

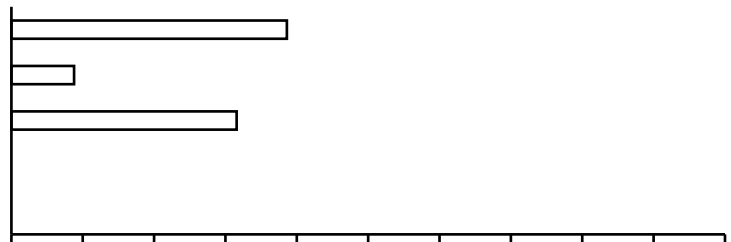
## 2020 Construction Outlook Survey Results California

Total Responses 58 (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 all market areas in which your business operates)

Markets	Higher	Lower	Same	Net*	National Net*
Higher Education	62%	12%	26%	50%	16%
K-12 School	54%	14%	31%	40%	20%
Transportation (e.g., transit, rail, airport)	45%	6%	48%	39%	20%
Water/Sewer	42%	6%	52%	36%	25%
Federal (e.g., VA, GSA, USACE, NAVY)	38%	10%	53%	28%	17%
Multifamily Residential	47%	20%	33%	27%	11%
Public Building	39%	15%	45%	24%	10%
Bridge/Highway	36%	14%	50%	21%	20%
Manufacturing	27%	14%	59%	14%	11%
Hospital	33%	20%	47%	13%	20%
Retail, Warehouse, Lodging	27%	15%			

0%





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

15. What business oIT 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)

Technologies

Increase

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

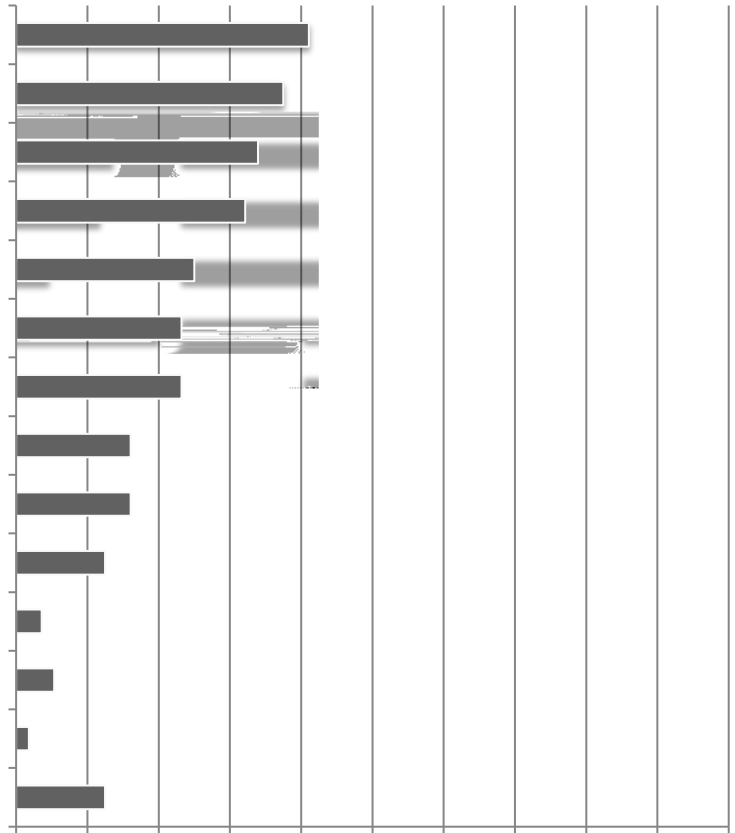
20. Does your firm currently have a mobile security plan in place?

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.