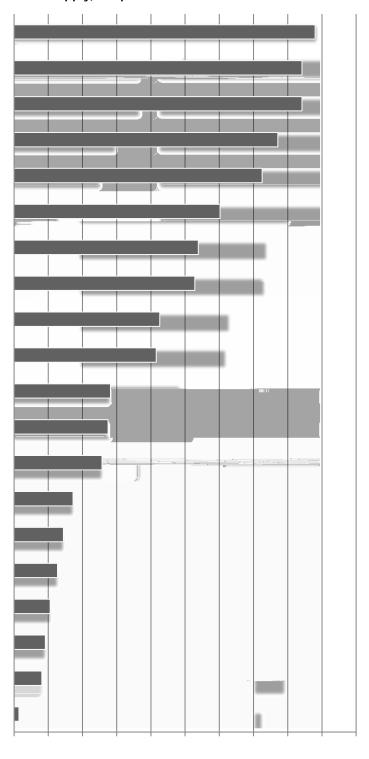
| 2. | . What percent change do you expect in your headcount in 2022? Responses: 282   |  |  |  |  |
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| 3. | How would you describe your current situation in filling salaried and hourly craft positions?                                 |  |  |  |  |
|    | Responses: 282  |  |  |  |  |
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| 4. | Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 282 |  |  |  |  |
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| 5. | Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 281 |  |  |  |  |
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| 7. | How has your firm responded to supply-chain issues, if any? (mark all that apply) |  |  |  |  |
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11. What are your biggest concerns for 2022? (mark all that apply) Responses: 284



| 12. | What challenges, if any, do yo apply)? Responses: 267 | u see regarding the sa | ifety and health of y | our firm's v | vorkers (mark a | II that |
|-----|---|------------------------|-----------------------|--------------|-----------------|---------|
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| 13. | Compared to 2021, will your fir                       | m's 2022 investment    | in the following tech | nologies cl  | nange? (mark al | I that  |
|     | apply) Responses: 281                                 |                        | 3                     | 3            | <b>3</b>        |         |
|     |   |                        |                       |              |                 |         |
|     |   |                        | Increase              | Docrosso     | No change       |         |
|     |   |                        | 35%                   |              | 63%             |         |
|     | Document management so                                | oftware                | 35%                   | 0.4%         | 64%             |         |
|     | Human resources (HR) sof                              |                        | 32%                   | 1%           | 67%             |         |
|     | Accounting software                                   |                        | 30%                   | 1%           | 68%             |         |
|     |   |                        | 28%                   | 0%           | 72%             |         |
|     |   |                        | 26%                   | 0.4%         | 73%             |         |
|     |   |                        | 26%                   | 1%           | 73%             |         |

Client relationship management (CRM) software

Project collaboration softwar

Service management software

23%

22%

22%

22%

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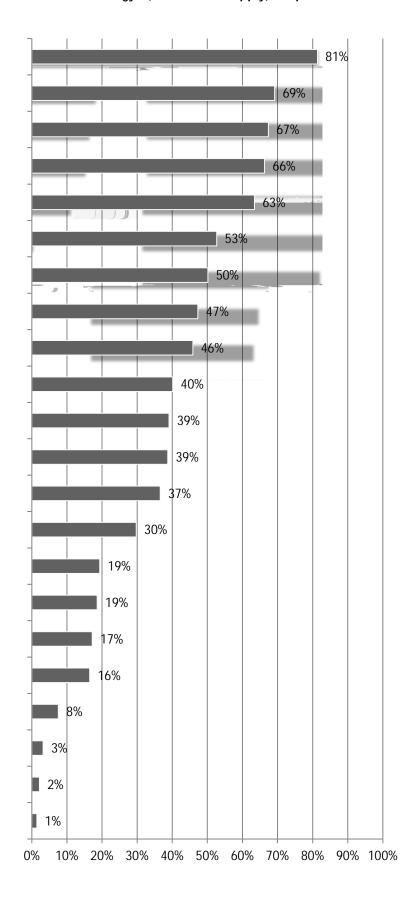
77%

81%

86%

88%

90%



| 15. | Does your firm cu | urrently have a fori | mal IT plan to sup | port your busines | s objectives? Res | ponses: 281 |
|-----|-------------------|----------------------|--------------------|-------------------|-------------------|-------------|
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| 17. Does your firm use cloud- |  |  |  |  |
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