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2022 Construction Outlook Under \$50 Million Survey Results

Total Responses: 557. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

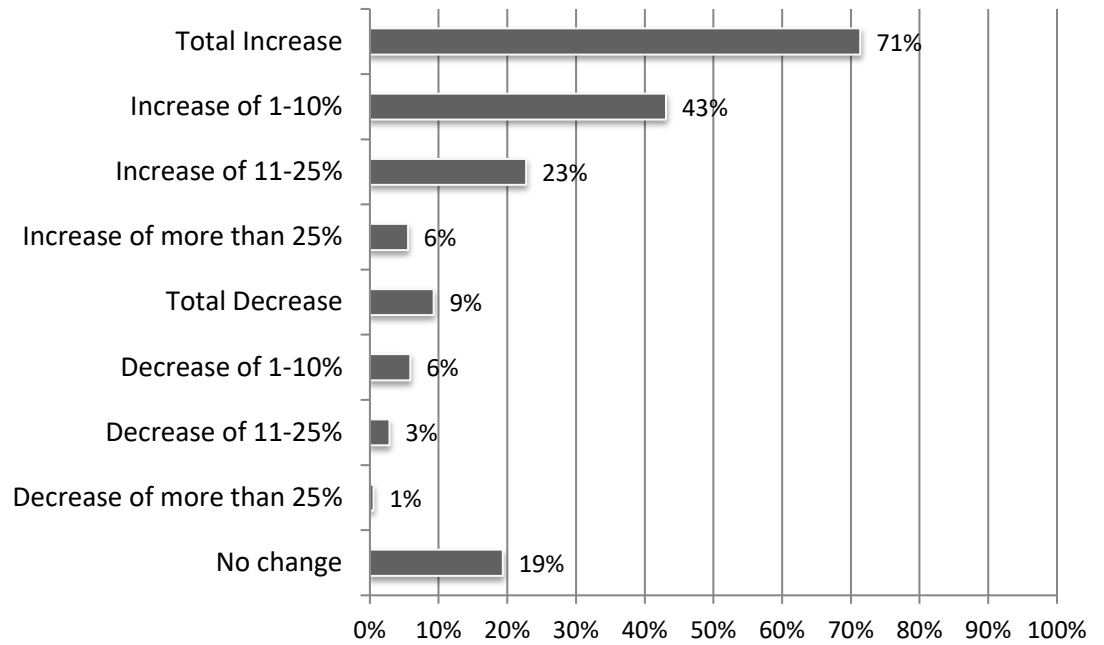
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 557

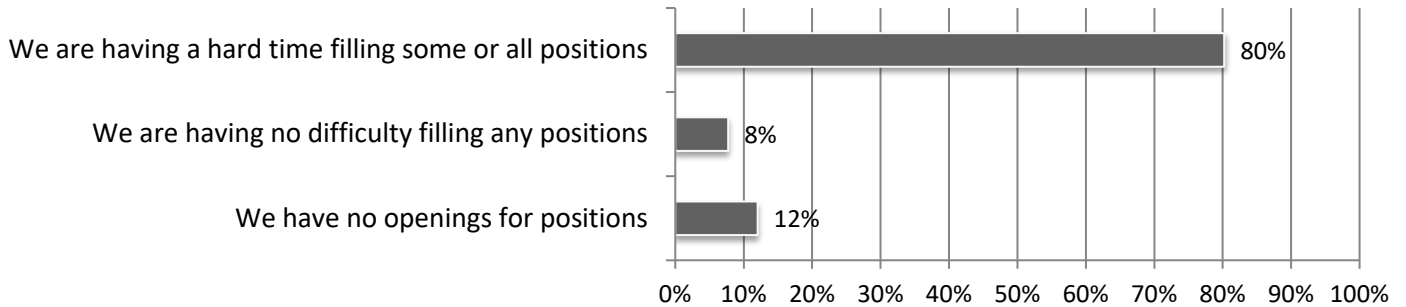
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	62%	6%	33%	56%	57%
Transportation	58%	9%	33%	49%	51%
Water/Sewer	54%	7%	38%	47%	50%
Multifamily Residential	49%	15%	36%	34%	32%
Federal (e.g., VA, GSA, USACE, NAVFAC)	48%	9%	42%	39%	37%
Warehouse	48%	15%	37%	33%	41%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	46%	9%	44%	37%	41%
Hospital	45%	9%	46%	35%	38%
Manufacturing	43%	19%	38%	25%	27%
Power	41%	12%	47%	29%	35%
K-12 School	40%	17%	42%	23%	19%
Data Center	39%	13%	48%	26%	31%
Public Building	39%	18%	43%	20%	20%
Lodging	33%	23%	45%	10%	6%
Higher Education	32%	18%	49%	14%	16%
Retail	30%	34%	36%	-5%	-8%
Private Office	28%	32%	40%	-4%	-8%

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

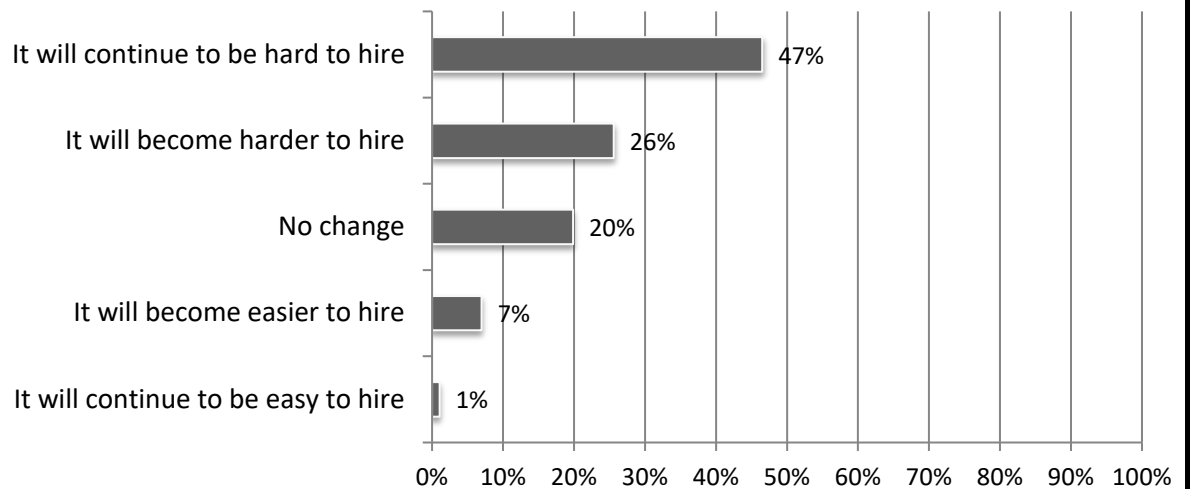
2. What percent change do you expect in your headcount in 2022? Responses: 559



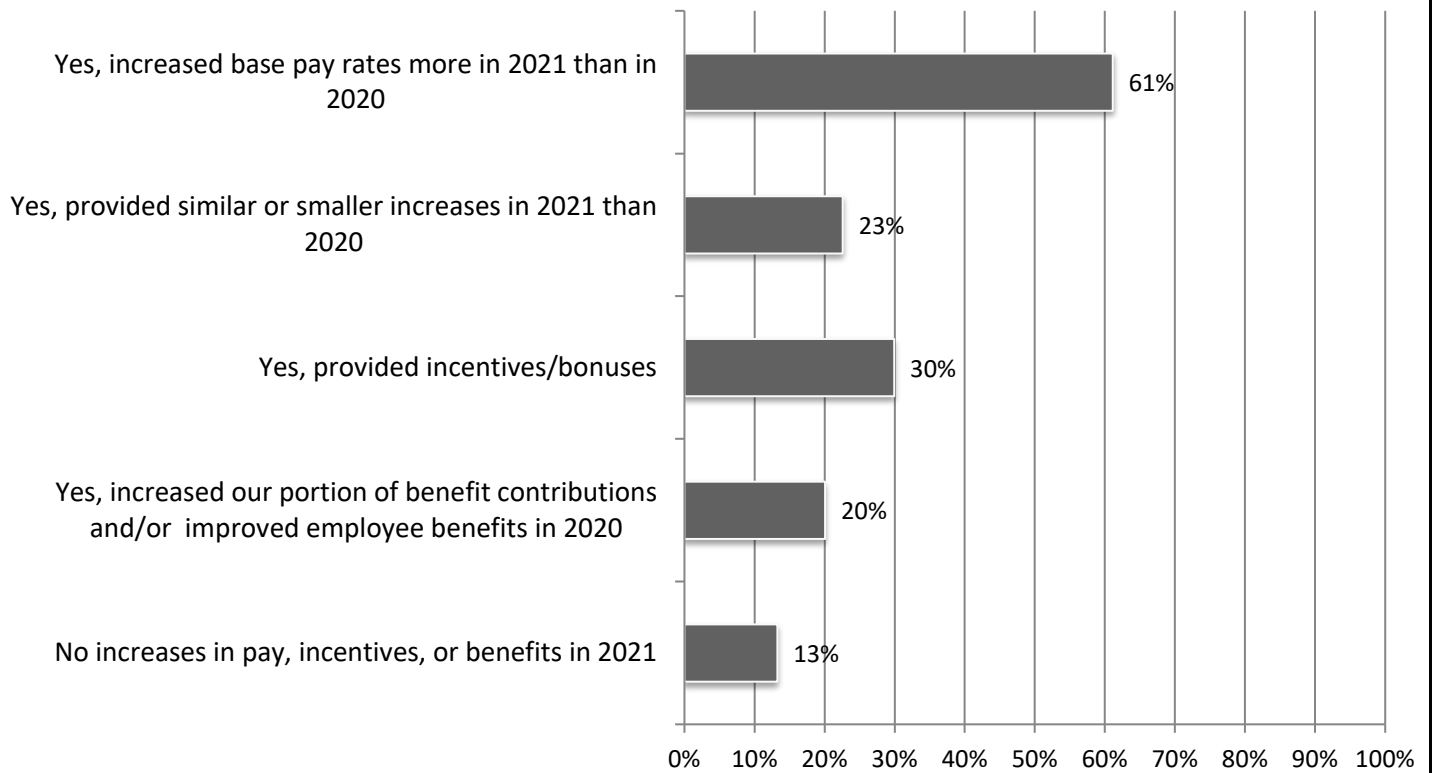
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 556



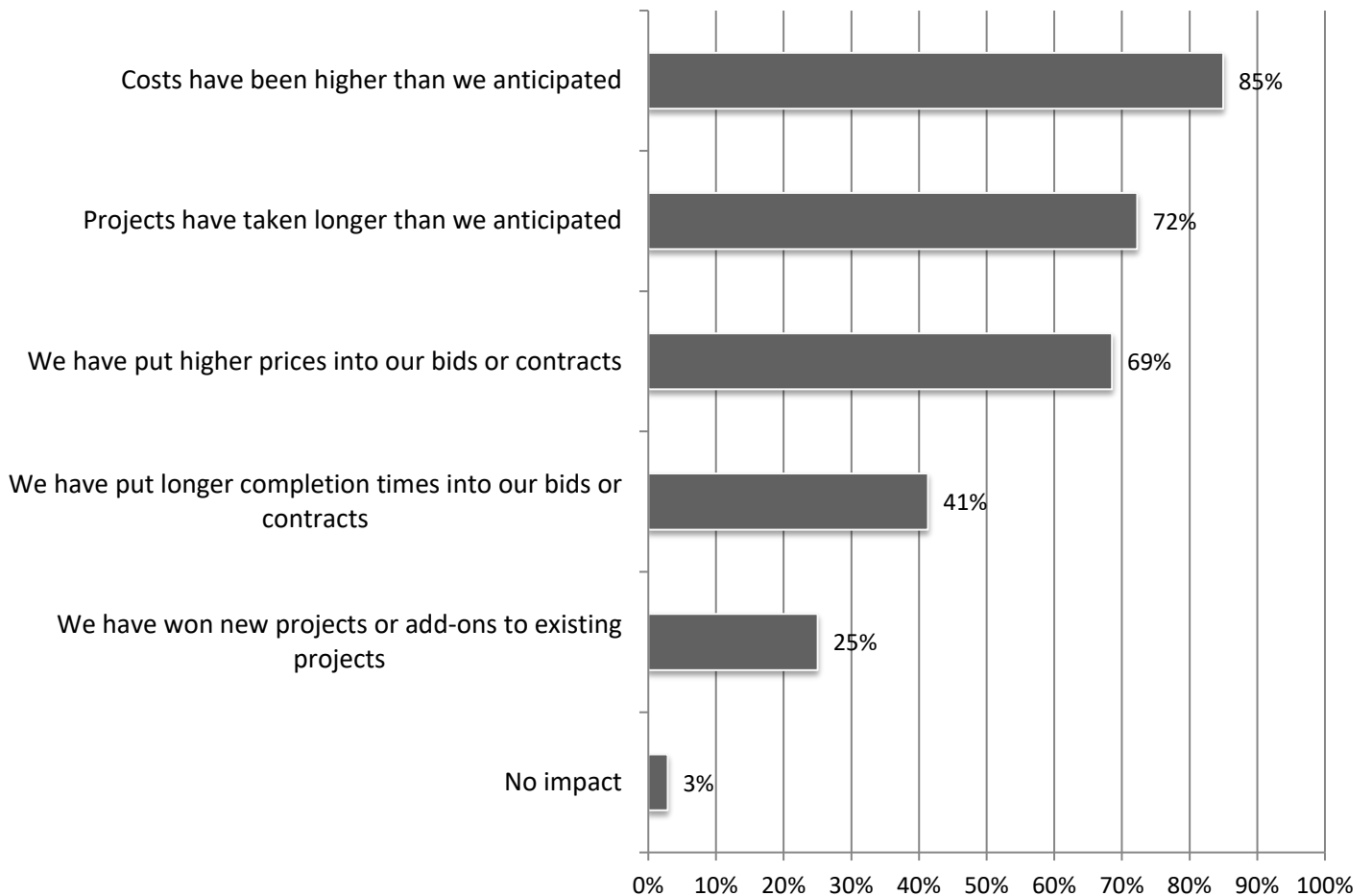
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 559



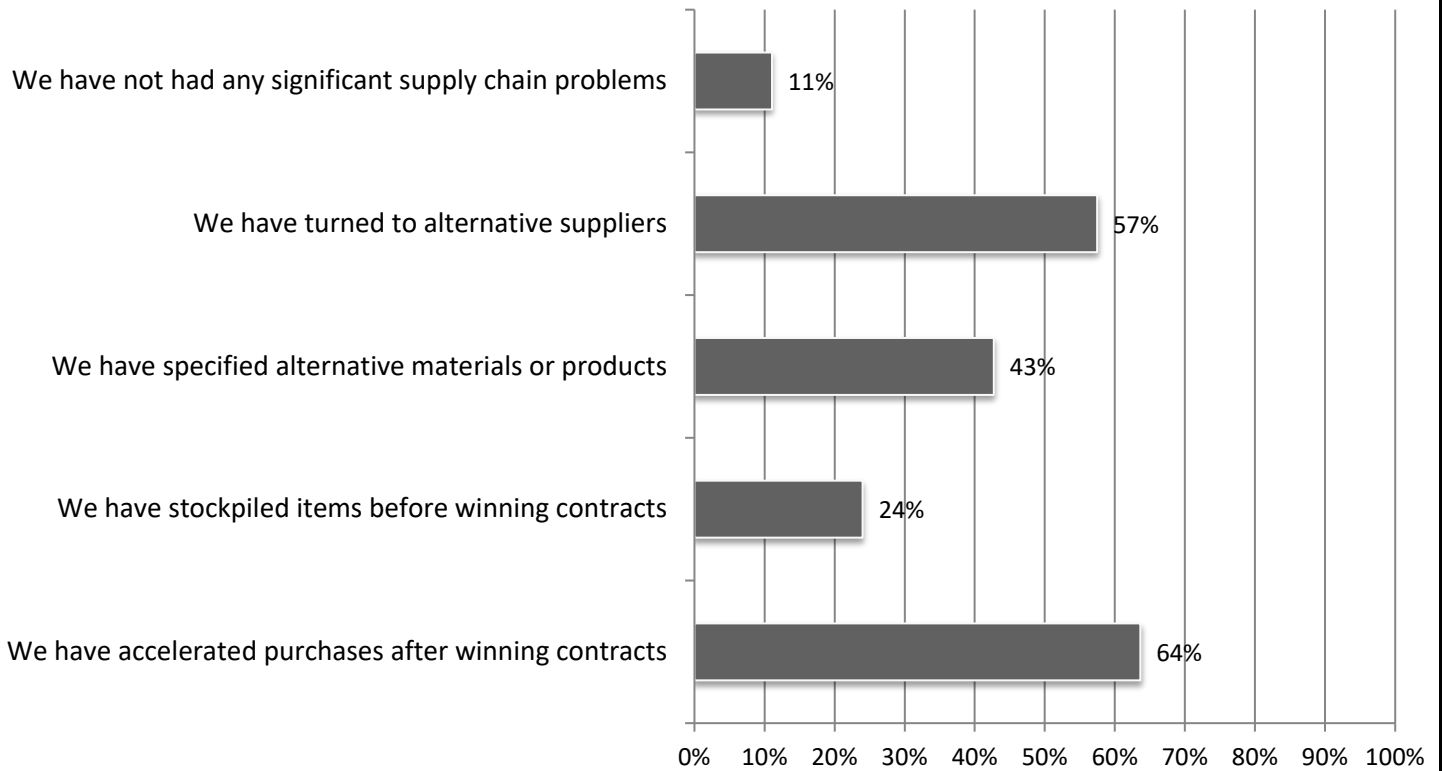
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 558



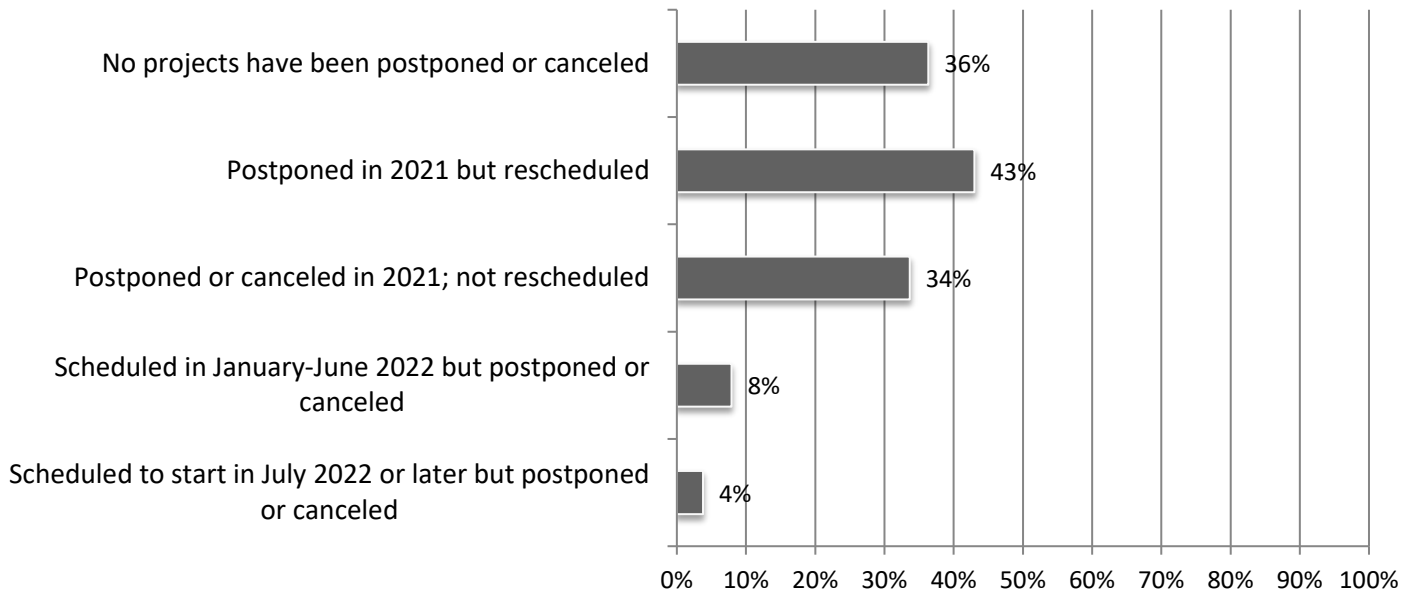
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 559



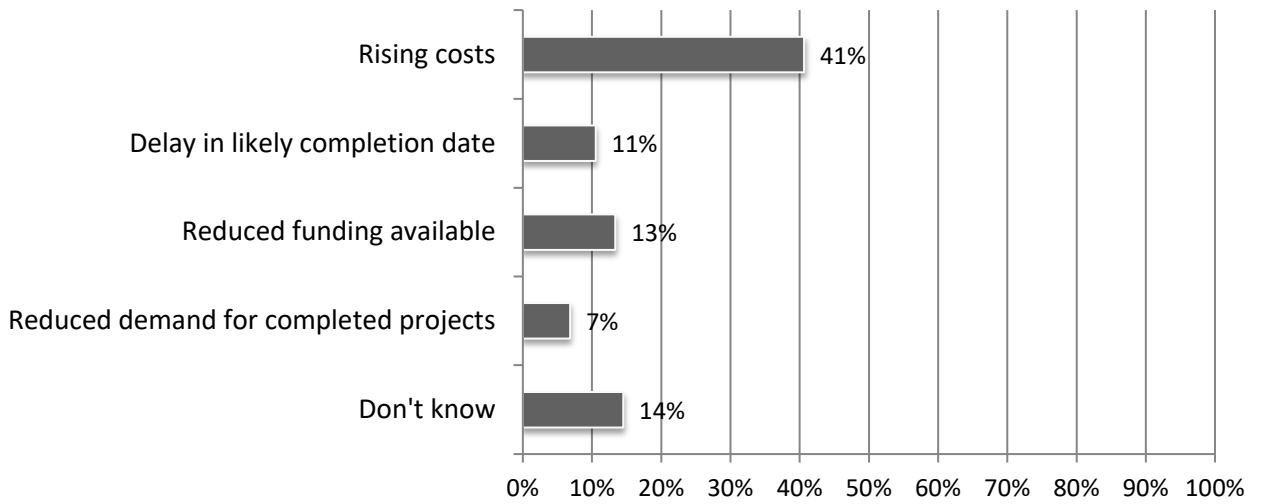
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 550



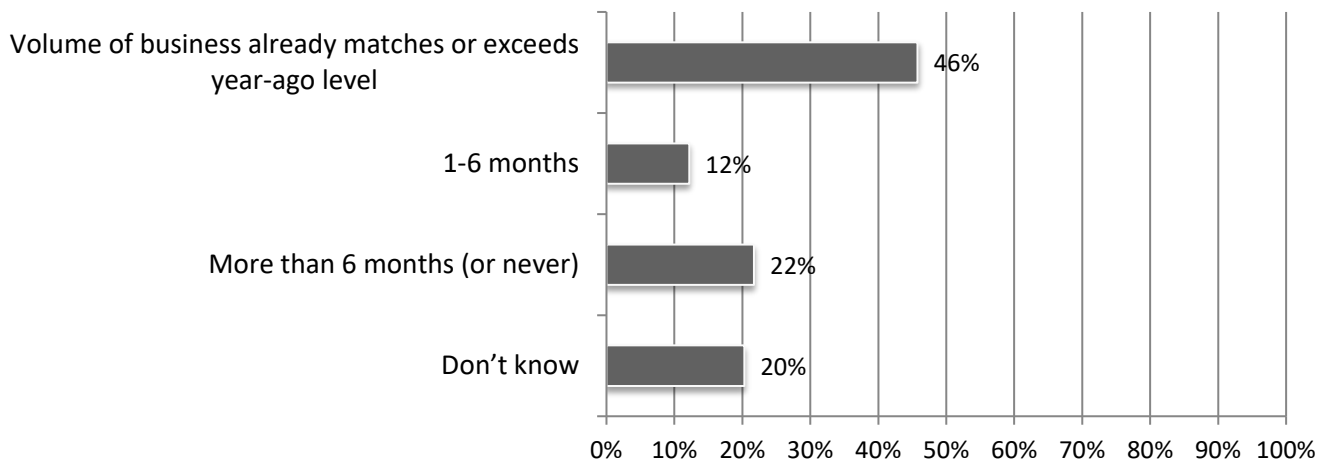
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 556



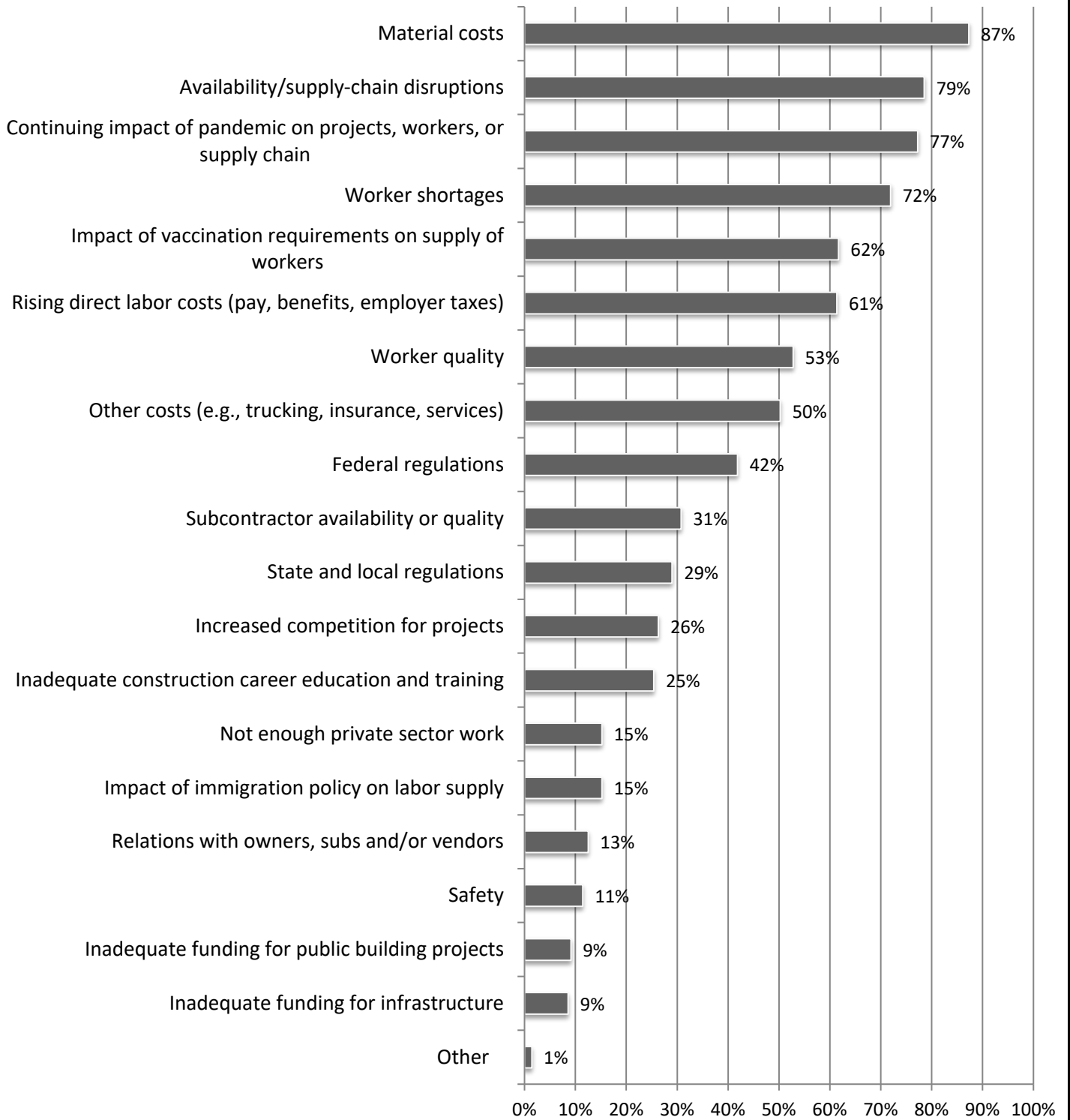
9. If projects were postponed or canceled, what was the main reason? Responses: 352



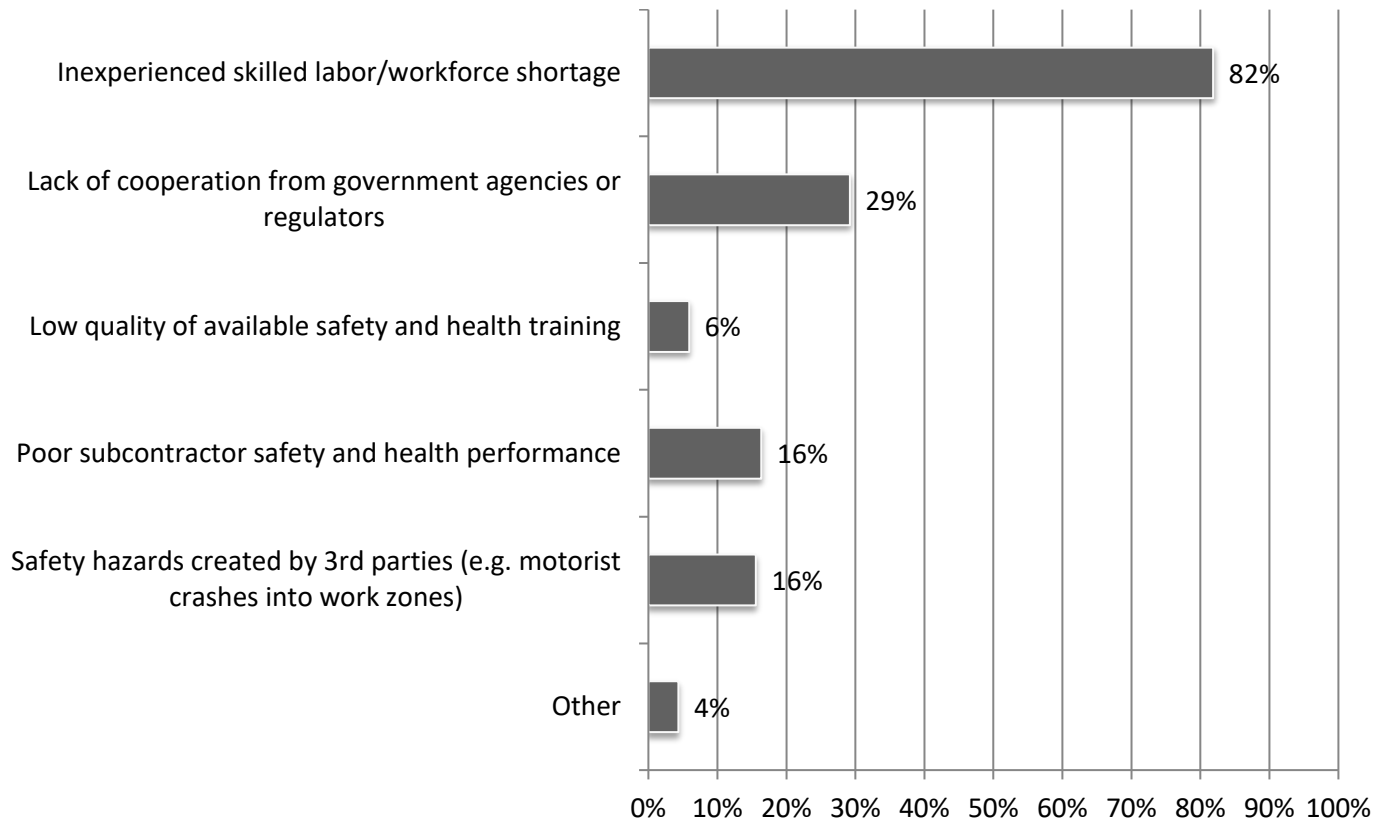
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 557



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 559



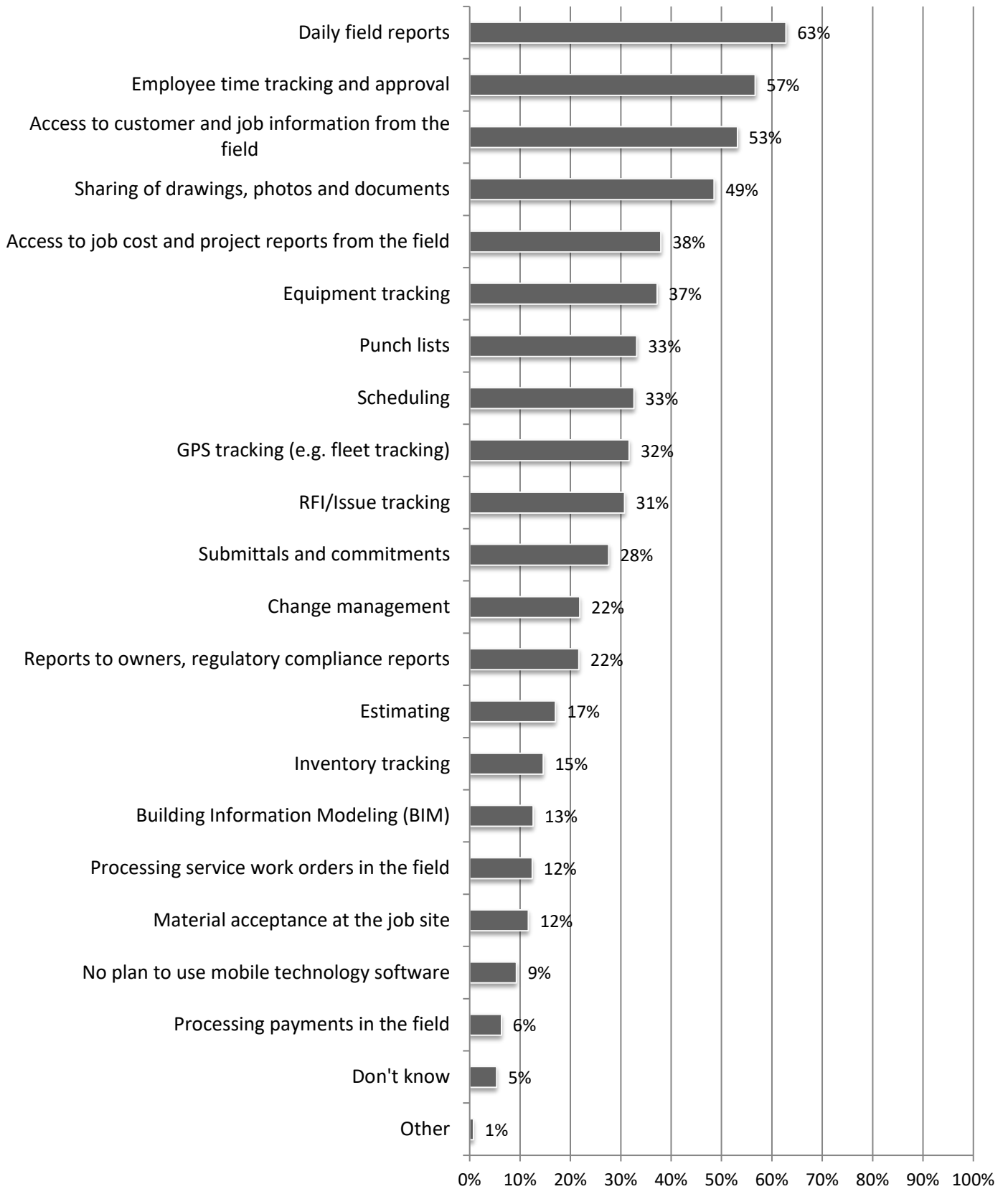
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 507



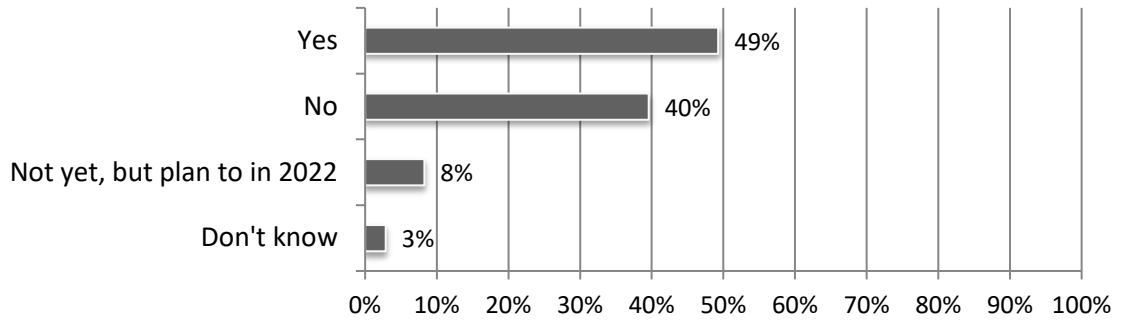
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 545

	Increase	Decrease	No change
Document management software	31%	1%	68%
Project management software	28%	2%	70%
Accounting software	27%	1%	72%
Estimating software	27%	1%	72%
Human resources (HR) software	24%	1%	75%
Tool/asset management/tracking	23%	2%	76%
Building Information Modeling (BIM)	22%	2%	76%
Project collaboration software	21%	1%	78%
Client relationship management (CRM) software	18%	1%	81%
Scheduling software	17%	1%	82%
Fleet tracking/management software	16%	1%	84%
Payroll software	13%	0%	86%
Prequalification software	12%	1%	87%
Service management software	11%	1%	88%
Subcontractor bid management/ITB software	8%	1%	91%

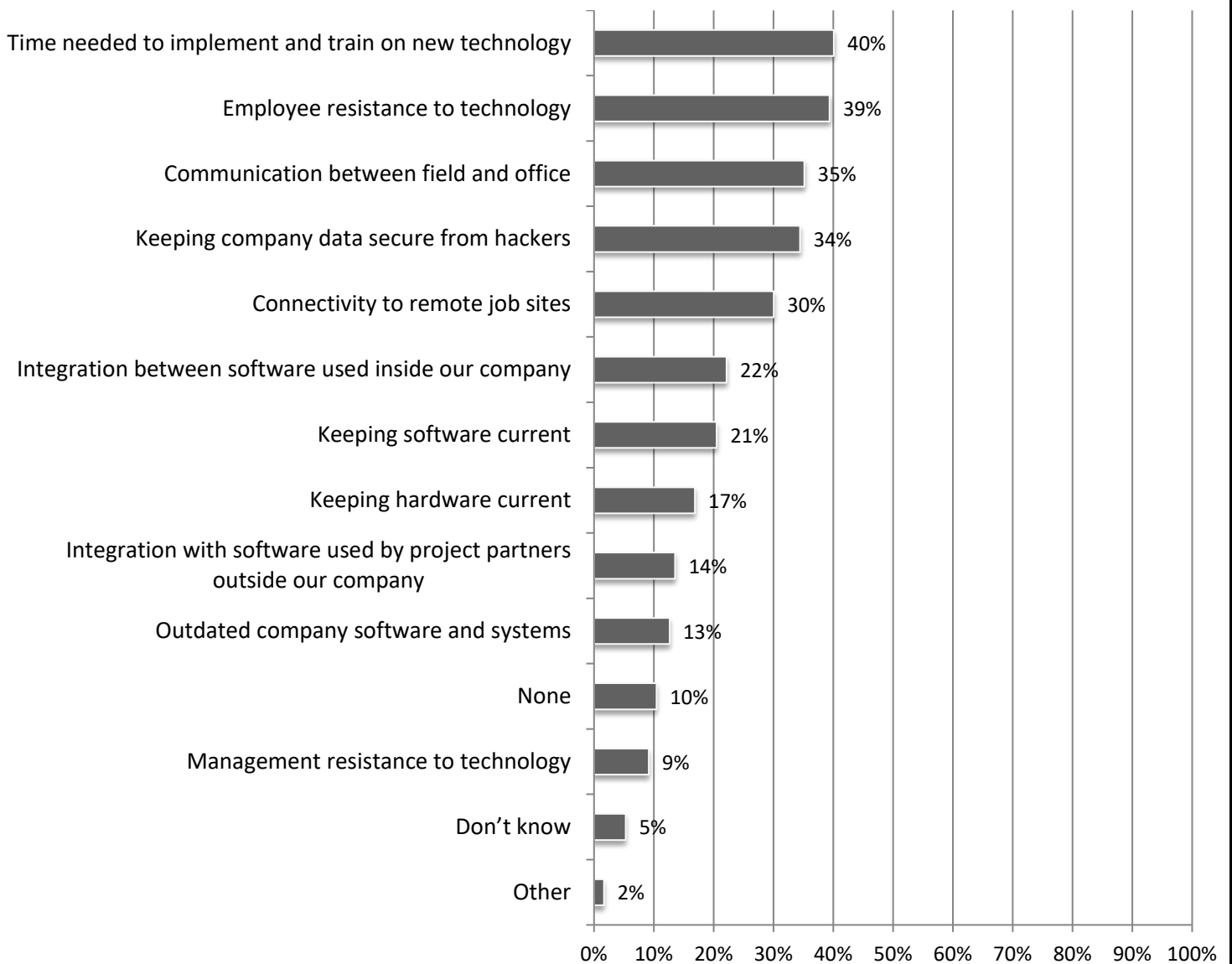
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 540



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 556

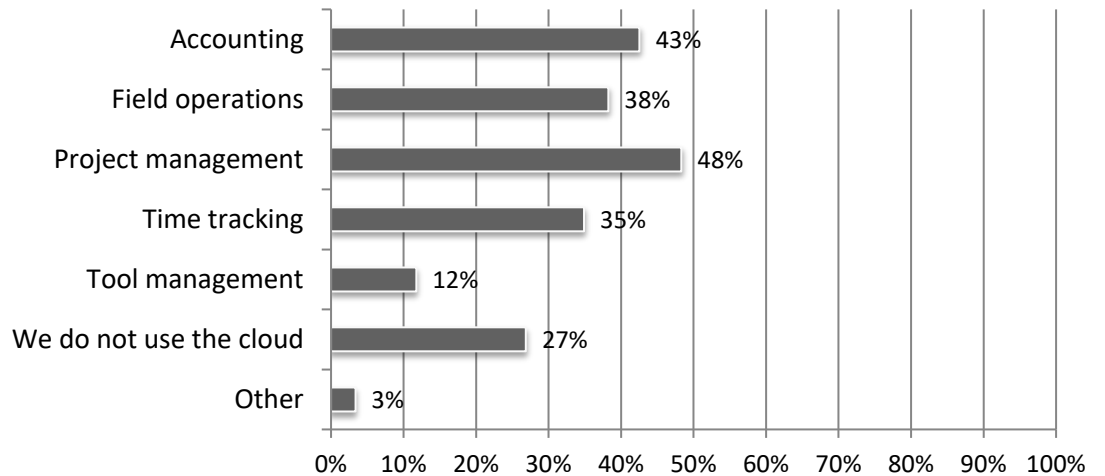


16. What are your biggest IT challenges (mark all that apply)? Responses: 546

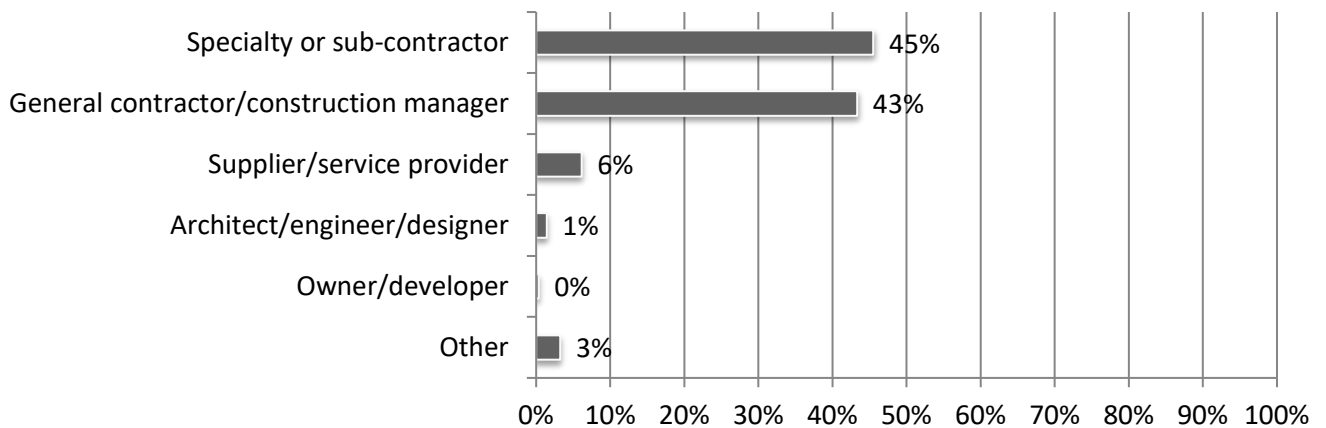


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 536

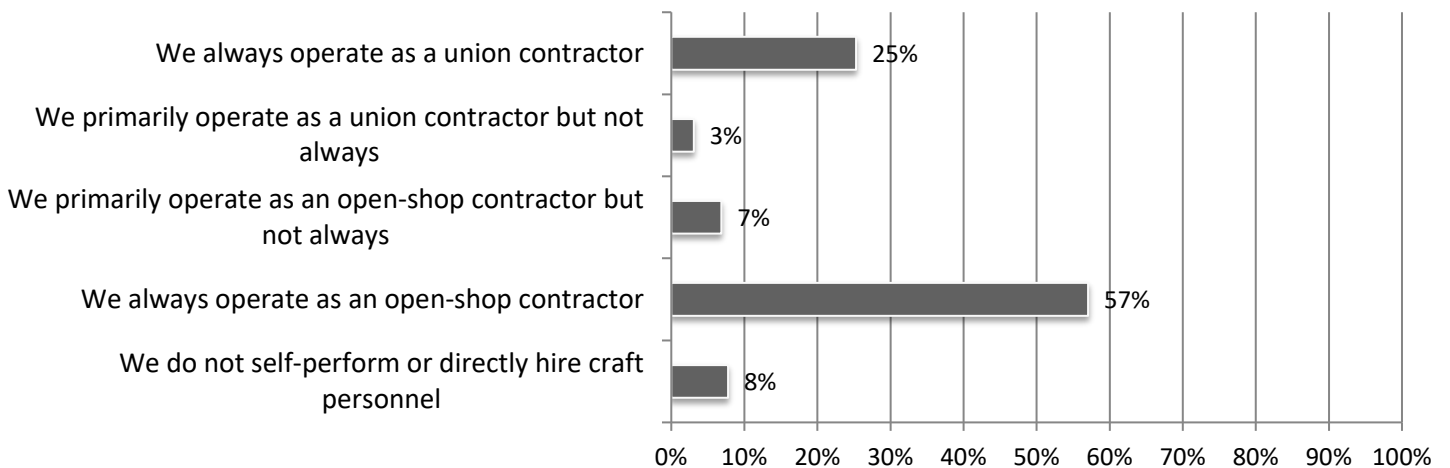


18. What best describes your firm? Responses: 554

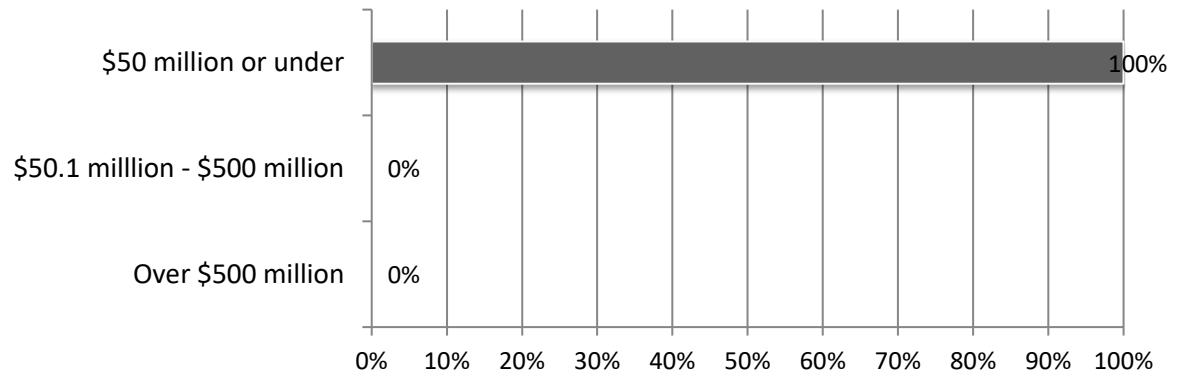


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 554



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 559



21. How many total employees does your firm employ at all of its locations? Responses: 553

