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2022 Construction Outlook Washington Survey Results

Total Responses: 53. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

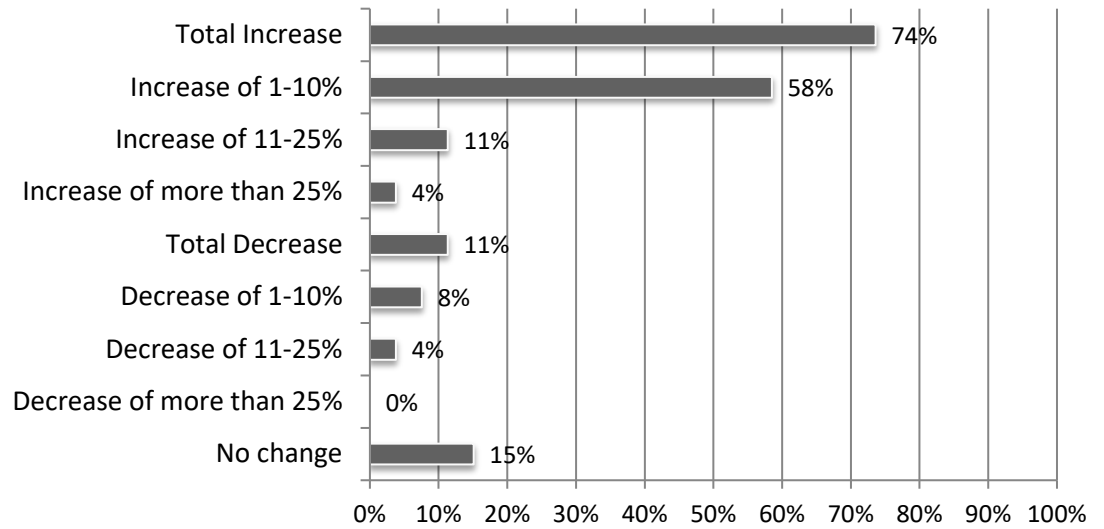
- 1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 53

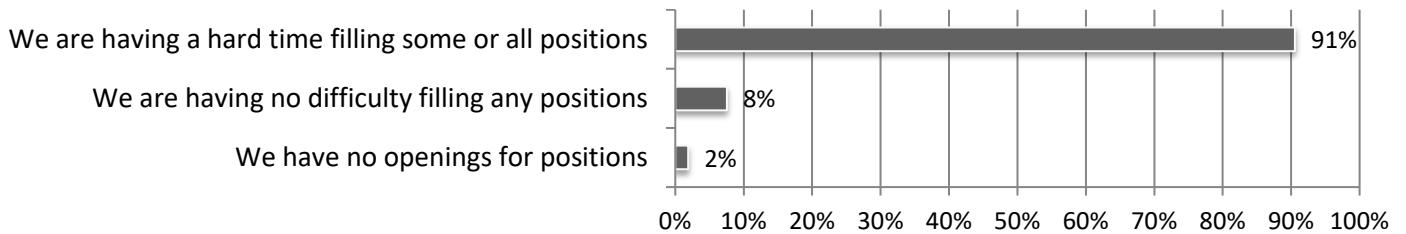
Market	Higher	Lower	Same	Net*	US Net
Warehouse	60%	10%	30%	50%	41%
Transportation	56%	9%	34%	47%	51%
Bridge/Highway	52%	10%	39%	42%	57%
Water/Sewer	48%	13%	39%	35%	50%
Manufacturing	43%	7%	50%	36%	27%
Federal (e.g., VA, GSA, USACE, NAVFAC)	40%	20%	40%	20%	37%
Multifamily Residential	37%	17%	46%	20%	32%
Data Center	37%	0%	63%	37%	31%
Other Healthcare (e.g., clinic, testing or screening facility, medical lab)	32%	3%	65%	29%	41%
Hospital	31%	8%	62%	23%	38%
Public Building	28%	16%	56%	13%	20%
Power	25%	8%	67%	17%	35%
K-12 School	22%	13%	66%	9%	19%
Private Office	19%	36%	44%	-17%	-8%
Higher Education	16%	23%	61%	-6%	16%
Lodging	15%	19%	65%	-4%	6%
Retail	13%	44%	44%	-31%	-8%

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

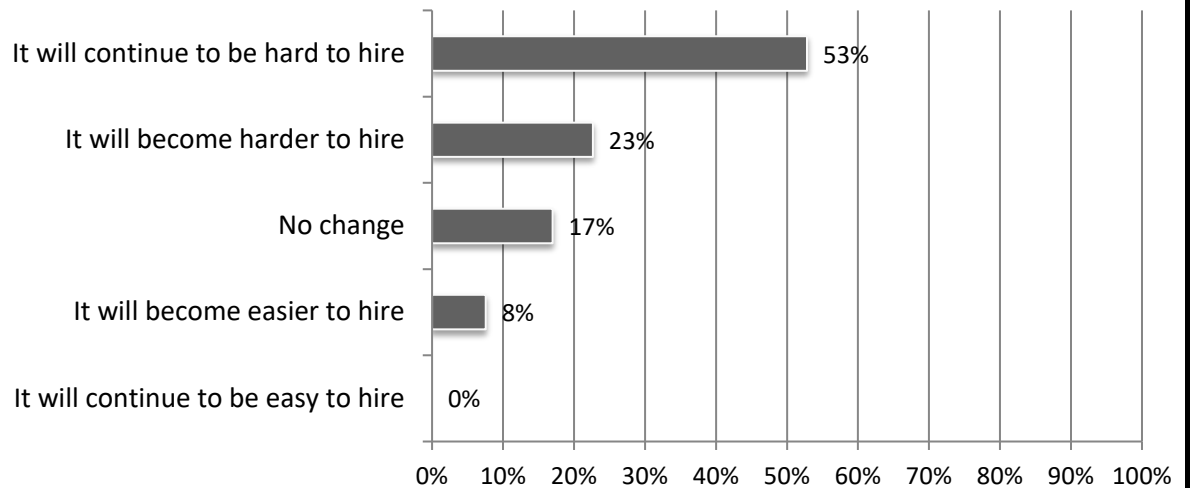
2. What percent change do you expect in your headcount in 2022? Responses: 53



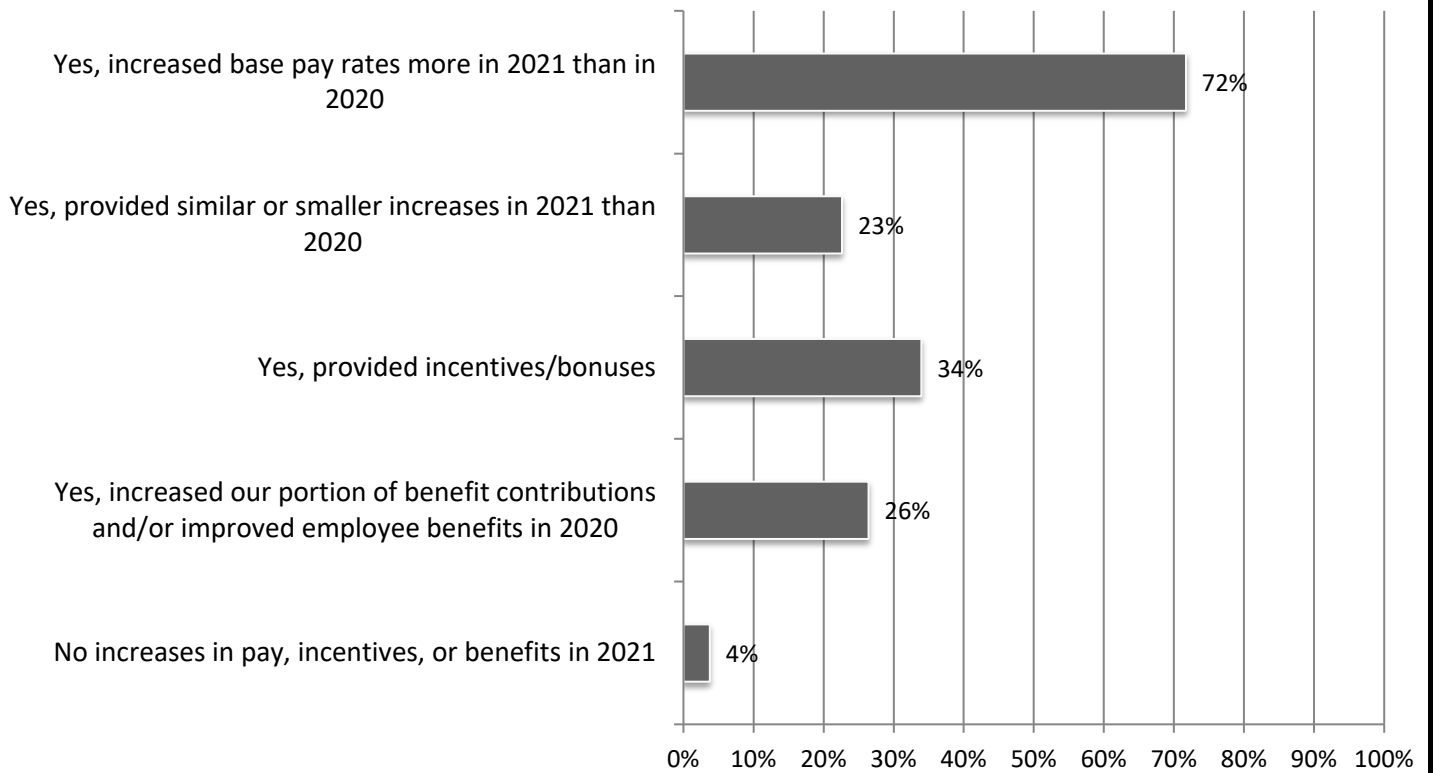
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 53



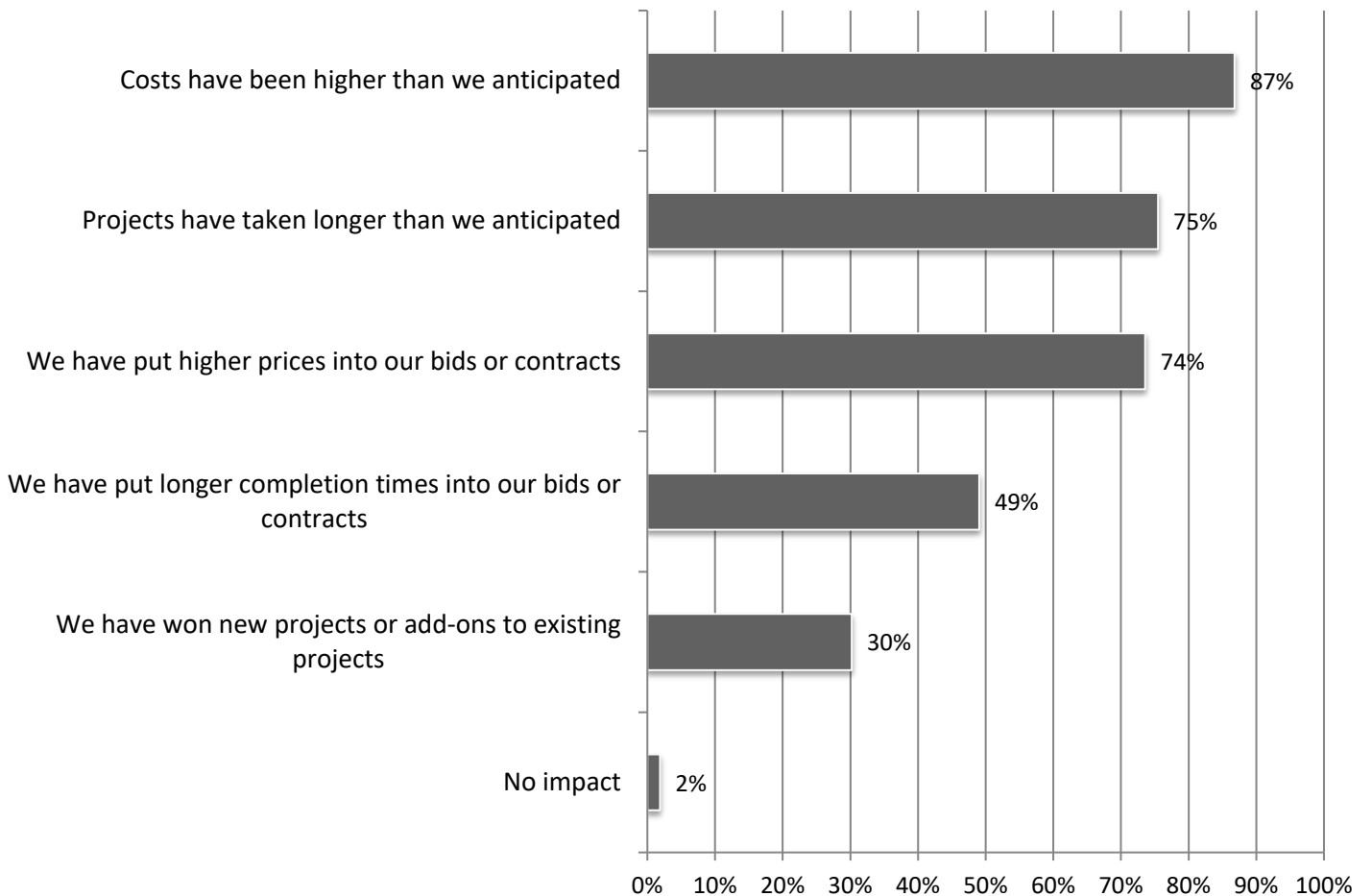
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 53



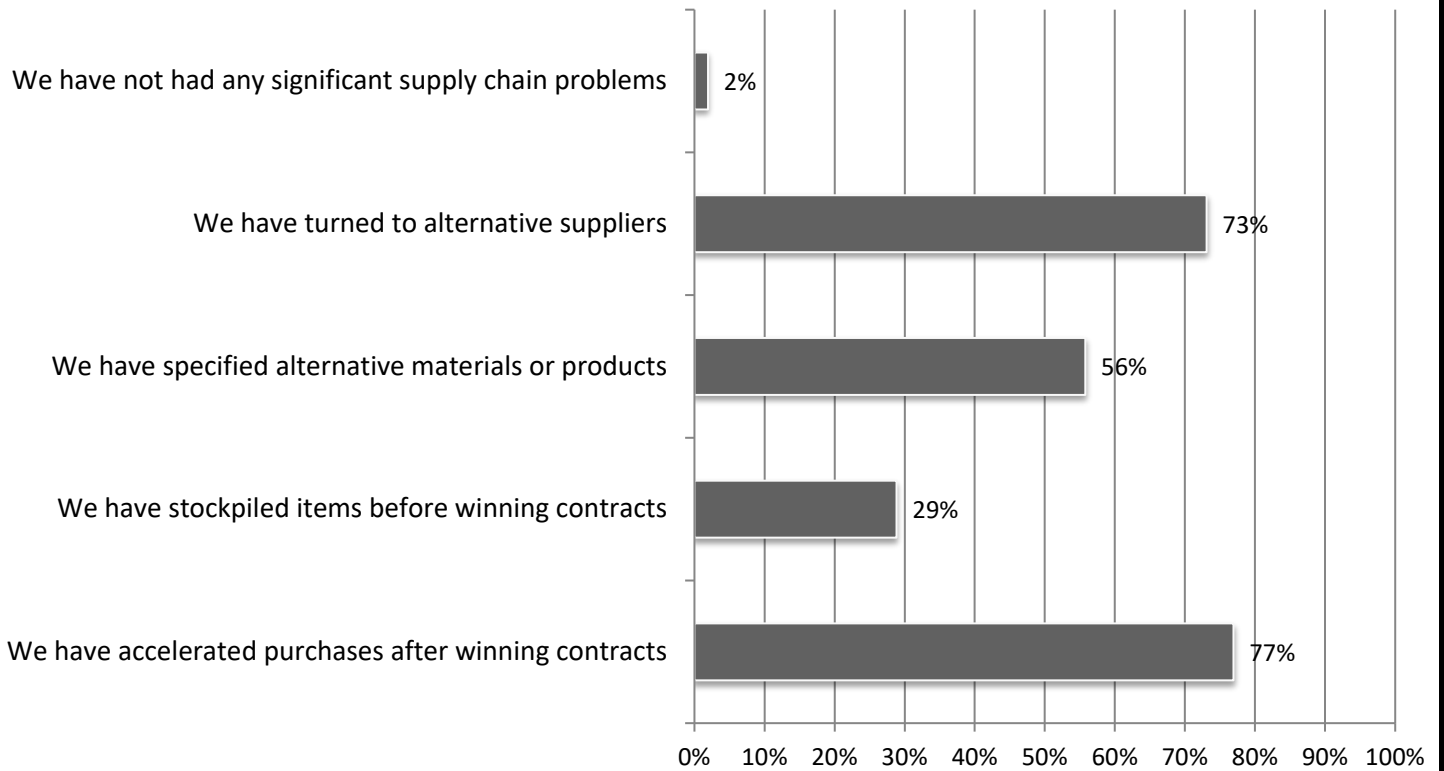
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 53



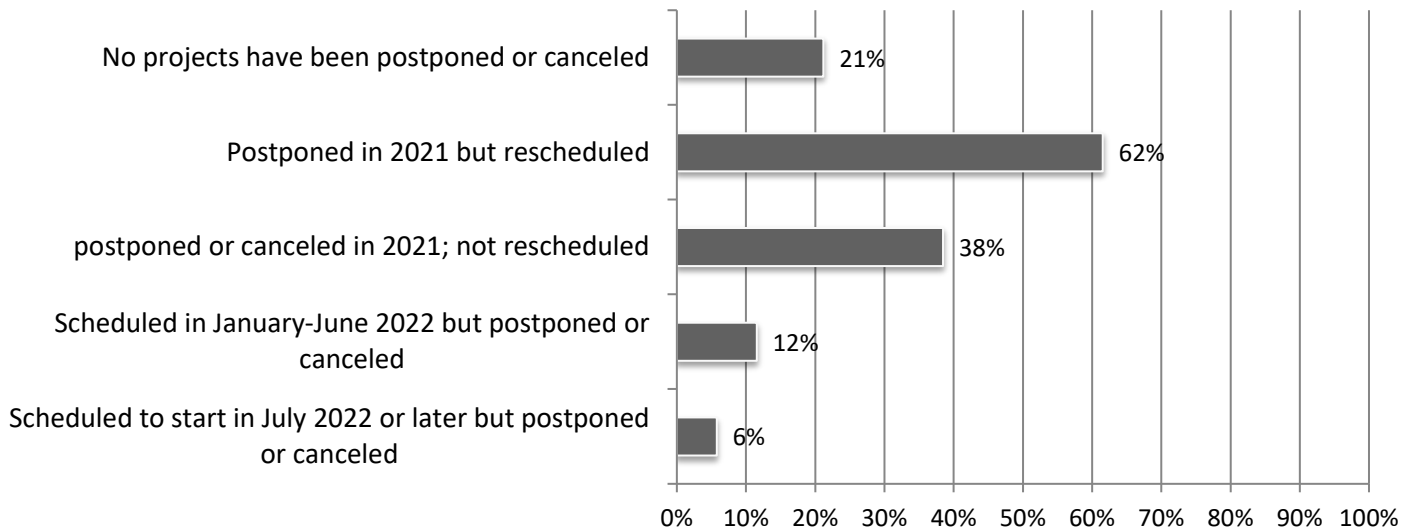
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 53



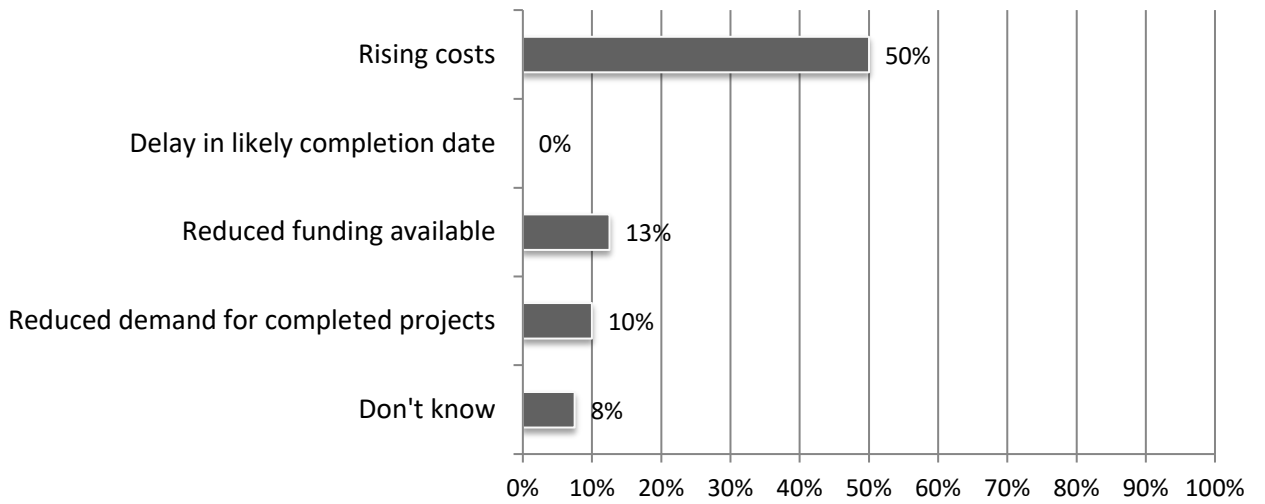
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 52



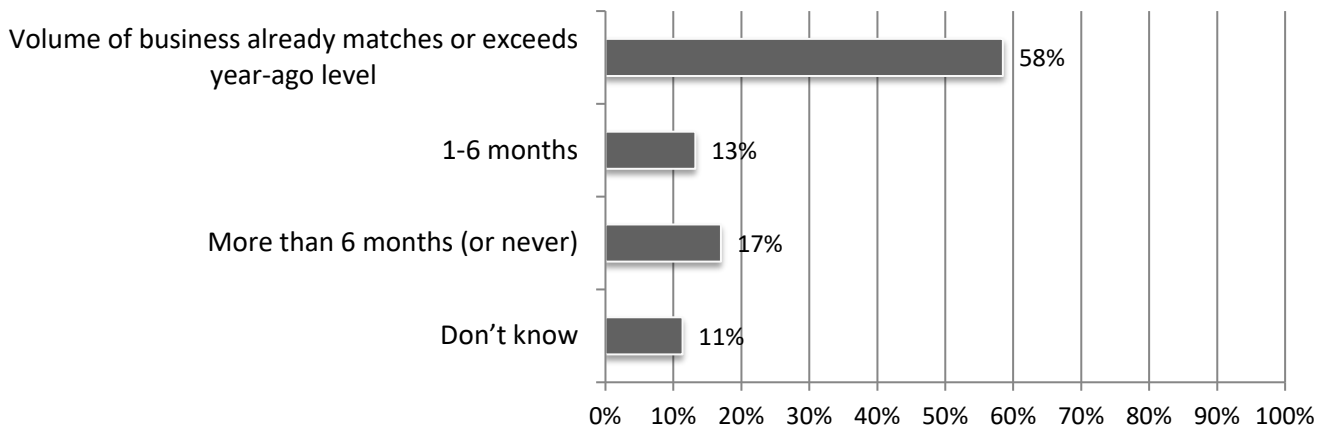
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 52



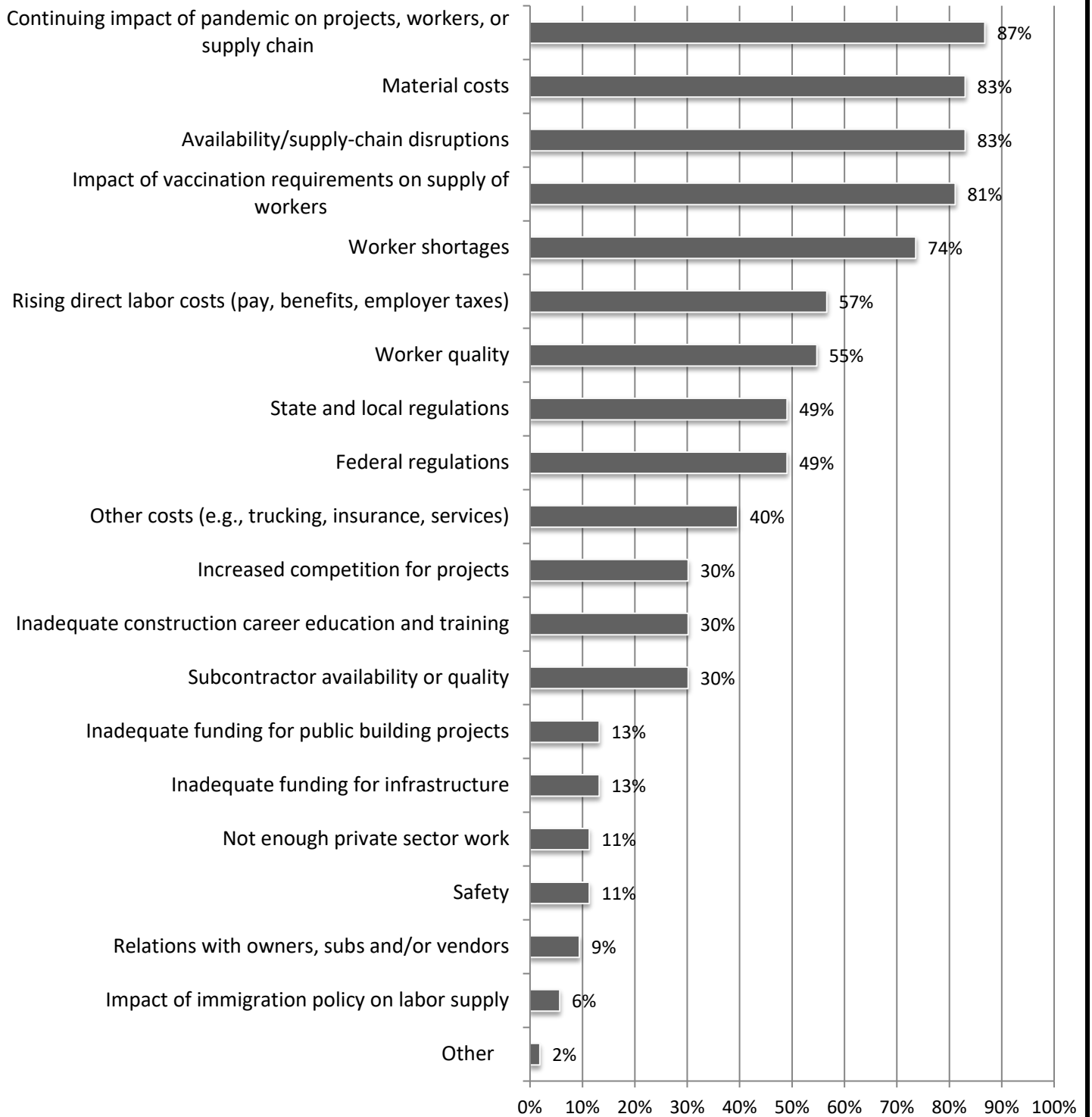
9. If projects were postponed or canceled, what was the main reason? Responses: 40



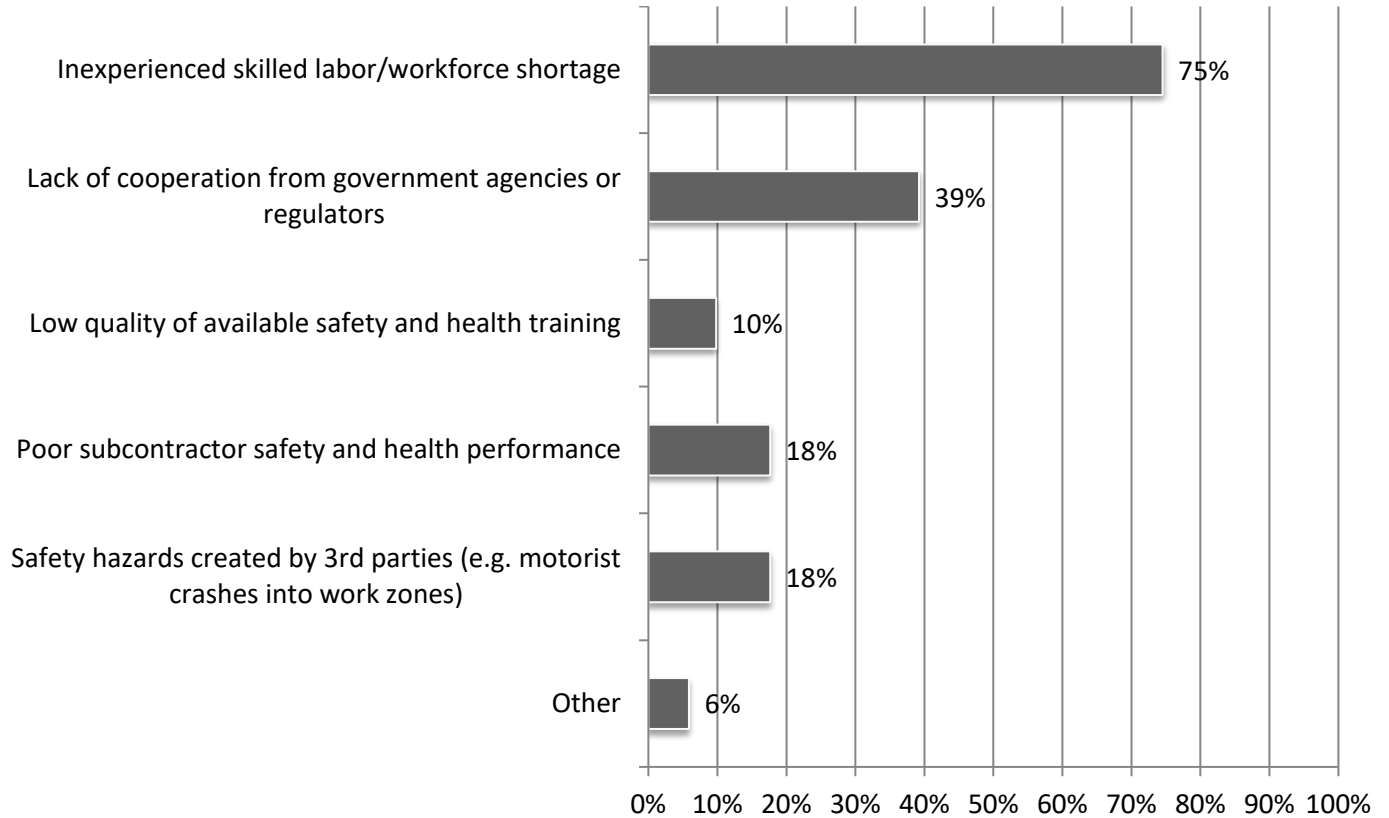
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 53



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 53



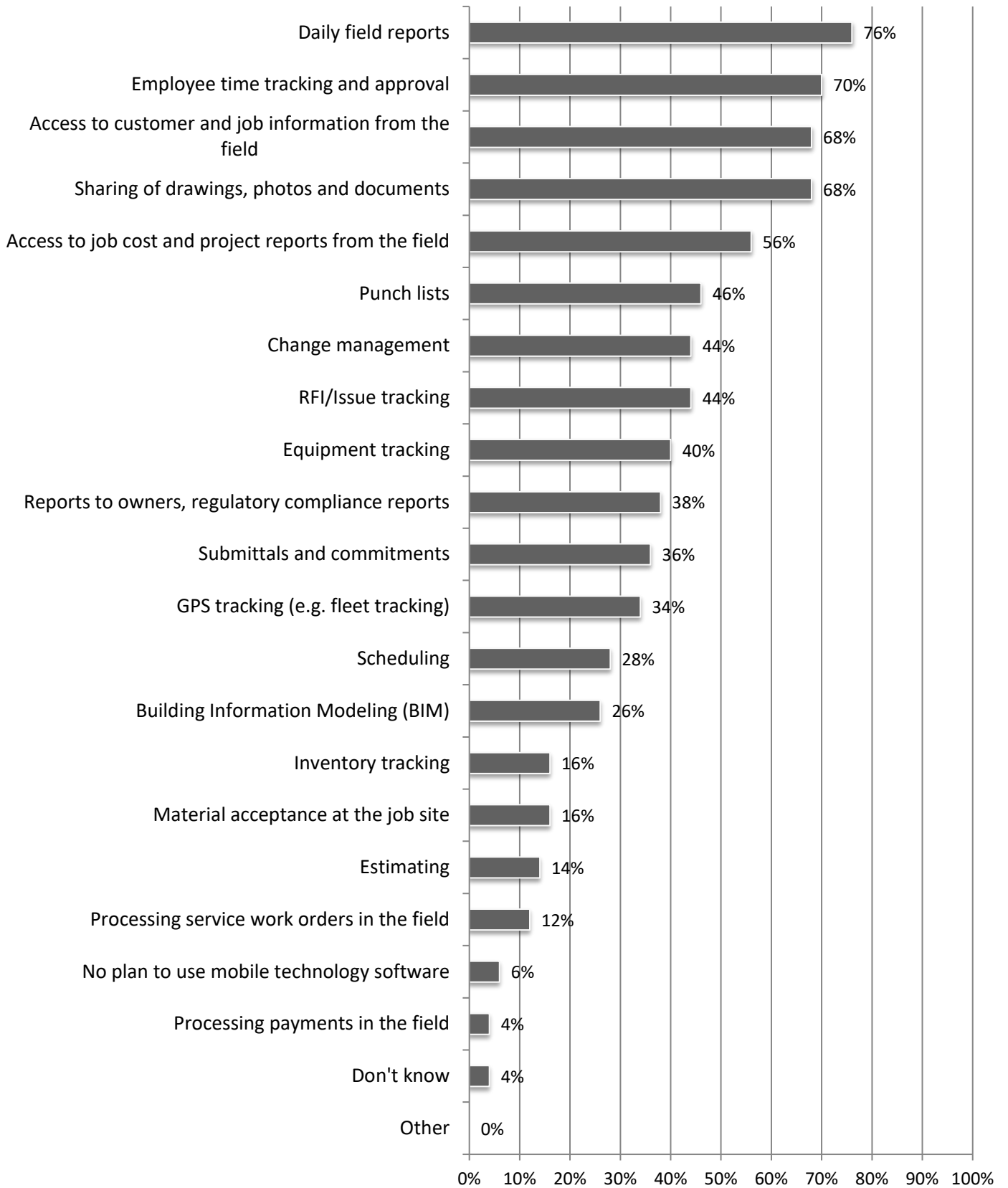
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 51



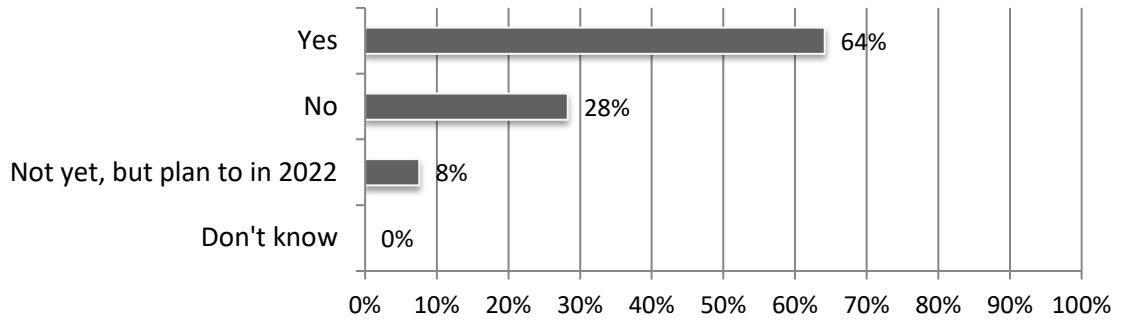
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 53

	Increase	Decrease	No change
Document management software	43%	0%	57%
Project management software	43%	0%	57%
Tool/asset management/tracking	34%	0%	66%
Human resources (HR) software	34%	0%	66%
Fleet tracking/management software	31%	0%	69%
Accounting software	27%	0%	73%
Scheduling software	25%	0%	75%
Estimating software	24%	0%	76%
Building Information Modeling (BIM)	24%	0%	76%
Project collaboration software	24%	0%	76%
Client relationship management (CRM) software	23%	2%	74%
Payroll software	18%	0%	82%
Subcontractor bid management/ITB software	11%	0%	89%
Service management software	7%	0%	93%
Prequalification software	5%	0%	95%

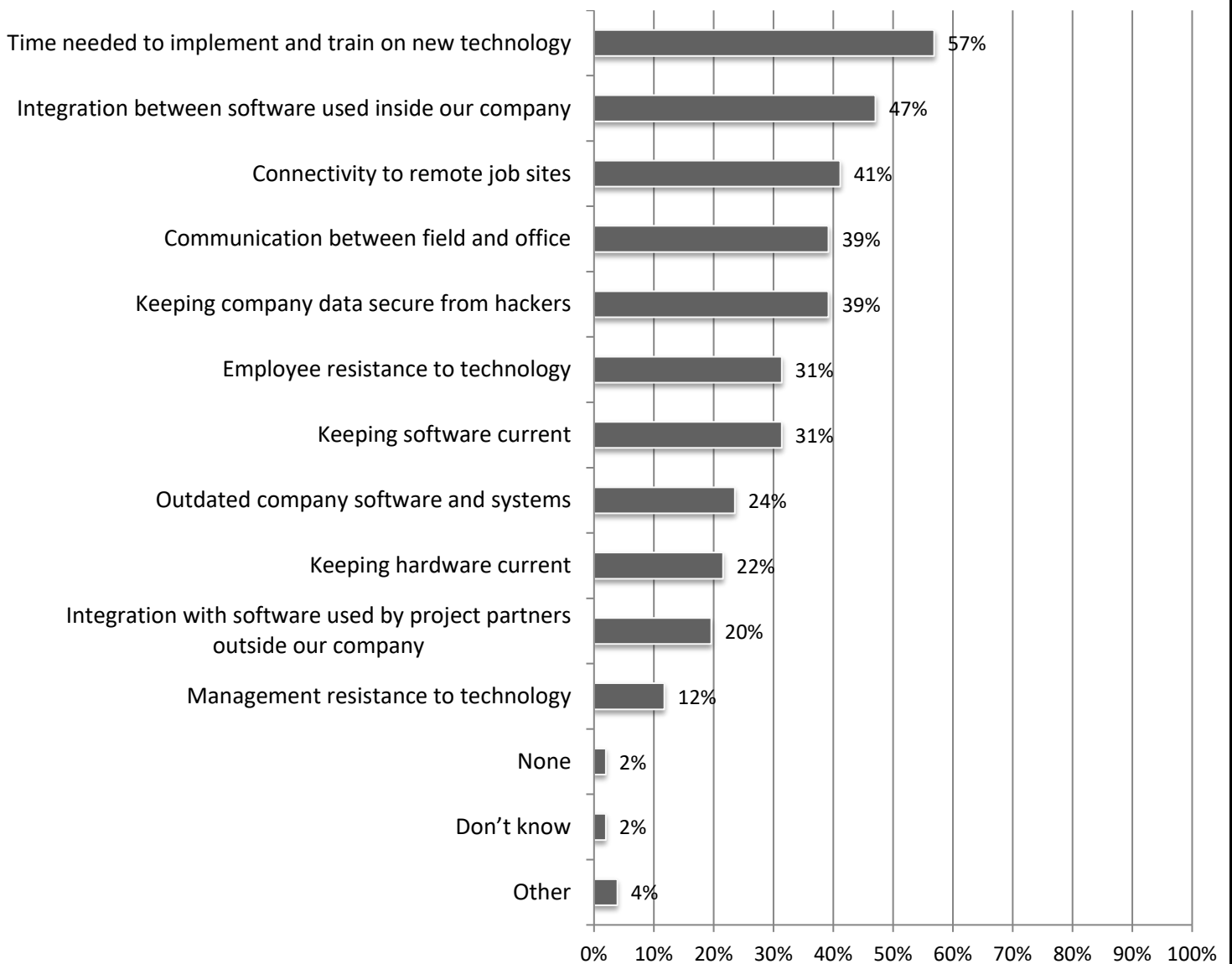
14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 50



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 53

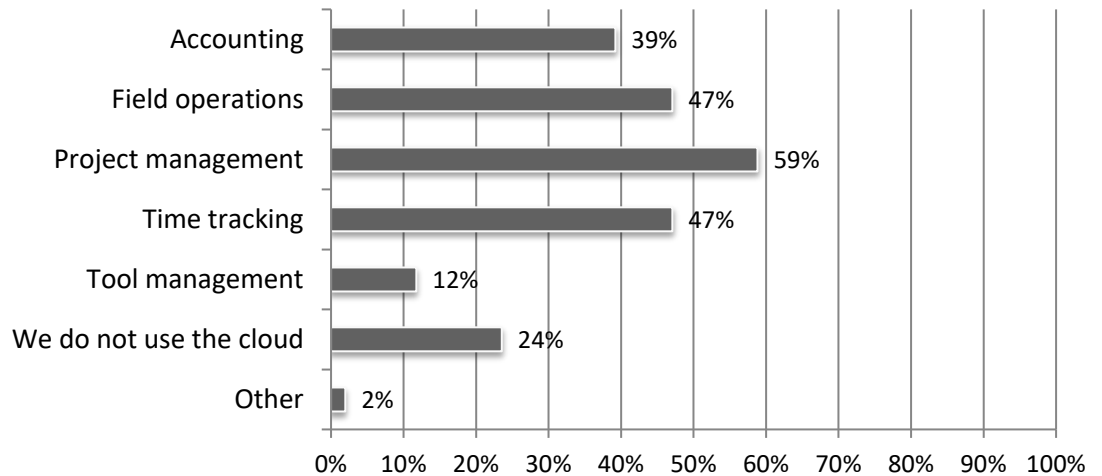


16. What are your biggest IT challenges (mark all that apply)? Responses: 51

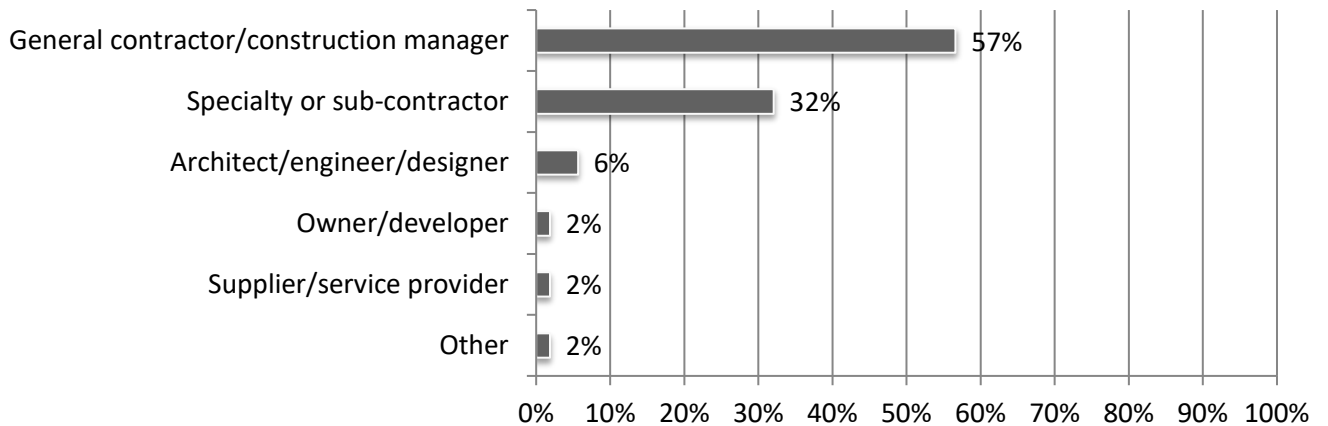


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 51

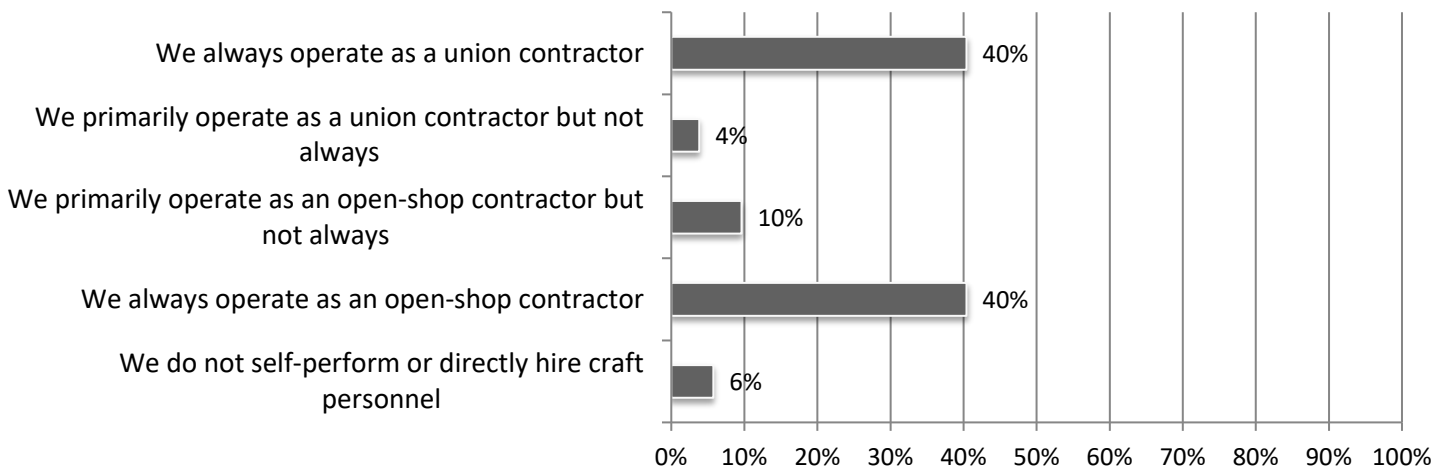


18. What best describes your firm? Responses: 53

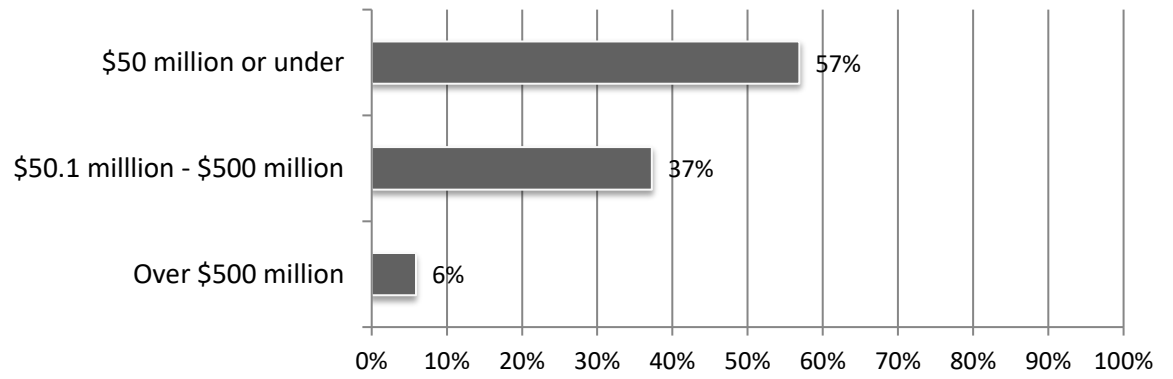


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 52



20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 51



21. How many total employees does your firm employ at all of its locations? Responses: 53

