

2022 Construction Outlook West Survey Results

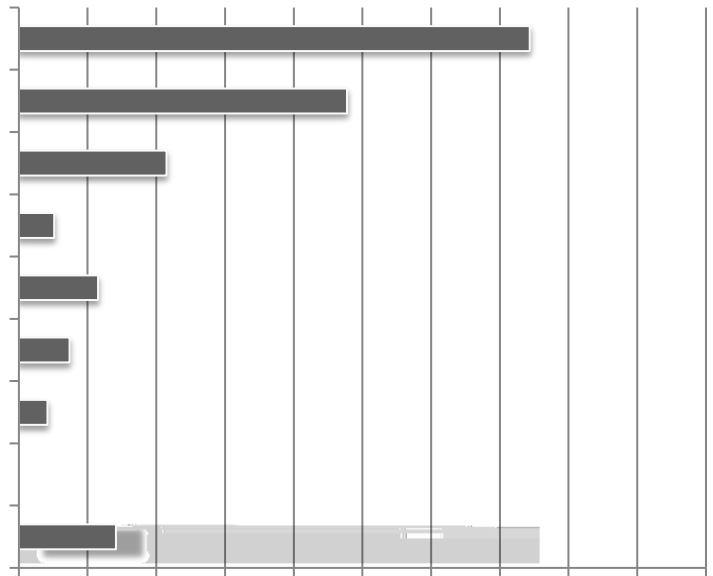
Total Responses: 313. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):

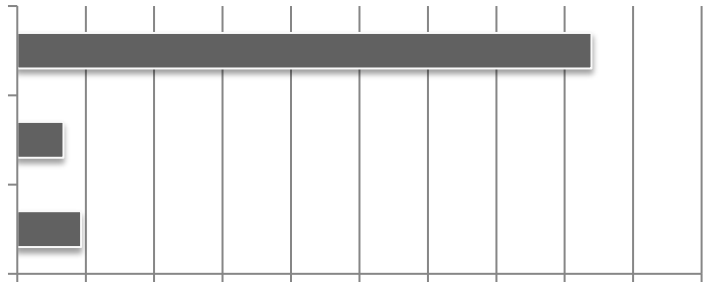
Responses: 310

Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	56%	9%	35%	47%	57%
Transportation	56%	12%	33%	44%	51%
Water/Sewer	50%	9%	41%	41%	50%
Warehouse	49%	13%	38%	36%	41%
Multifamily Residential	47%	15%	38%	31%	32%
Federal (e.g., VA, GSA, USACE, NAVFAC)	44%	15%	41%	28%	37%
Other Healthcare (e.g., clinic, testing or screening facility, medical office)	42%	12%	46%	30%	41%
Data Center	37%	14%	49%	24%	31%
Power	37%	10%	53%	27%	35%
Manufacturing	37%	17%	47%	20%	27%
Hospital	36%	14%	50%	22%	38%
Public Building	32%	20%	49%	12%	20%
K-12 School	29%	22%	49%	7%	19%
Lodging	27%	25%	48%	2%	6%
Higher Education	26%	21%	53%	5%	16%
Retail	22%	39%	39%	-16%	-8%
Private Office	21%				

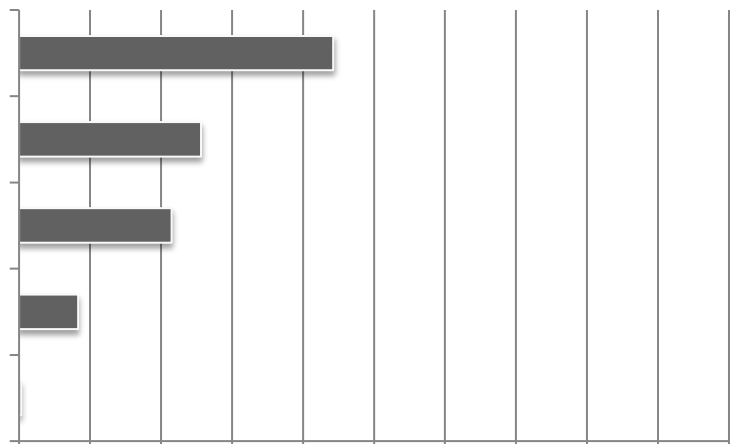
2. What percent change do you expect in your headcount in 2022? Responses: 312



3. How would you describe your current situation in filling salaried and hourly craft positions?
Responses: 311



4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 312



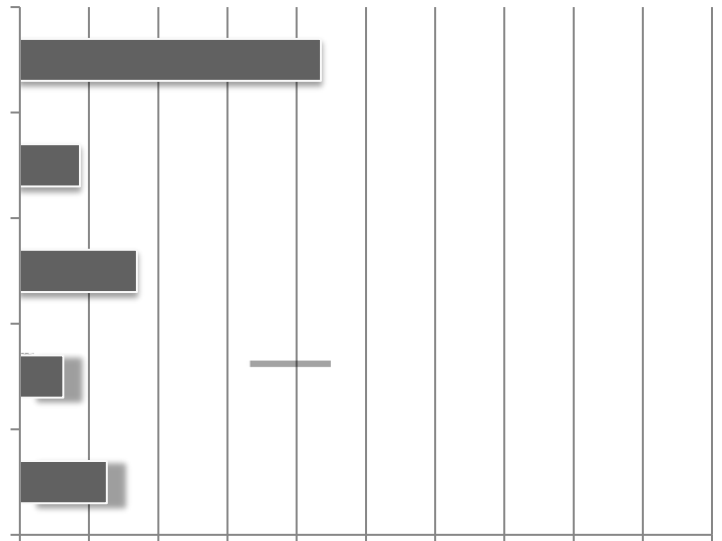
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 310

6. What impact, if any, has the pandemic had on your projects this year? (mark

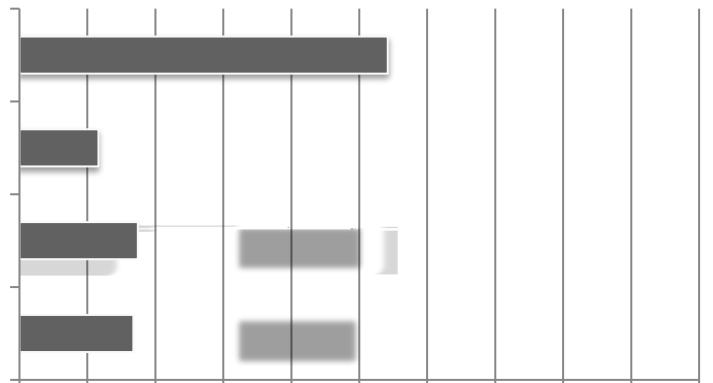
7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 307

8.

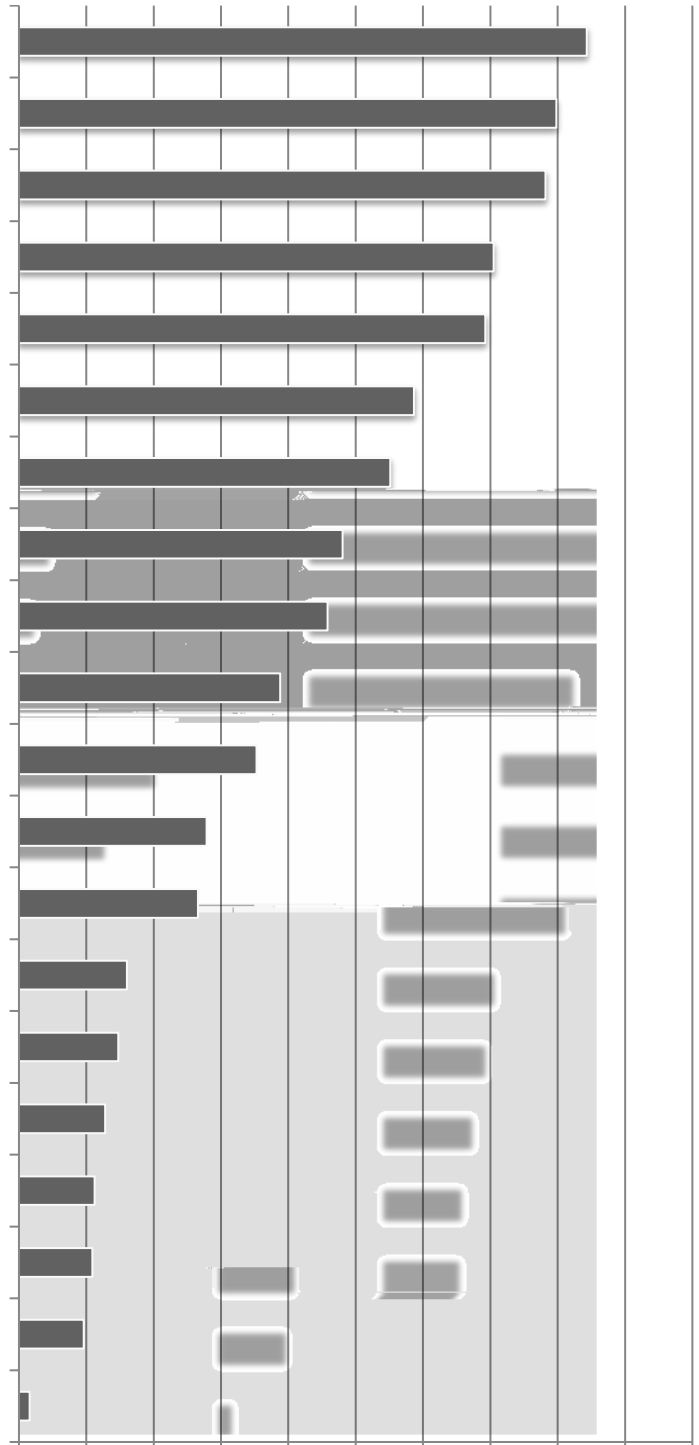
9. If projects were postponed or canceled, what was the main reason? Responses: 207



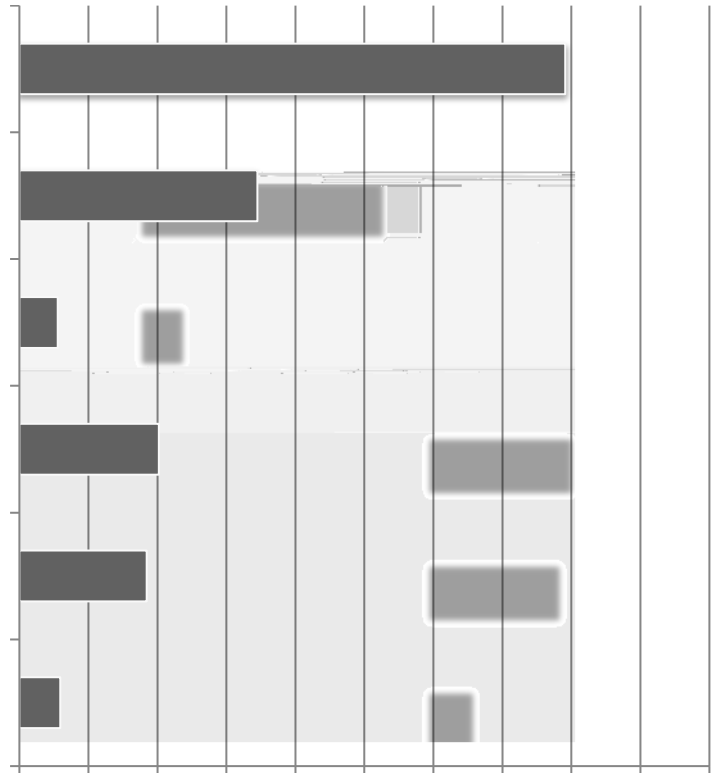
10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 310



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 312



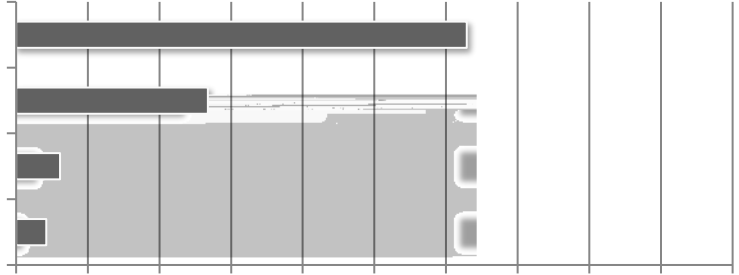
12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 287



13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 309

	Increase	Decrease	No change
Document management software	34%	1%	65%
Project management software	33%	1%	66%
Tool/asset management/tracking	28%	1%	71%
Scheduling software	24%	1%	74%
Accounting software	24%	3%	74%
Human resources (HR) software	24%	1%	75%
Fleet tracking/management software	23%	2%	74%
Client relationship management (CRM) software	23%	1%	76%
Estimating software	21%	1%	78%
Building Information Modeling (BIM)	20%	0%	80%
Project collaboration software	18%	1%	81%
Payroll software	16%	2%	82%
Subcontractor bid management/ITB software	10%	1%	89%
Prequalification software	8%	1%	91%
Service management software	8%	1%	91%

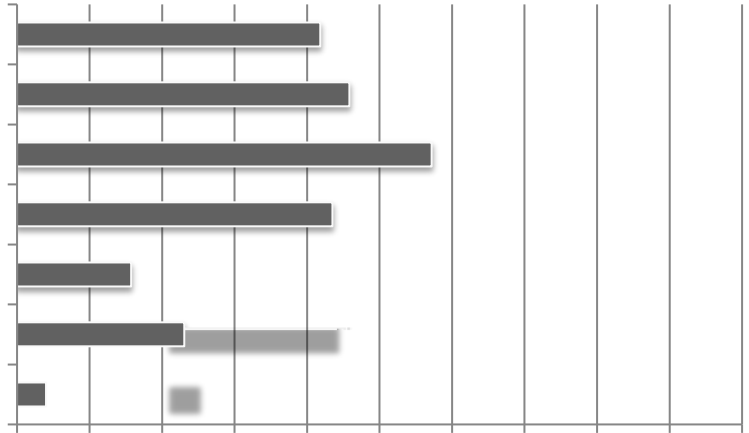
15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 310



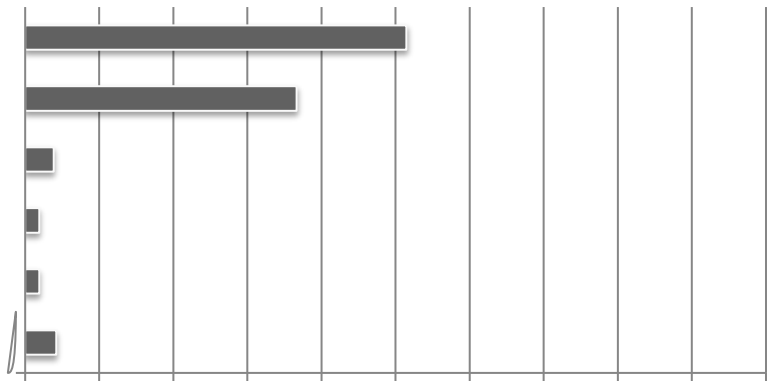
16. What are your biggest IT challenges (mark all that apply)? Responses: 305

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

Responses: 299



18. What best describes your firm? Responses: 311



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

Responses: 306

20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 308

21.

