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2022 Construction Outlook Open Shop Survey Results

Total Responses: 473. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

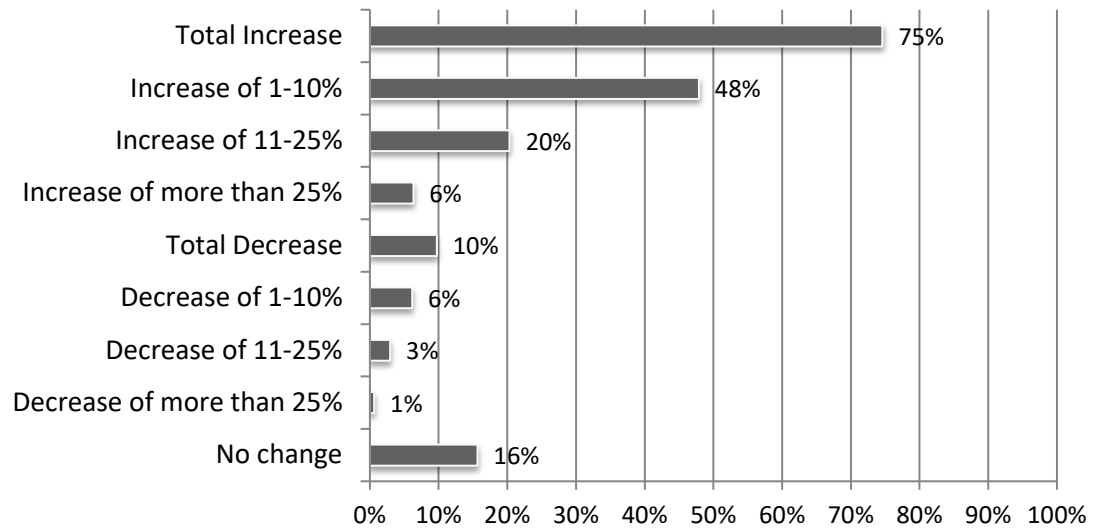
- Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 471

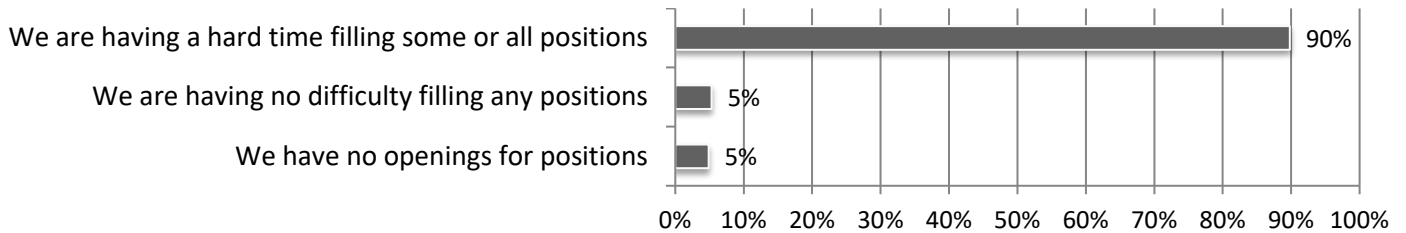
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	62%	6%	33%	56%	57%
Water/Sewer	57%	5%	38%	52%	50%
Transportation	56%	7%	37%	49%	51%
Multifamily Residential	53%	15%	32%	38%	32%
Warehouse	52%	10%	38%	41%	41%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	49%	7%	44%	42%	41%
Hospital	46%	9%	44%	37%	38%
Federal (e.g., VA, GSA, USACE, NAVFAC)	45%	11%	44%	34%	37%
Manufacturing	43%	17%	40%	27%	27%
Data Center	41%	12%	47%	28%	31%
Public Building	40%	14%	45%	26%	20%
Power	40%	11%	50%	29%	35%
K-12 School	38%	16%	46%	22%	19%
Higher Education	34%	18%	48%	16%	16%
Lodging	33%	22%	45%	12%	6%
Retail	30%	33%	37%	-4%	-8%
Private Office	27%	32%	41%	-5%	-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: 472



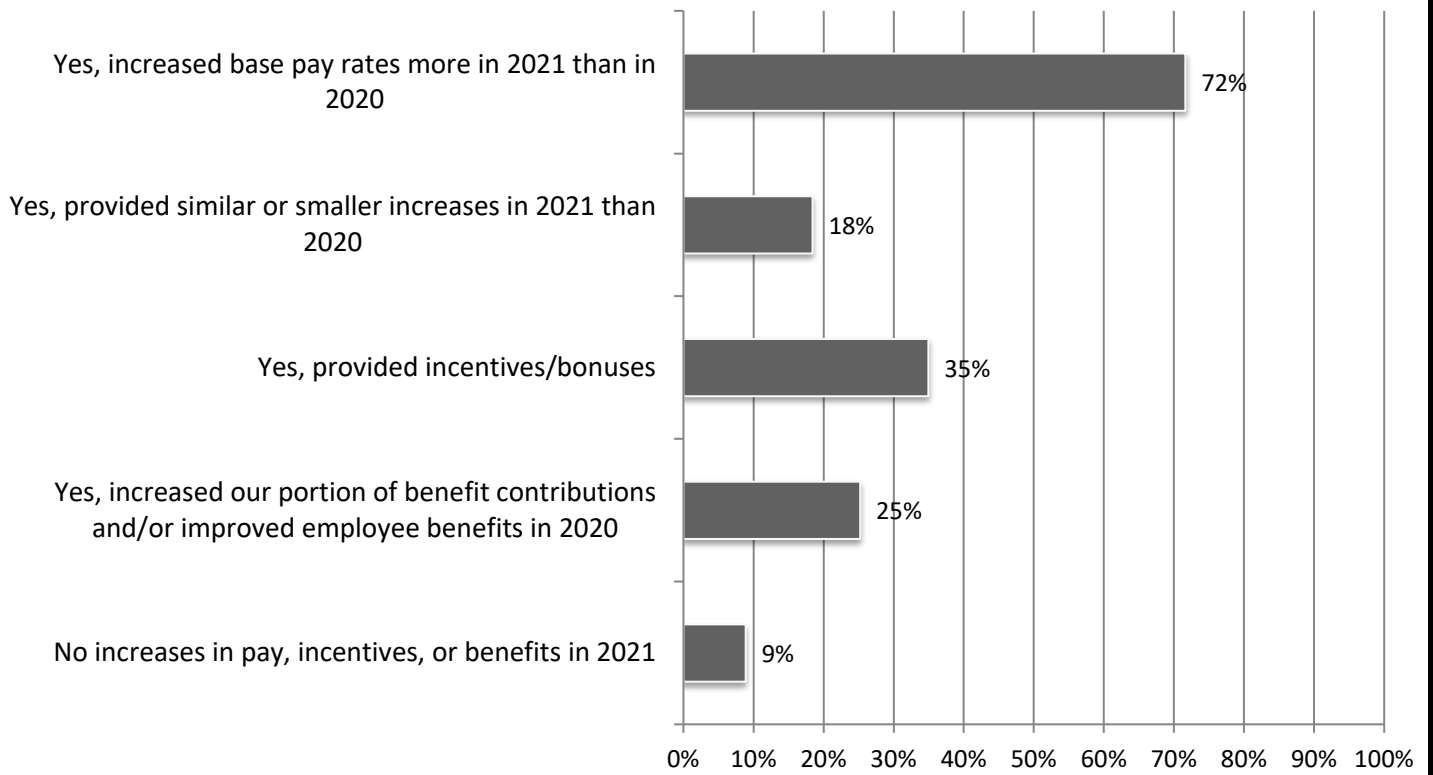
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 471



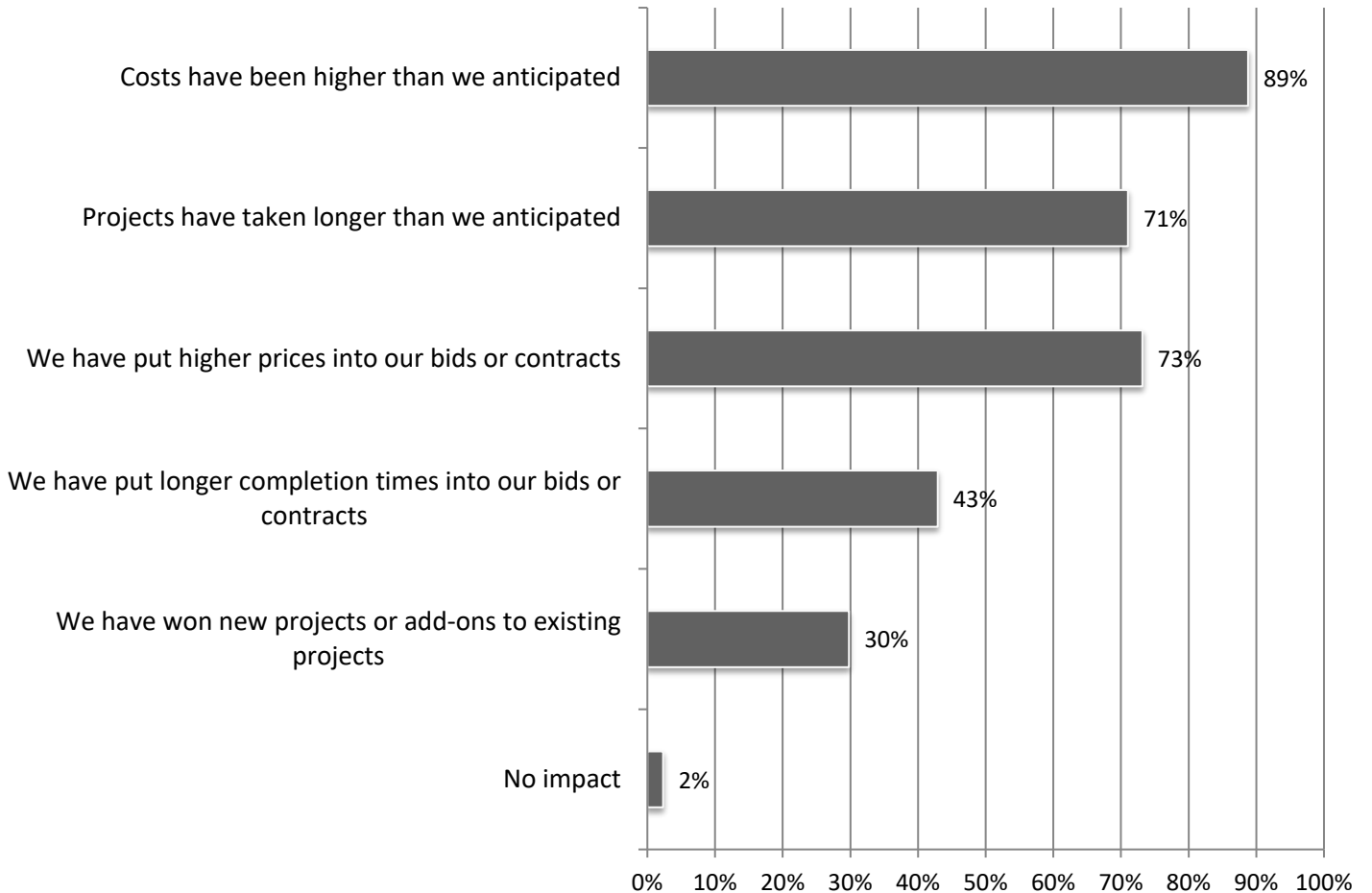
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 472



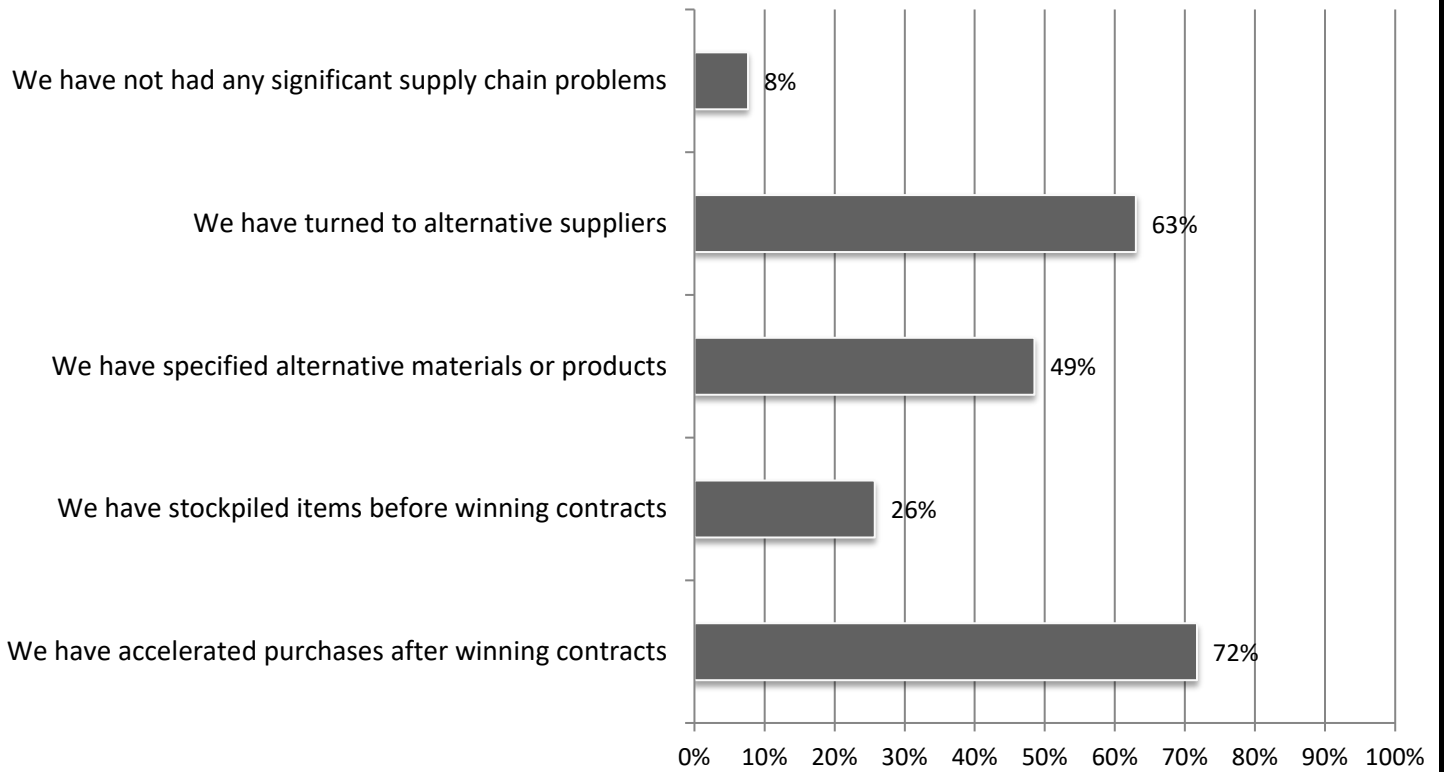
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 472



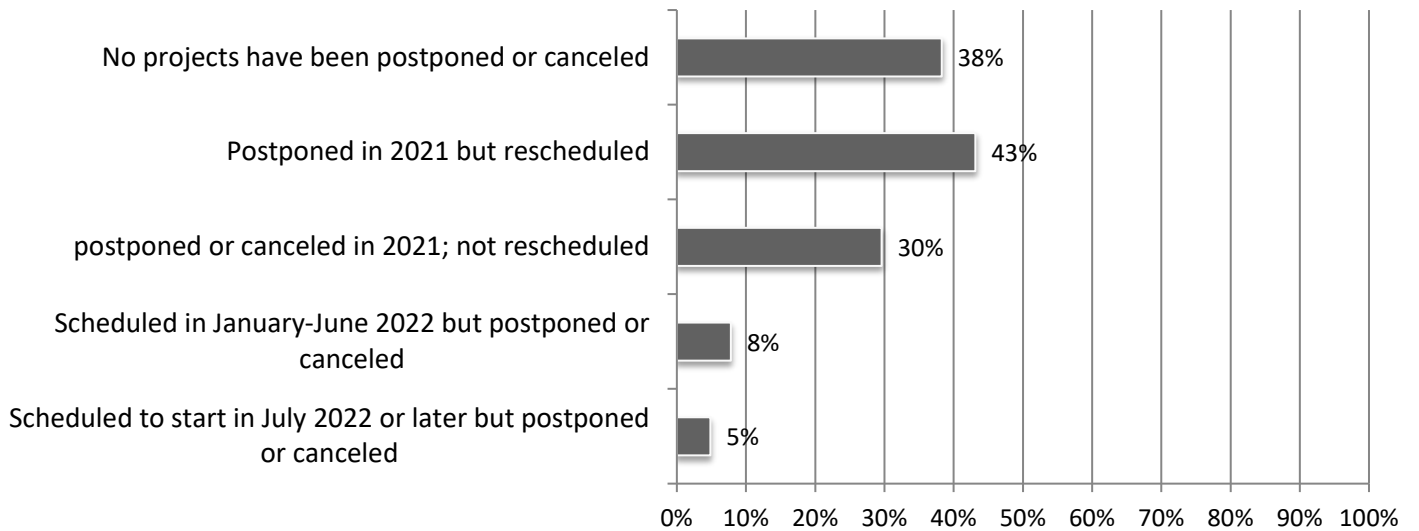
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 473



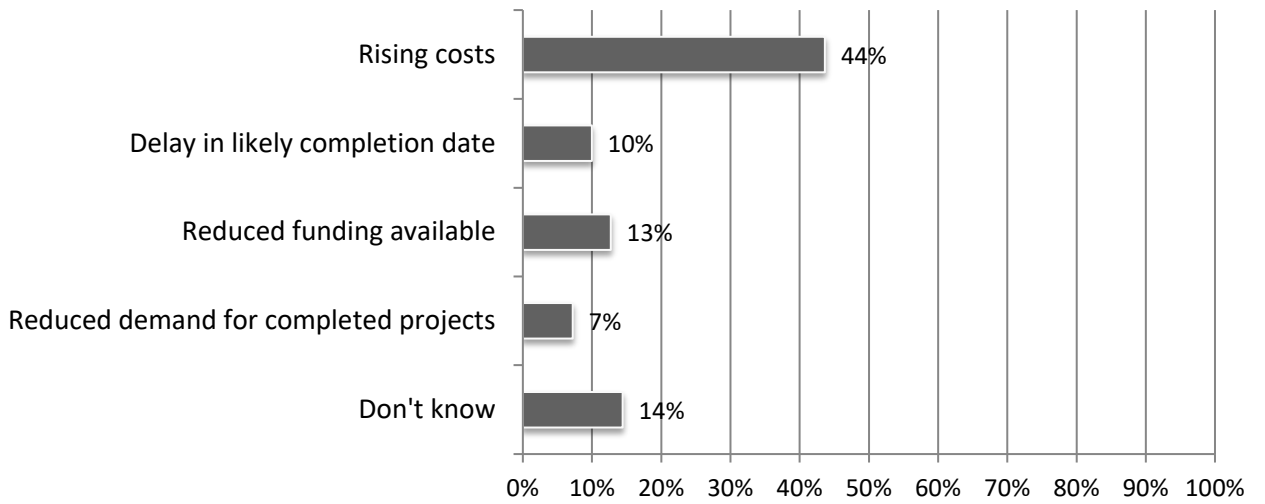
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 470



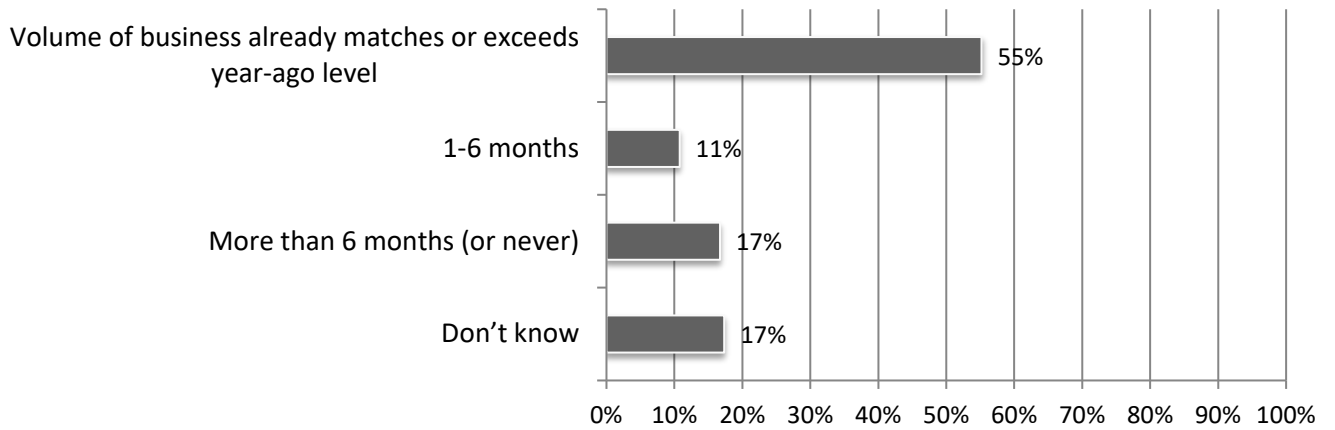
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 473



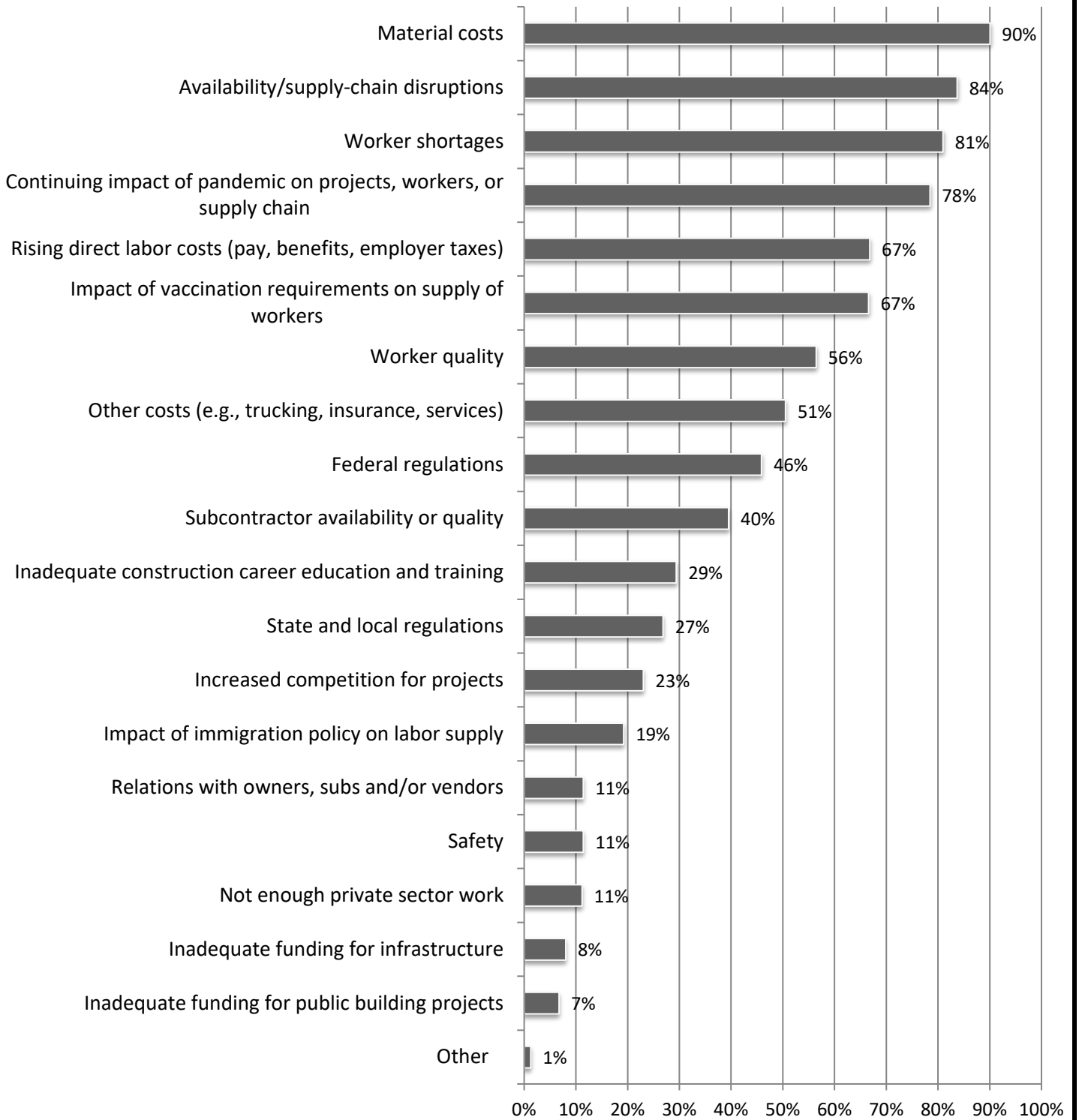
9. If projects were postponed or canceled, what was the main reason? Responses: 291



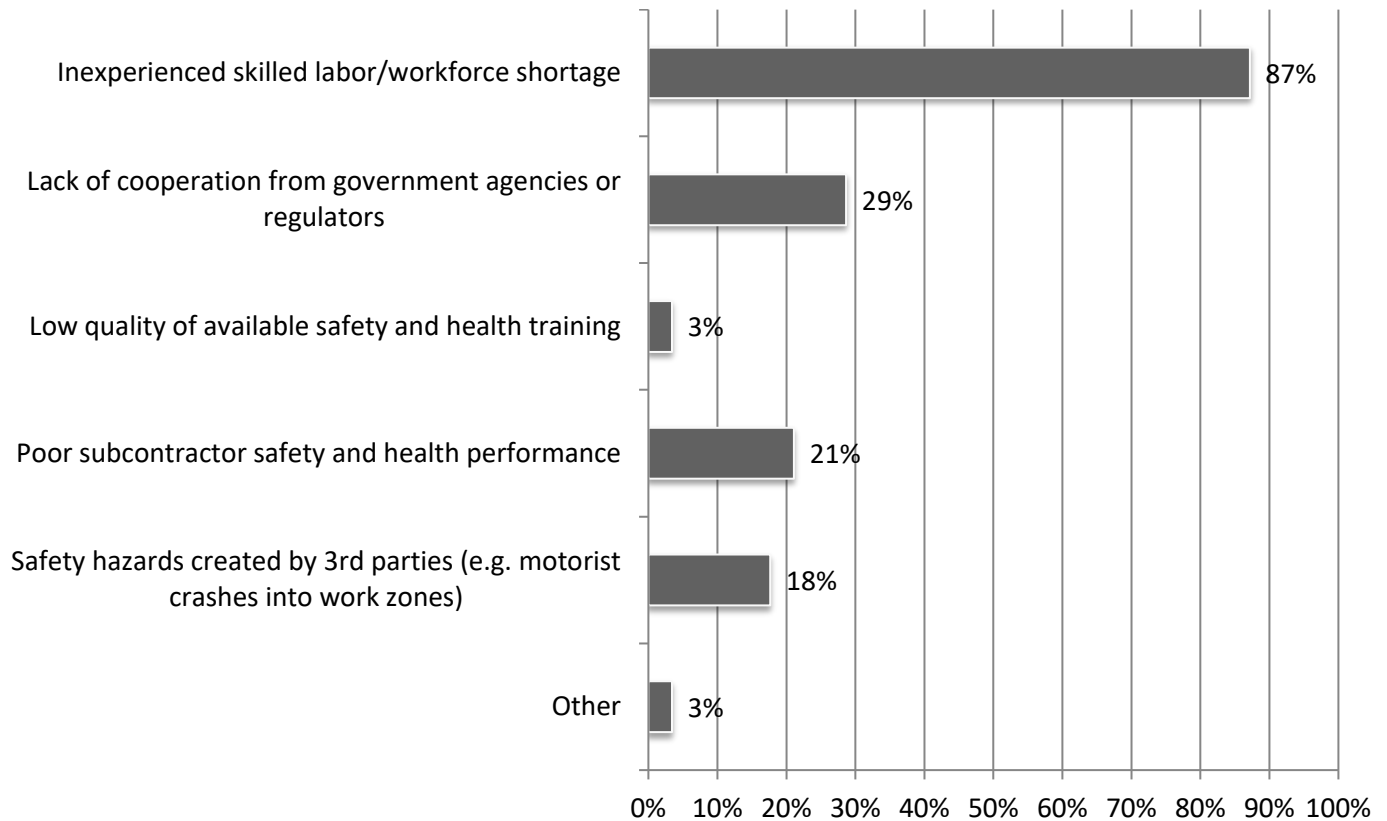
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 473



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 473



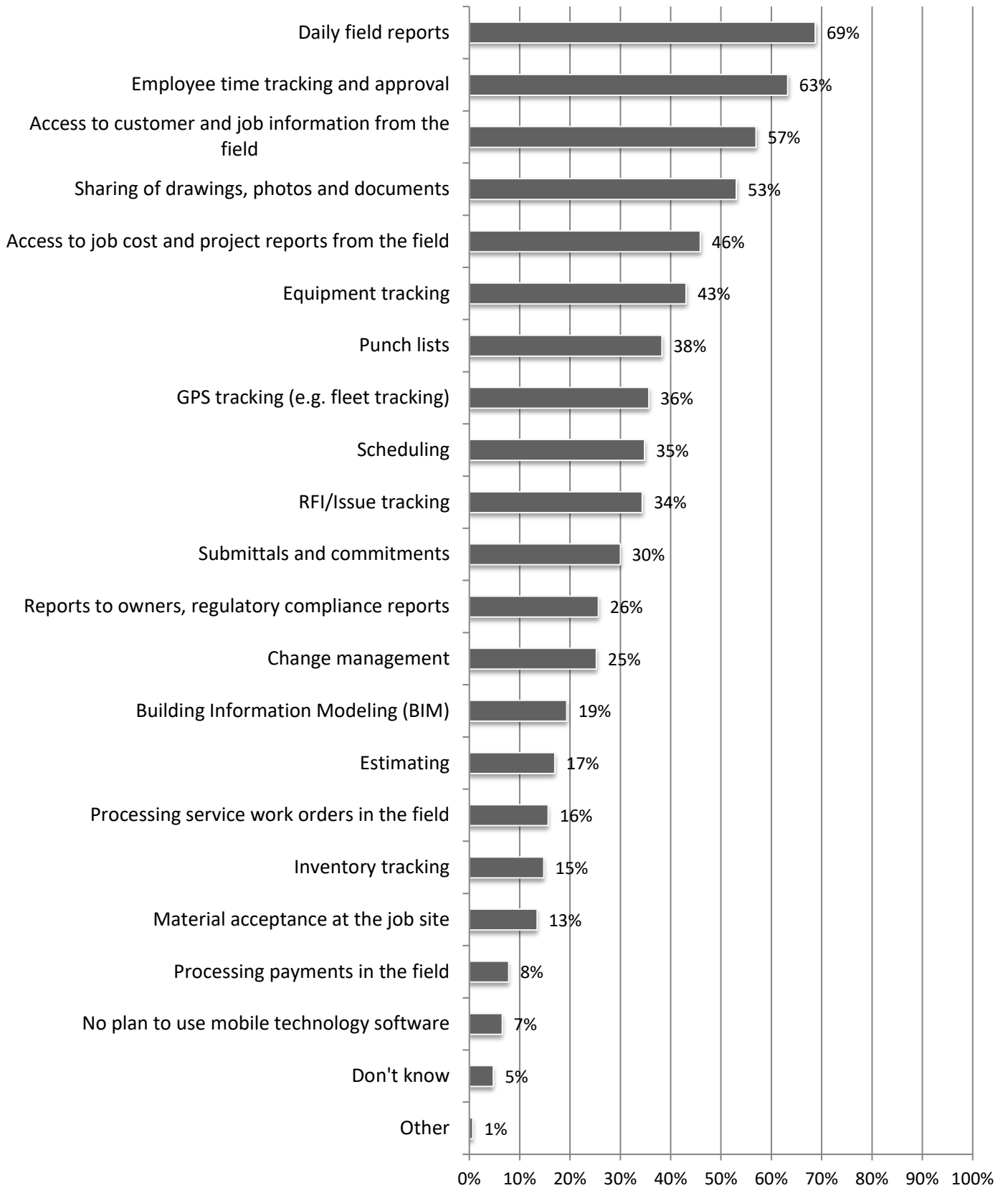
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 436



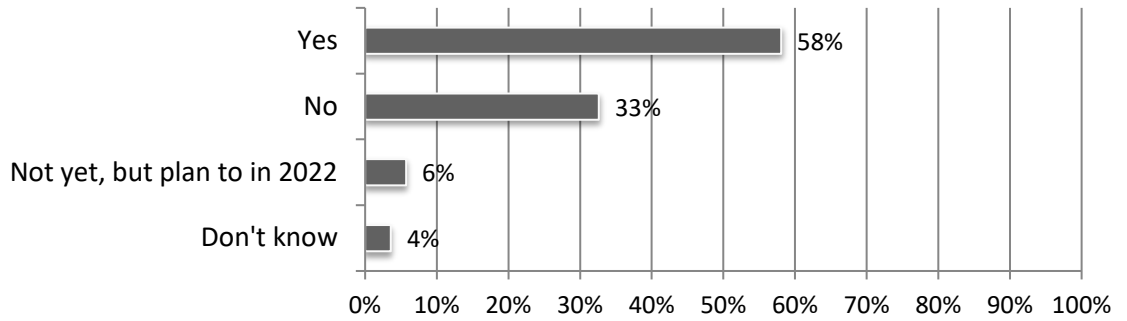
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 464

	Increase	Decrease	No change
Document management software	31%	1%	68%
Project management software	30%	2%	68%
Estimating software	29%	1%	70%
Fleet tracking/management software	27%	2%	72%
Human resources (HR) software	26%	1%	73%
Scheduling software	24%	1%	75%
Accounting software	24%	1%	75%
Tool/asset management/tracking	23%	2%	75%
Client relationship management (CRM) software	20%	2%	78%
Payroll software	19%	1%	80%
Building Information Modeling (BIM)	17%	1%	82%
Project collaboration software	16%	1%	83%
Service management software	12%	1%	87%
Subcontractor bid management/ITB software	11%	1%	88%
Prequalification software	8%	1%	91%

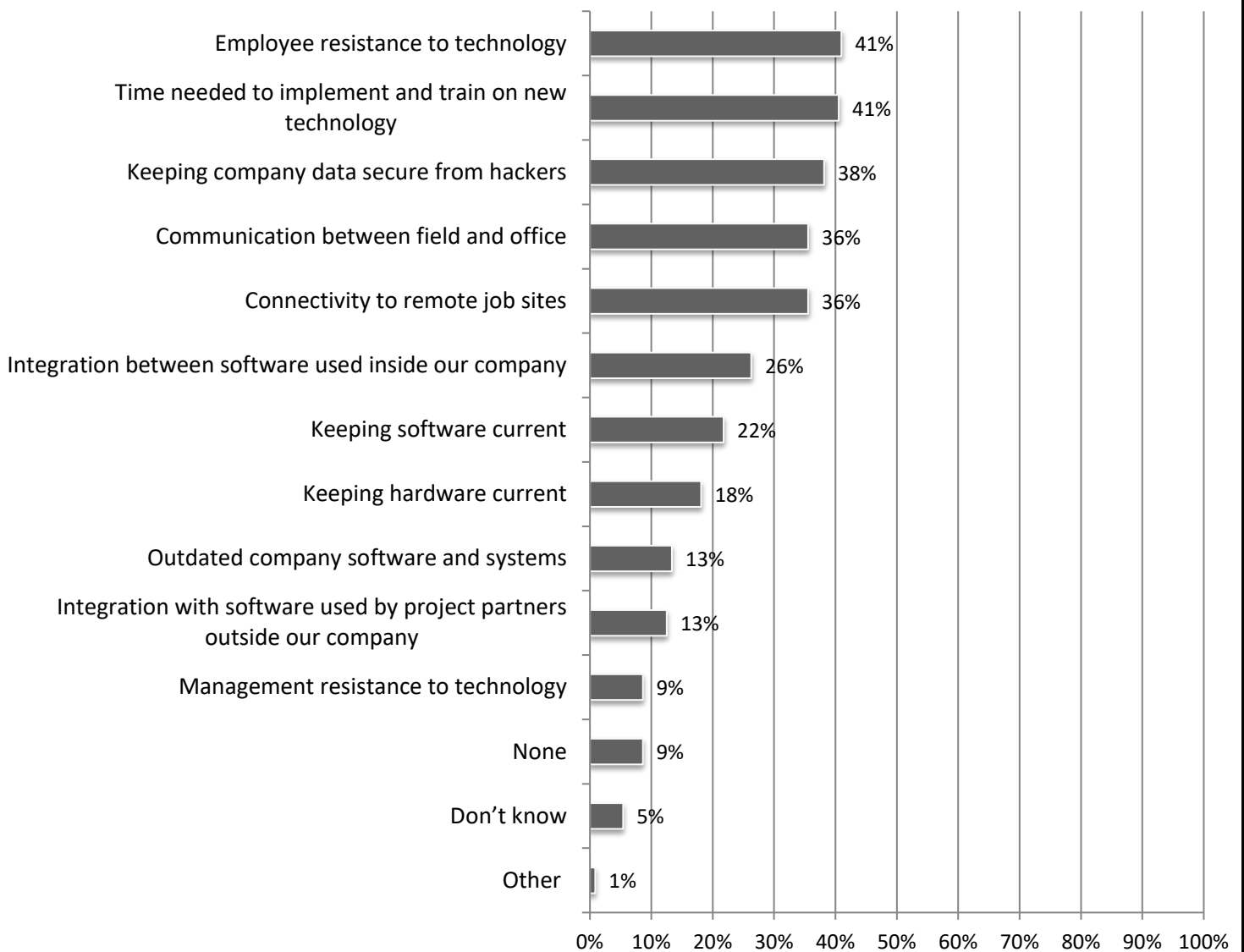
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 460



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 472

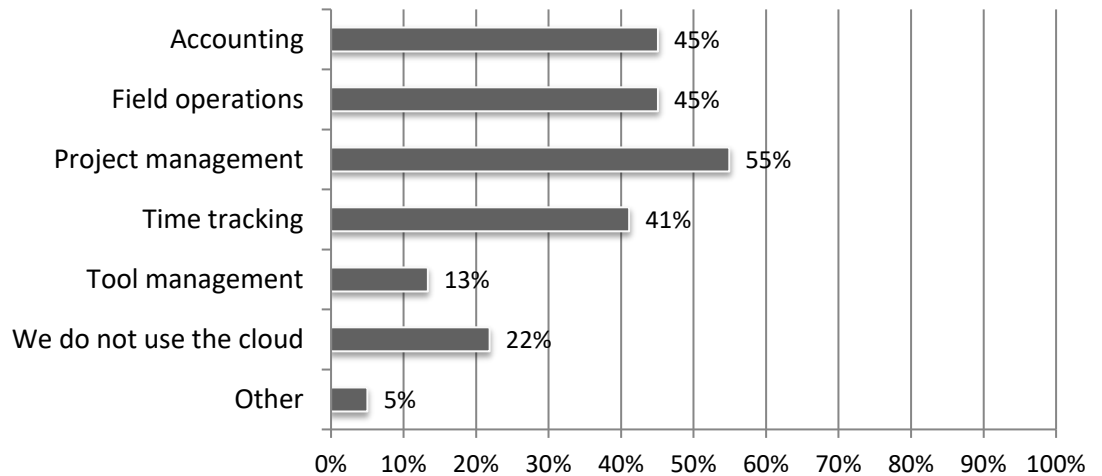


16. What are your biggest IT challenges (mark all that apply)? Responses: 464

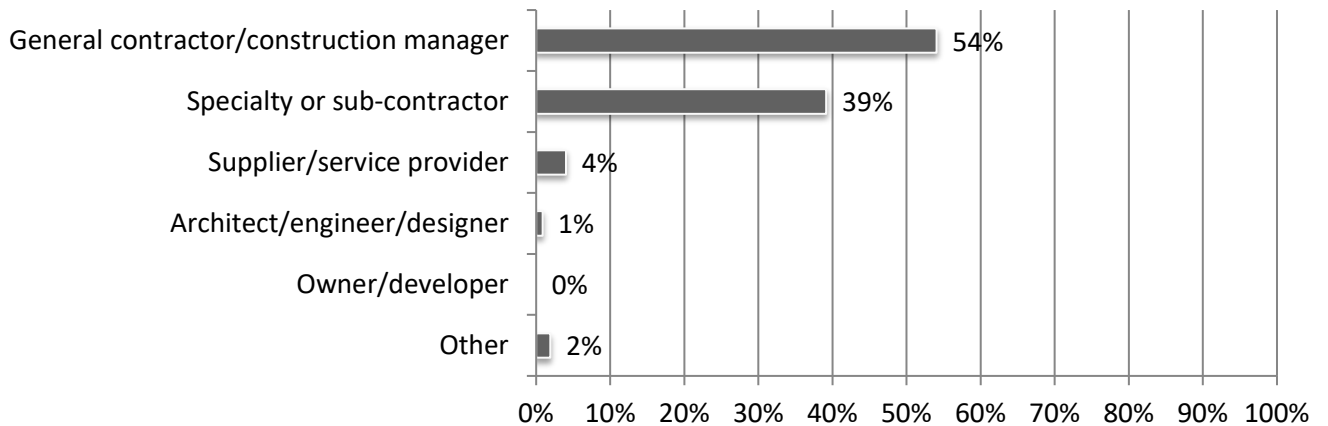


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 457

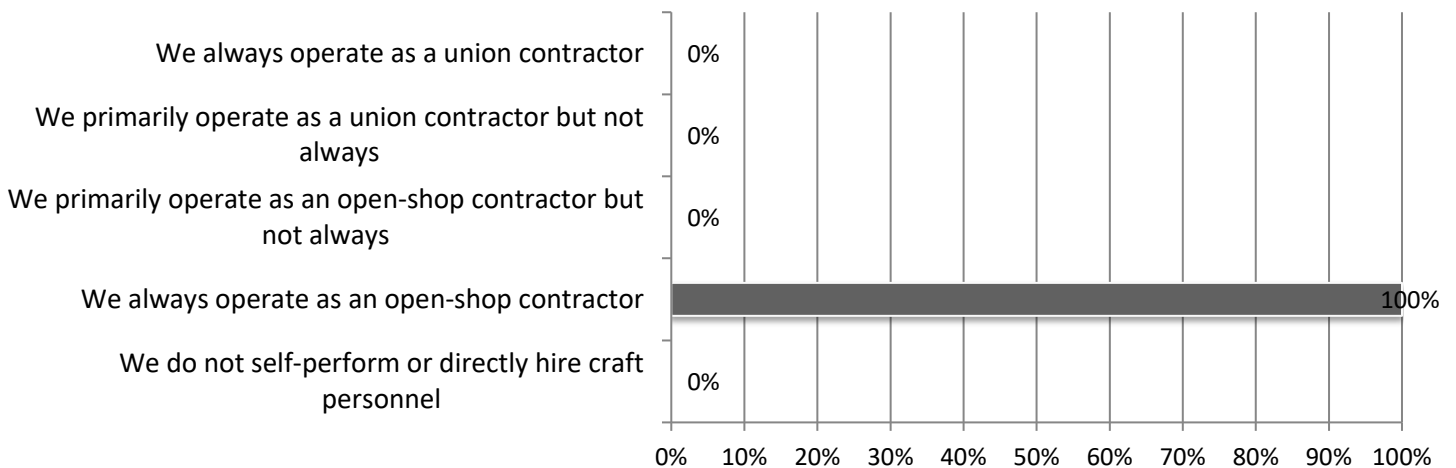


18. What best describes your firm? Responses: 470

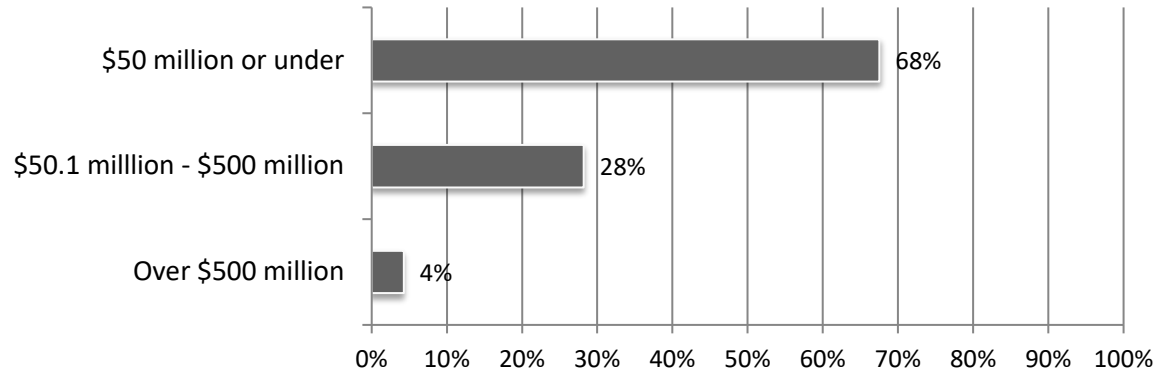


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 473



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 468



21. How many total employees does your firm employ at all of its locations? Responses: 469

