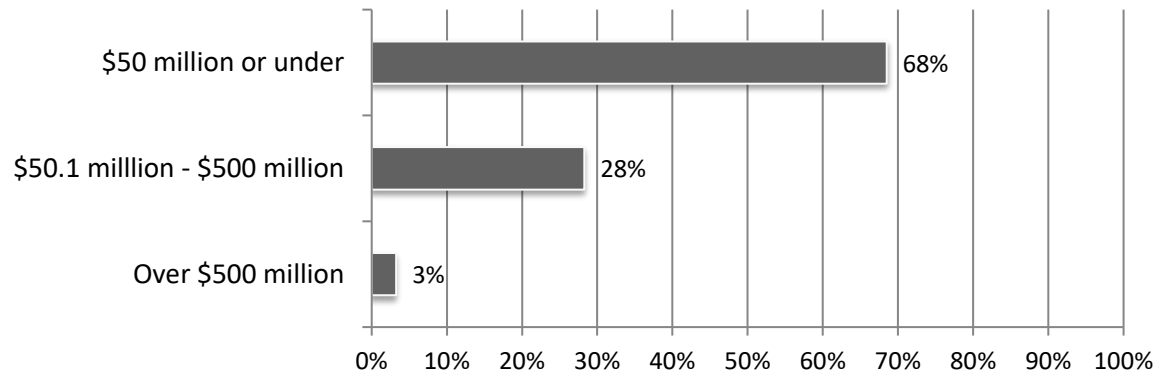


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 91



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 92



21. How many total employees does your firm employ at all of its locations? Responses: 93

