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## 2022 Construction Outlook Pennsylvania Survey Results

*Total Responses: 28. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

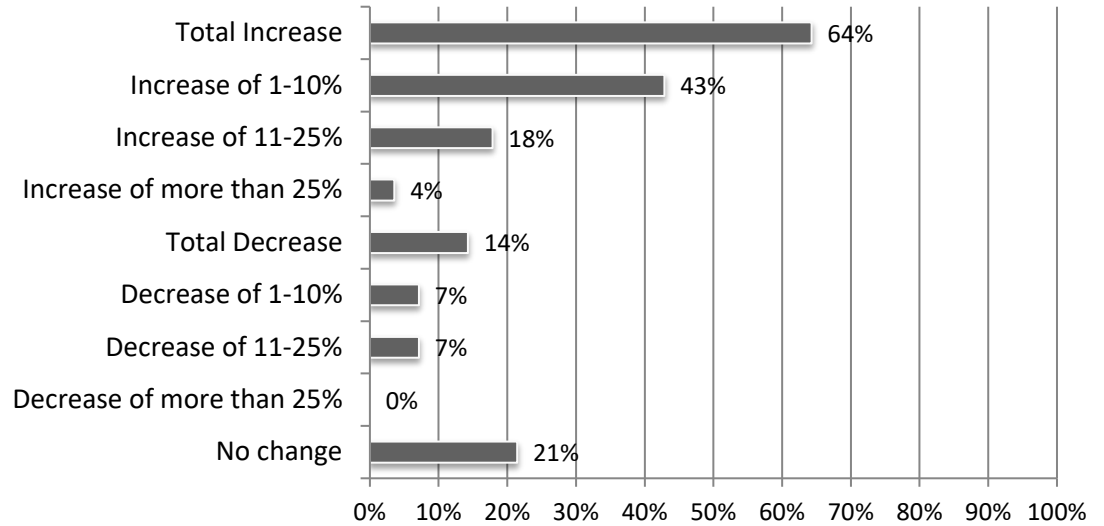
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

**Responses: 28**

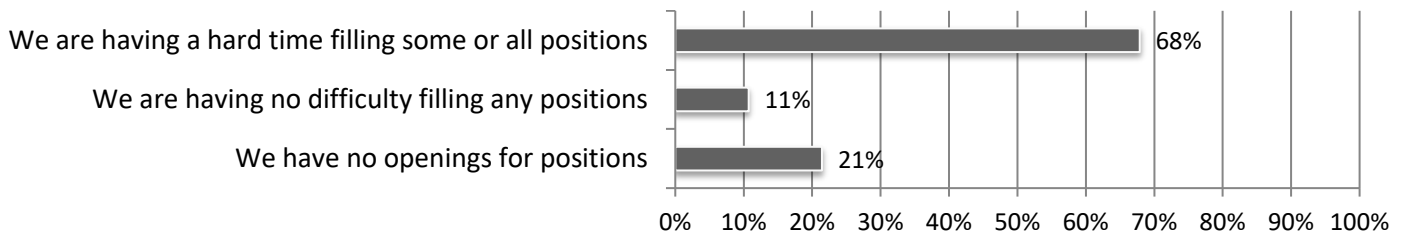
Market	Higher	Lower	Same	Net*	US Net
Hospital	65%	10%	25%	55%	38%
Warehouse	56%	17%	28%	39%	41%
Power	53%	27%	20%	27%	35%
Public Building	53%	33%	13%	20%	20%
Water/Sewer	53%	27%	20%	27%	50%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	52%	10%	38%	43%	41%
Higher Education	50%	15%	35%	35%	16%
Bridge/Highway	50%	13%	38%	38%	57%
Data Center	44%	19%	38%	25%	31%
Transportation	44%	19%	38%	25%	51%
Multifamily Residential	43%	7%	50%	36%	32%
Federal (e.g., VA, GSA, USACE, NAVFAC)	42%	11%	47%	32%	37%
K-12 School	40%	13%	47%	27%	19%
Manufacturing	38%	31%	31%	6%	27%
Lodging	36%	21%	43%	14%	6%
Retail	26%	42%	32%	-16%	-8%
Private Office	24%	38%	38%	-14%	-8%

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

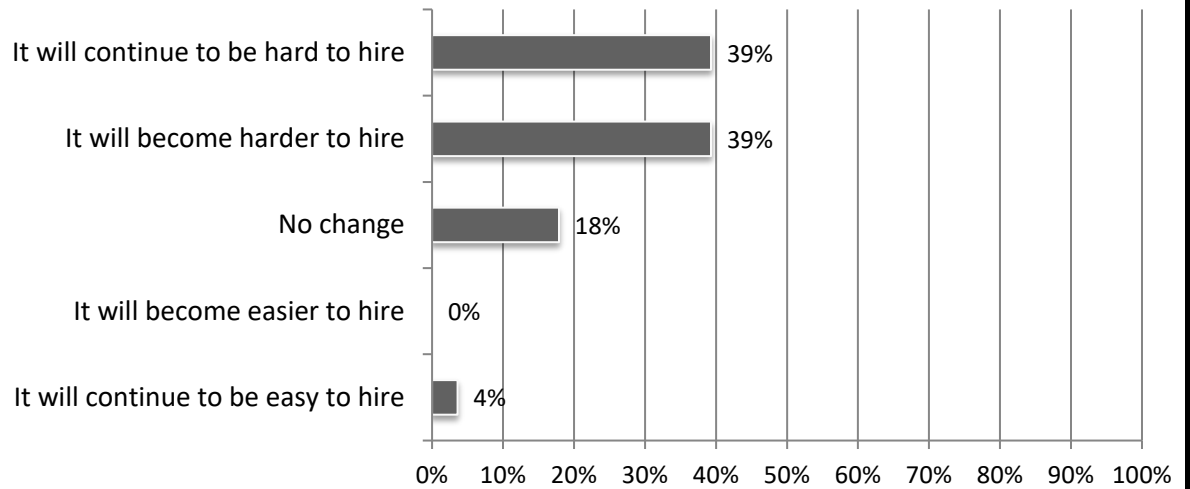
**2. What percent change do you expect in your headcount in 2022? Responses: 28**



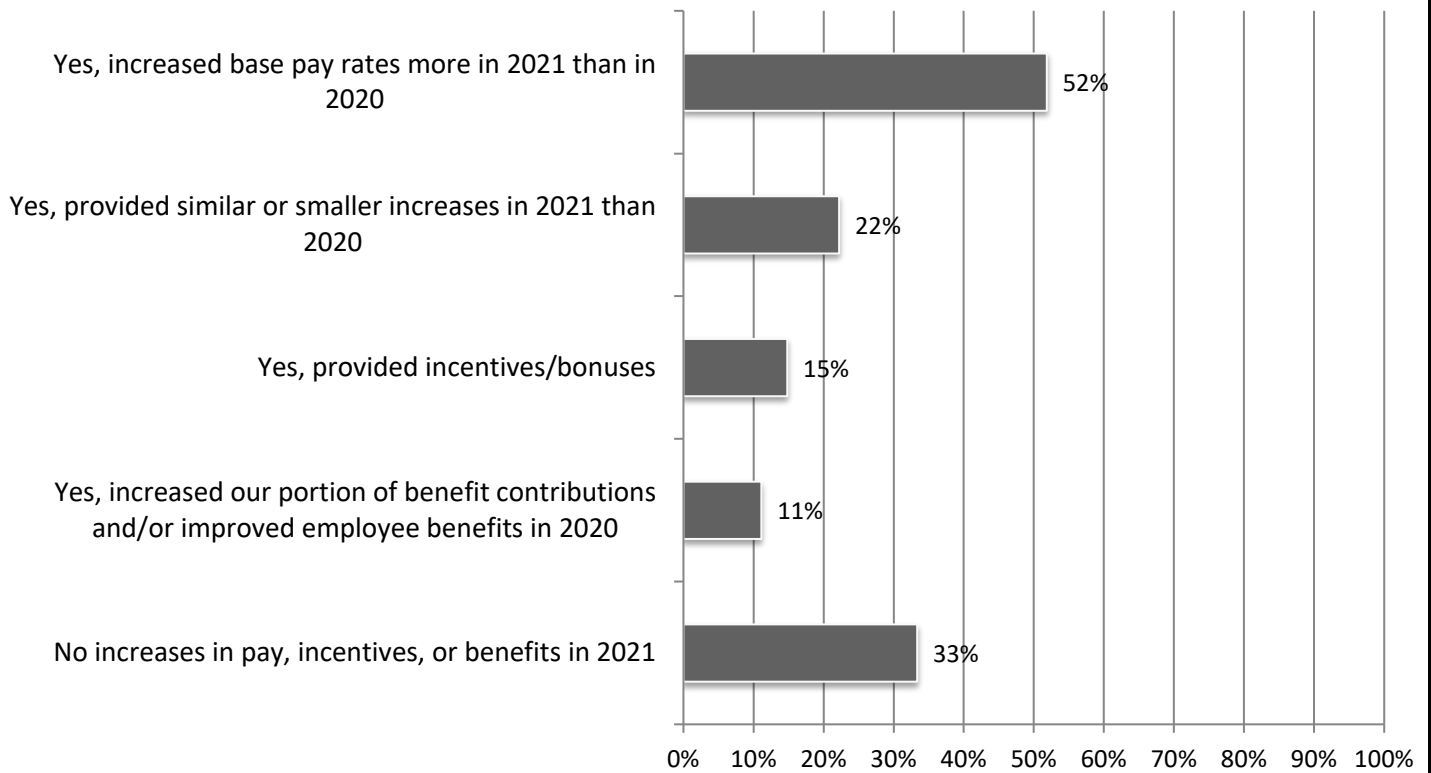
**3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 28**



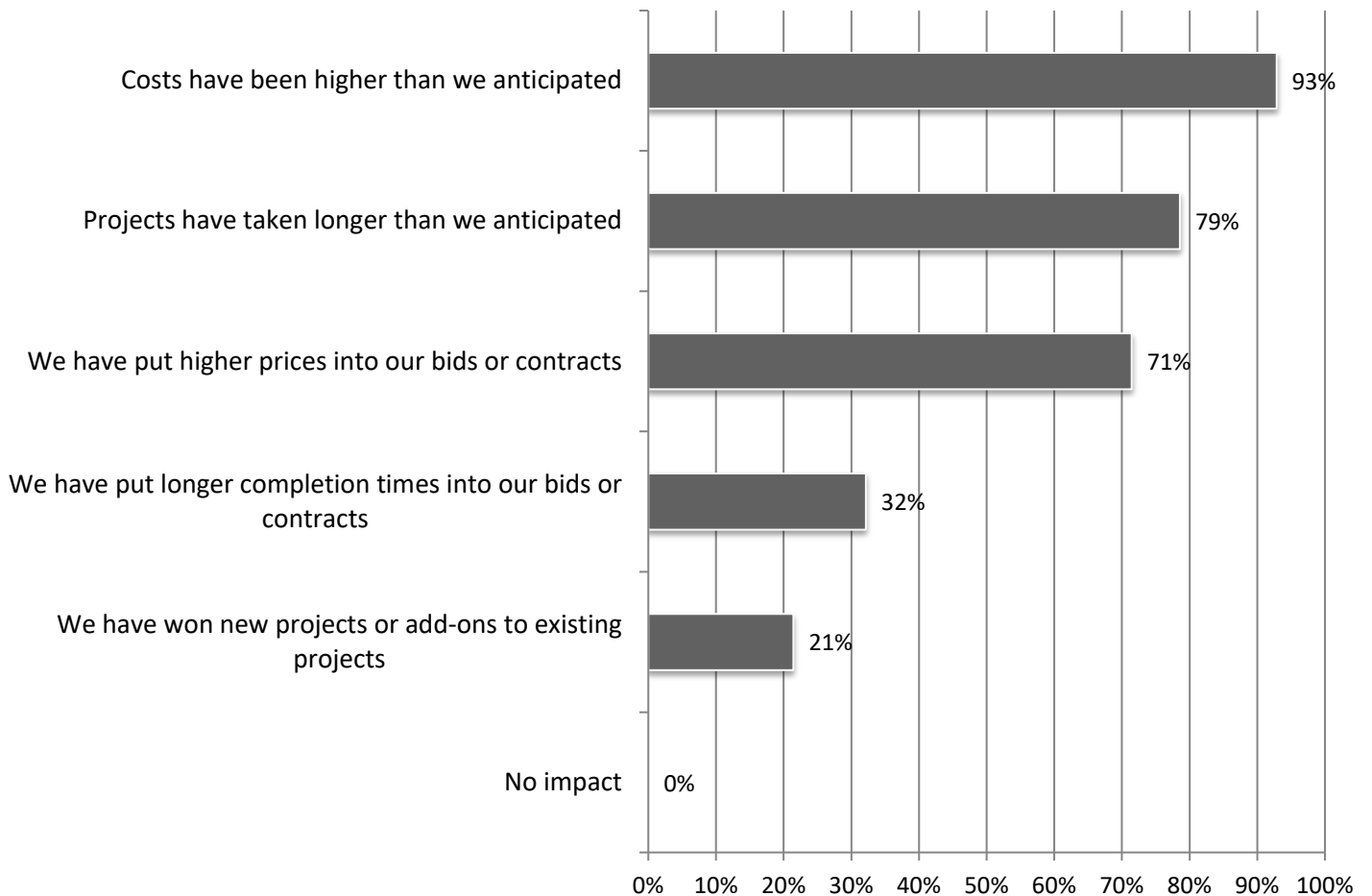
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 28**



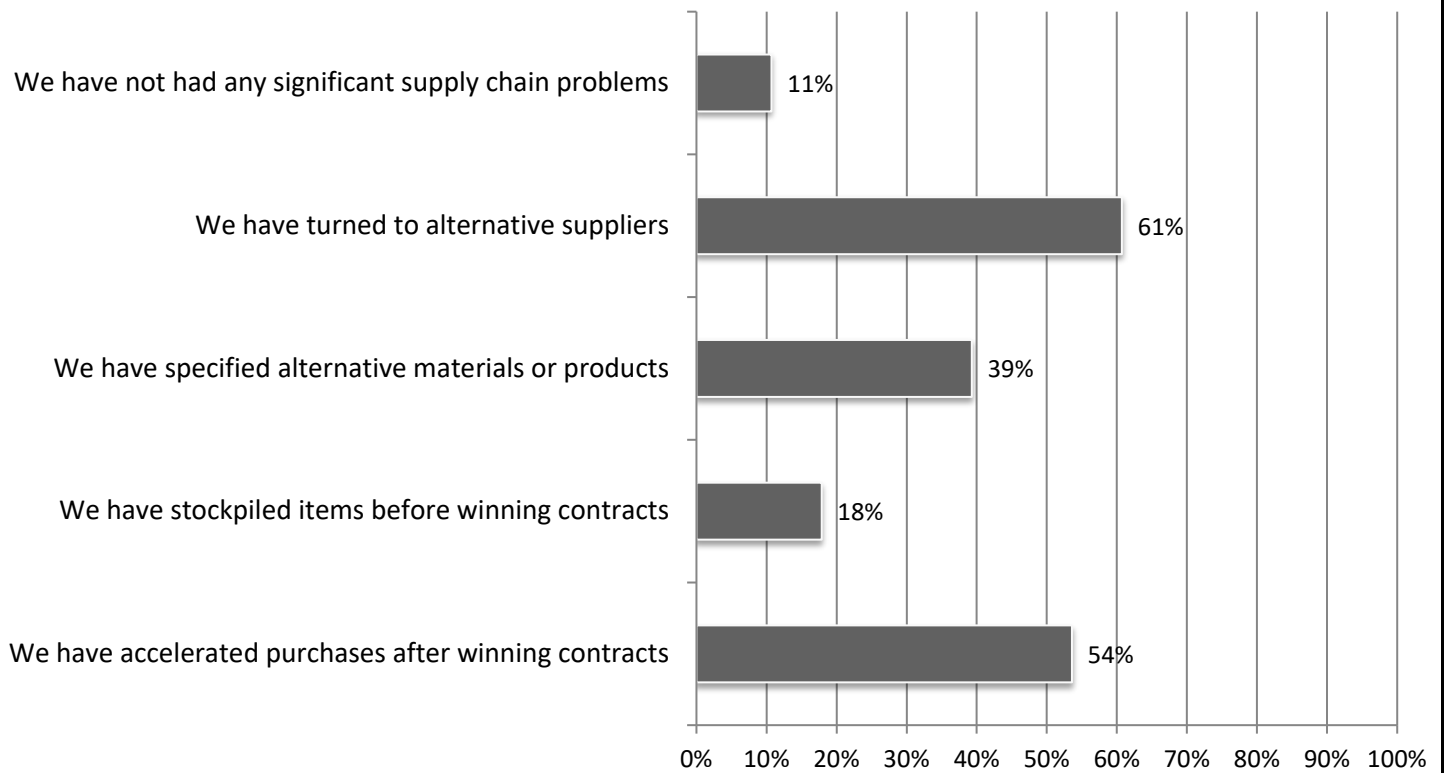
**5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 27**



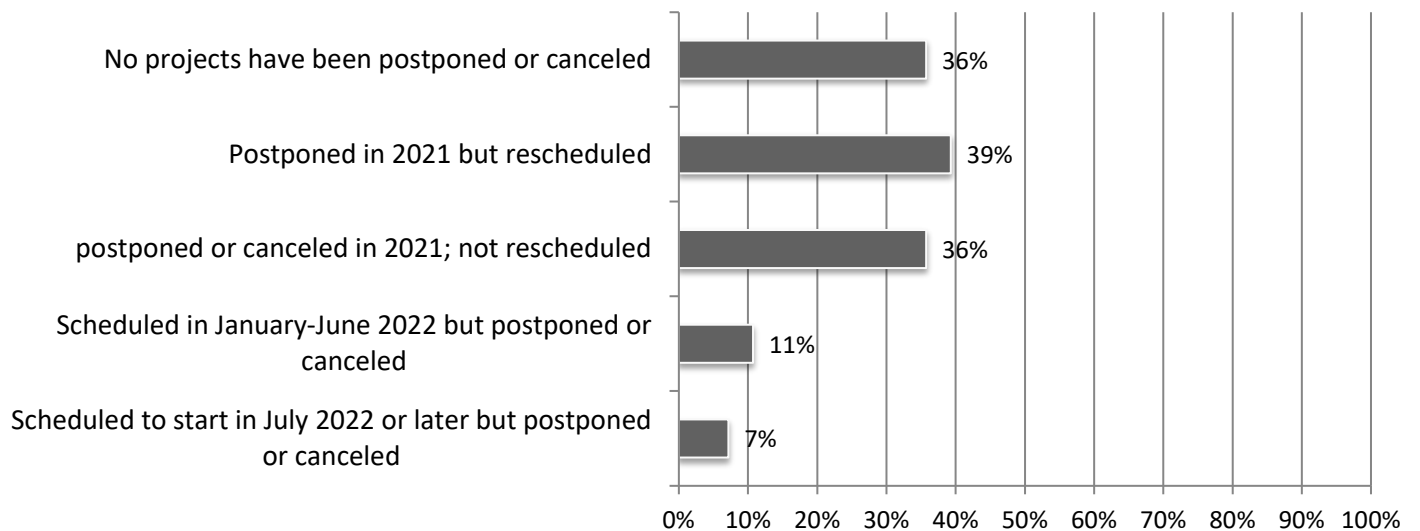
**6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 28**



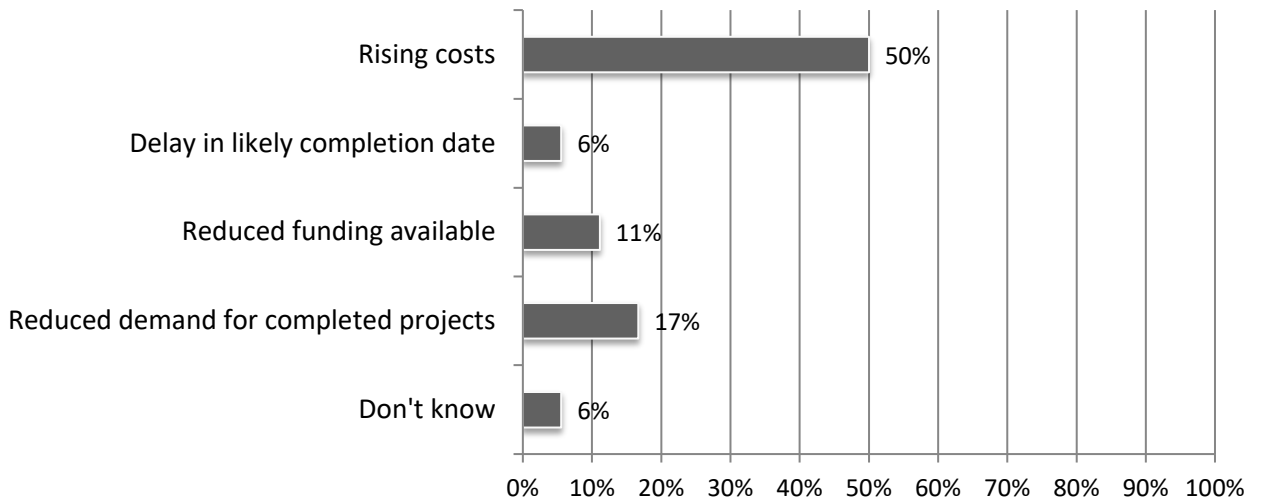
**7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 28**



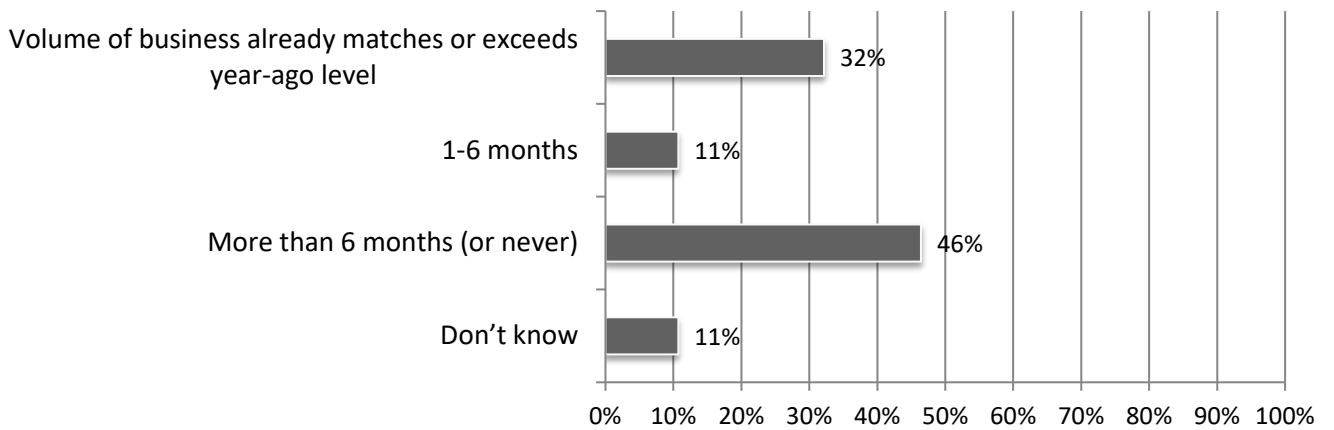
**8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 28**



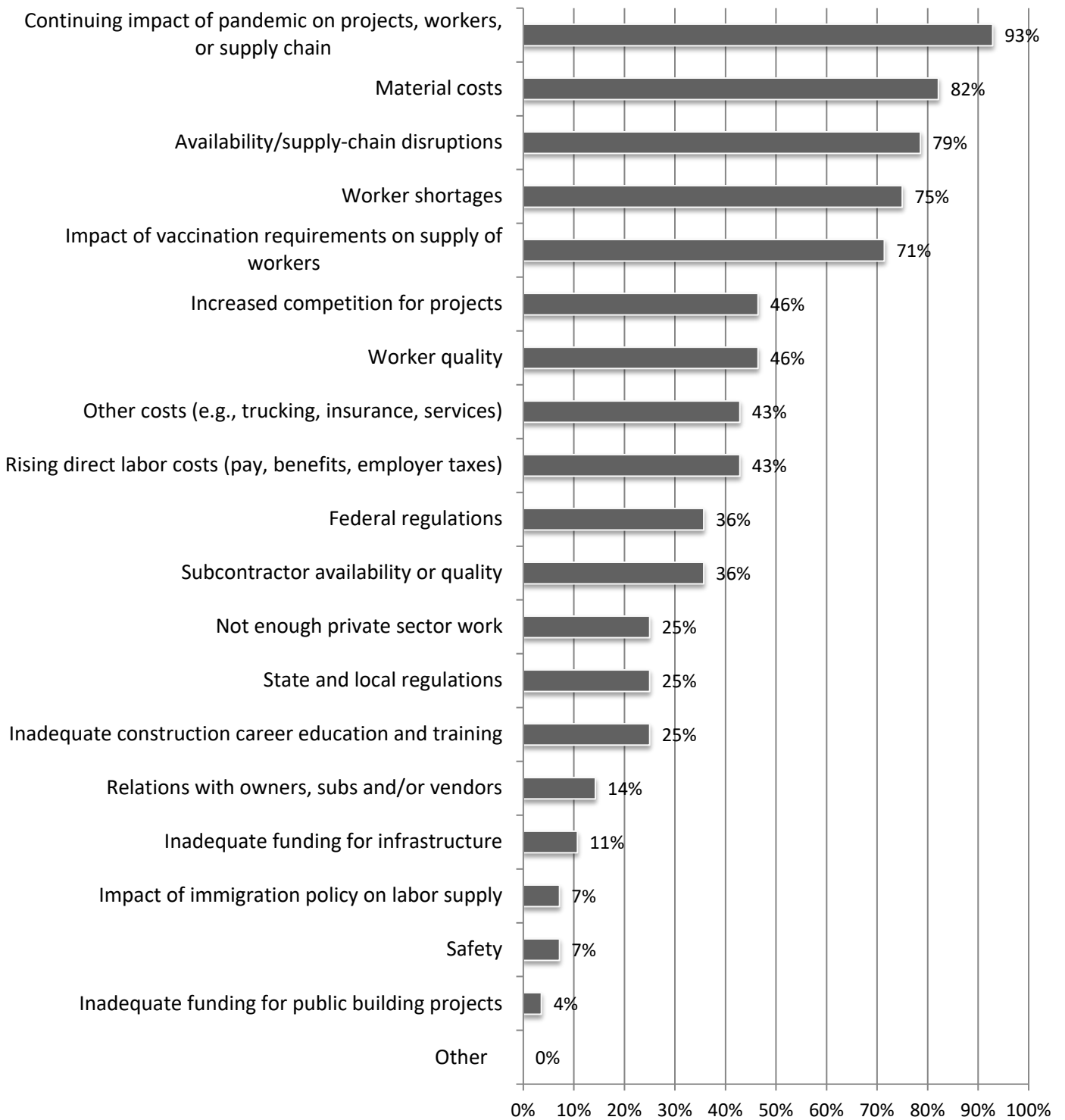
**9. If projects were postponed or canceled, what was the main reason? Responses: 18**



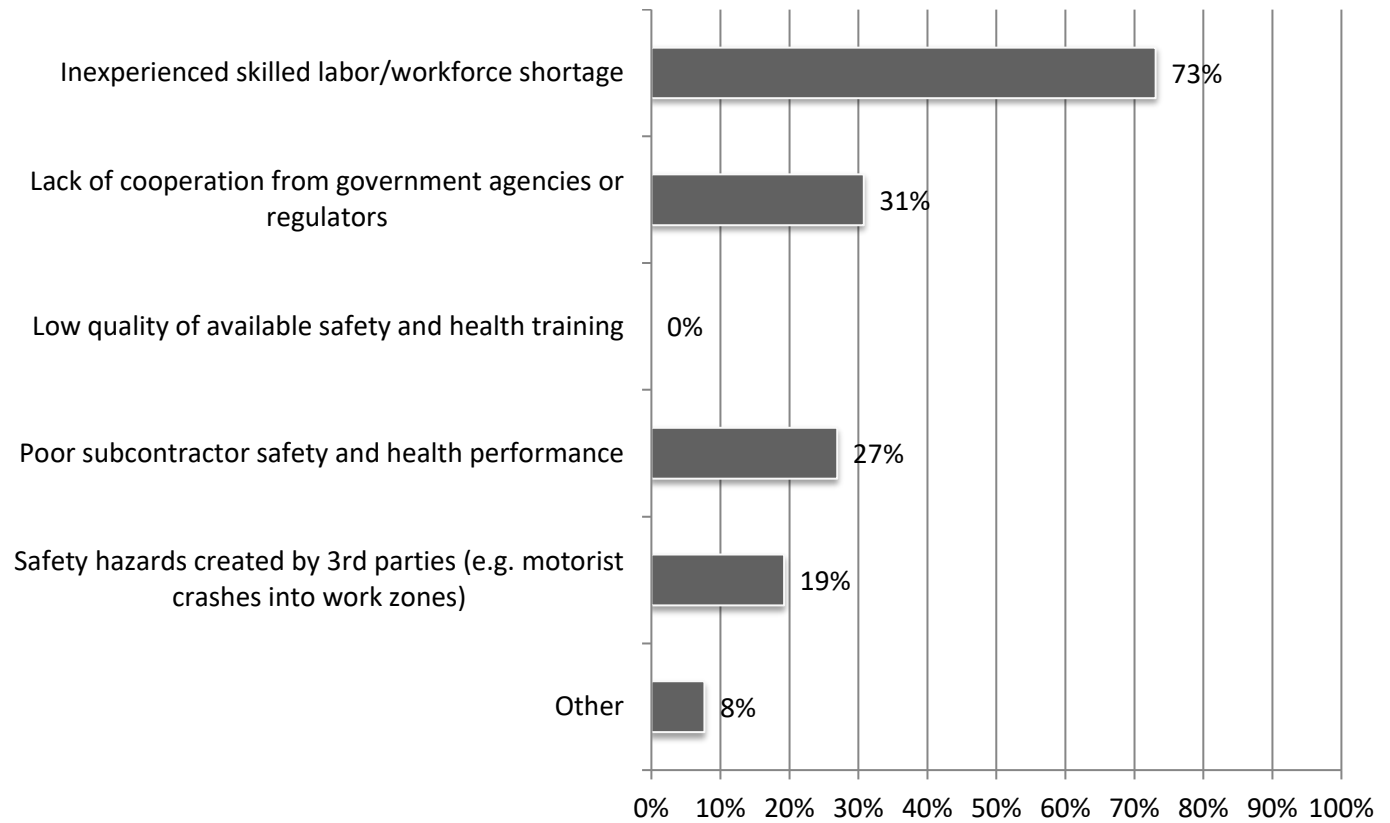
**10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 28**



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 28



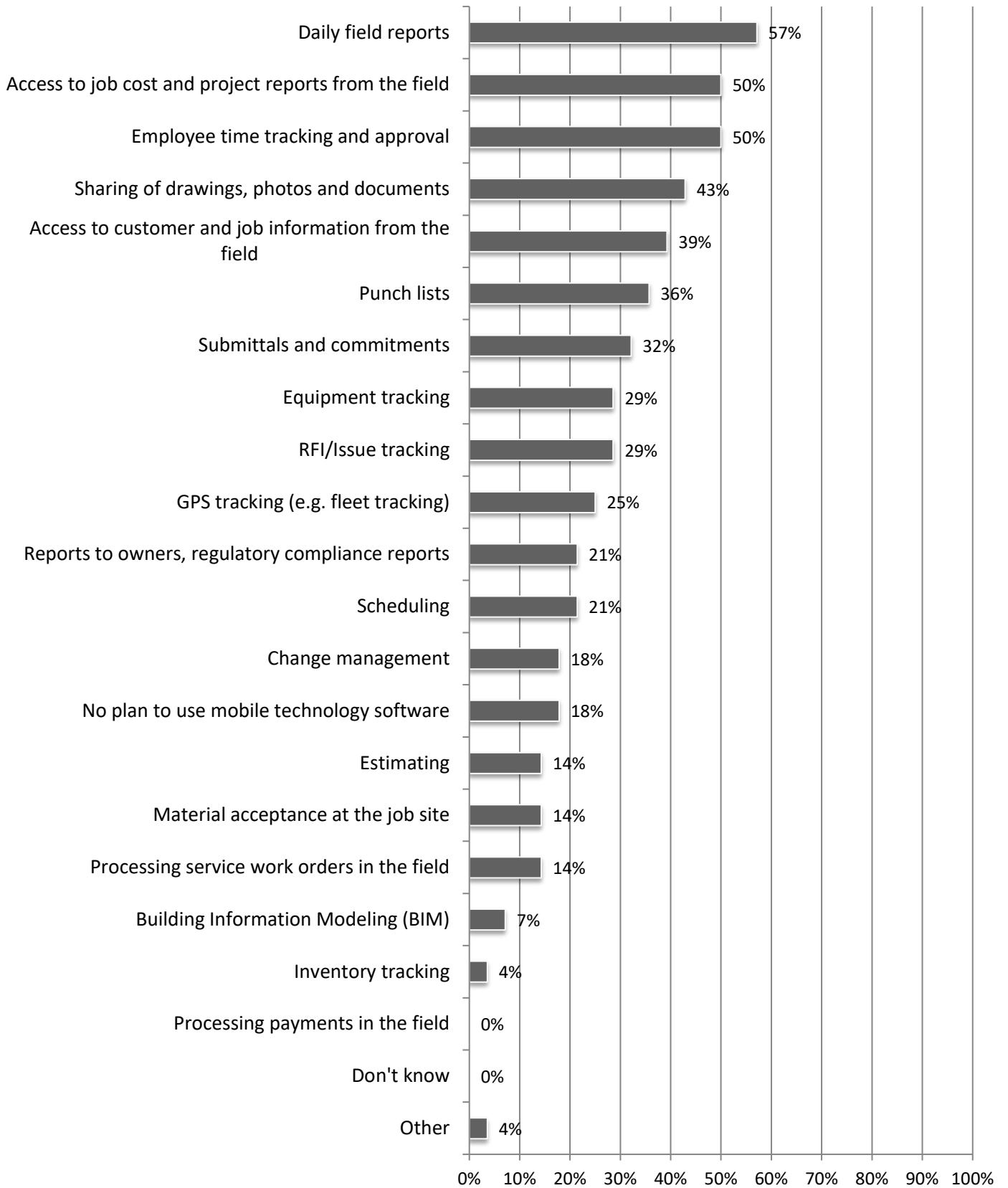
**12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 26**



**13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 27**

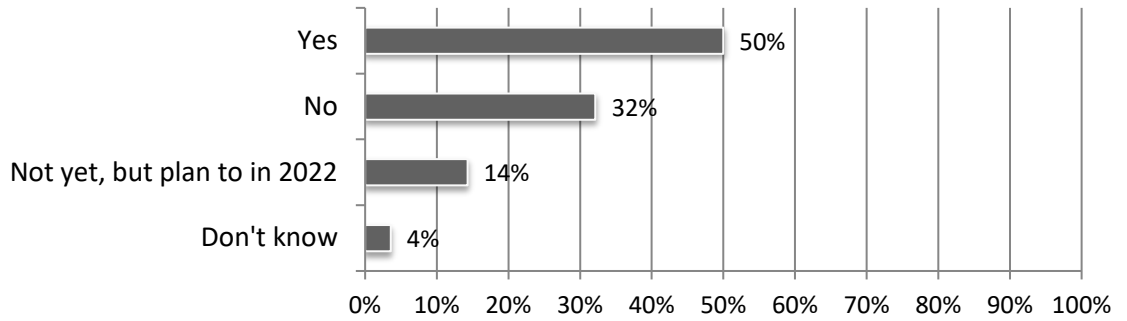
	Increase	Decrease	No change
Document management software	33%	0%	67%
Project management software	33%	0%	67%
Accounting software	25%	0%	75%
Building Information Modeling (BIM)	25%	0%	75%
Tool/asset management/tracking	23%	0%	77%
Human resources (HR) software	22%	0%	78%
Project collaboration software	14%	0%	86%
Subcontractor bid management/ITB software	14%	0%	86%
Client relationship management (CRM) software	13%	0%	87%
Estimating software	13%	0%	87%
Scheduling software	13%	0%	87%
Service management software	5%	0%	95%
Fleet tracking/management software	5%	5%	91%
Payroll software	4%	0%	96%
Prequalification software	4%	0%	96%

14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 28

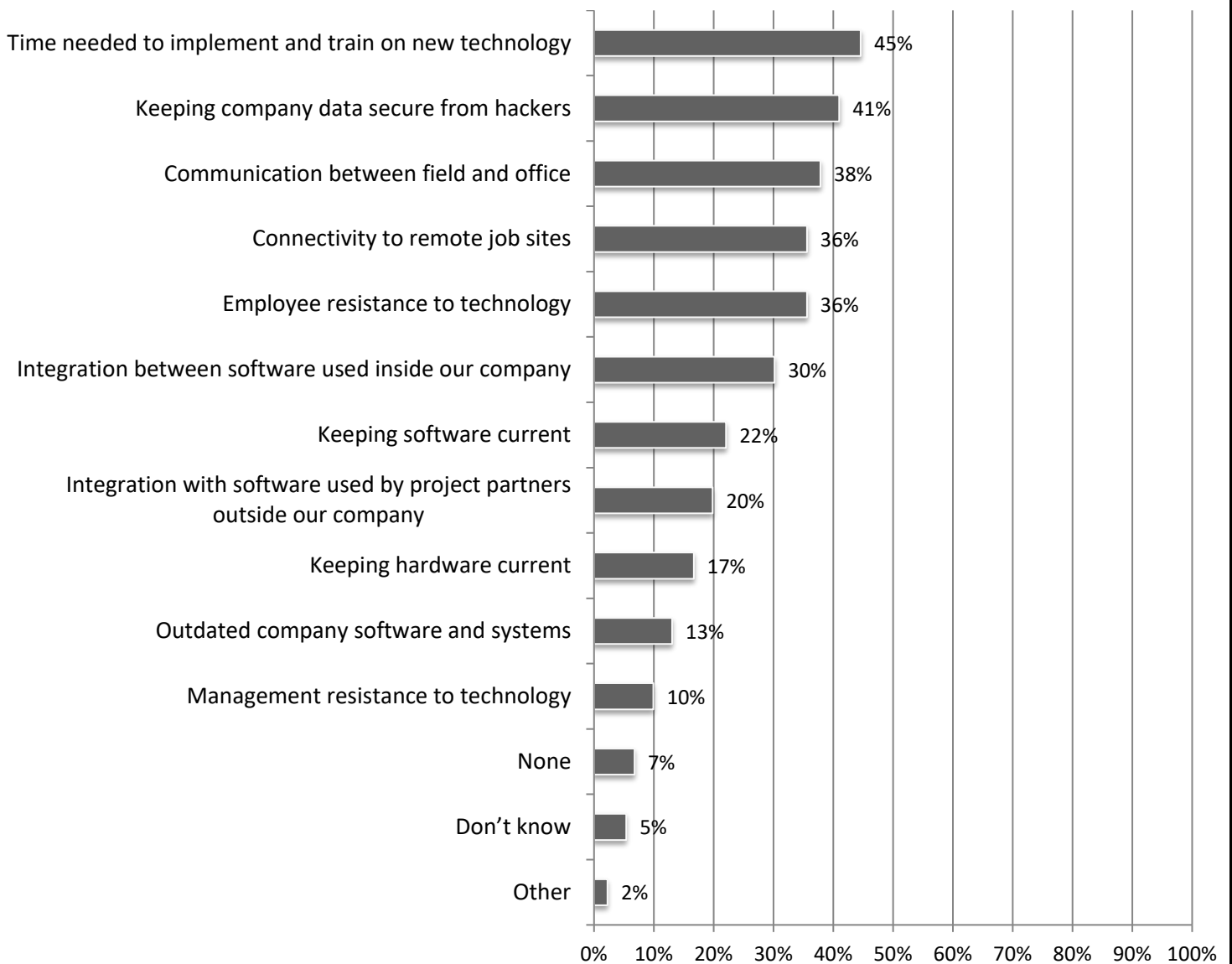




**15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 28**

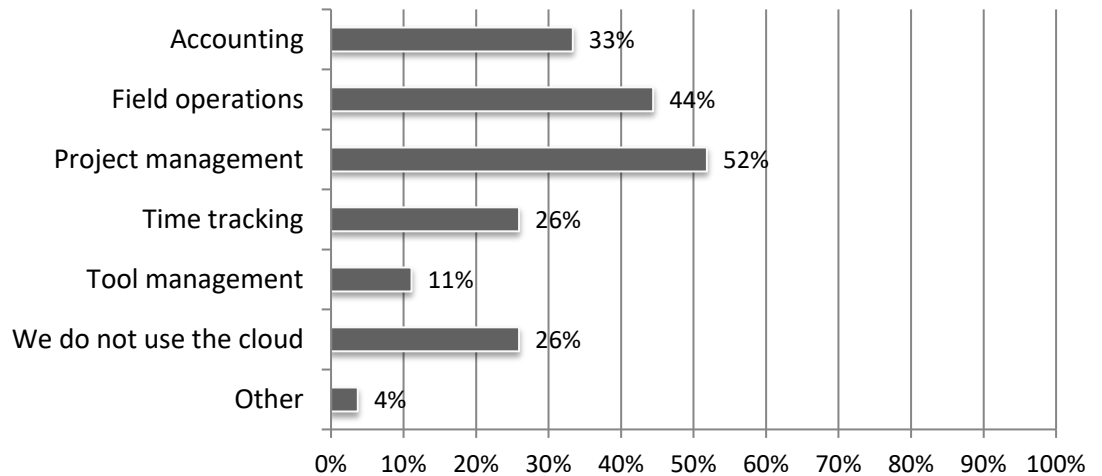


**16. What are your biggest IT challenges (mark all that apply)? Responses: 28**

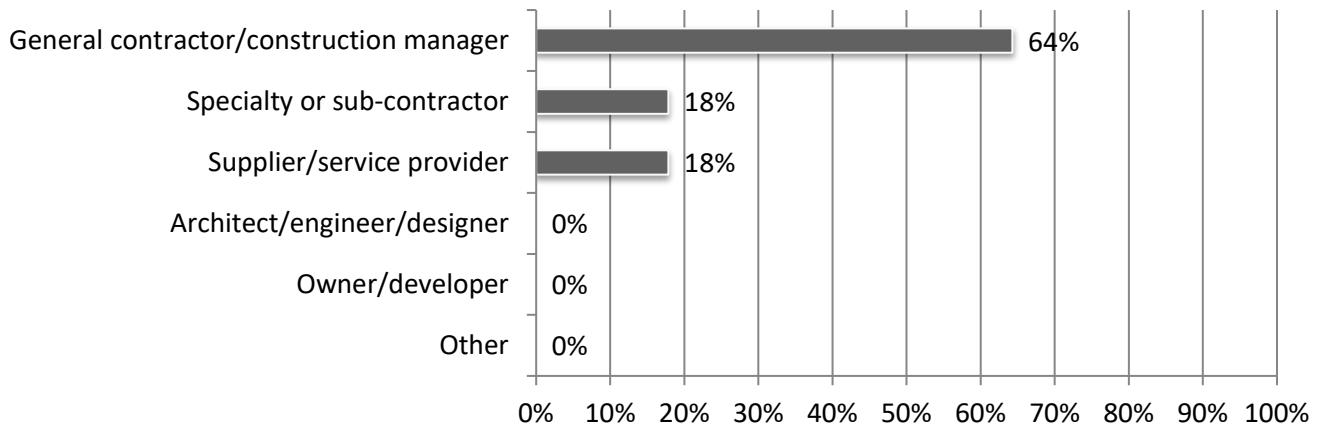


**17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?**

**Responses: 27**

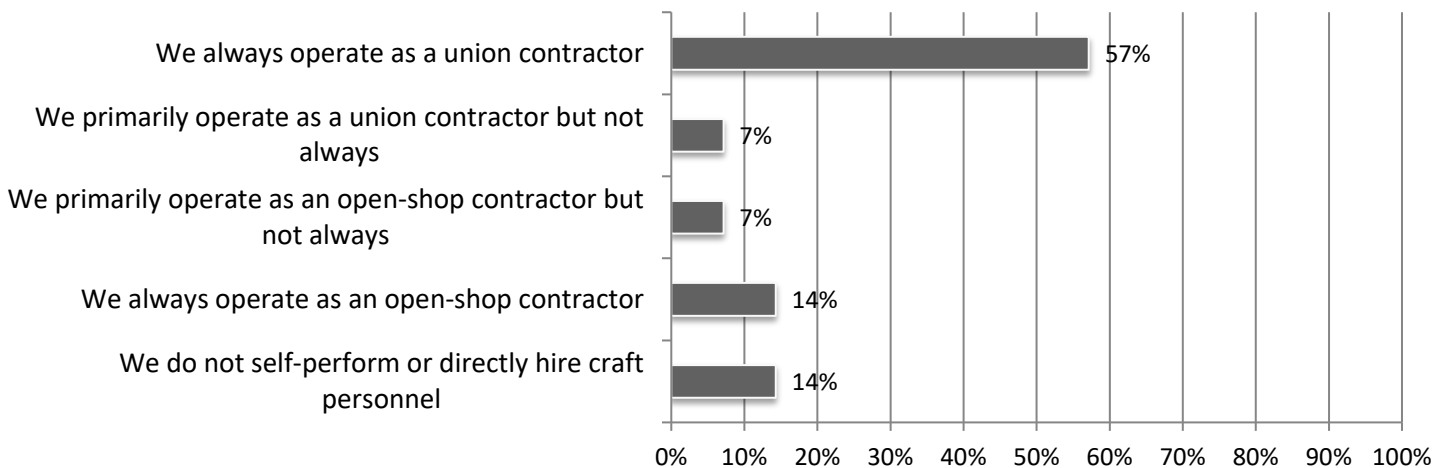


**18. What best describes your firm? Responses: 28**

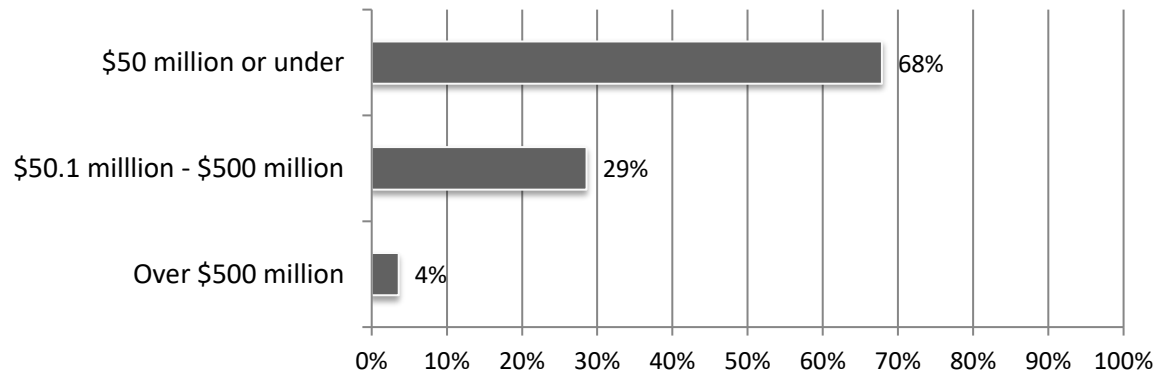


**19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?**

**Responses: 28**



**20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 28**



**21. How many total employees does your firm employ at all of its locations? Responses: 28**

