

## 2022 Construction Outlook West Survey Results

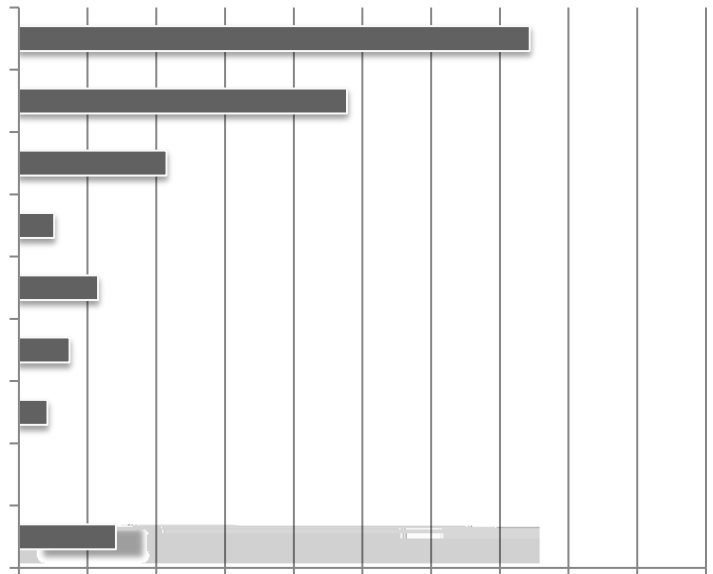
*Total Responses: 313. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

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):

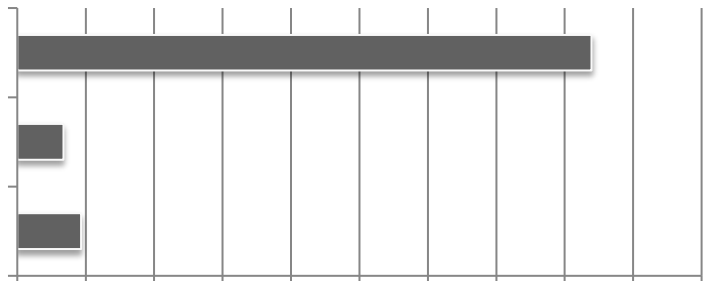
Responses: 310

Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	56%	9%	35%	47%	57%
Transportation	56%	12%	33%	44%	51%
Water/Sewer	50%	9%	41%	41%	50%
Warehouse	49%	13%	38%	36%	41%
Multifamily Residential	47%	15%	38%	31%	32%
Federal (e.g., VA, GSA, USACE, NAVFAC)	44%	15%	41%	28%	37%
Other Healthcare (e.g., clinic, testing or screening facility, medical office)	42%	12%	46%	30%	41%
Data Center	37%	14%	49%	24%	31%
Power	37%	10%	53%	27%	35%
Manufacturing	37%	17%	47%	20%	27%
Hospital	36%	14%	50%	22%	38%
Public Building	32%	20%	49%	12%	20%
K-12 School	29%	22%	49%	7%	19%
Lodging	27%	25%	48%	2%	6%
Higher Education	26%	21%	53%	5%	16%
Retail	22%	39%	39%	-16%	-8%
Private Office	21%				

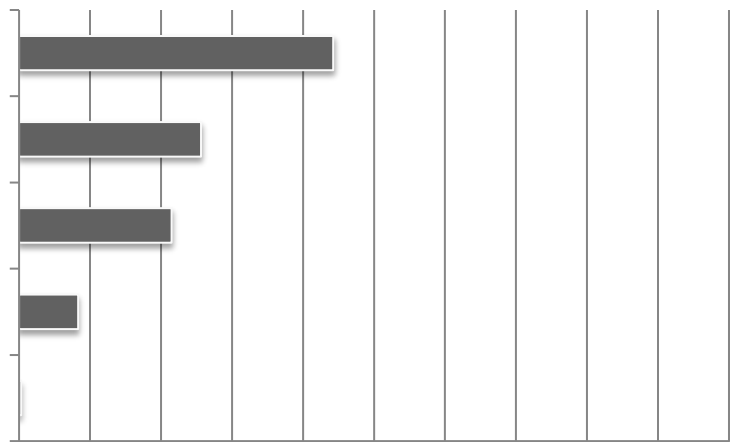
2. What percent change do you expect in your headcount in 2022? Responses: 312



3. How would you describe your current situation in filling salaried and hourly craft positions?  
Responses: 311



4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 312



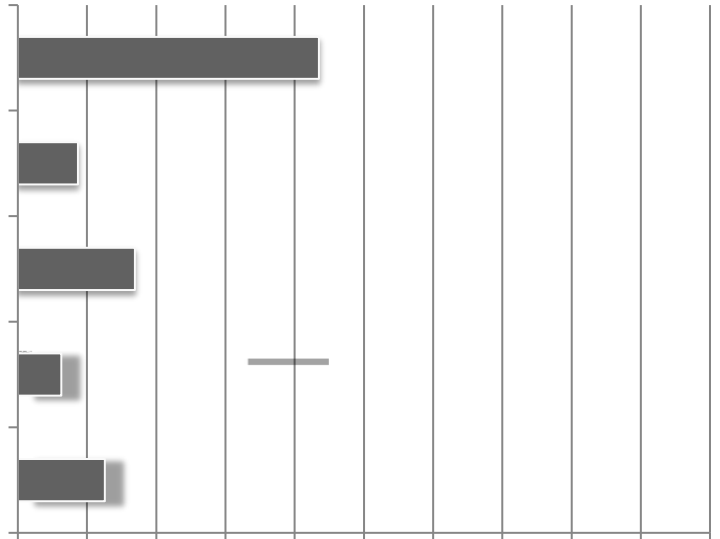
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 310

6. What impact, if any, has the pandemic had on your projects this year? (mark

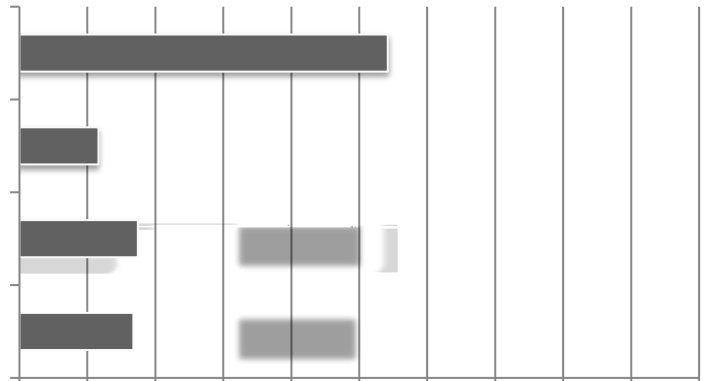
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 307

8.

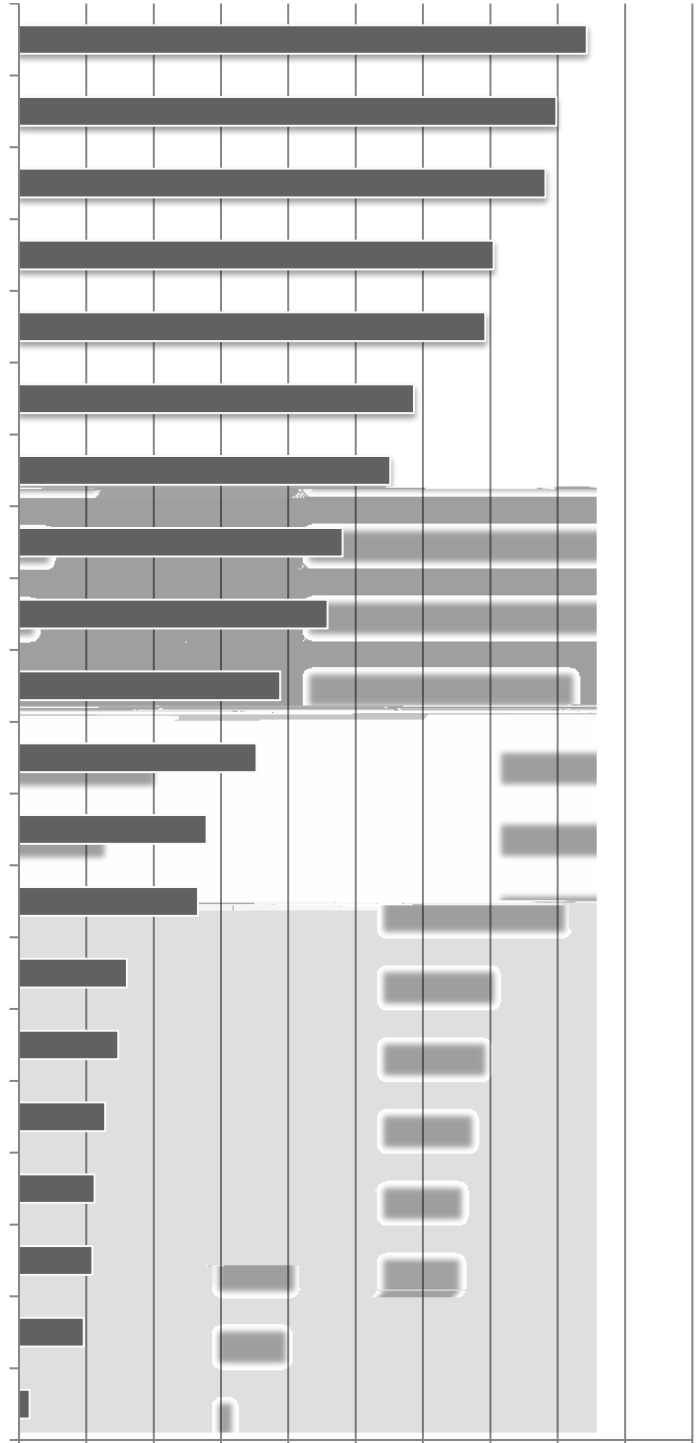
9. If projects were postponed or canceled, what was the main reason? Responses: 207



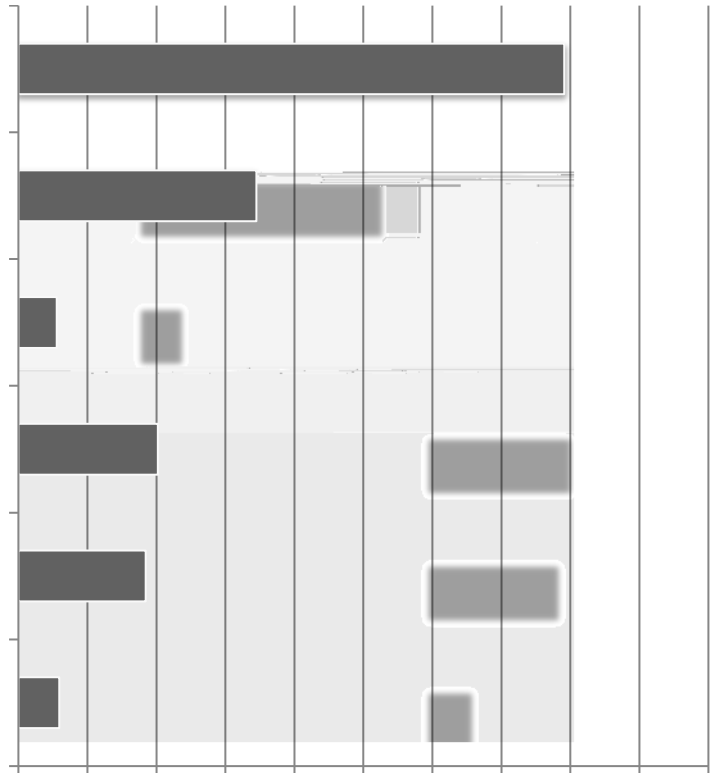
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 310



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 312



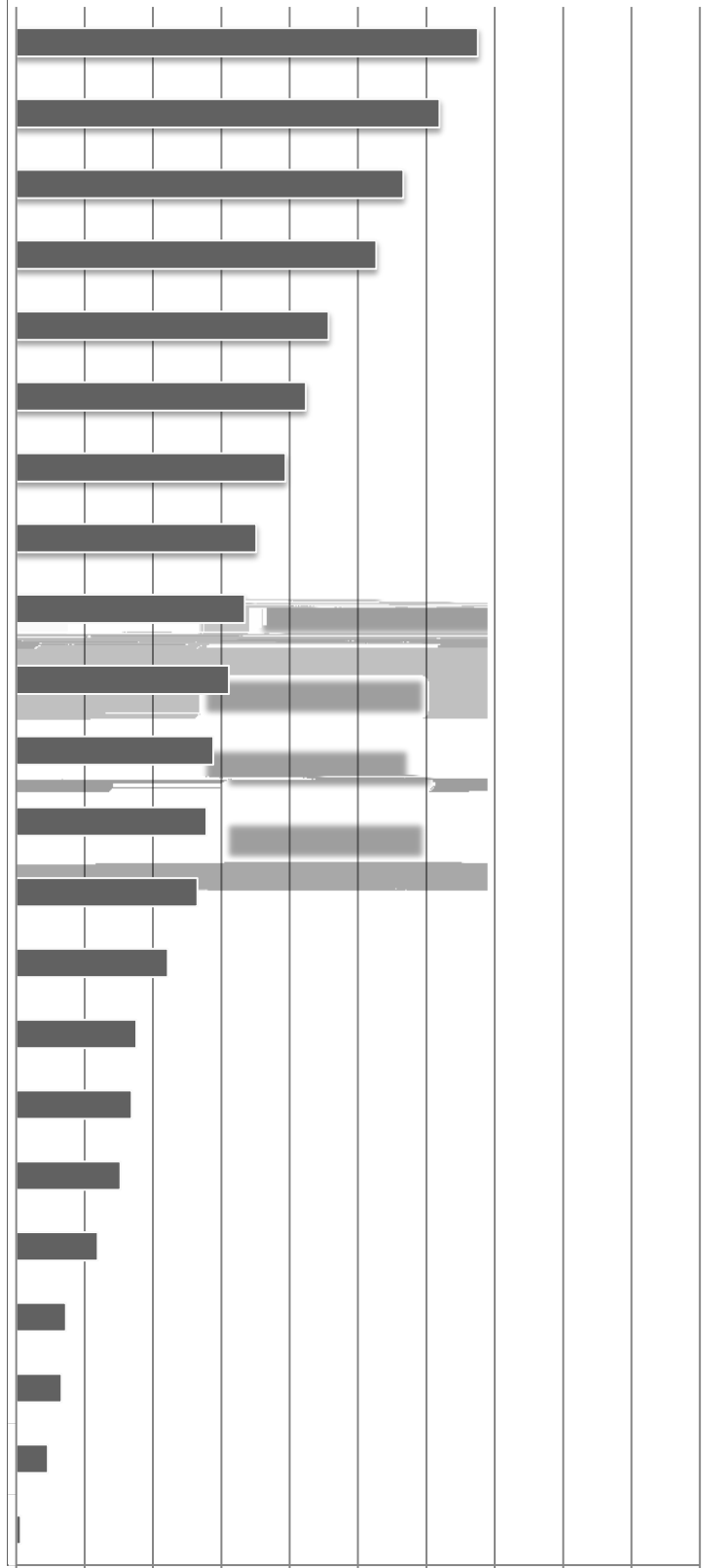
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 287



13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 309

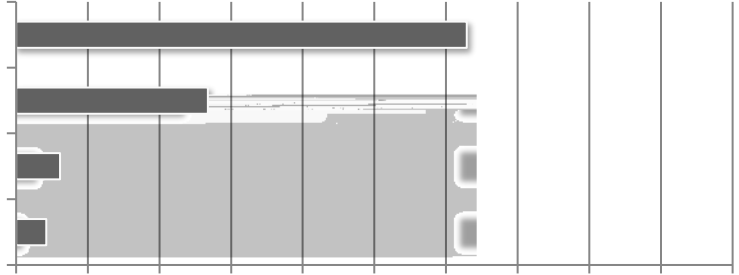
	Increase	Decrease	No change
Document management software	34%	1%	65%
Project management software	33%	1%	66%
Tool/asset management/tracking	28%	1%	71%
Scheduling software	24%	1%	74%
Accounting software	24%	3%	74%
Human resources (HR) software	24%	1%	75%
Fleet tracking/management software	23%	2%	74%
Client relationship management (CRM) software	23%	1%	76%
Estimating software	21%	1%	78%
Building Information Modeling (BIM)	20%	0%	80%
Project collaboration software	18%	1%	81%
Payroll software	16%	2%	82%
Subcontractor bid management/ITB software	10%	1%	89%
Prequalification software	8%	1%	91%
Service management software	8%	1%	91%

14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 302





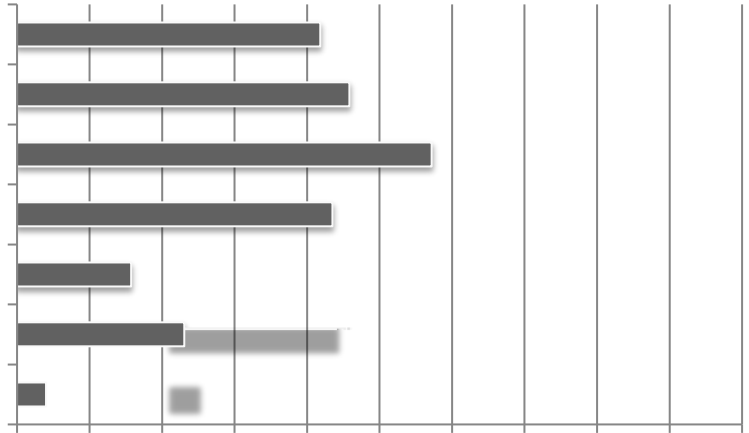
15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 310



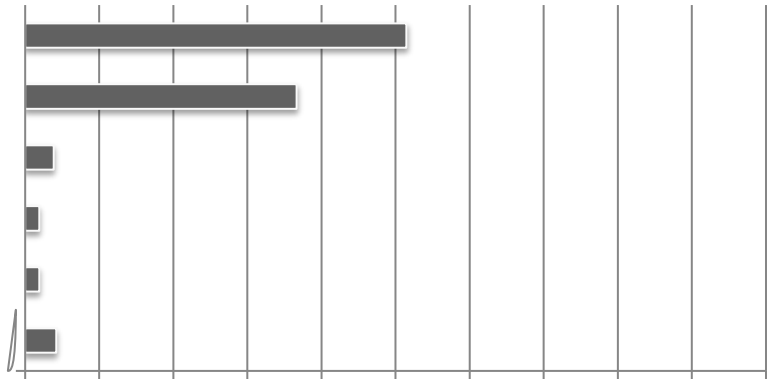
16. What are your biggest IT challenges (mark all that apply)? Responses: 305

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

Responses: 299



18. What best describes your firm? Responses: 311



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

Responses: 306

20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 308

21.

