2020 Construction Outlook Survey Results
$50.1 to $500 Million in Revenue

Total Responses 237 (out of 956 total) 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 2019, do you expect the available dollar value of projects you compete for in 2020 to be (answer for all market areas in which your business operates):

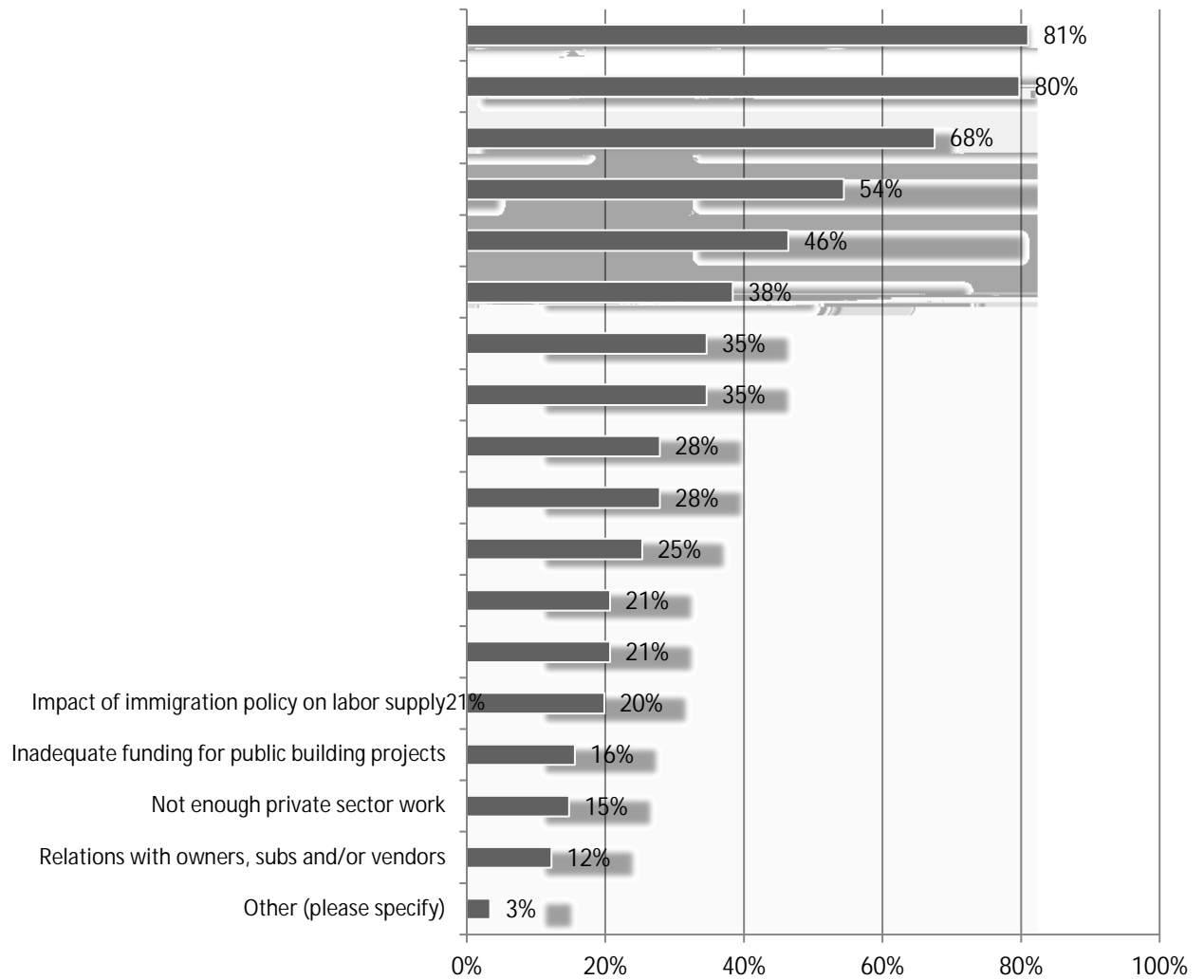| Markets	Higher	Lower	Same	Net*		National Net*
K-12 School						
Bridge/Highway	34%	16%	50%	17%		20%
Higher Education	32%	16%	52%	16%		16%
Public Building	32%	16%	53%	16%		10%
Transportation (e.g., transit, rail, airport)	28%	14%	59%	14%		20%
Power	26%	12%	62%	14%		17%
Federal (e.g., VA, GSA, USACE, NAVFAC)	25%	16%	59%	10%		17%
				6%		

4. How would you describe your current situation in filling salaried and hourly craft positions?

5.

7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)

8. In the last year, what has your firm done to invest in the training and development of skilled labor/qualified workers?

10. What are your biggest concerns for 2020 (mark all that apply)?

Impact of immigration policy on labor supply 21% — 20%
Inadequate funding for public building projects — 16%
Not enough private sector work — 15%
Relations with owners, subs and/or vendors — 12%
Other (please specify) — 3%

81%
80%
68%
54%
46%
38%
35%
35%
28%
28%
25%
21%
21%

0% 20% 40% 60% 80% 100%

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

12. What change do you expect in 2020 in the number of your firm's projects that involve Building Information Modeling (BIM)?

15. What business or IT functions does your firm outsource or plan to outsource to a technology provider? (mark all

17. Compared to 2019, how will your firm's 2020 investment in IT change?

18. Compared to 2019, how will your firm's 2020 investment in the following technologies change? (mark all that apply)

Technologies	Increase	Stay the same	Decrease

19. How does your company plan to use mobile software technology? (mark all that apply)

20. Does your firm currently have a mobile security plan in place?

21. Does your firm currently have a formal IT plan to support your business objectives?

22. What are your biggest IT challenges? (mark all that apply)

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

24. What best describes your firm?

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