2020 Construction Outlook Survey Results
Southern Region

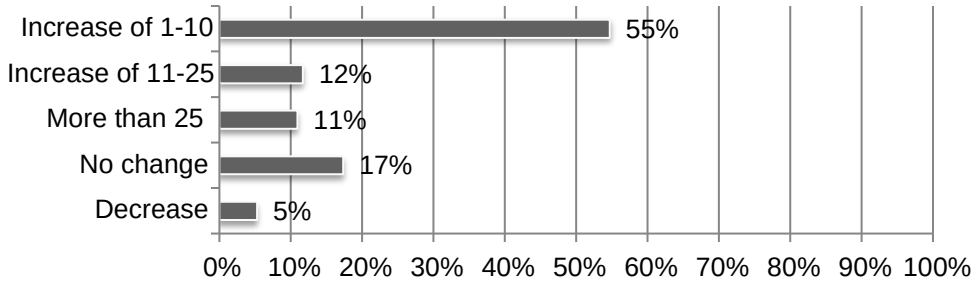
Total Responses: 268 (out of 956 total). Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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

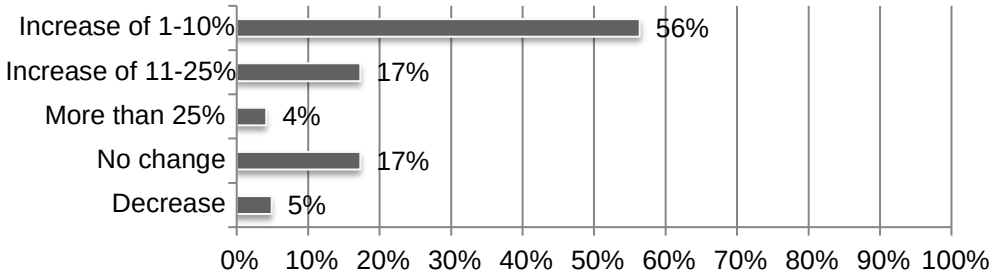
Markets	Higher	Lower	S068DC (		
	41%	9%	50%	32%	25%
Hospital	41%	13%	46%	29%	20%
Higher Education	34%	7%	59%	27%	16%
Bridge/Highway	40%	15%	45%	25%	20%
Federal (e.g., VA, GSA, USACE, NAVFAC	36%	12%	52%	25%	17%
K-12 School	34%	9%	57%	25%	20%
Transportation (e.g., transit, rail, airpor	35%	13%	52%	22%	20%
Power	28%	6%	65%	22%	17%
Private Office	30%	13%	57%	17%	8%
Manufacturing	32%	16%	52%	16%	11%
PublicBuilding	30%	14%	56%	15%	10%
Multifamily Residential	34%	19%	47%	14%	11%
Retail, Warehouse, Lodging	27%	16%	57%	11%	10%
Other	37%	12%	51%	24%	17%

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

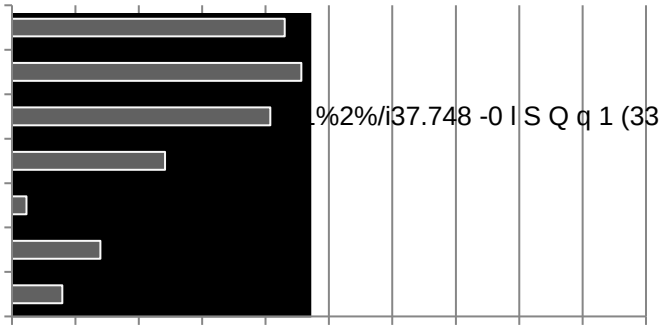
2. What numerical change do you expect in your headcount in 2020?



3. What percentage change do you expect in your headcount in 2020?



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

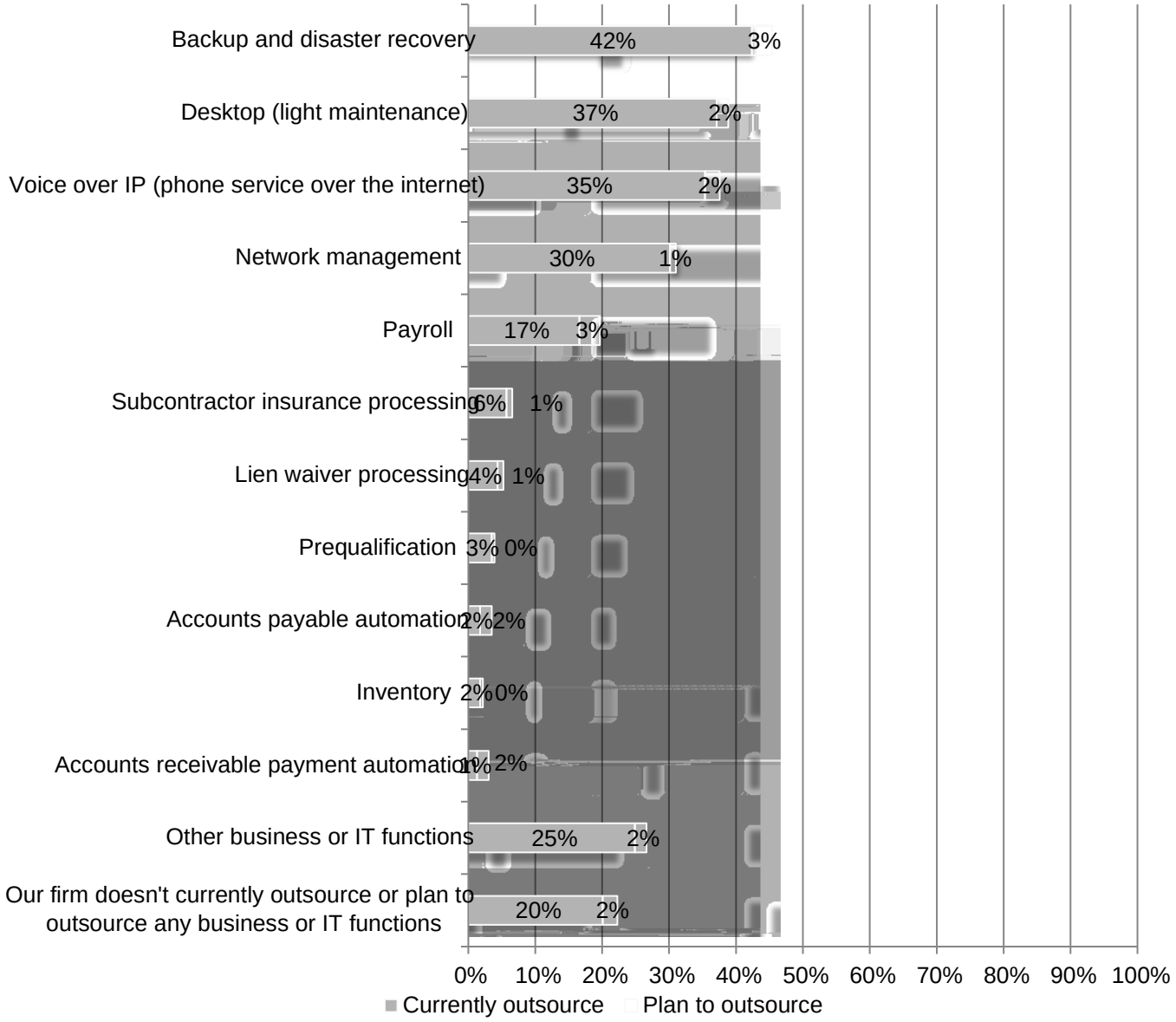


8. In the last year, what has your firm done to invest in the training and developmte of skilled labor/qualified
workers?

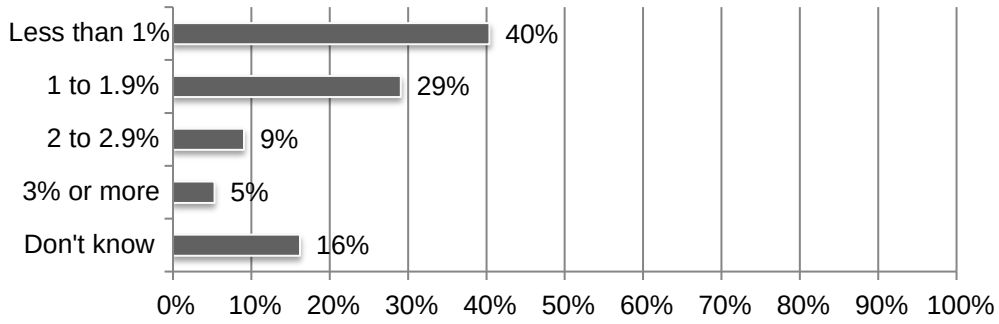
10.

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)

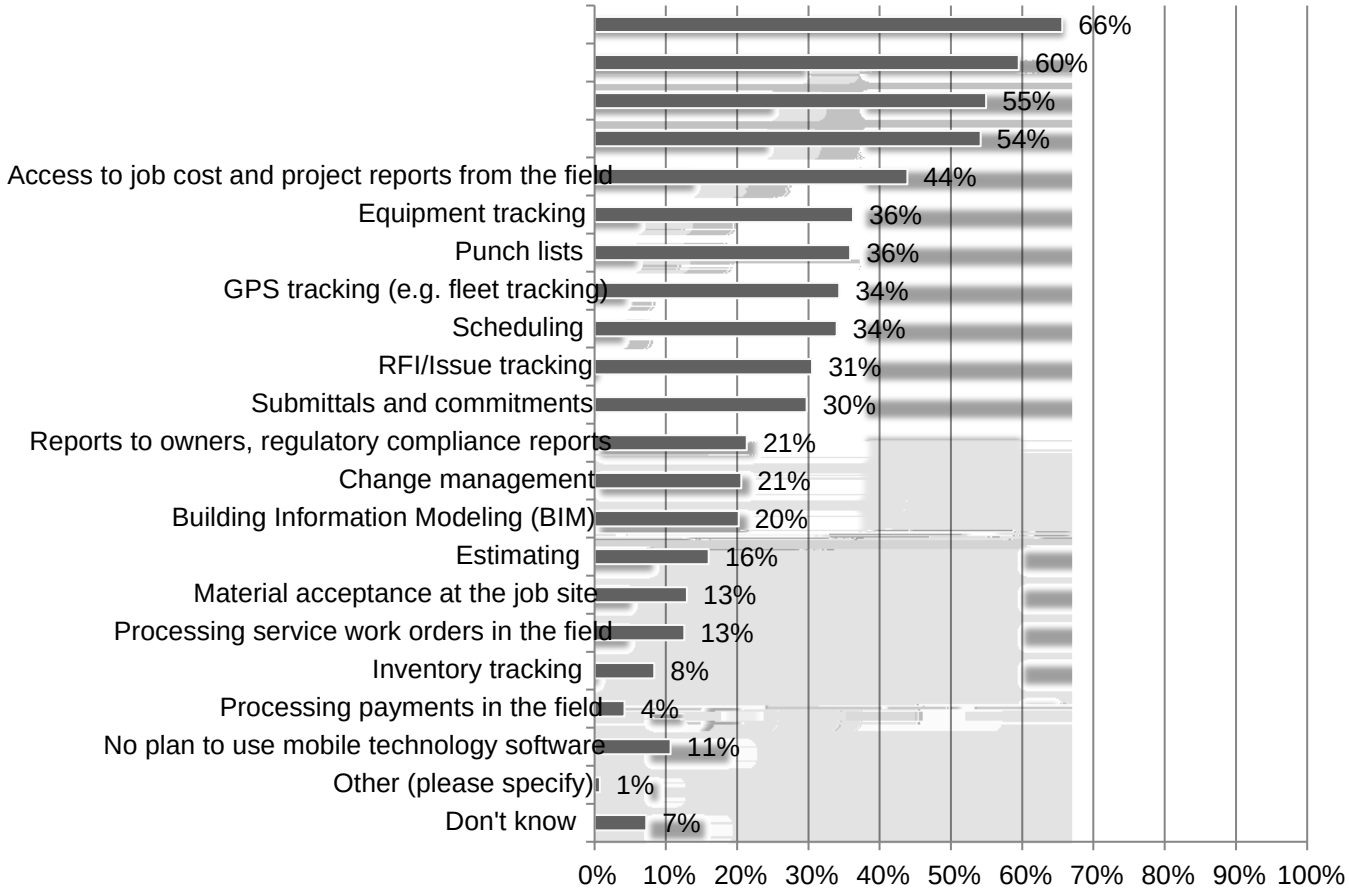


16. Approximately what percent of your firm's gross annual revenue is spent on IT?

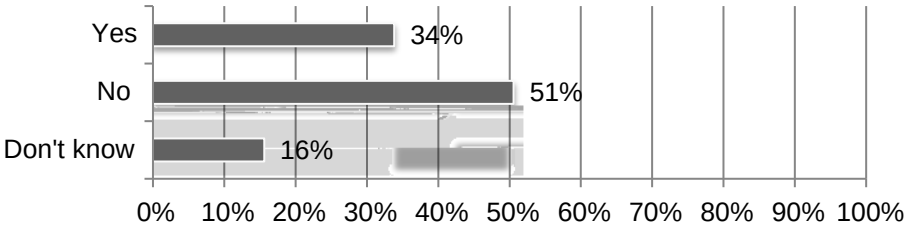


17.

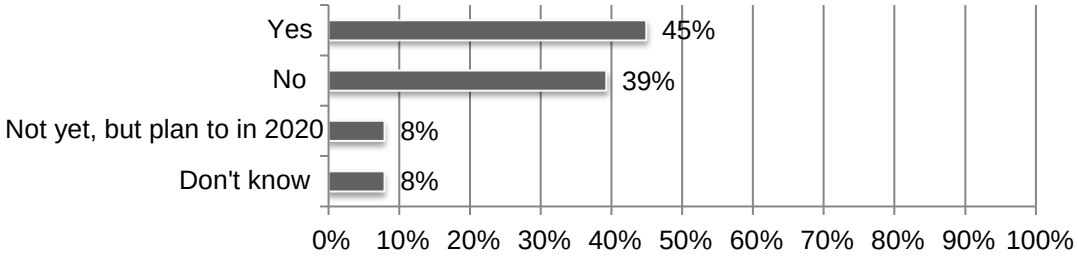
19. How does your company plan to use mobile software technology? (mark all that apply)



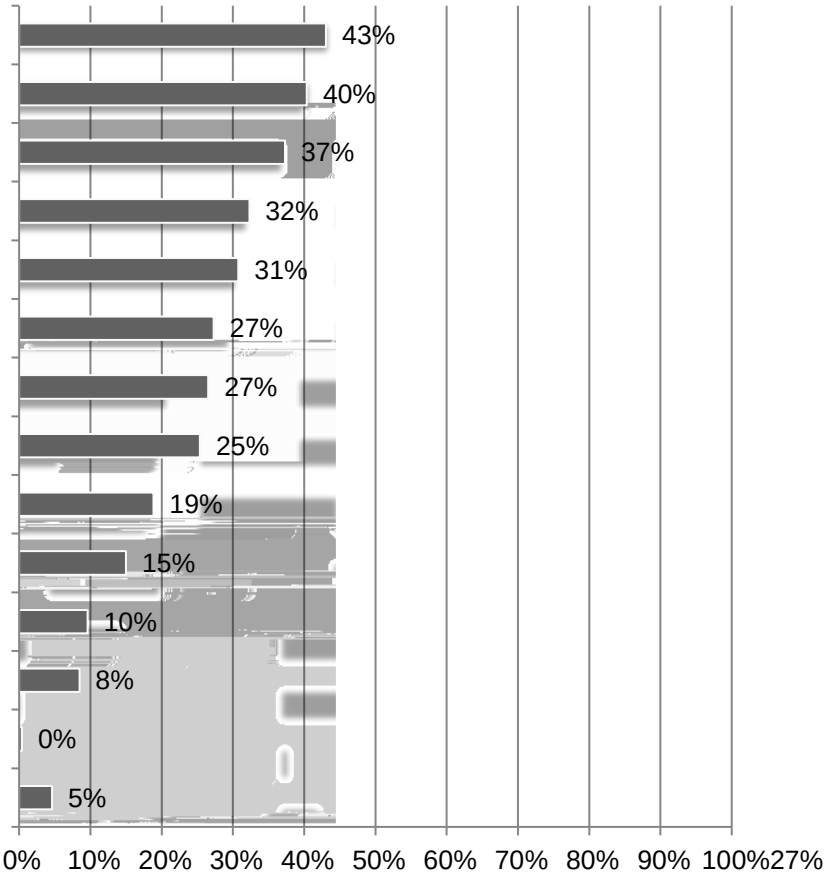
20. Does your firm currently have a mobile security plan in place?



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



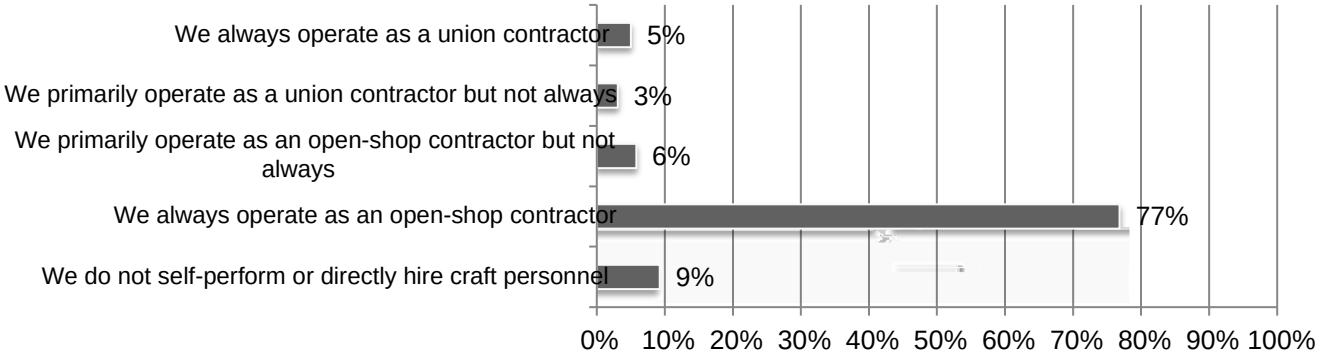
22. What are your biggest IT challenges? (mark all that apply)



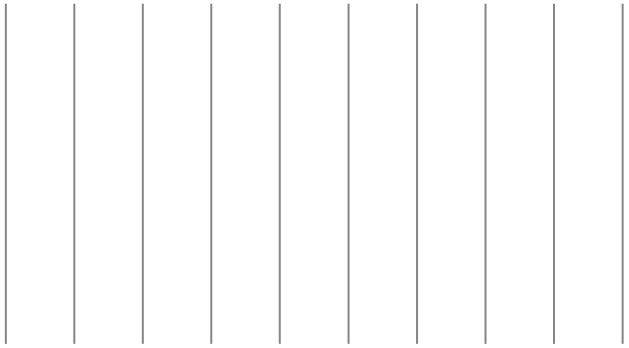
23. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

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?



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?