

## 2020 Construction Outlook Survey Results Georgia

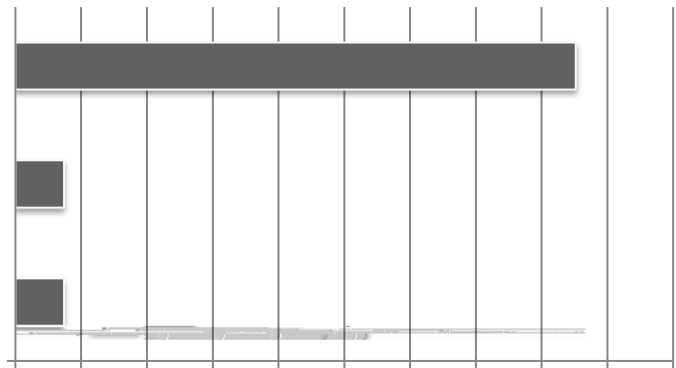
Total Responses: 27 (out of 956 total) Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

1. Compared to 2019, do you expect the available dollar value of projects you compete for in 2020 to be (answer all market areas in which your business operates)

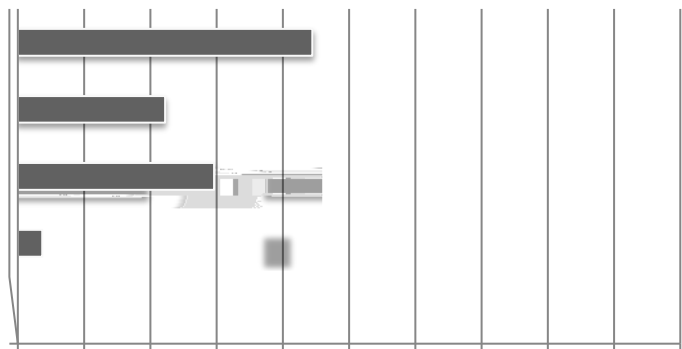
Markets	Higher	Lower	Same	Net*
Private Office	44%	0%	56%	44%
Water/Sewer	50%	8%	42%	42%

National Net*
8%
25%

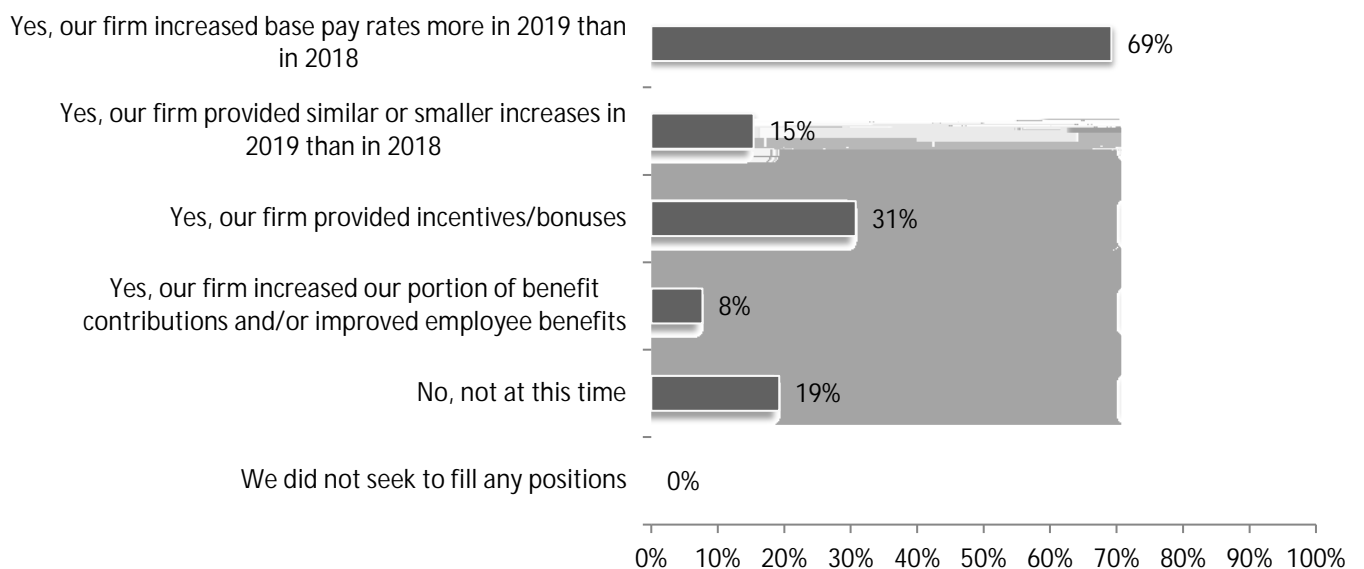
4. How would you describe your current situation in filling salaried and hourly craft positions?



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



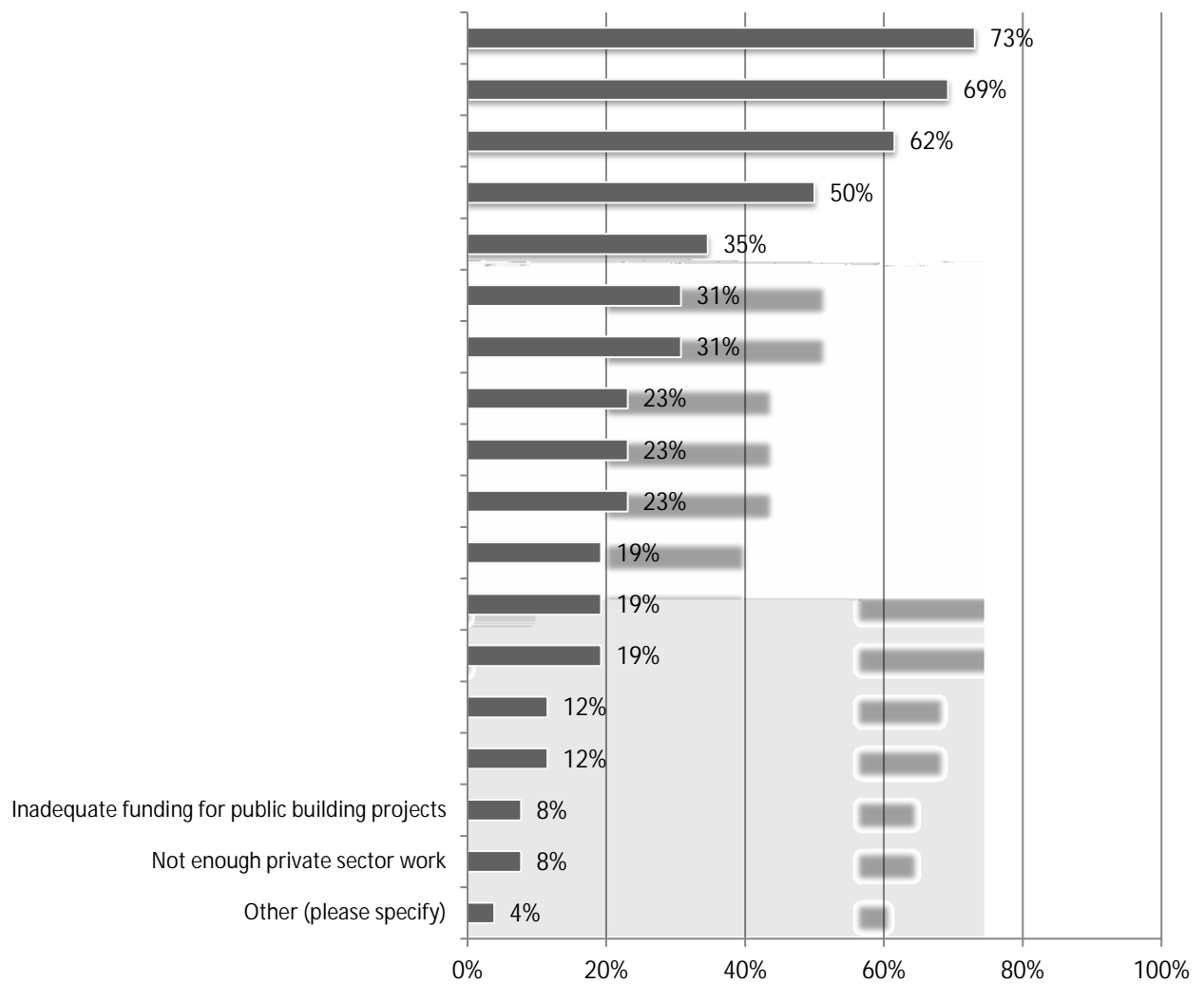
6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2019 because of difficulty filling positions? (mark all that apply)



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

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



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 oIT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)

16. Approximately what percent of your firm's gross annual revenue is spent on IT?

A horizontal scale for recording the percentage of gross annual revenue spent on IT. The scale consists of 11 vertical tick marks, creating 10 equal intervals. The first tick mark on the left is labeled '0' and the last tick mark on the right is labeled '100'. There are no labels for the intermediate tick marks.

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)

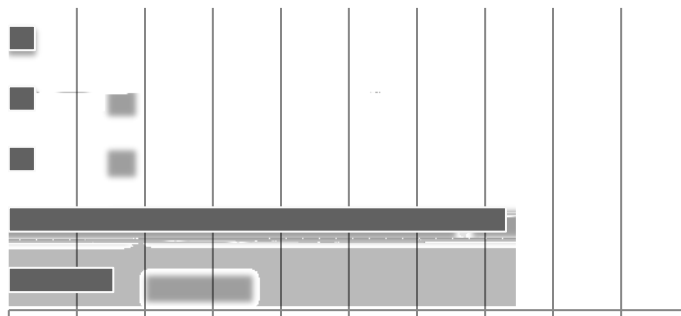
Technologies	Increase	Stay the same	Decrease	Don't know
Scheduling software	32%	59%	0%	9%
Estimating software	29%	67%	0%	4%
Project management software	27%	59%	0%	14%
Project collaboration software	26%	53%	0%	21%
Accounting software	22%	70%	0%	9%
Human resources (HR) software	21%	68%	0%	11%
Client relationship management (CRM) software	19%	67%	0%	14%
Fleet tracking/management software	17%	61%	0%	22%
Payroll software	14%	76%	0%	10%
Tool/asset management/tracking Subcontractor bid management/ITB	13%	63%	0%	25%





owing ways (mark all that apply)?

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



26. Estimate the total dollar amount of work your firm performed in 2019:

27. How many total employees does your firm employ at all of its locations?