

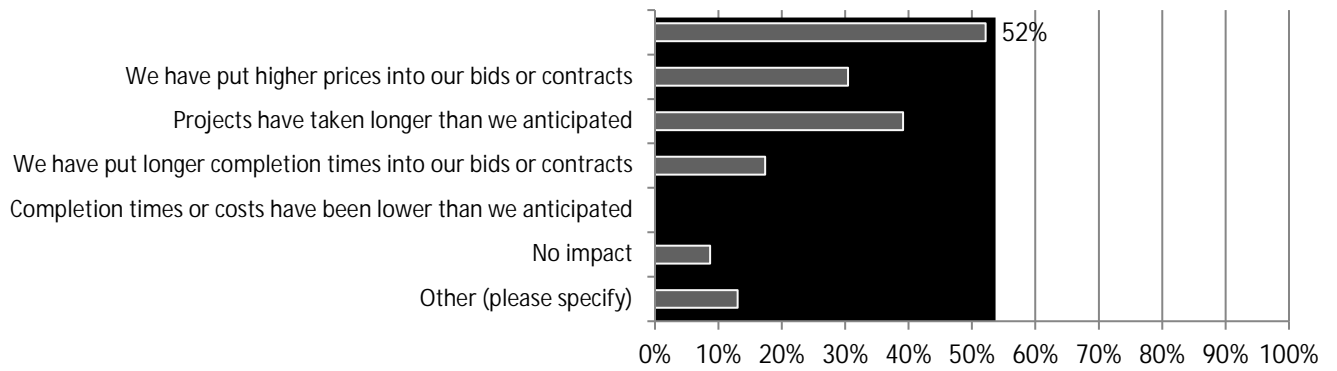
2020 Construction Outlook Survey Results New York

Total Responses: 23 (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*
Hospital	46%	15%	38%	31%	20%
Manufacturing	50%	20%	30%	30%	11%
K-12 School	36%	14%	50%	21%	20%
Higher Education	45%	27%	27%	18%	16%
Public Building	40%	30%	30%	10%	10%
Transportation (e.g., transit, rail, airport)	25%	25%	50%	0%	20%
Power	17%	17%	67%	0%	17%

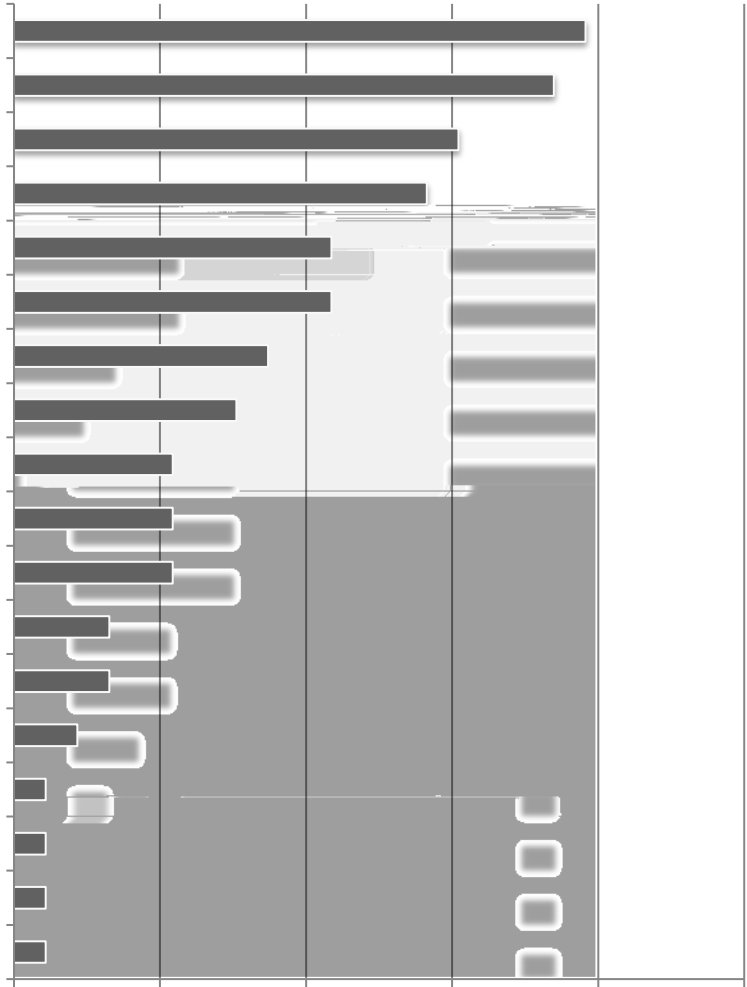
7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)



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

9. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)

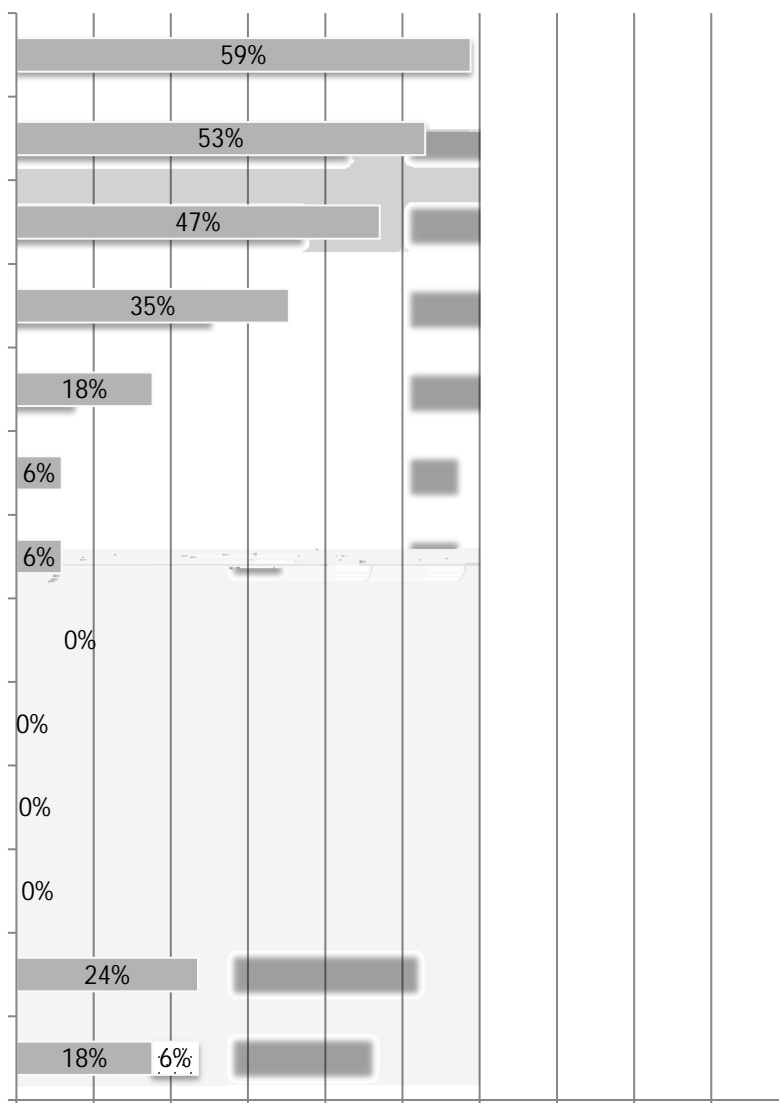
10. What are your biggest concerns for 2020 (mark all that apply)?



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 or IT 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?

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)

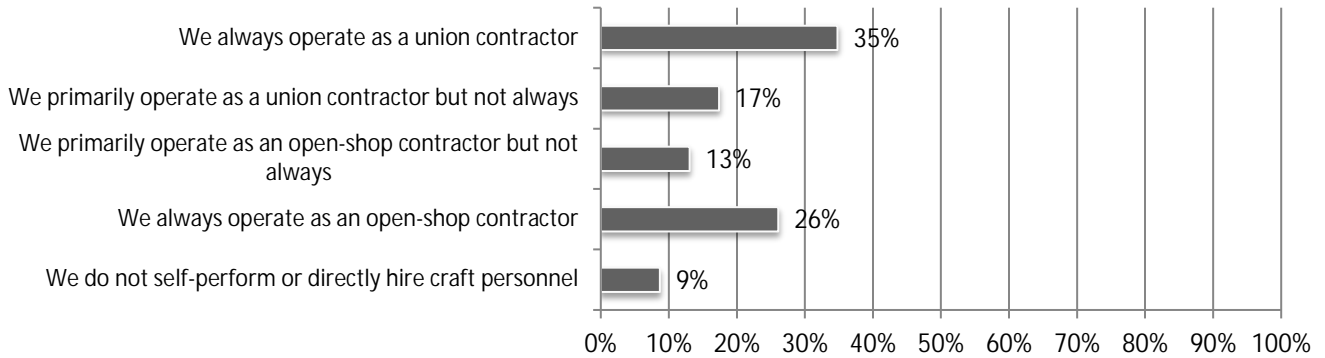
19. How does your company plan to use mobile software technology? (mark all that apply)

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

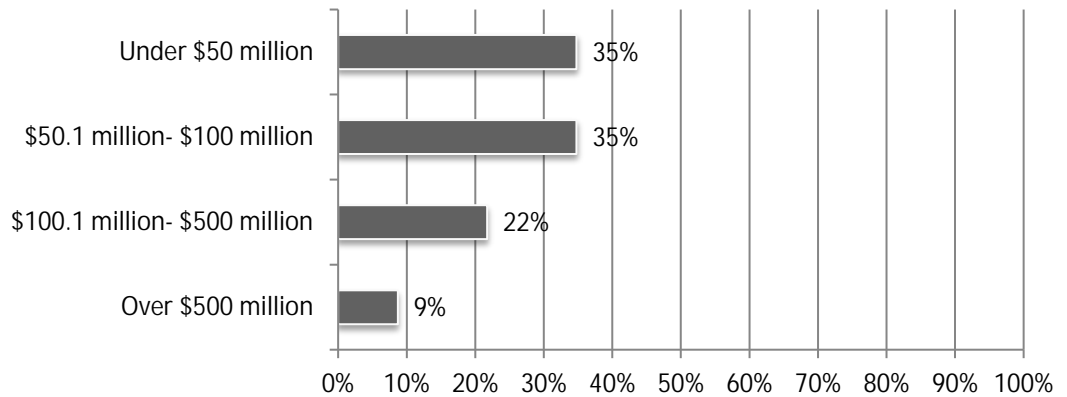
21. Does your firm currently have a formal IT plan to support your business objectives?

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

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?

