2020 Construction Outlook Survey Results
Western Region

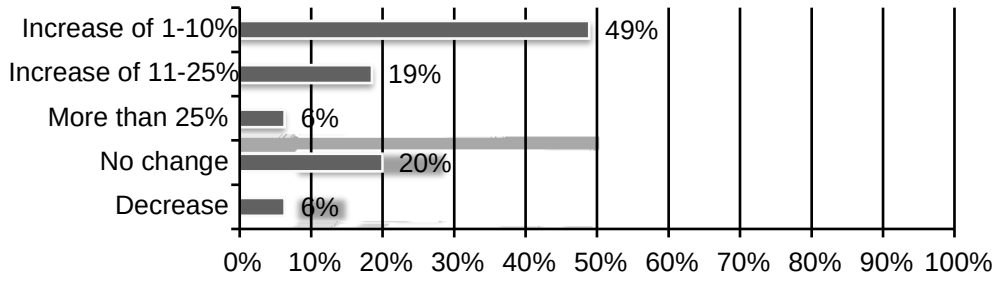
Total Responses: 272 (out of 956). Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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)

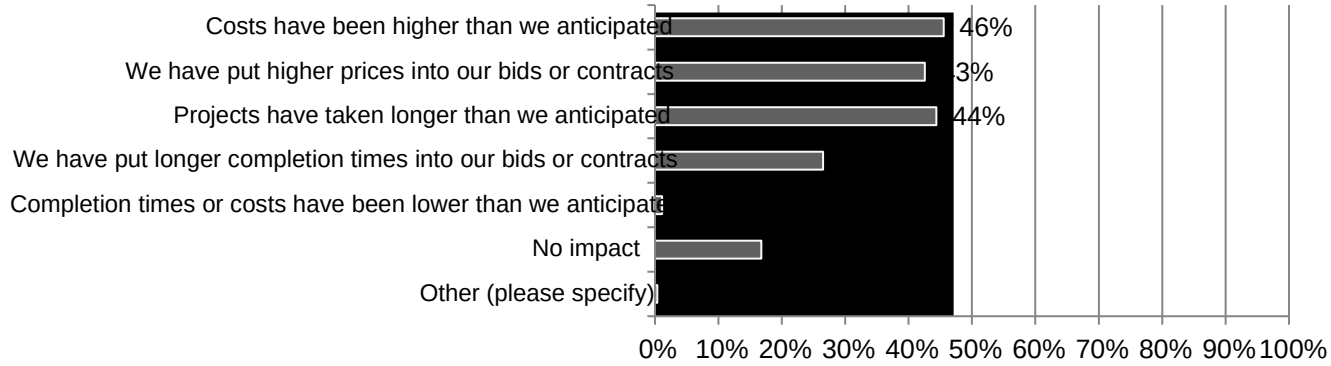
Markets	Higher	Lower	Same	Net*	National Net*
K-12 School	41%	15%	44%	26%	20%
Transportation (e.g., transit, rail, airport)	32%	13%	55%	19%	20%
Higher Education	33%	14%	53%	18%	16%
Multifamily Residential	33%	19%	48%	15%	11%
Public Building	29%	15%	56%	14%	10%
Retail, Warehouse, Lodging	28%	14%	57%	14%	10%
Hospital	26%	17%	57%	8%	20%
Federal (e.g., VA, GSA, USACE, NAVFAC)	24%	16%	61%	8%	17%
Power	21%	13%	66%	8%	17%
Manufacturing	22%	15%	64%	7%	11%
Private Office	25%	21%	54%	5%	8%
Other	26%	7%	67%	19%	17%

Increase of 1-10
Increase of 11-25
More than 25
No change
Decrease

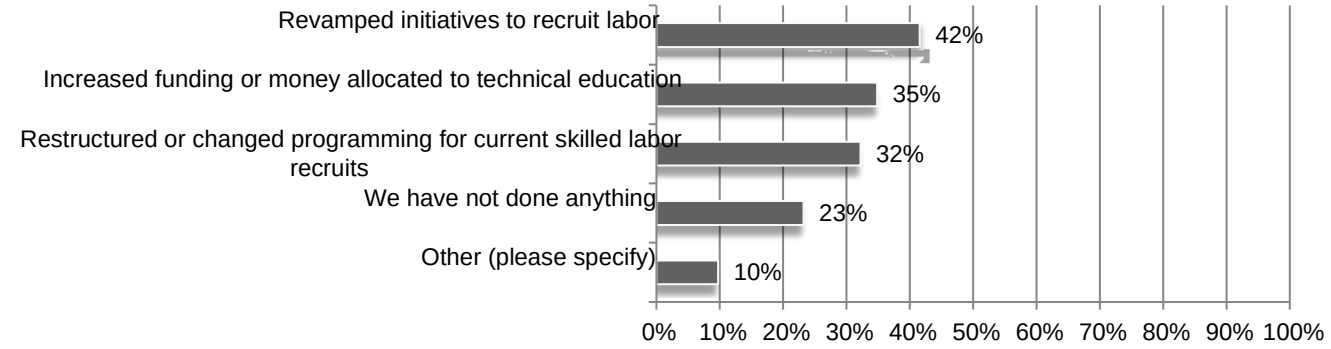
*Net equals Difference between number of Higher and Lower responses



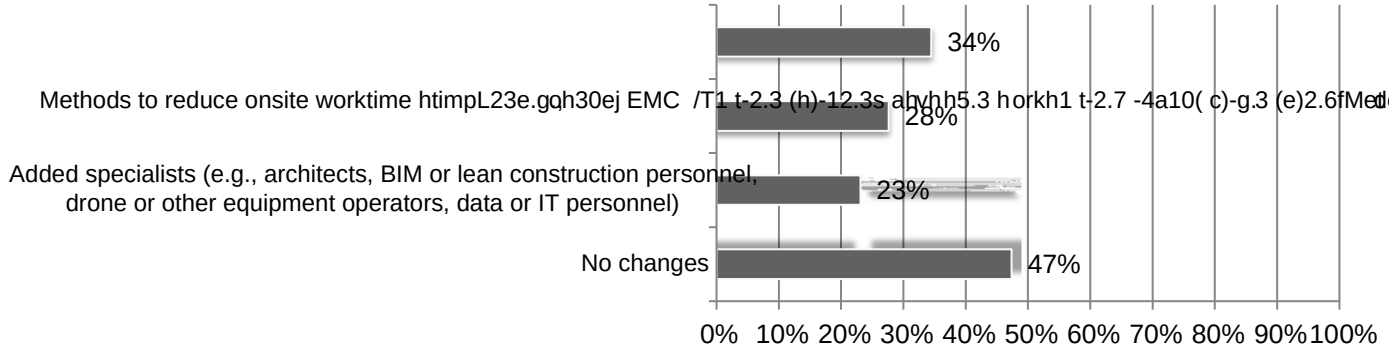
7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)



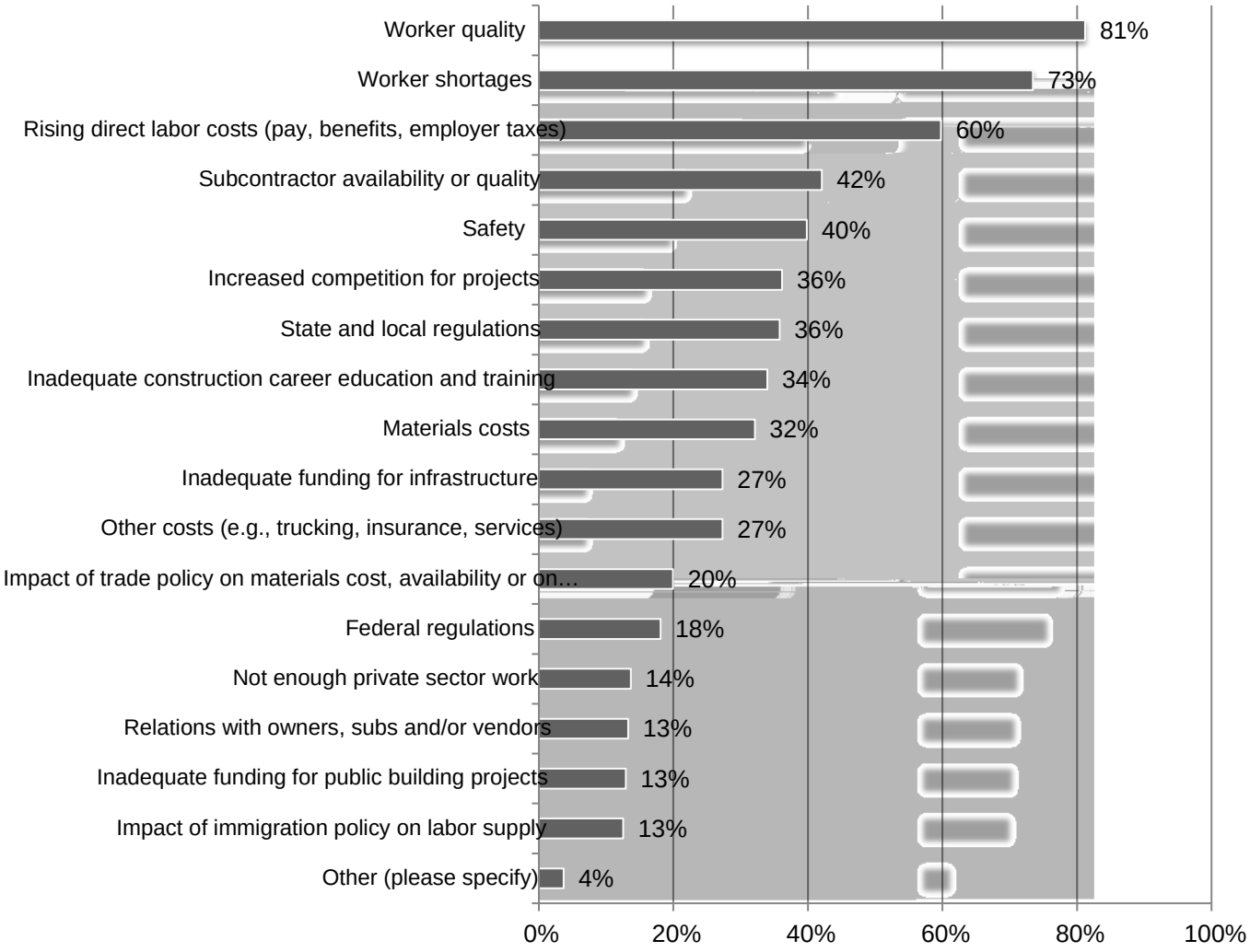
8. In the last year, what has your firm done to invest in the training and development of skilled labor/qualified workers?



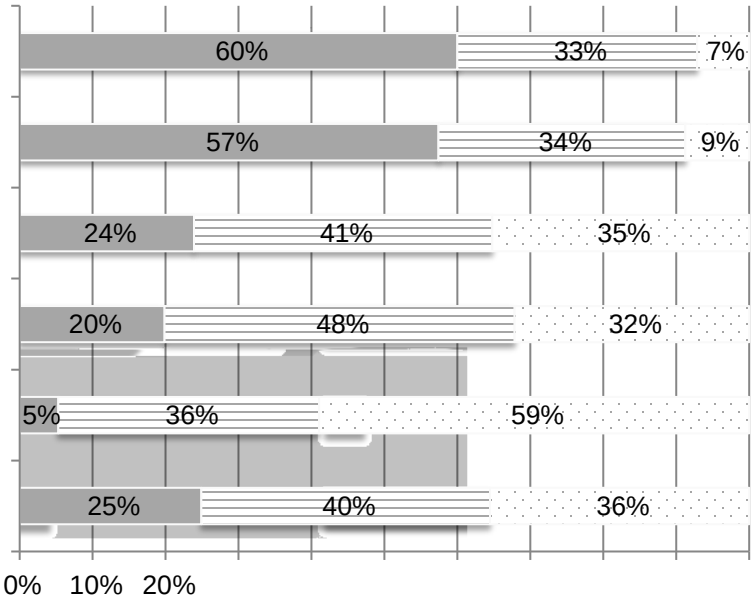
9. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)



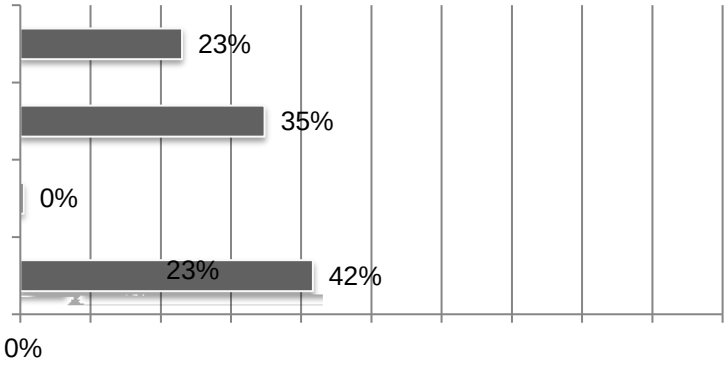
10. What are your biggest concerns for 2020 (mark all that apply)?



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



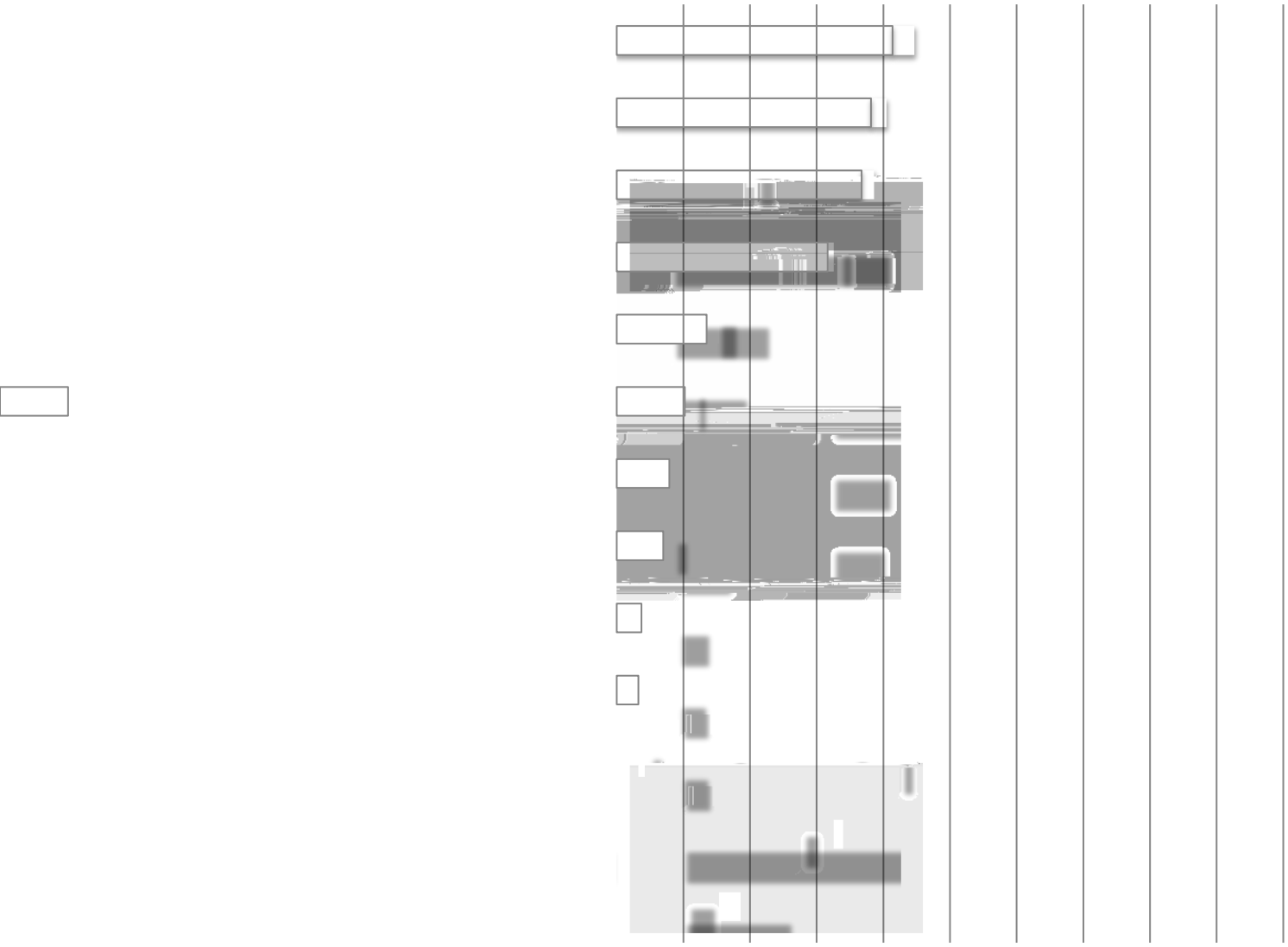
12. What change do you expect in 2020 in the number of your firm’s projects that involve Building Information Modeling (BIM)?



13. What is your firm using BIM for? (mark all that apply)

14. Does your firm use any of the following to collaborate with project partners (mark all that apply)?

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



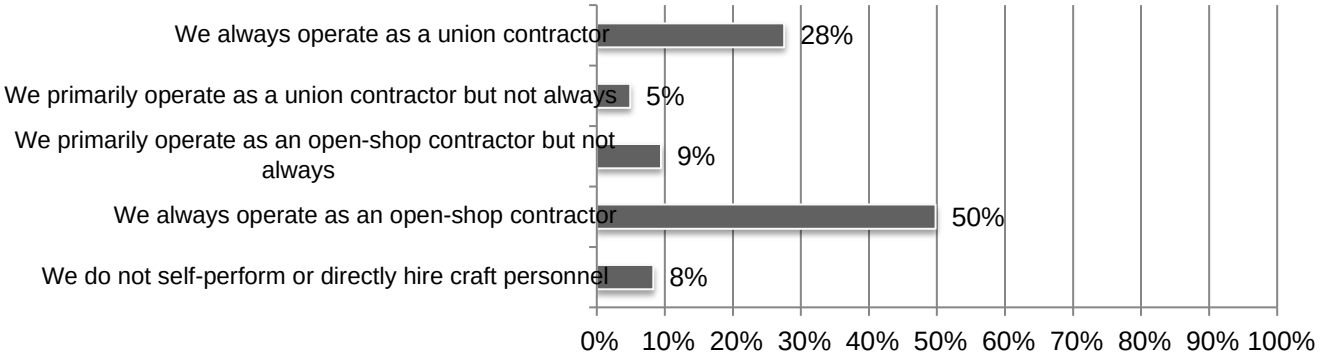
16. Approximately what percent of your firm’s gross annual revenue is spent on IT?

19.

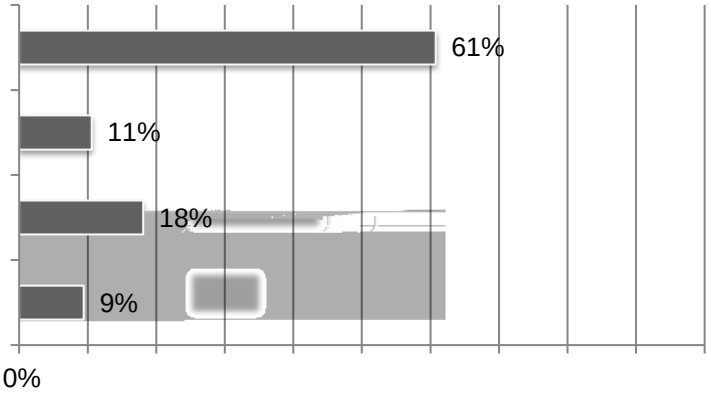
22. What are your biggest IT challenges? (mark all that apply)

23. Does your firm use

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?