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## 2022 Construction Outlook Over \$500 Million Survey Results

*Total Responses: 62. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

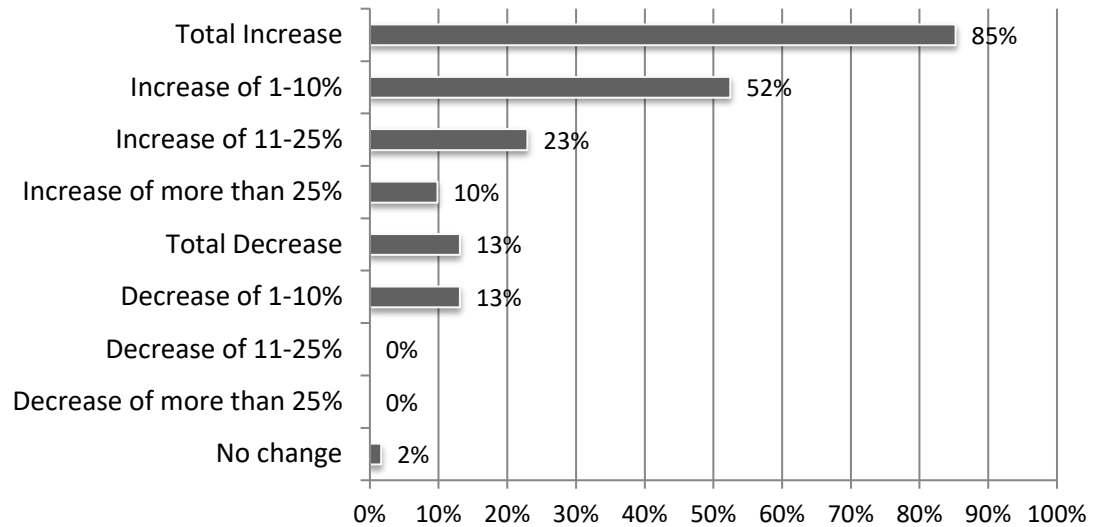
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

**Responses: 61**

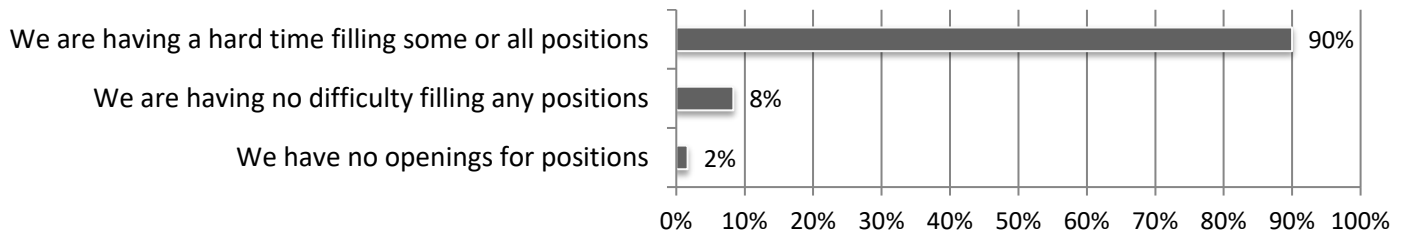
Market	Higher	Lower	Same	Net*	US Net
Water/Sewer	67%	9%	23%	58%	50%
Bridge/Highway	64%	7%	30%	57%	57%
Transportation	60%	9%	30%	51%	51%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	60%	13%	27%	48%	41%
Data Center	59%	10%	32%	49%	31%
Warehouse	57%	7%	36%	50%	41%
Hospital	55%	12%	33%	43%	38%
Manufacturing	51%	16%	33%	35%	27%
Federal (e.g., VA, GSA, USACE, NAVFAC)	48%	6%	46%	42%	37%
Higher Education	47%	14%	39%	33%	16%
Power	46%	15%	39%	32%	35%
Multifamily Residential	42%	21%	37%	21%	32%
K-12 School	32%	27%	41%	5%	19%
Public Building	30%	23%	47%	7%	20%
Private Office	17%	43%	40%	-26%	-8%
Lodging	16%	36%	48%	-20%	6%
Retail	7%	56%	37%	-49%	-8%

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

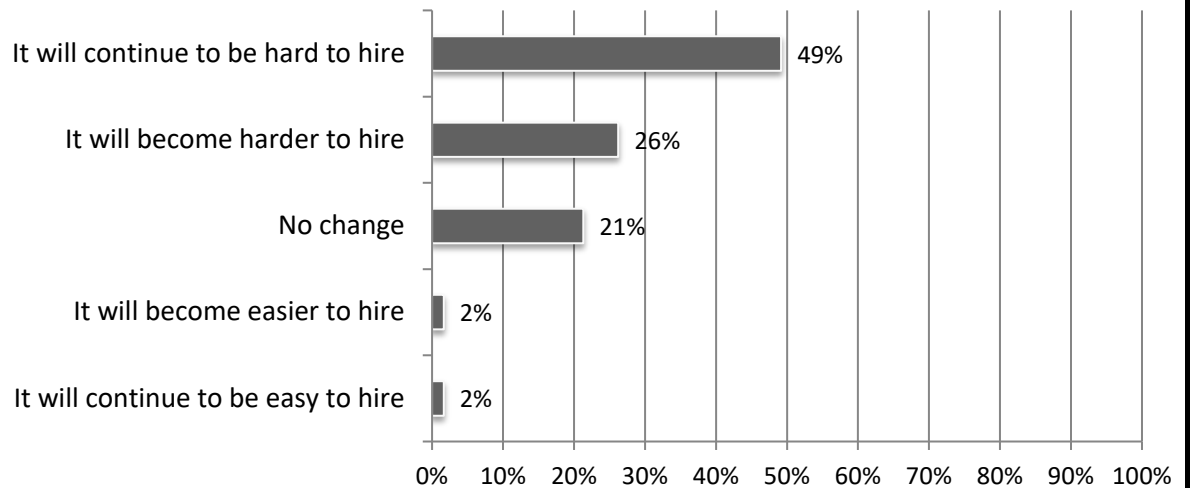
**2. What percent change do you expect in your headcount in 2022? Responses: 61**



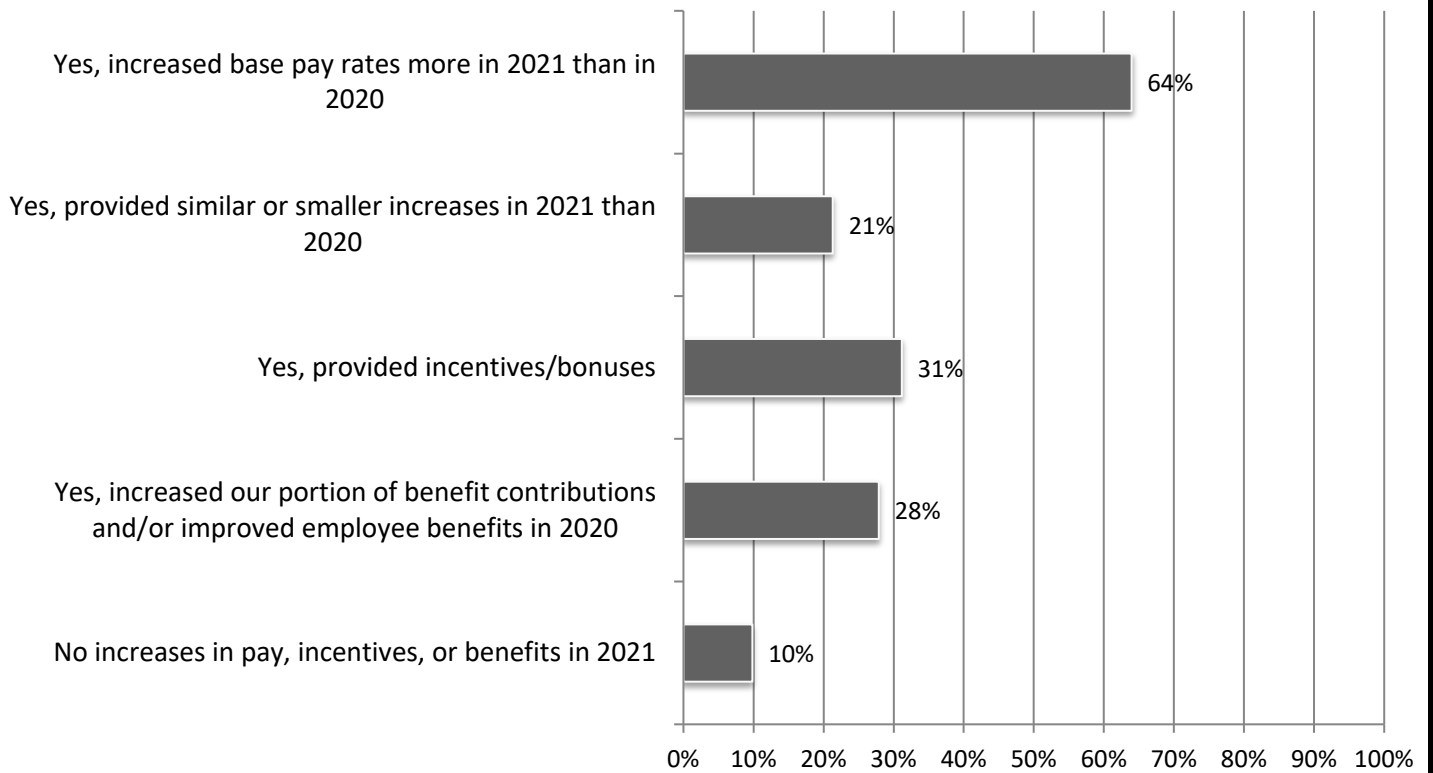
**3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 60**



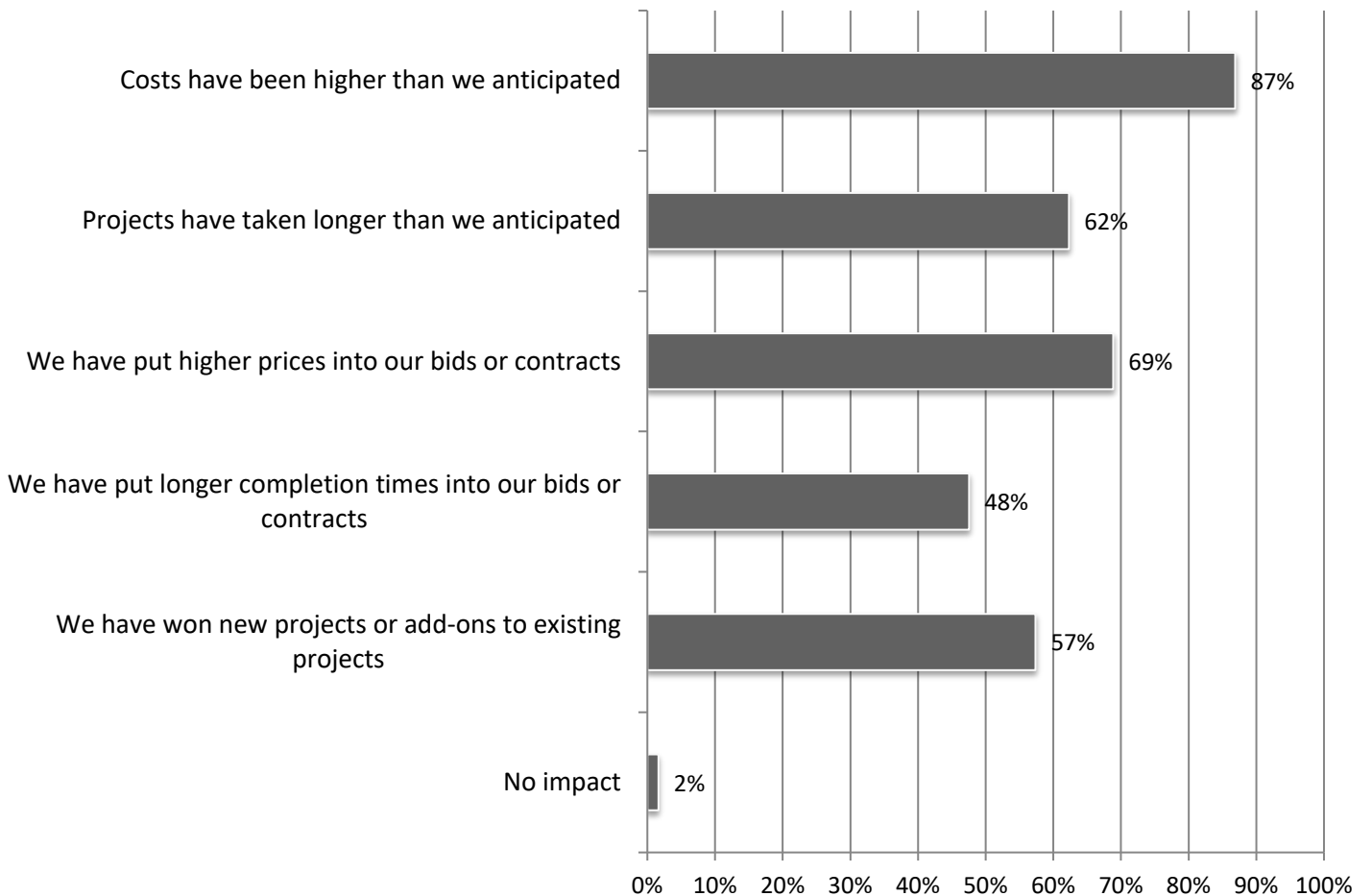
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 61**



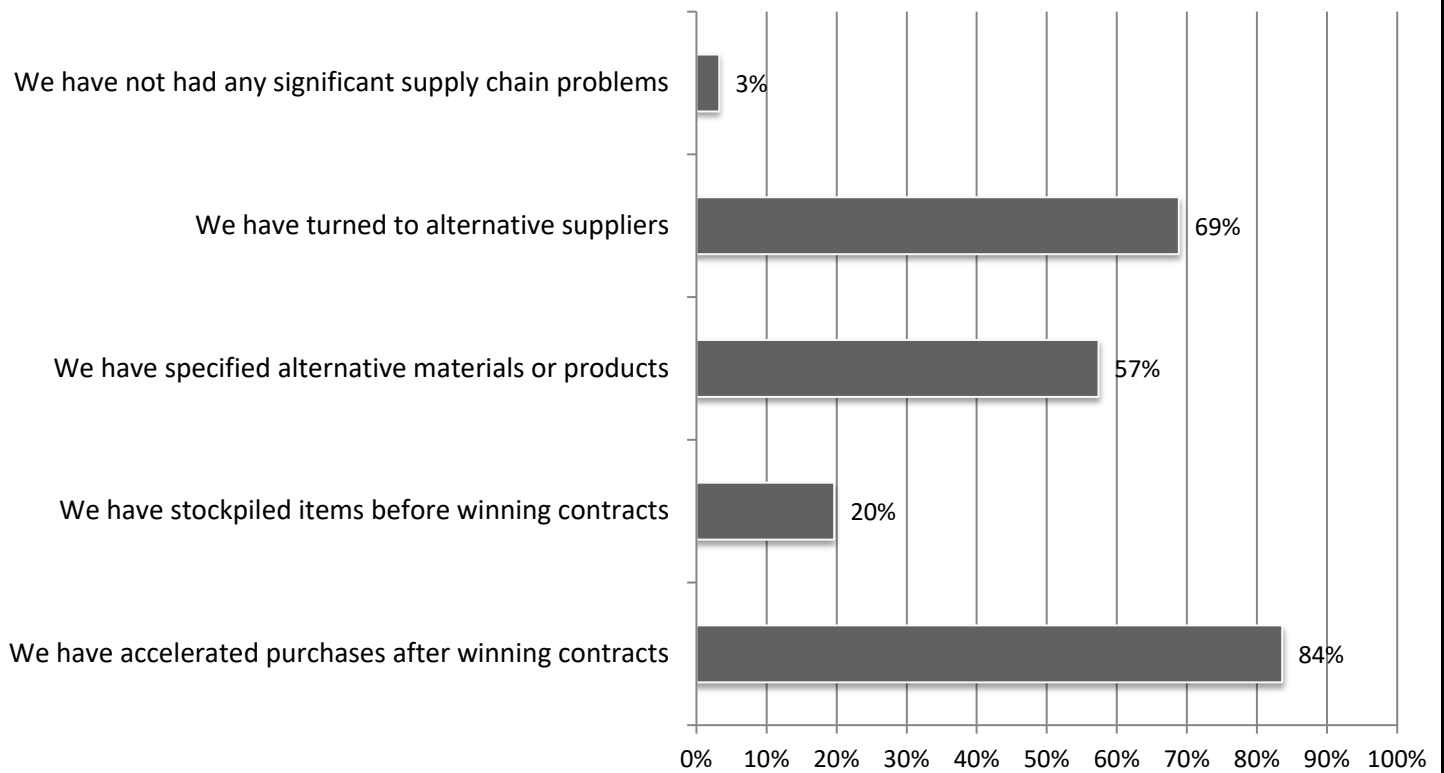
**5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 61**



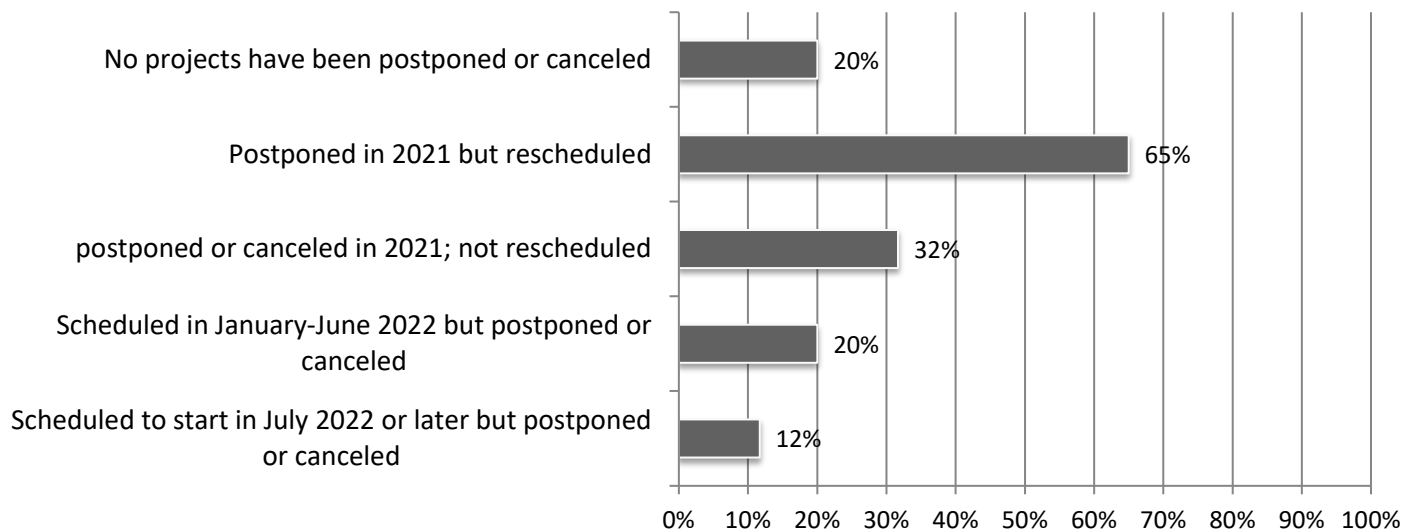
**6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 61**



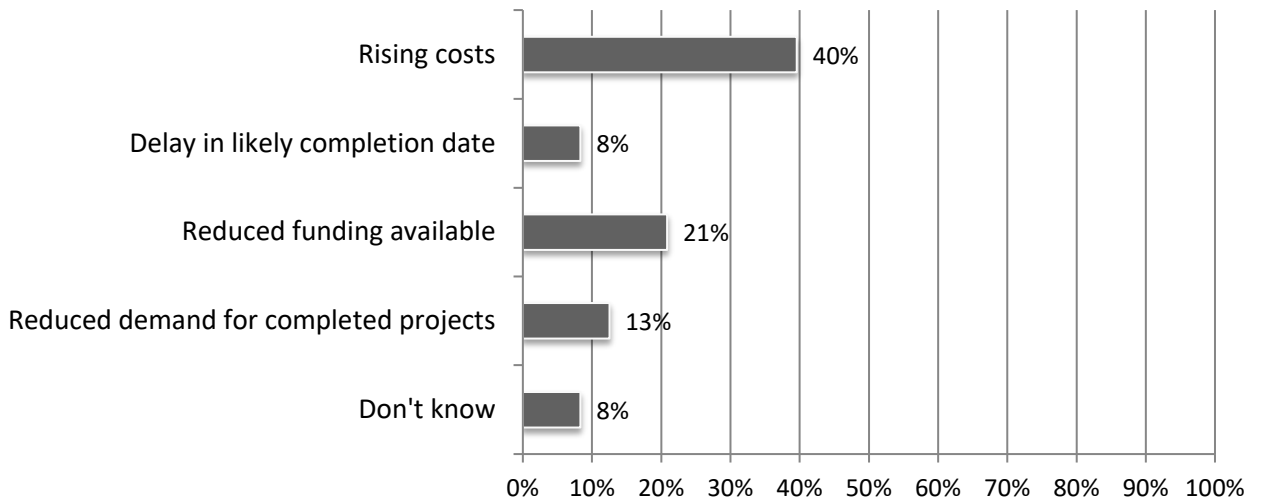
**7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 61**



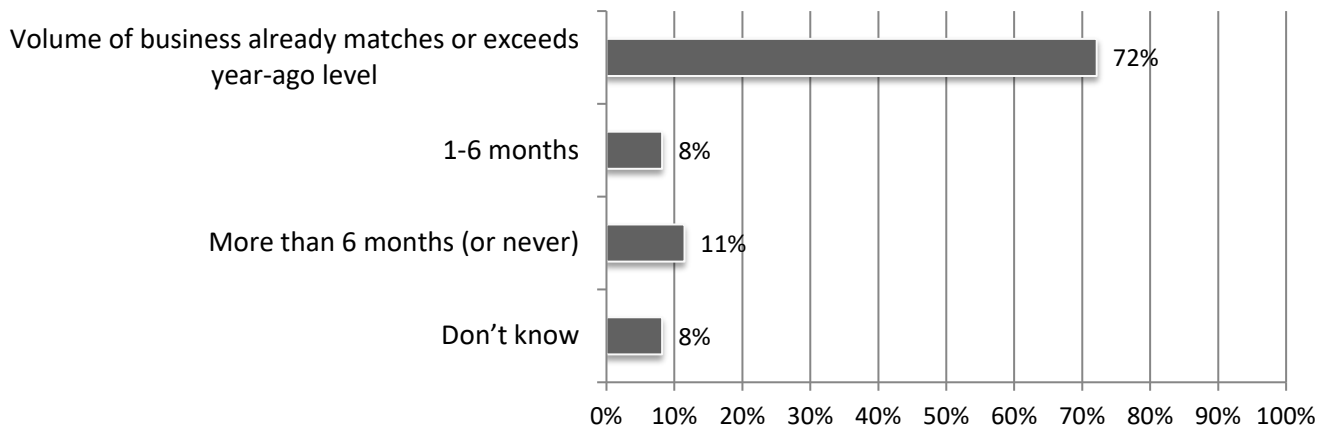
**8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 60**



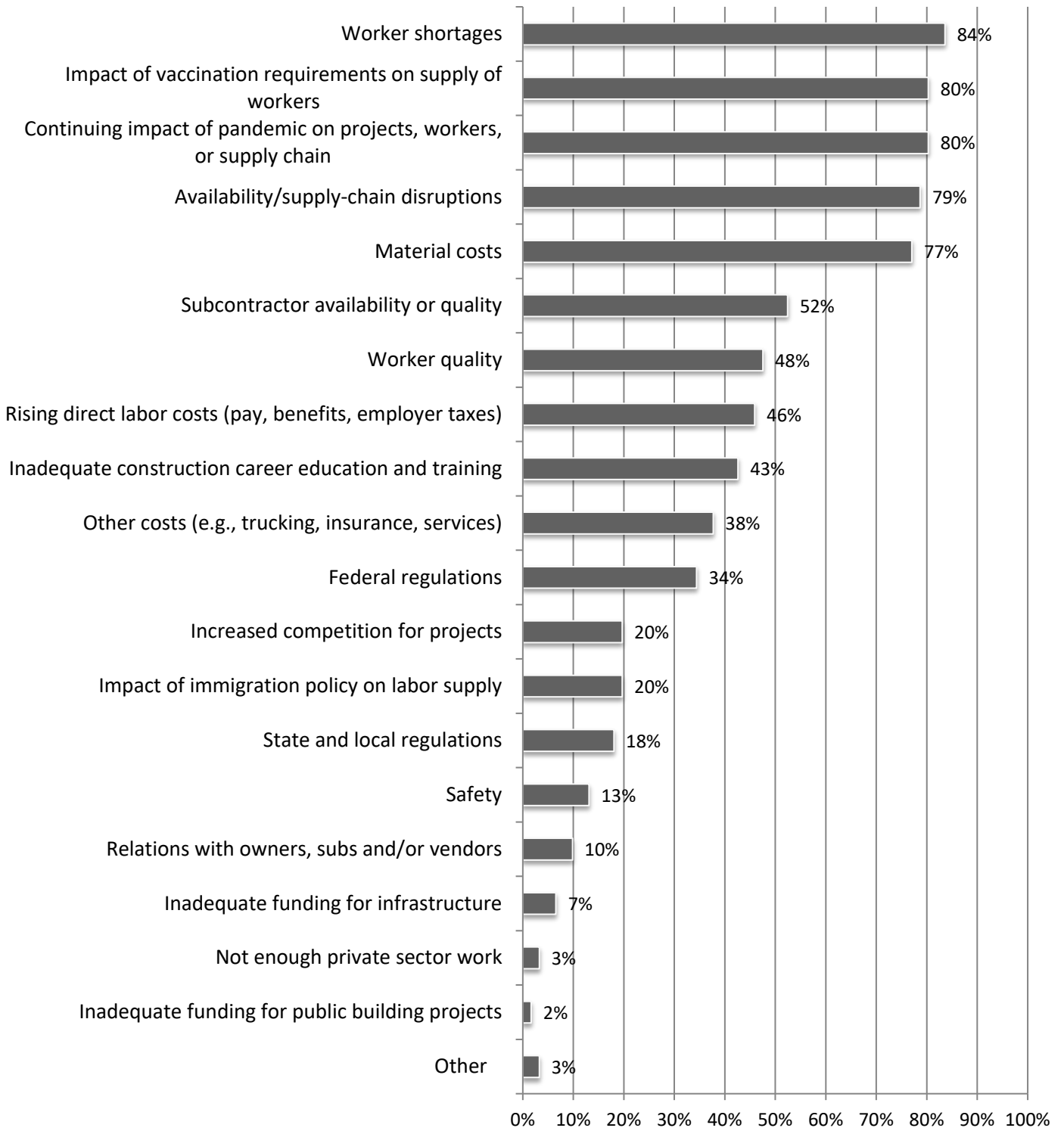
**9. If projects were postponed or canceled, what was the main reason? Responses: 48**



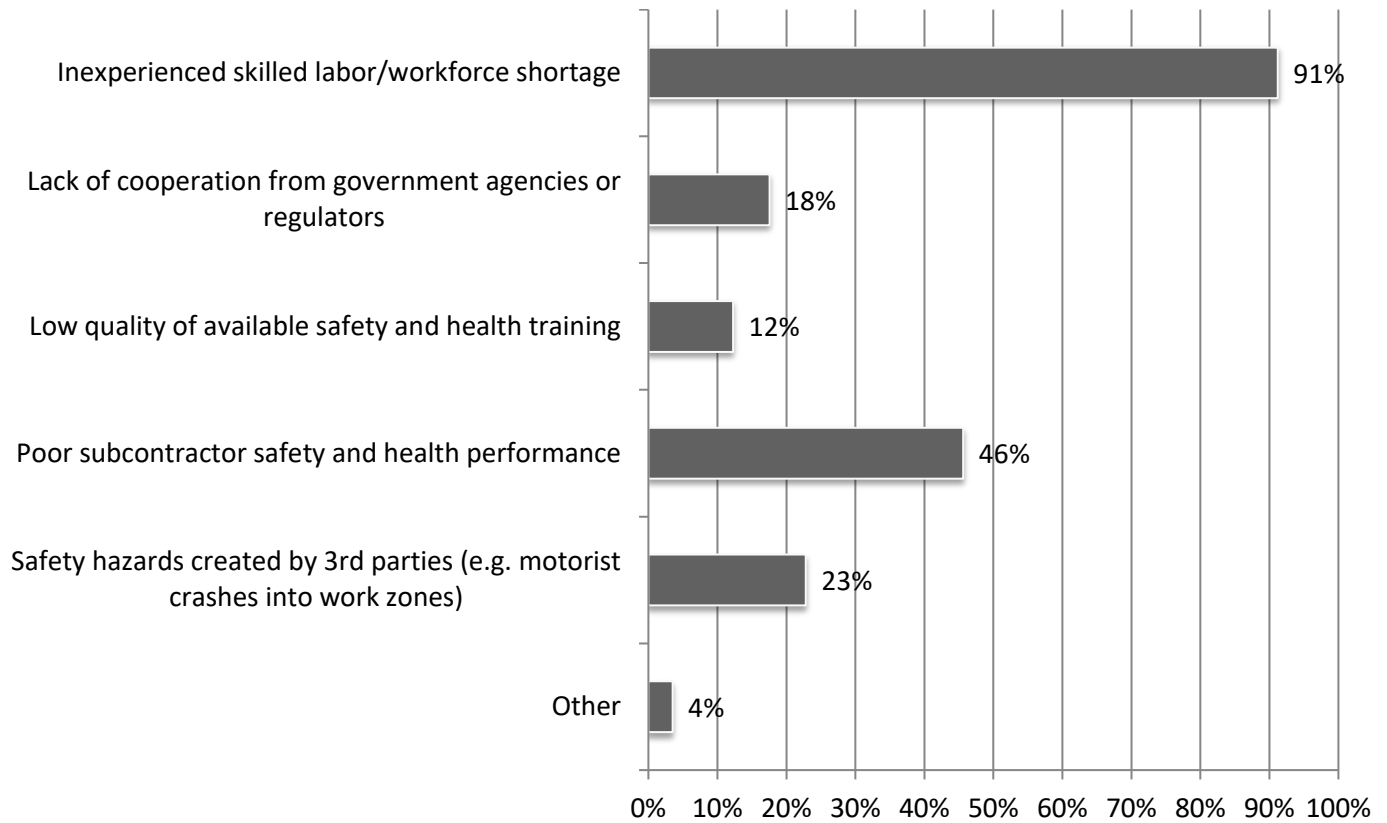
**10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 61**



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 61



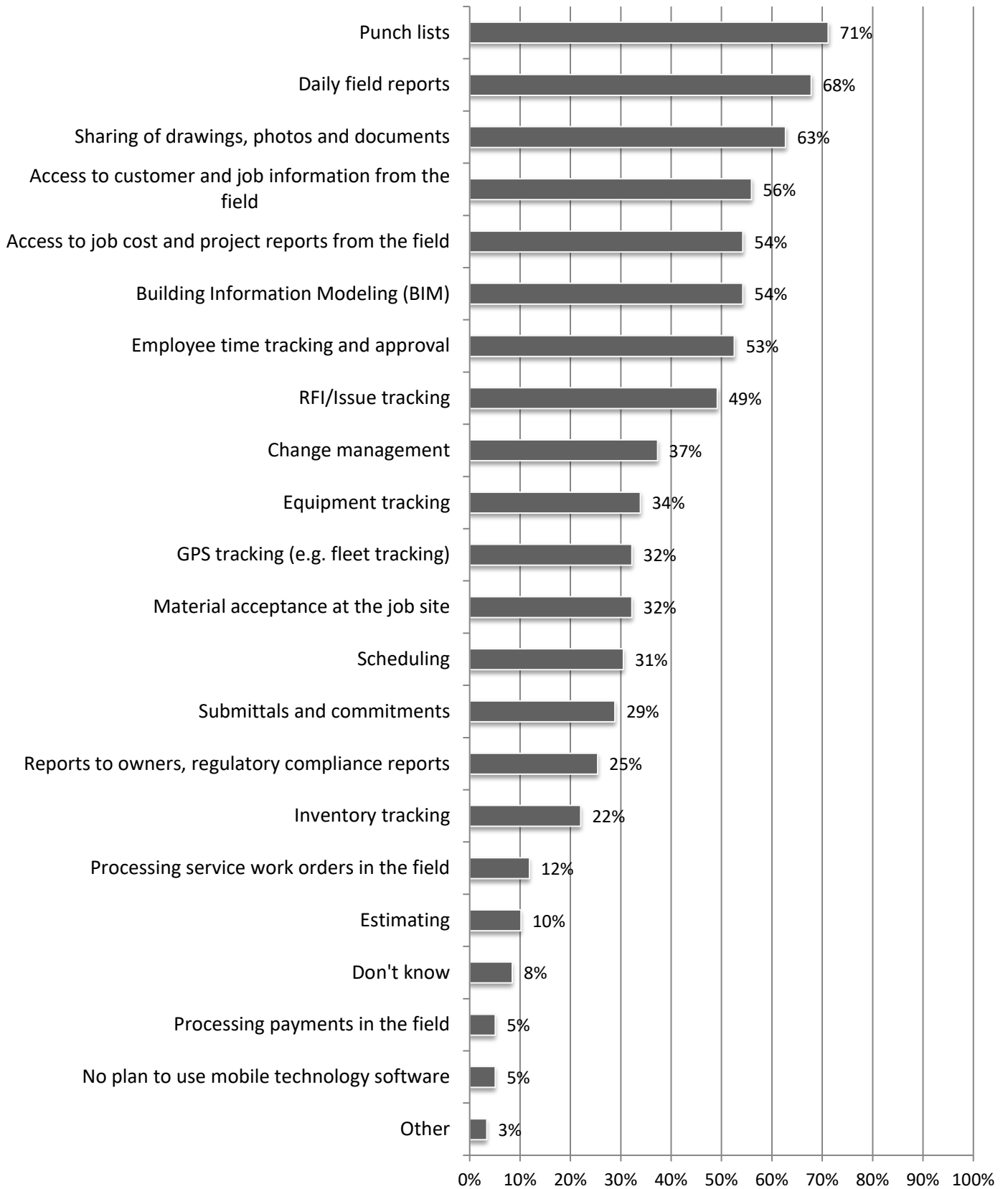
**12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 57**



**13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 60**

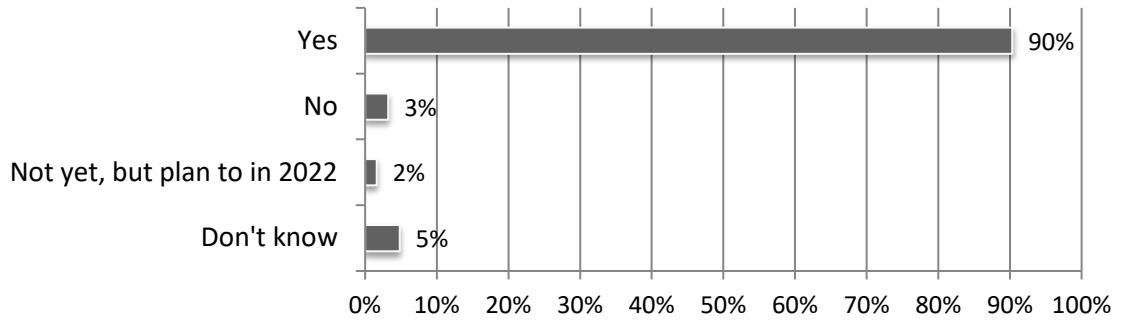
	Increase	Decrease	No change
Human resources (HR) software	52%	4%	45%
Project management software	43%	2%	55%
Document management software	42%	4%	55%
Building Information Modeling (BIM)	31%	3%	66%
Project collaboration software	28%	4%	68%
Tool/asset management/tracking	27%	2%	71%
Estimating software	27%	4%	70%
Fleet tracking/management software	25%	4%	71%
Accounting software	21%	4%	75%
Client relationship management (CRM) software	20%	4%	77%
Payroll software	20%	4%	77%
Scheduling software	15%	4%	81%
Prequalification software	13%	6%	81%
Subcontractor bid management/ITB software	10%	2%	88%
Service management software	6%	4%	90%

14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 59

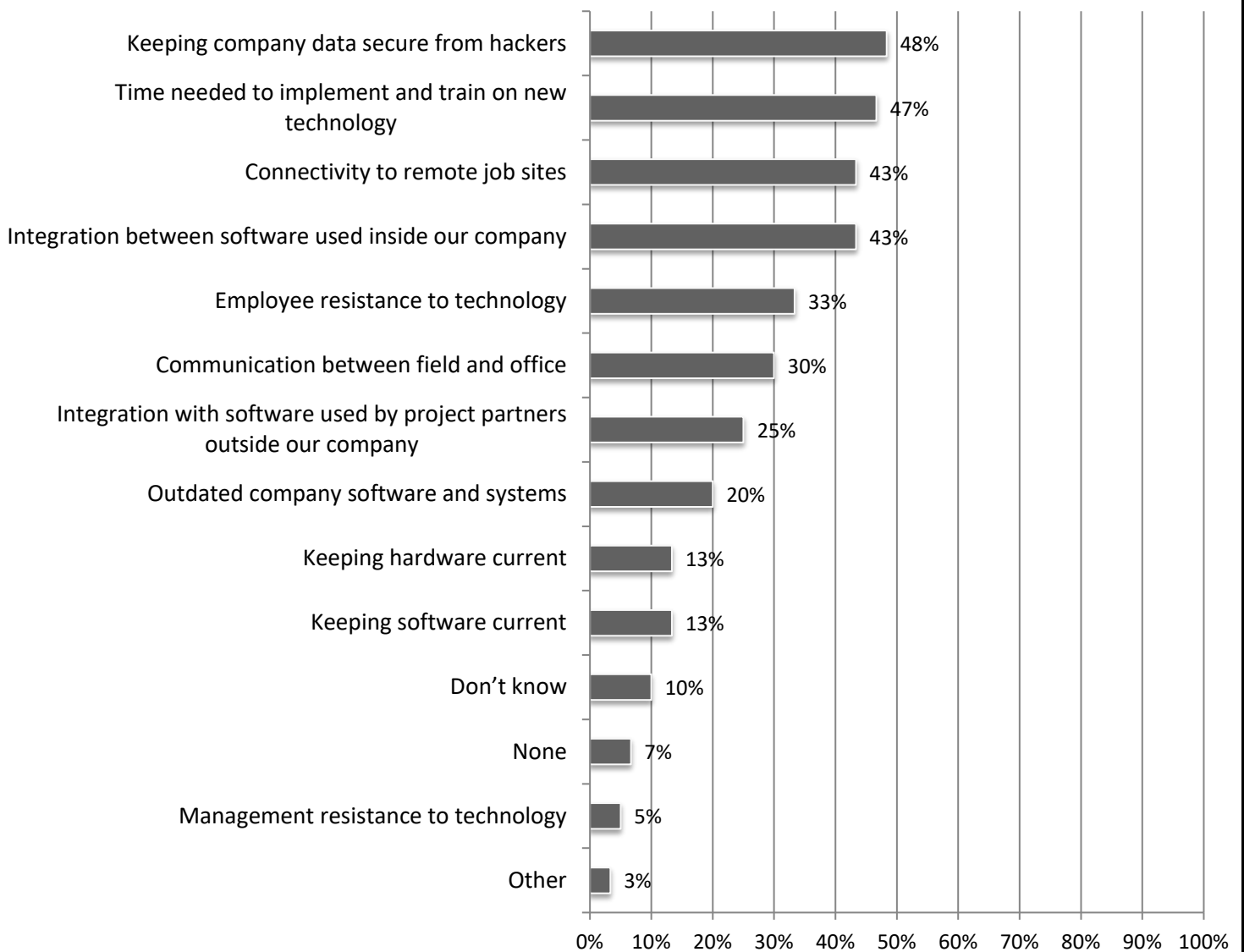




**15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 62**

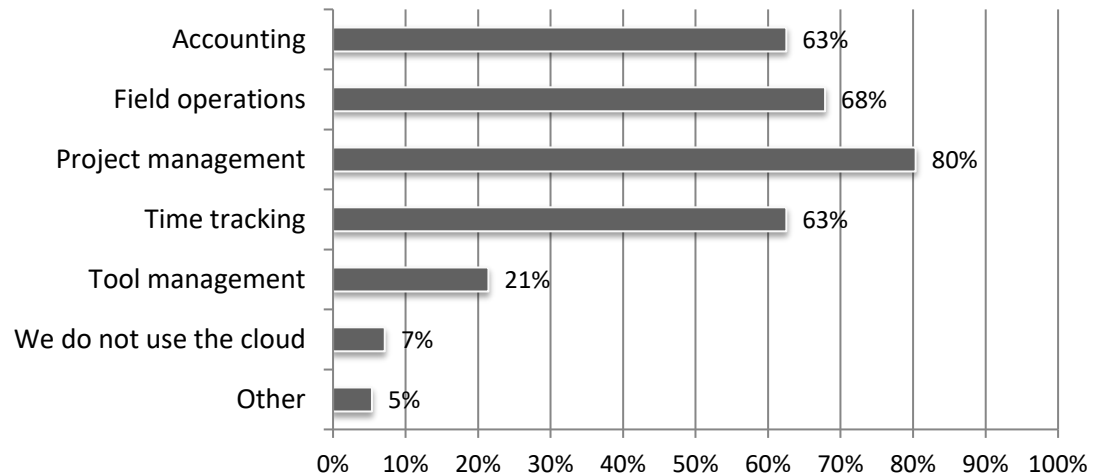


**16. What are your biggest IT challenges (mark all that apply)? Responses: 60**

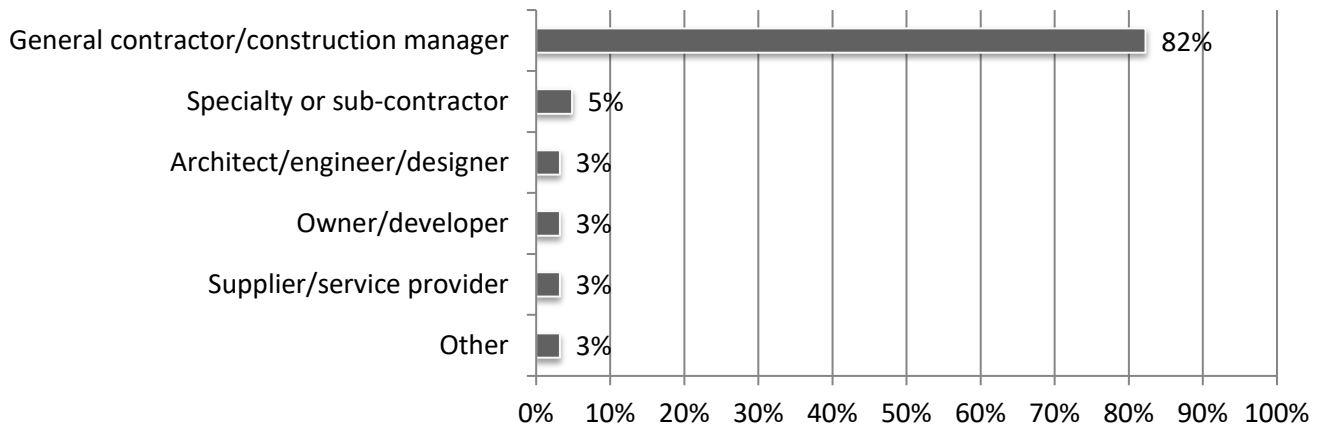


**17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?**

**Responses: 56**

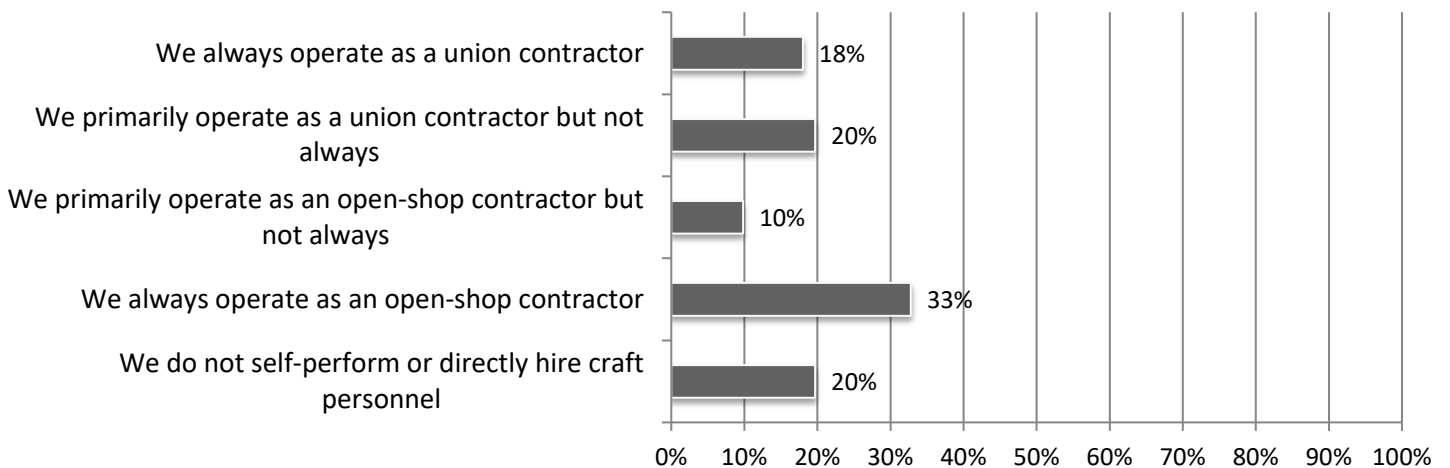


**18. What best describes your firm? Responses: 62**

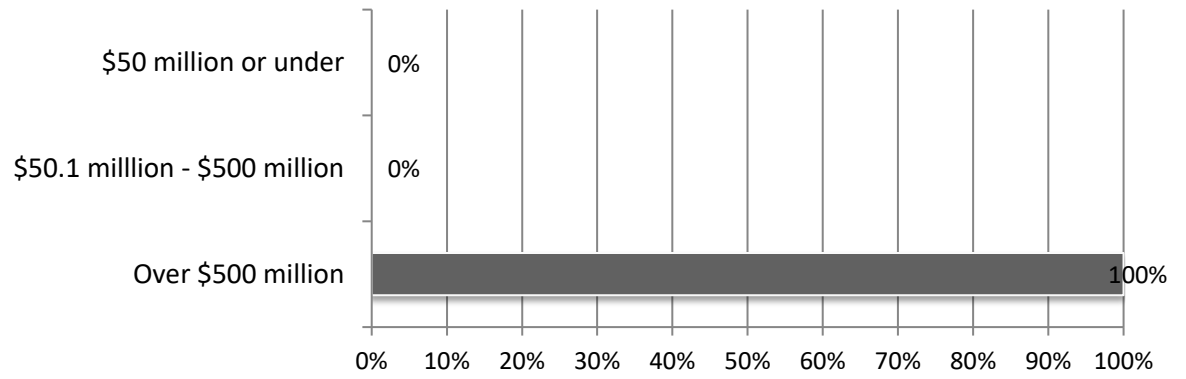


**19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?**

**Responses: 61**



**20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 62**



**21. How many total employees does your firm employ at all of its locations? Responses: 62**

