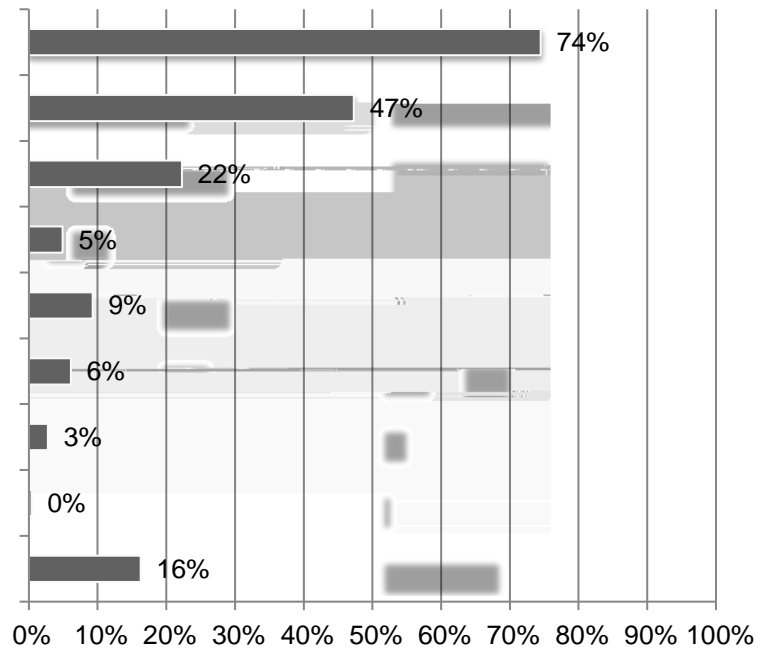


Market	Higher	Lower	Same	Net*	2021 Net
Bridge/Highway	63%	5%	32%	57%	-11%
Transportation	59%	8%	34%	51%	-19%
Water/Sewer	57%	7%	37%	50%	1%
Warehouse	52%	11%	36%	41%	4%
Other Healthcare (e.g., clinic, testing or screening facility, medical office)	50%	9%	41%	41%	11%
Hospital	48%	10%	42%	38%	-3%
Multifamily Residential	47%	15%	38%	32%	-8%
Federal (e.g., VA, GSA, USACE, NAVFAC)	47%	10%	43%	37%	-10%
Manufacturing	43%	17%	40%	27%	-17%
Data Center	42%	11%	47%	31%	**
Power	47%	12%	41%	35%	-8%
Public Building	37%	17%	46%	20%	-38%
K-12 School	37%	18%	45%	19%	-27%
Higher Education	35%	18%	47%	16%	-40%
Lodging	29%	24%	47%	6%	-58%
Retail	26%	35%	39%	-8%	-64%
Private Office	26%	33%	47%	-8%	-58%

\*Net equals difference between number of “Higher” and “Lower” responses as percent of total.

\*\*Not asked in 2021 survey

2. What percent changed do you expect in you headcount in 2022 Responses1,015

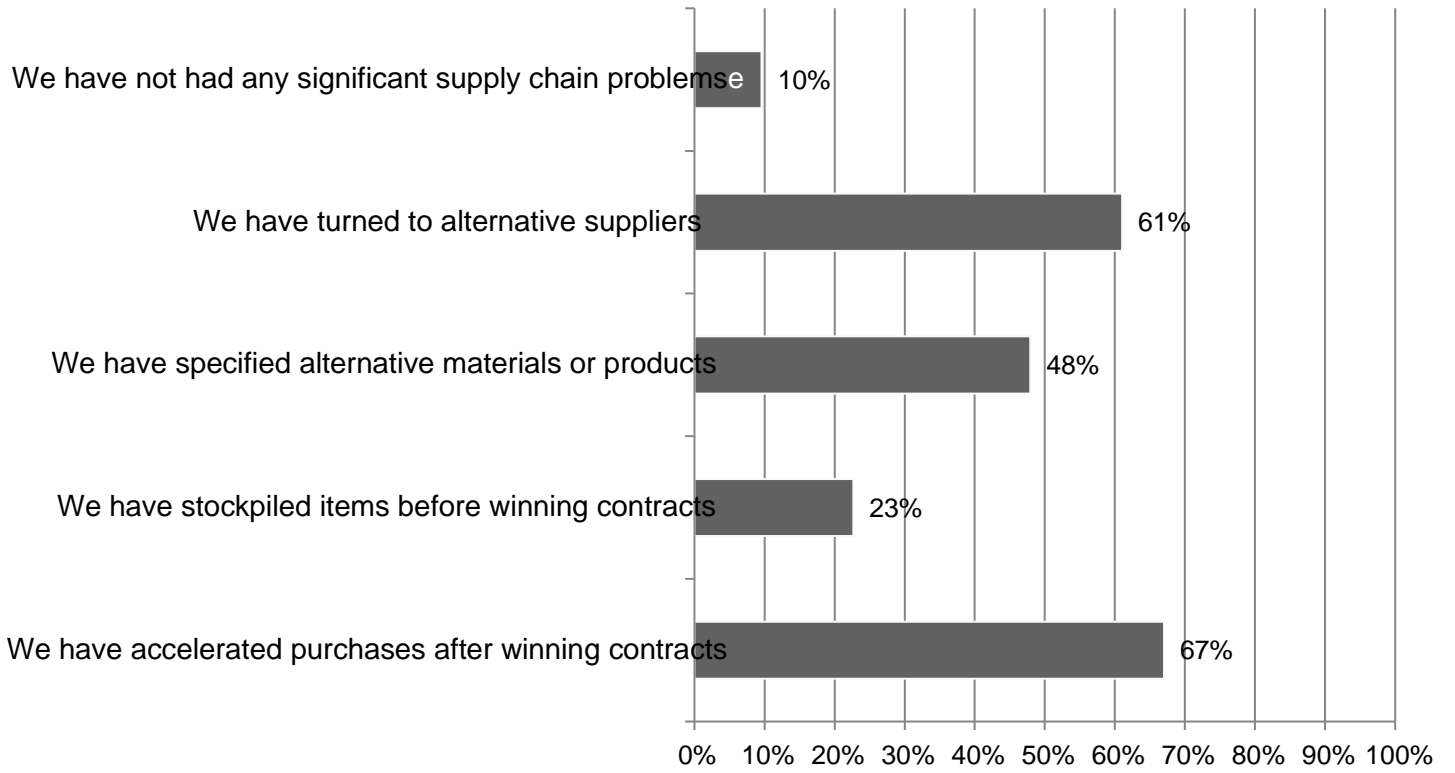


3. How would you describe your current situation in filling salaried and hourly craft positions?  
Responses1,006

4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses1,006

5. Did your firm increase or decrease pay or benefits in 2021?

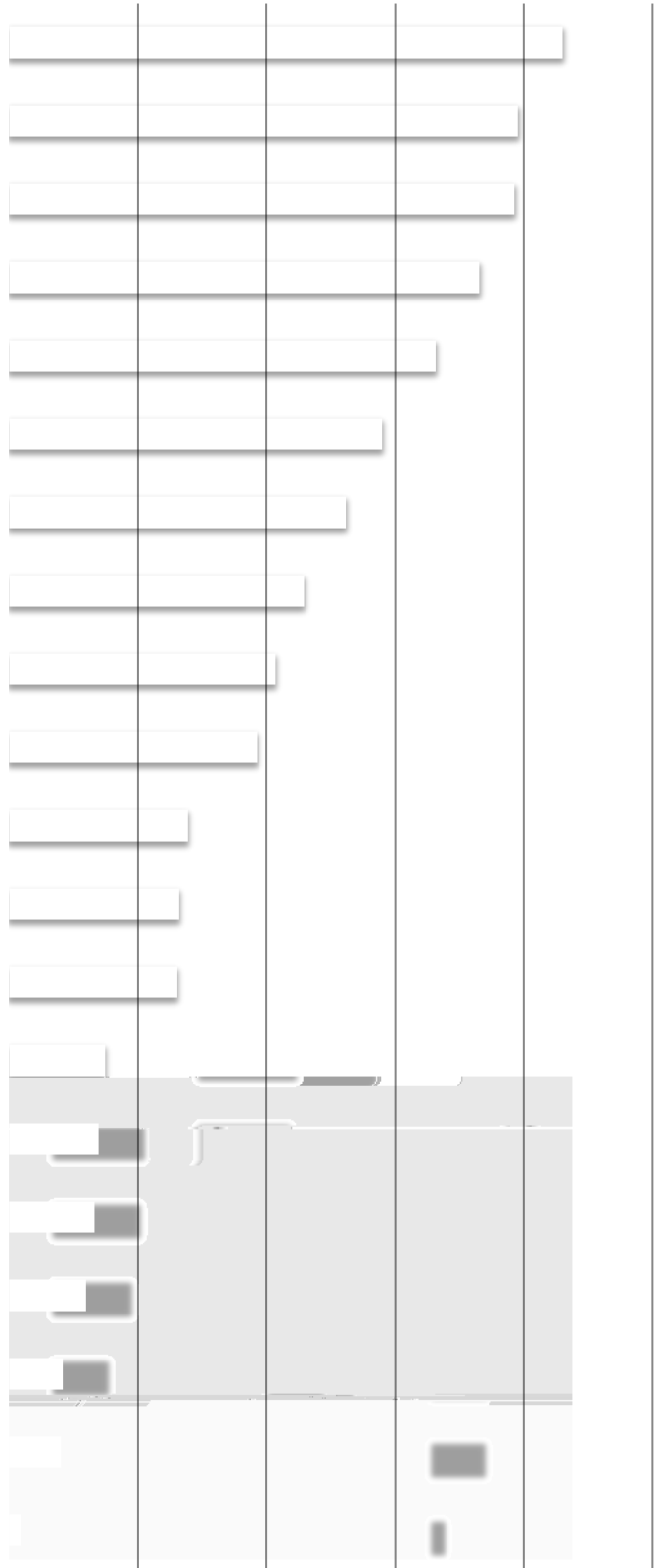
7. How has your firm responded to supply chain issues, if any? (mark all that apply) Responses 970



8. Did an owner postpone or cancel any projects that were scheduled to start in 2022? (mark all that apply) Responses 974

9. If projects were postponed or

11. What are your biggest concerns for 2022 (mark all that apply) Responses: 973

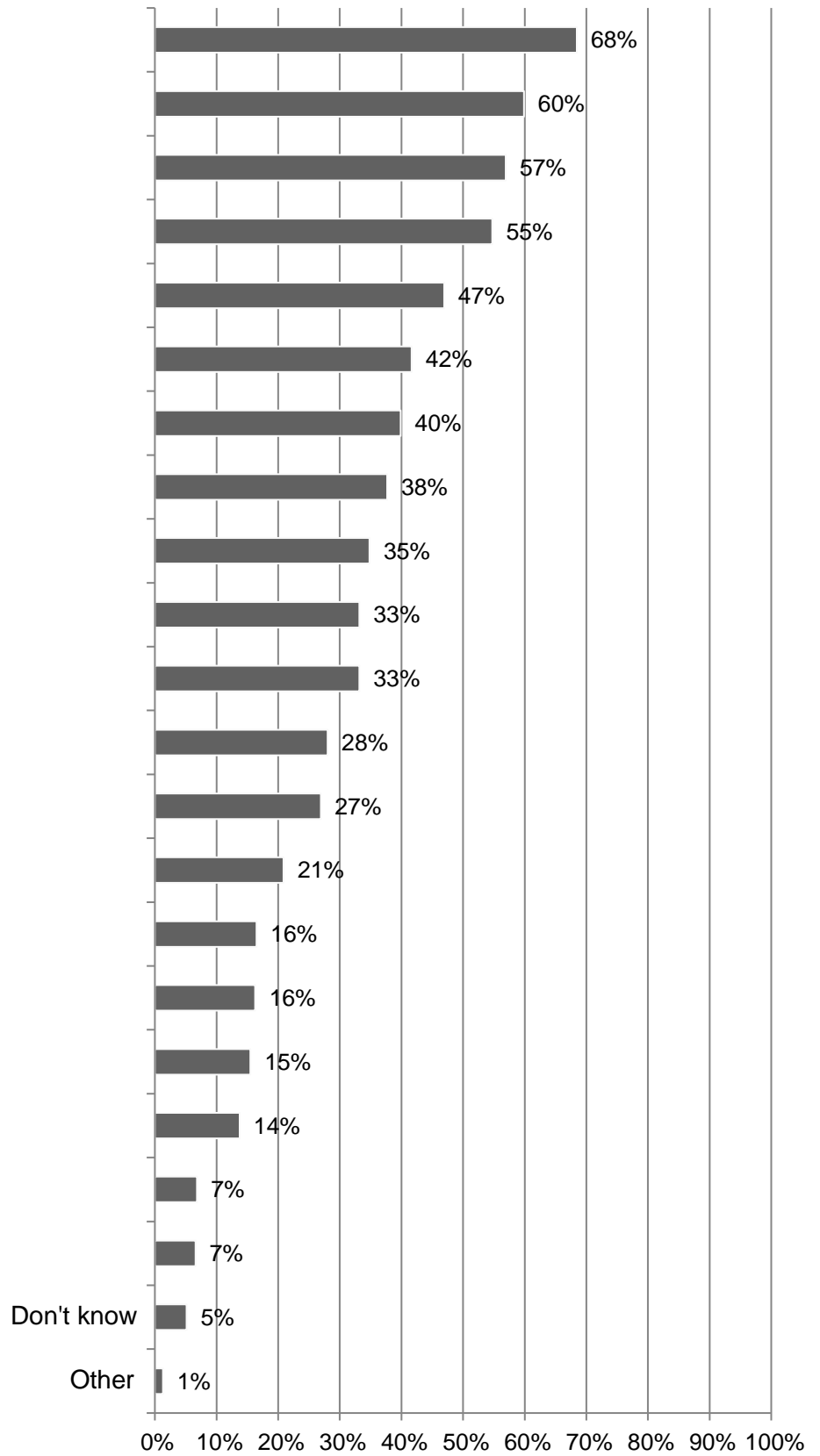


12. What challenges, if any, do you see regarding the safety and health of your firm's workforce (all that apply)? Responses: 884

13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (Mark all that apply) Responses: 933

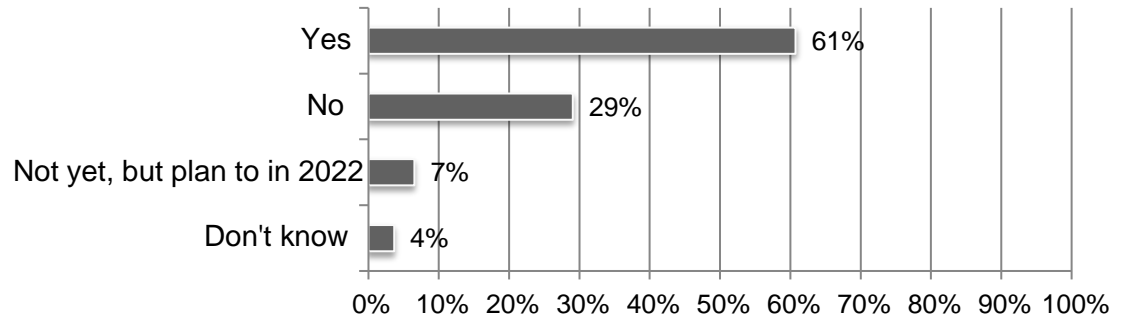
	Increase	Decrease	No change
	33%	1%	66%
Project management software	31%	2%	67%
Estimating software	27%	1%	72%
Tool/asset management/tracking	25%	1%	73%
	25%	2%	74%
	24%	1%	75%
	23%	2%	75%
	22%	2%	76%
Client relationship management (CRM) software	22%	2%	77%
Building Information Modeling (BIM) software	20%	1%	79%
	19%	1%	80%
	18%	2%	81%
	12%	1%	87%
	10%	1%	89%
Prequalification software	10%	1%	89%

14. How does your company plan to use mobile software technology? (Mark all that apply) Responses: 910





15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 932

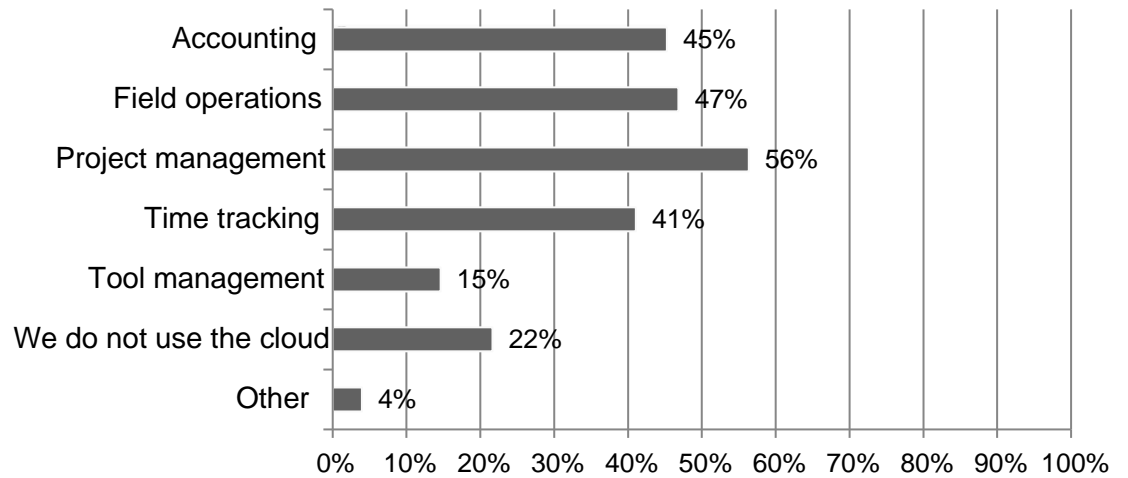


16. What are your biggest IT challenges (mark all that apply)? Responses: 932

A vertical list of 10 empty rectangular boxes, each representing a checkbox for selecting an IT challenge. The boxes are arranged in a single column and are currently unchecked.

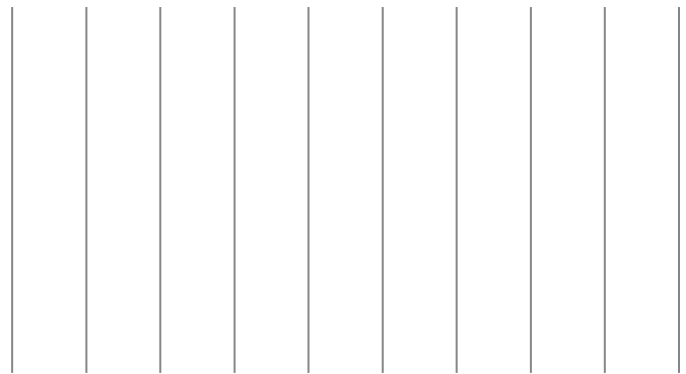
17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses 882



18. What best describes your firm?

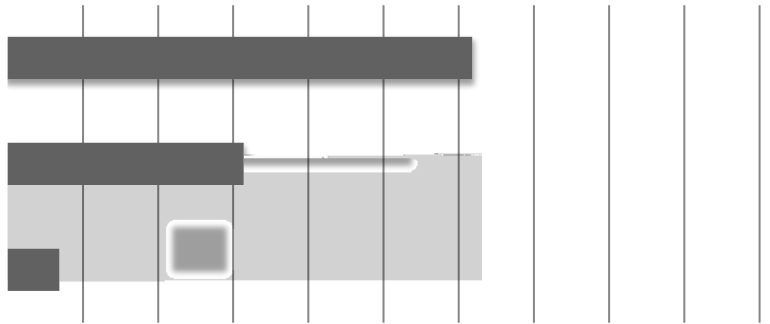
Responses 919



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

Responses 903

20. Estimate the total dollar amount of work your firm performed in 2022 Responses 905



21. How many total employees does your firm employ at all of its locations? Responses 905

