

2020 Construction Outlook Survey Results National Results

Total Responses: 65 Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

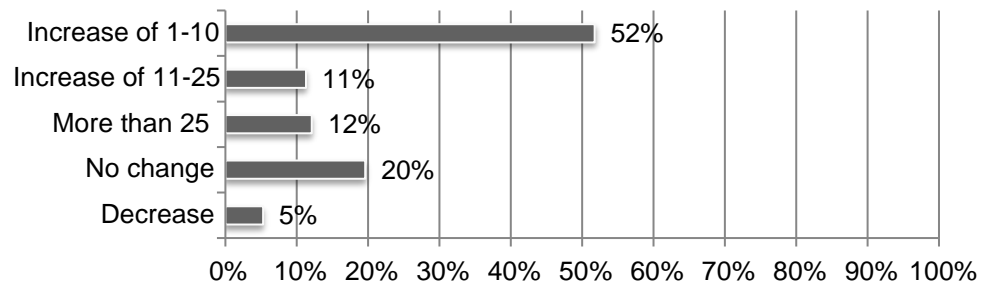
1. Compared to 2019, do you expect the available dollar value of projects you compete for in 2020 to be (answer all market areas in which your business operates)

5%

Markets	Higher	Lower	Same	Net*	2019 Net*
Water/Sewer	36%	11%	53%	25%	14%
Bridge/Highway	36%	15%	49%	20%	16%
K-12 School	35%	15%	51%	20%	16%
			59%	17%	10%
Federal (e.g., VA, GSA, USACE, NAVF)	30%	13%	56%	17%	15%
Higher Education	30%	14%	55%	16%	11%
Multifamily Residential	33%	21%	46%	11%	5%
Manufacturing	28%	17%	55%	11%	12%
					17%
Retail, Warehouse, Lodging	28%	18%	53%	10%	15%
Private Office	27%	19%	53%	8%	13%
Other	27%	10%	63%	17%	21%

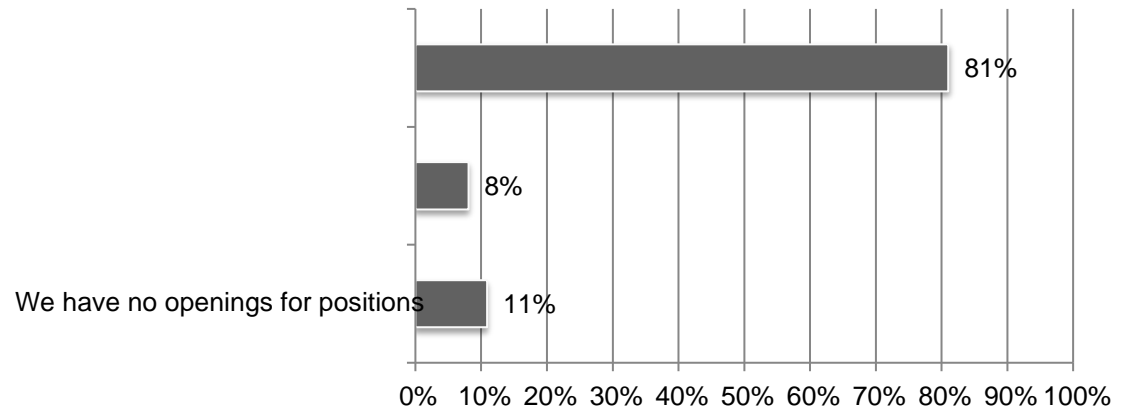
*Net equals difference between number of "Higher" and "Lower" responses as percent of total.

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



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

4. How would you describe your current situation in filling salaried and hourly craft positions?



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

6. Did your firm increase pay or benefits for salaried or hourly craft personnel in 2019 because of difficulty filling positions? (mark all that apply)

7. If your firm is experiencing

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

12. What change do you expect in 2020 in the number of

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	Stay the same	Decrease	Don't know
Projectmanagement software	30%	57%	1%	11%
Document management software	25%	64%	0%	11%
Fleet tracking/management software	23%	58%	2%	17%
Estimating software	22%	70%	0%	8%
Tool/asset management/tracking	21%	61%	1%	16%

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

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.