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2022 Construction Outlook Union Survey Results

Total Responses: 224. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

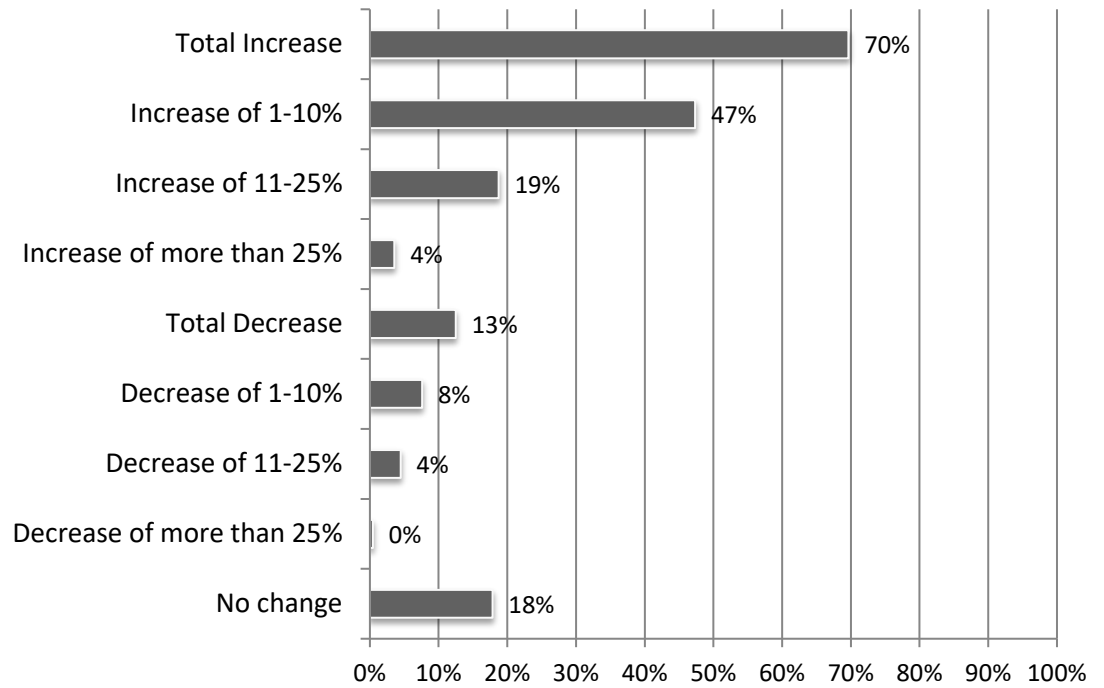
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 222

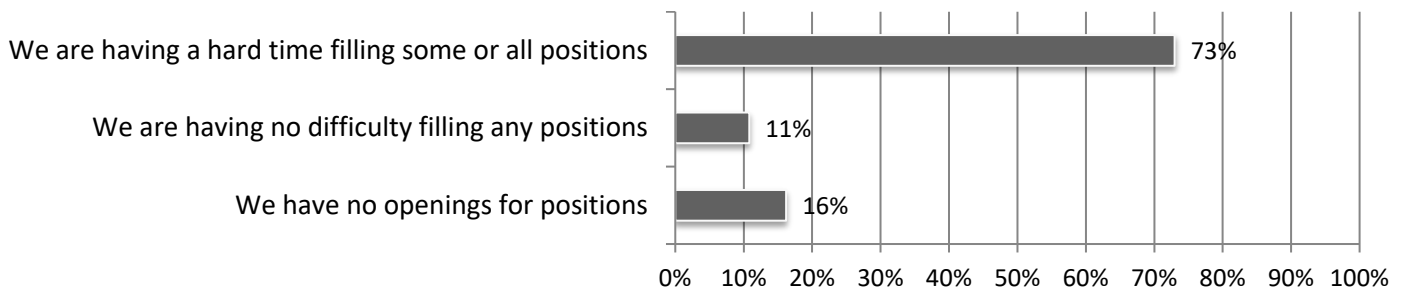
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	63%	6%	31%	57%	57%
Transportation	60%	10%	30%	50%	51%
Water/Sewer	54%	10%	35%	44%	50%
Warehouse	52%	17%	32%	35%	41%
Federal (e.g., VA, GSA, USACE, NAVFAC)	45%	11%	43%	34%	37%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	45%	13%	42%	32%	41%
Hospital	45%	13%	42%	32%	38%
Power	41%	12%	48%	29%	35%
Manufacturing	39%	22%	39%	17%	27%
Data Center	39%	12%	49%	27%	31%
K-12 School	32%	23%	45%	10%	19%
Higher Education	32%	22%	46%	9%	16%
Multifamily Residential	32%	17%	52%	15%	32%
Public Building	31%	21%	49%	10%	20%
Lodging	21%	23%	56%	-2%	6%
Private Office	19%	37%	44%	-19%	-8%
Retail	17%	42%	42%	-25%	-8%

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

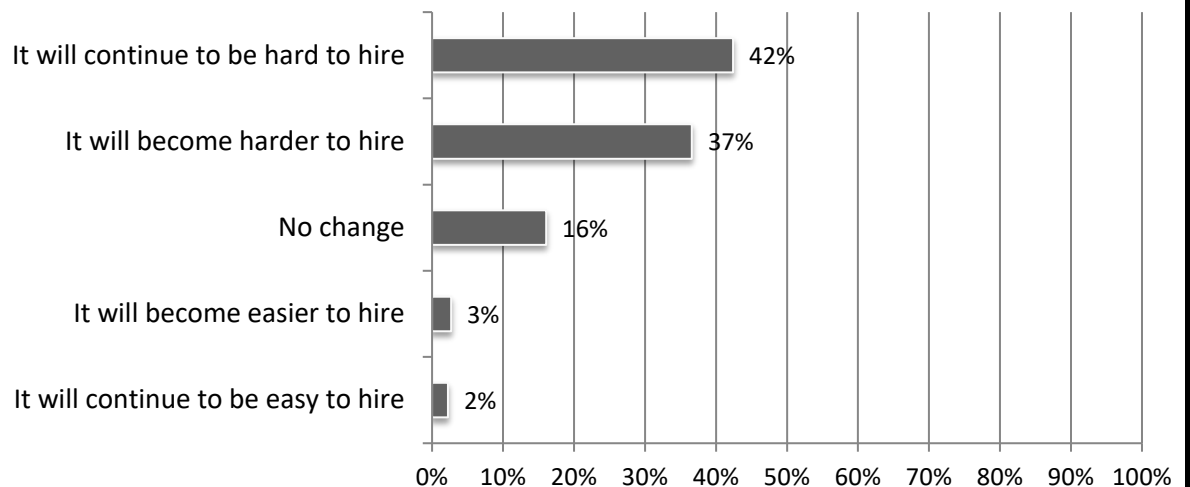
2. What percent change do you expect in your headcount in 2022? Responses: 224



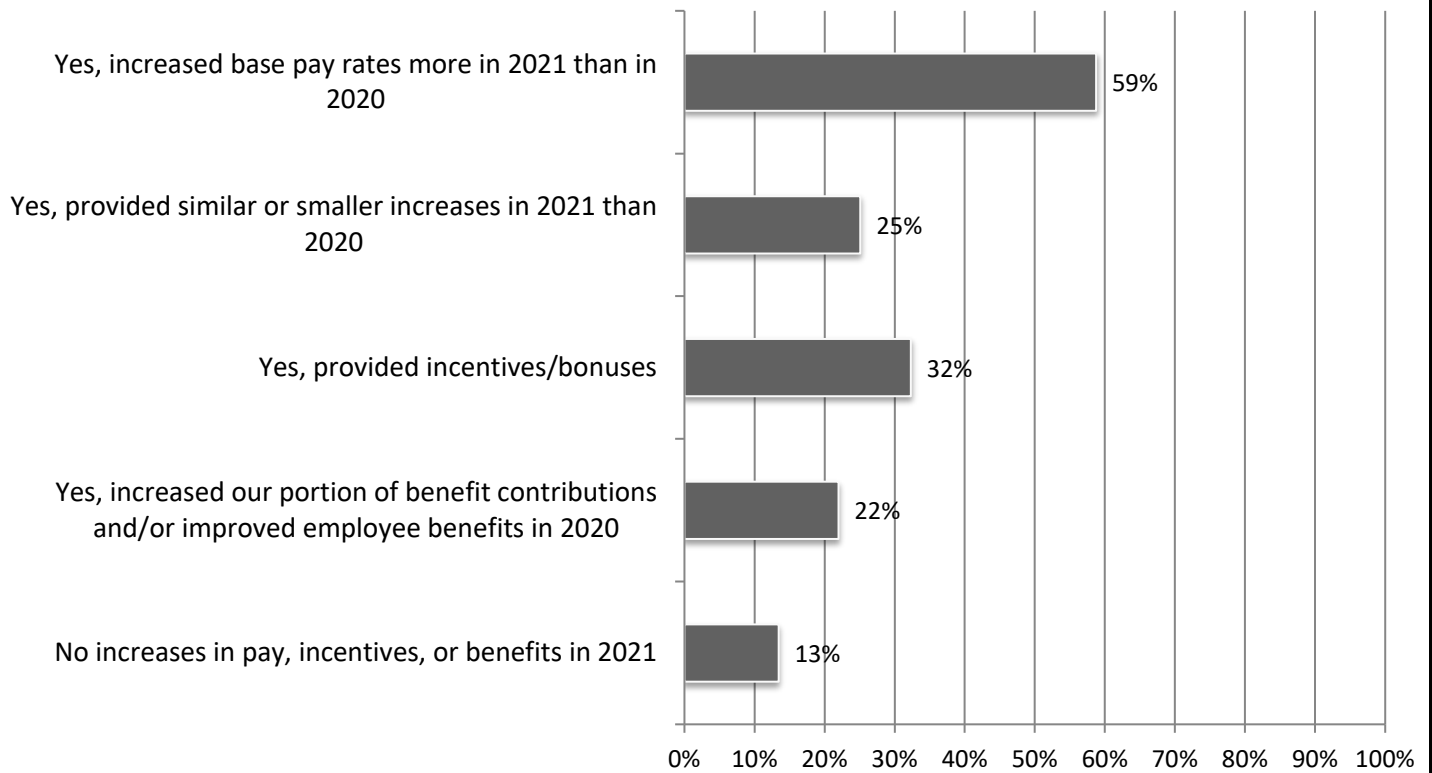
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 222



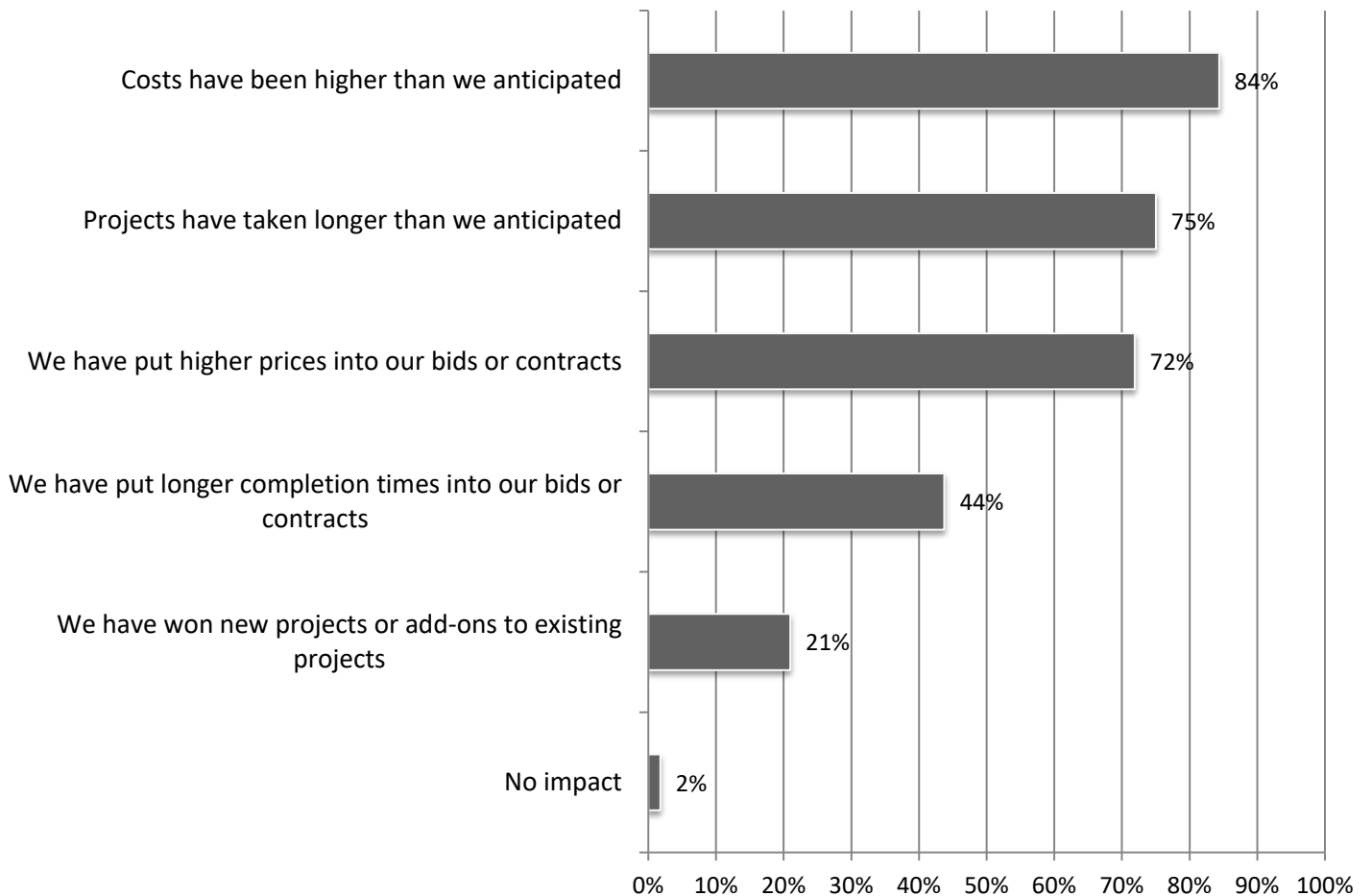
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 224



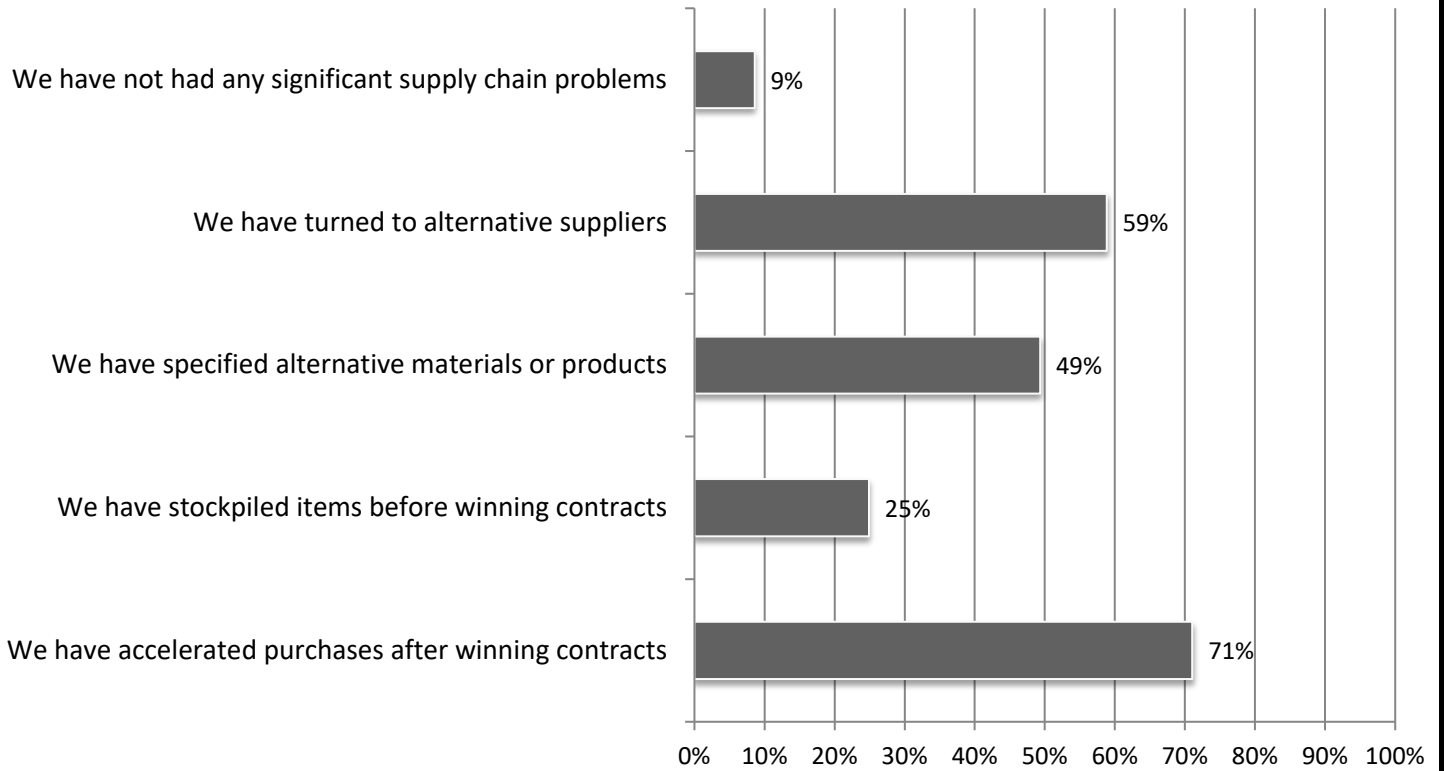
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 223



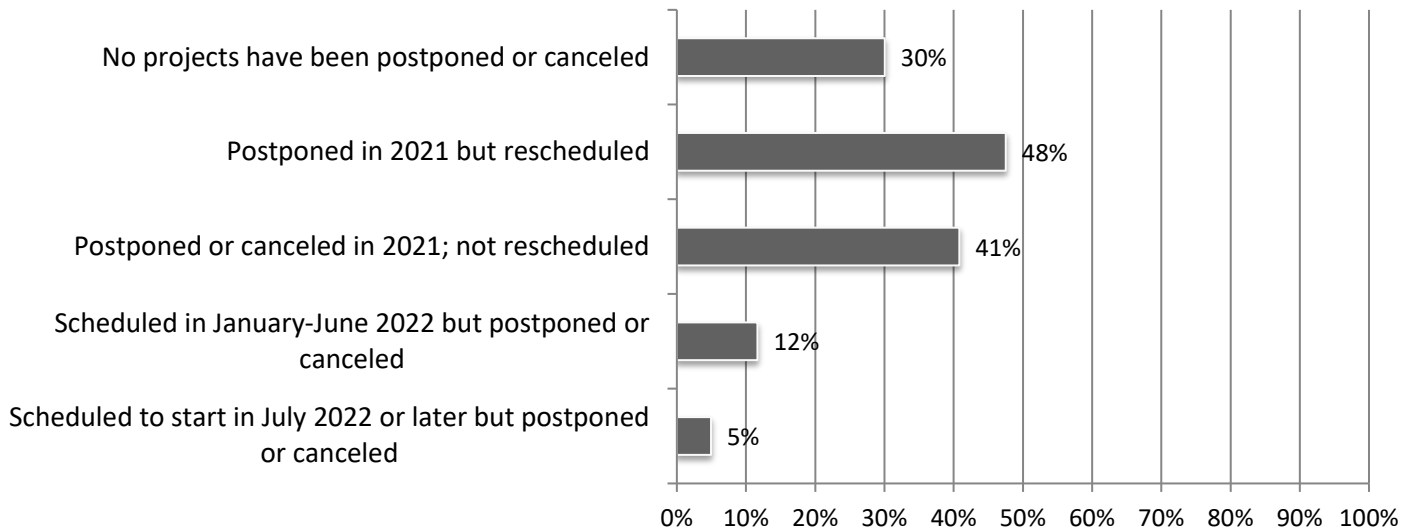
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 224



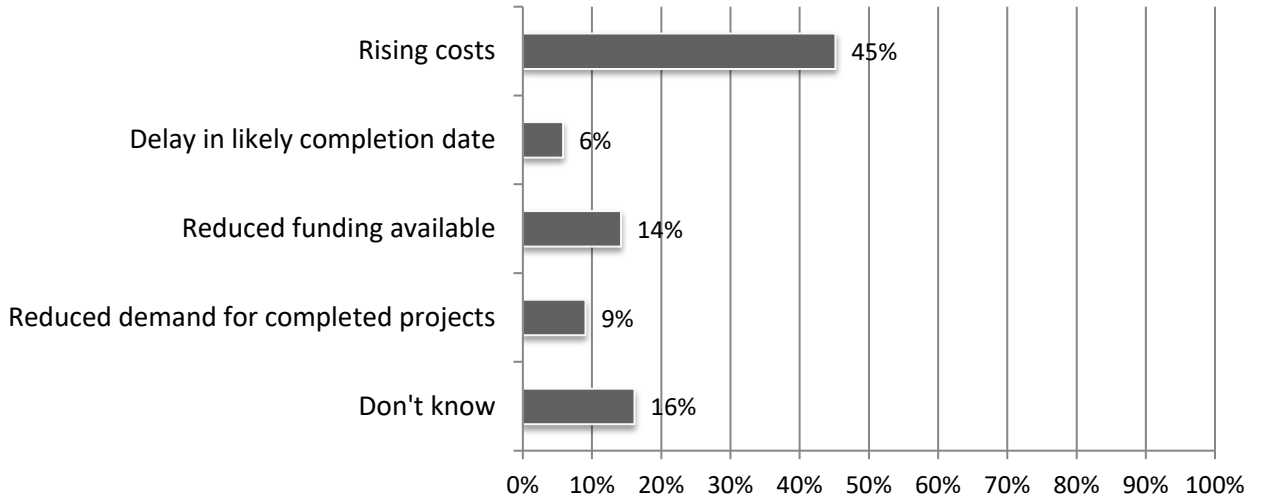
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 221



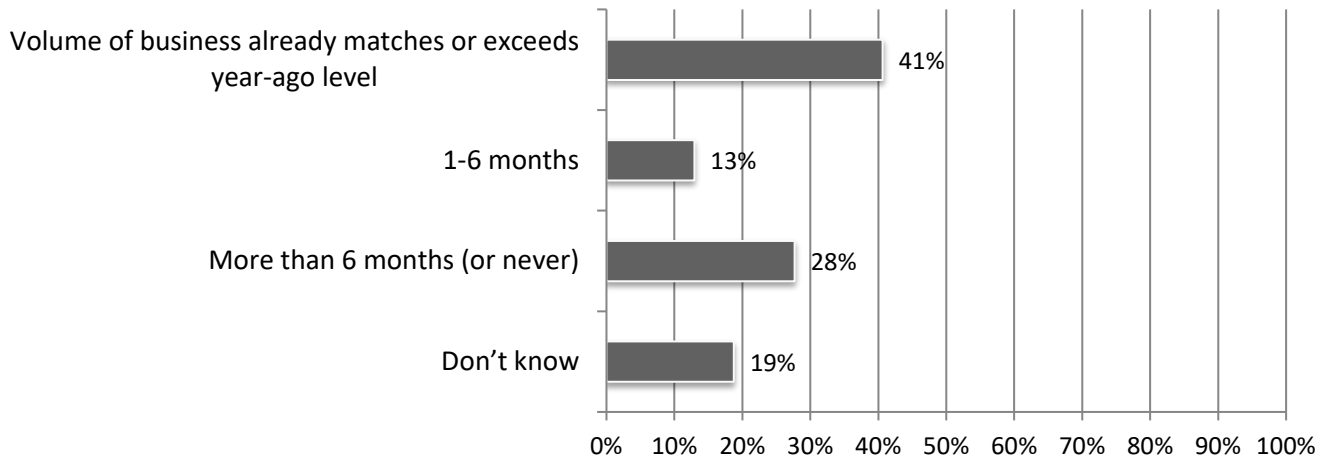
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 223



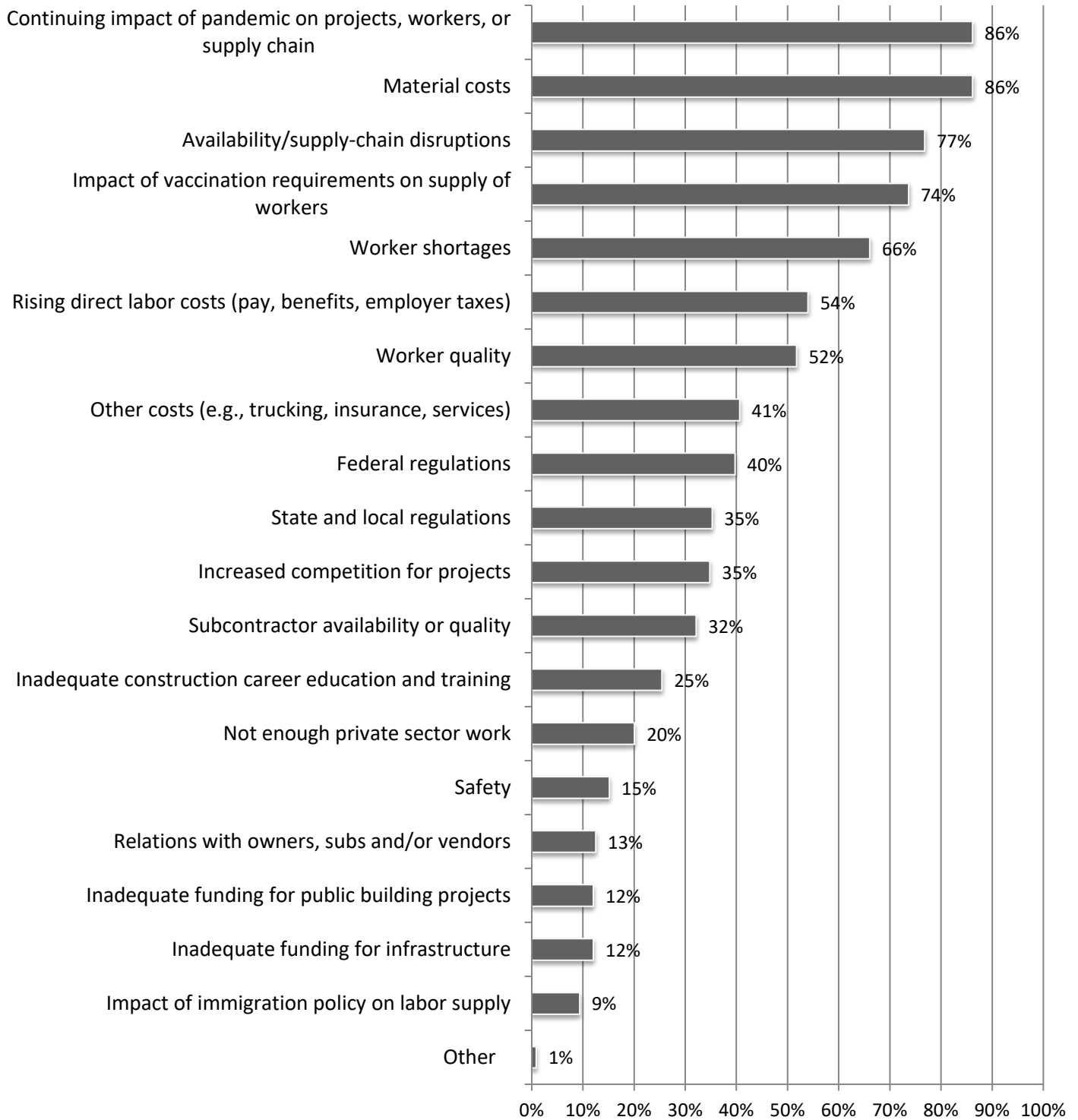
9. If projects were postponed or canceled, what was the main reason? Responses: 155



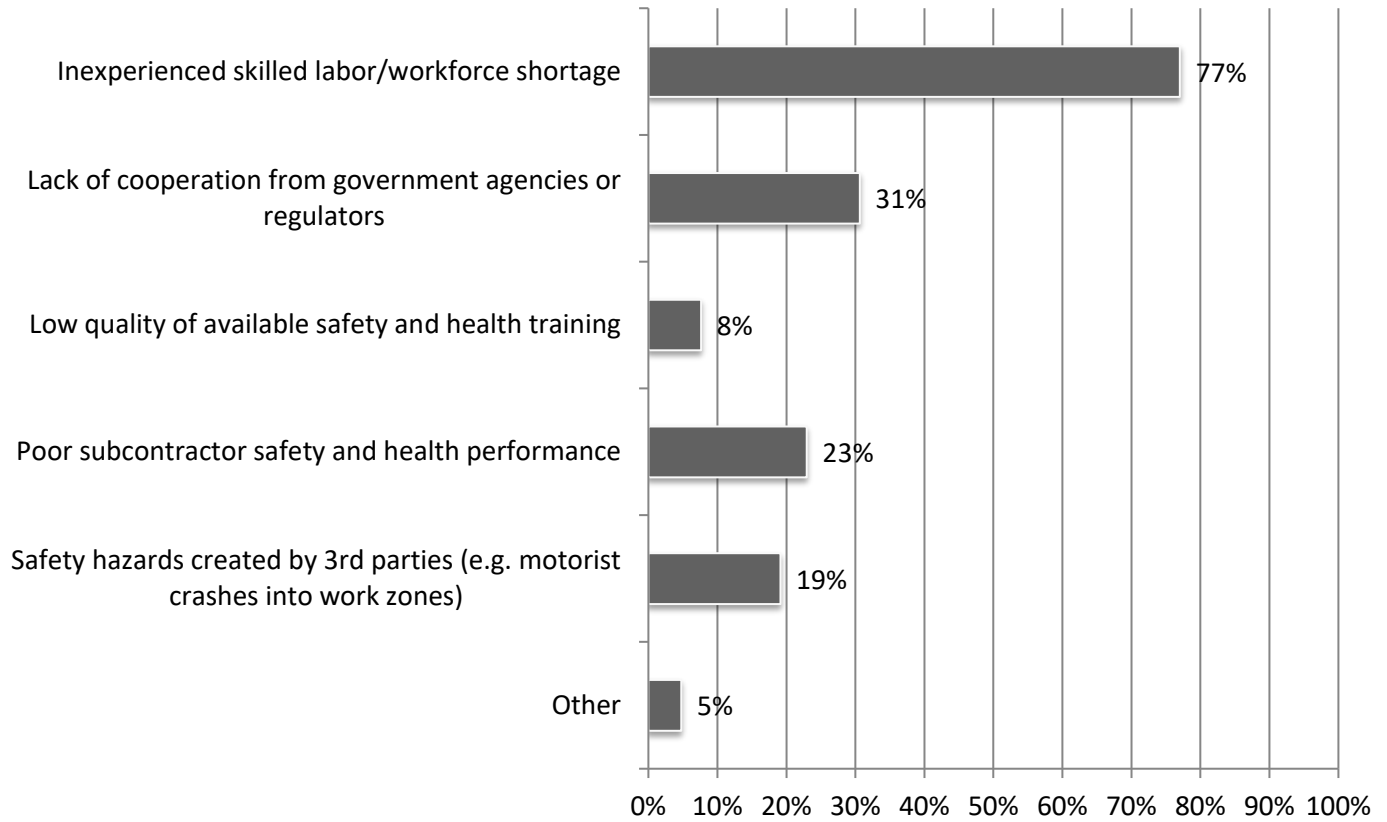
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 224



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 224



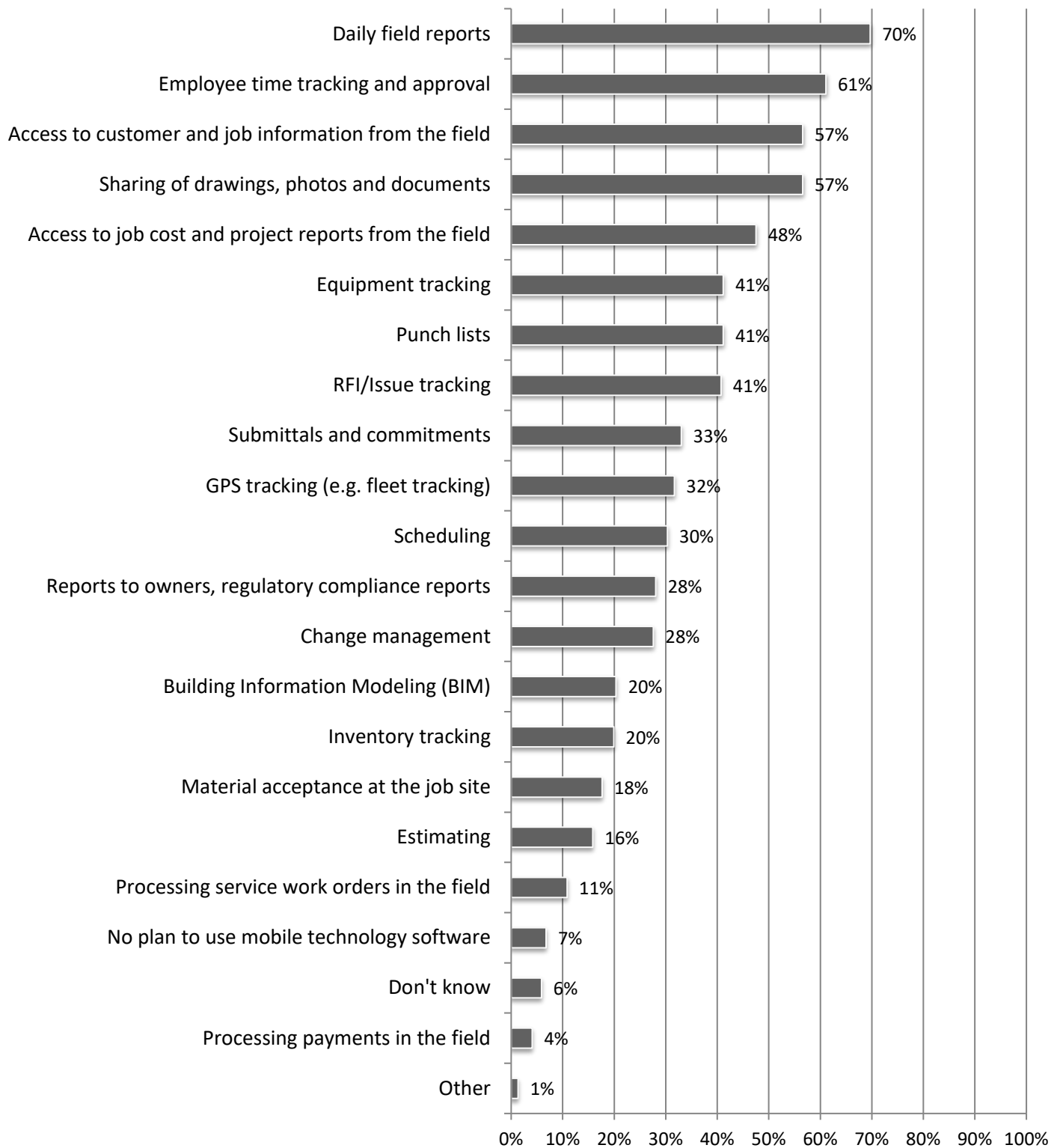
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 209



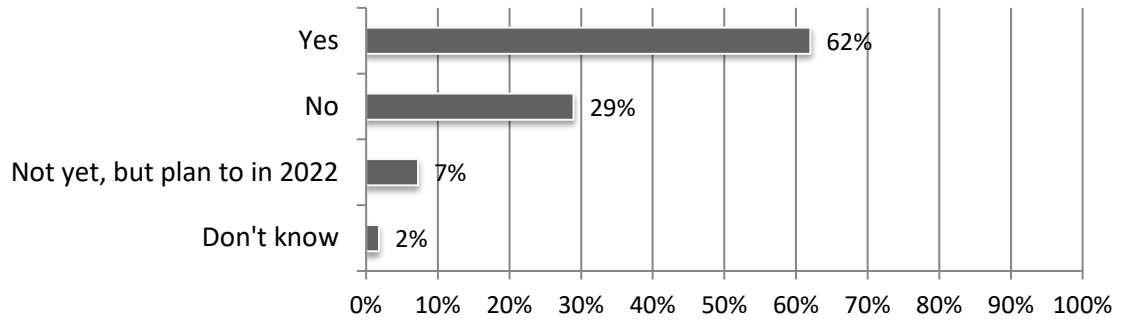
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 220

	Increase	Decrease	No change
Document management software	36%	1%	63%
Project management software	35%	3%	63%
Tool/asset management/tracking	30%	1%	70%
Accounting software	27%	1%	72%
Estimating software	25%	1%	75%
Project collaboration software	21%	2%	77%
Client relationship management (CRM) software	21%	1%	79%
Scheduling software	20%	2%	78%
Human resources (HR) software	20%	2%	78%
Fleet tracking/management software	19%	2%	78%
Building Information Modeling (BIM)	18%	0%	82%
Payroll software	18%	3%	79%
Subcontractor bid management/ITB software	11%	2%	87%
Prequalification software	10%	2%	88%
Service management software	7%	2%	91%

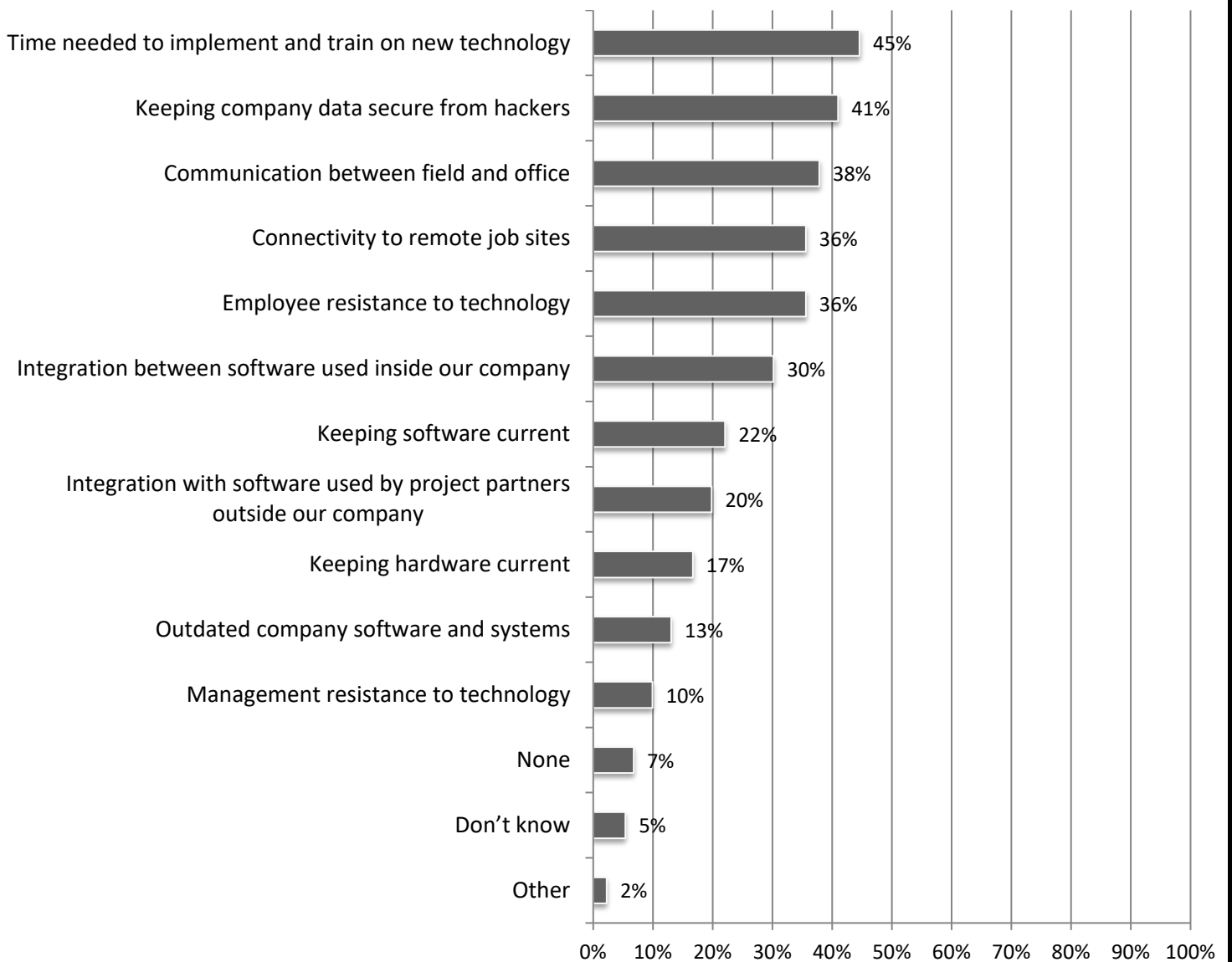
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 221



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 221

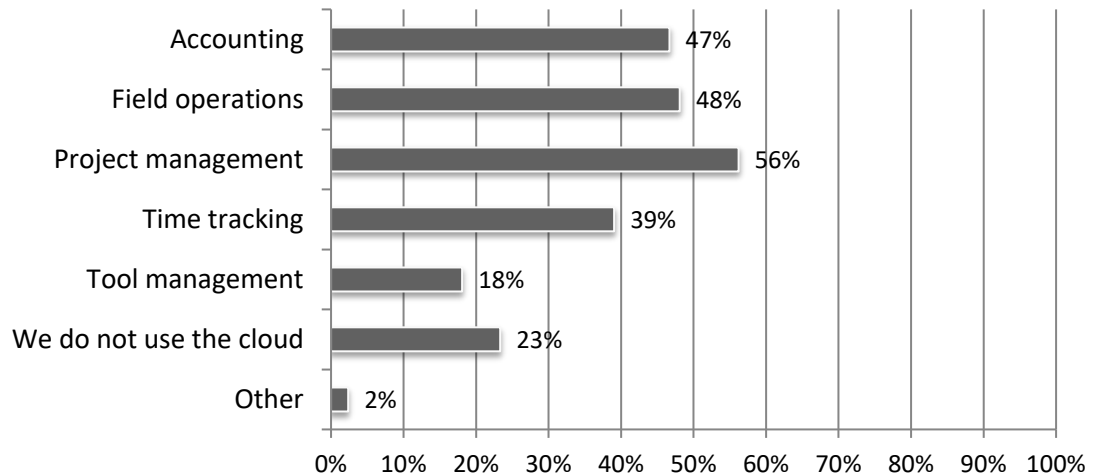


16. What are your biggest IT challenges (mark all that apply)? Responses: 222

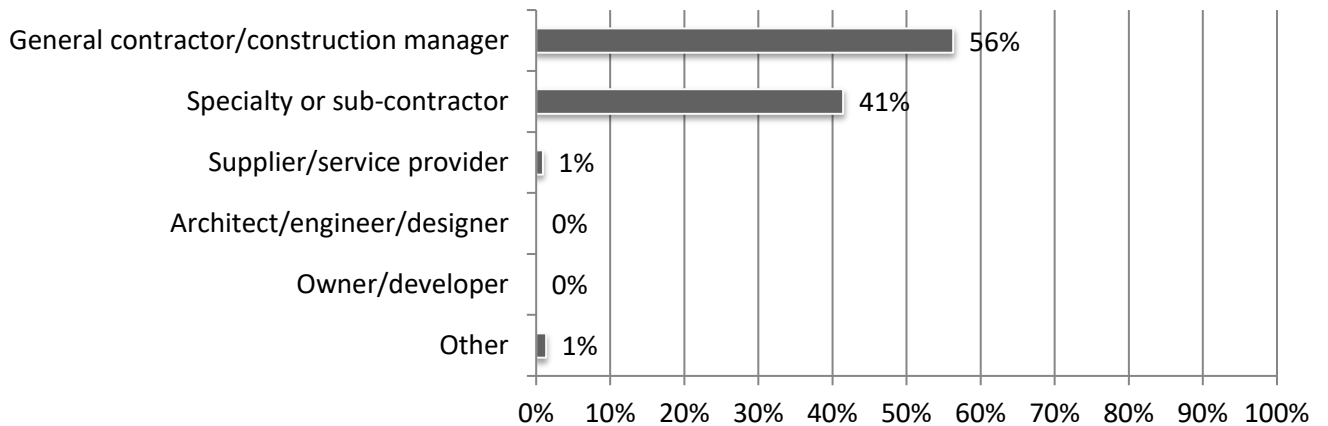


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 210

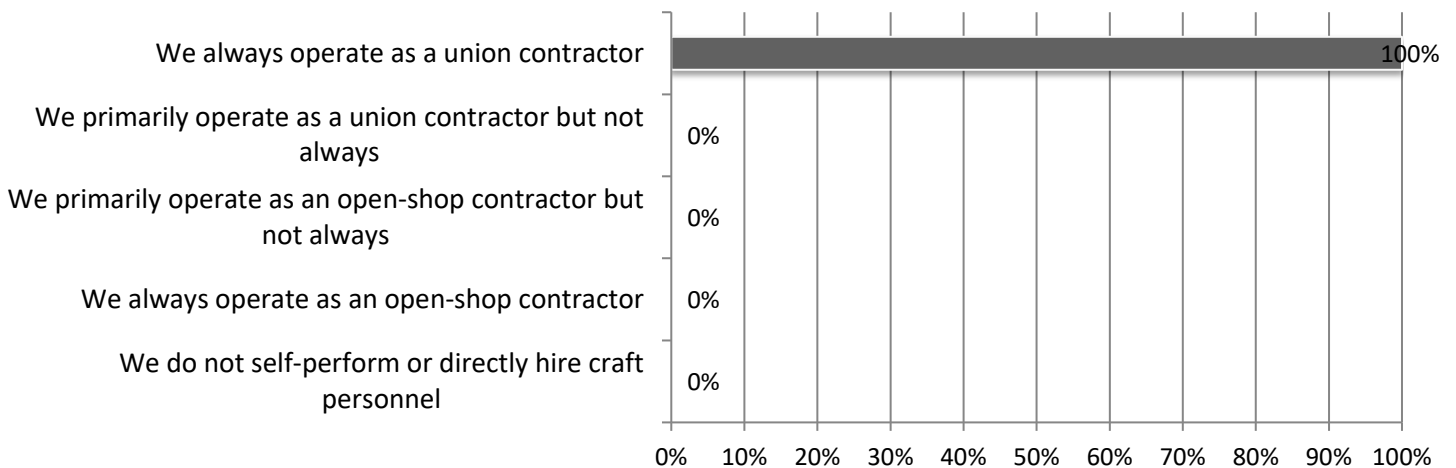


18. What best describes your firm? Responses: 222

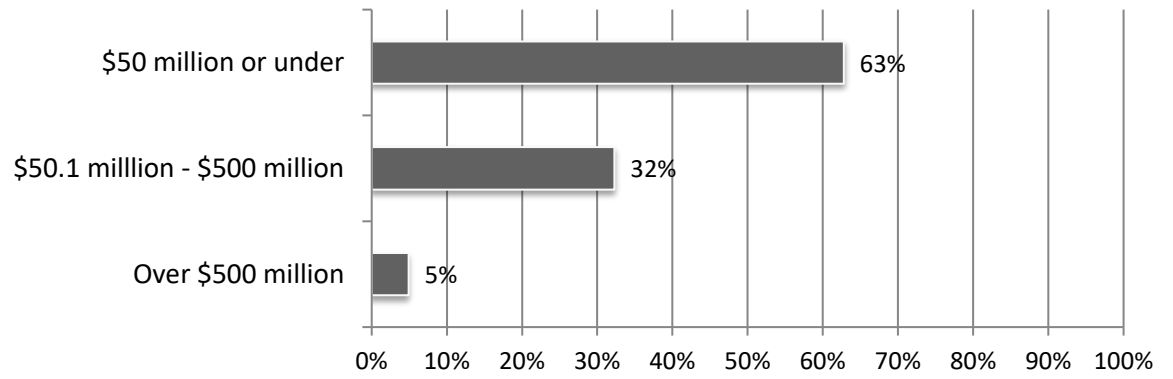


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 224



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 223



21. How many total employees does your firm employ at all of its locations? Responses: 223

