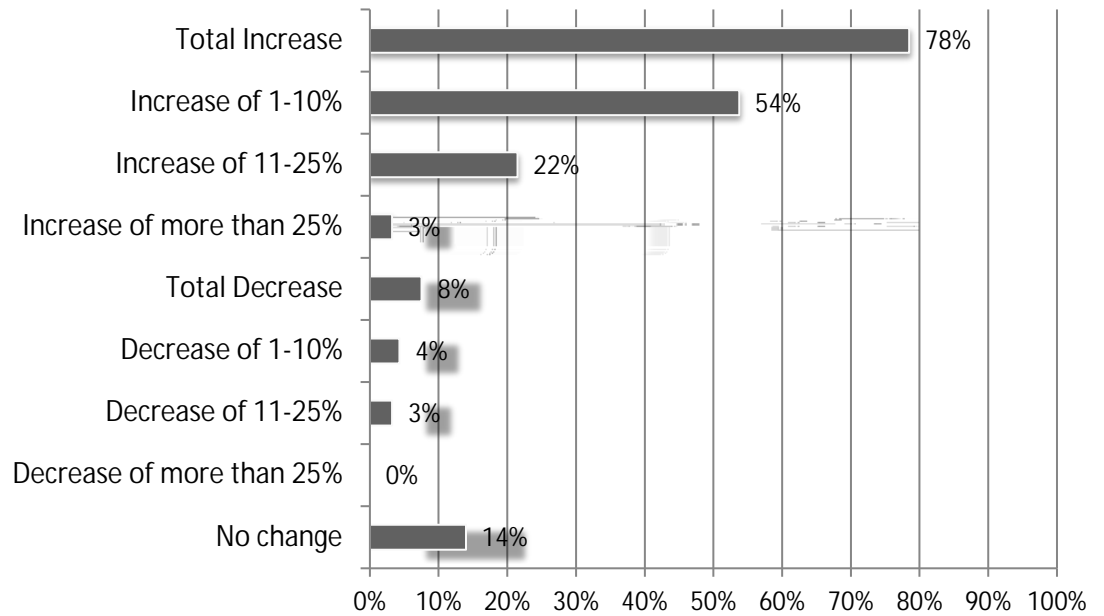


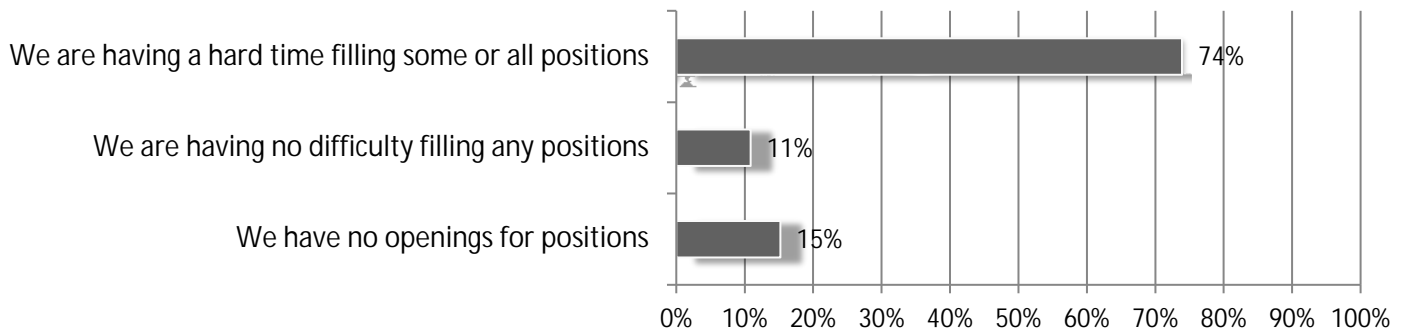
# 2022 Construction Outlook Northeast Survey Results

*Total Responses: 93. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.*

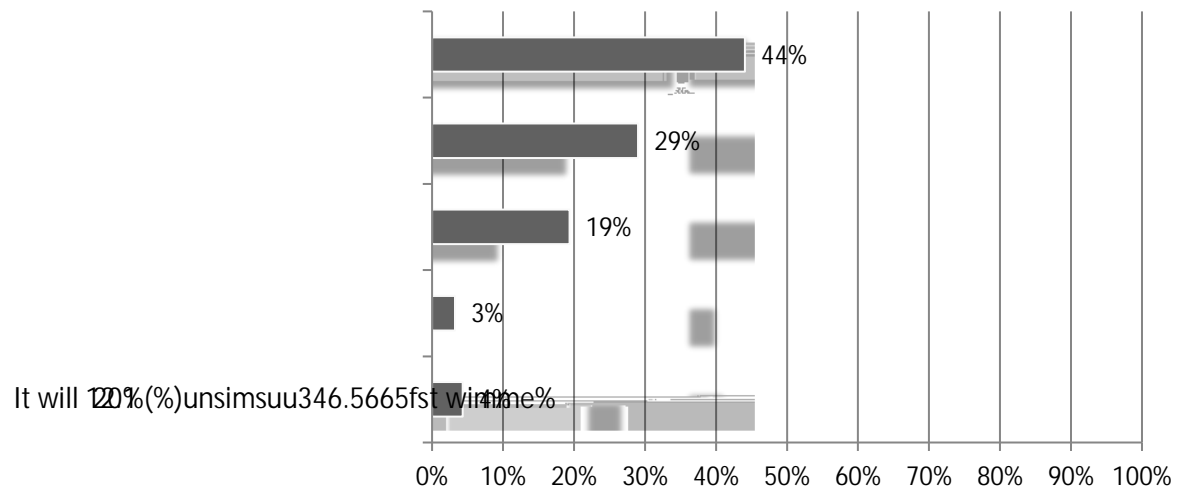
2. What percent change do you expect in your headcount in 2022? Responses: 93



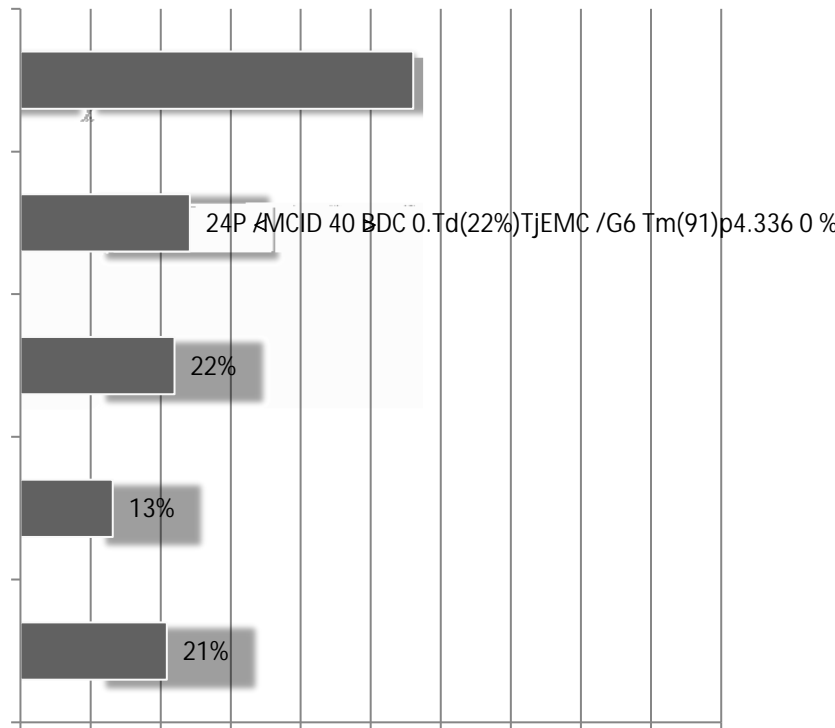
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 92



4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 93



5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 91



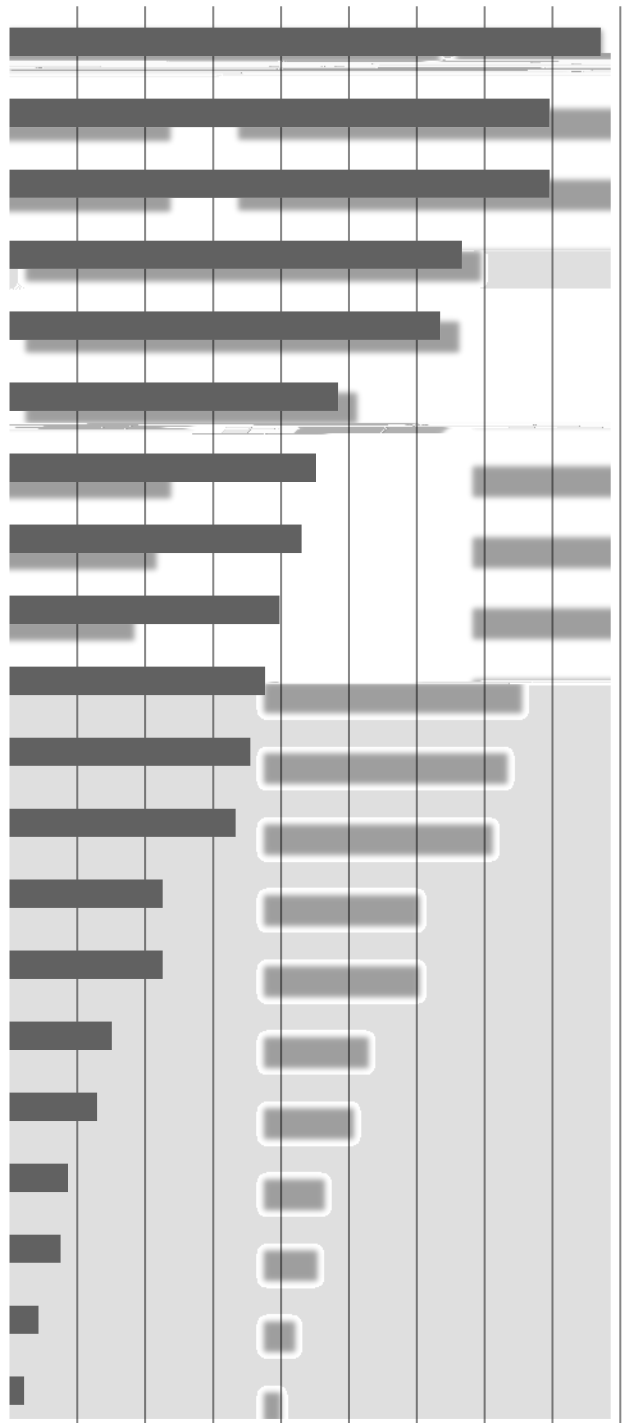
6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 93



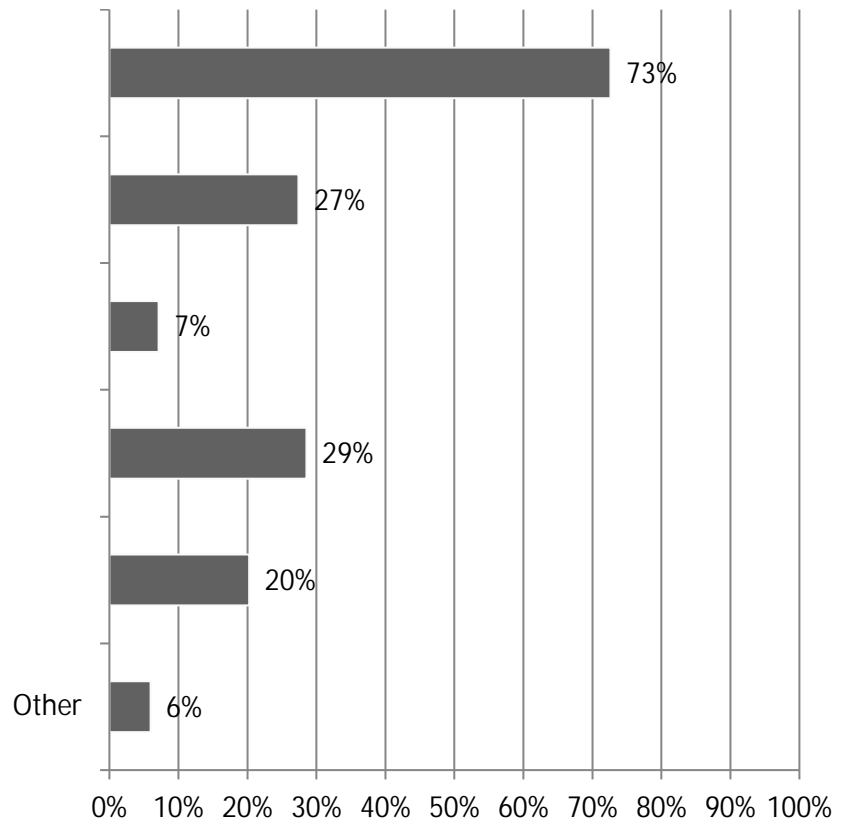
9. If projects were postponed or canceled, what was the main reason? Responses: 57

10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier?  
Responses: 93

11. What are your biggest concerns for 2022? (mark all that apply) Responses: 93



12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 84



13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 90

	Increase	Decrease	No change
Document management software	29%	1%	70%
Project management software	27%	3%	71%
Accounting software	23%	1%	76%
Human resources (HR) software	22%	1%	76%
Tool/asset management/tracking	22%	0%	78%
Scheduling software	20%	0%	80%
Client relationship management (CRM) software	19%	1%	79%
Building Information Modeling (BIM)	19%	0%	81%
Estimating software	18%	0%	82%
Payroll software	18%	3%	79%
Project collaboration software	15%	1%	84%
Fleet tracking/management software	15%	1%	84%
Prequalification software	8%	3%	89%
Subcontractor bid management/ITB software	8%	1%	90%
Service management software	5%	2%	94%

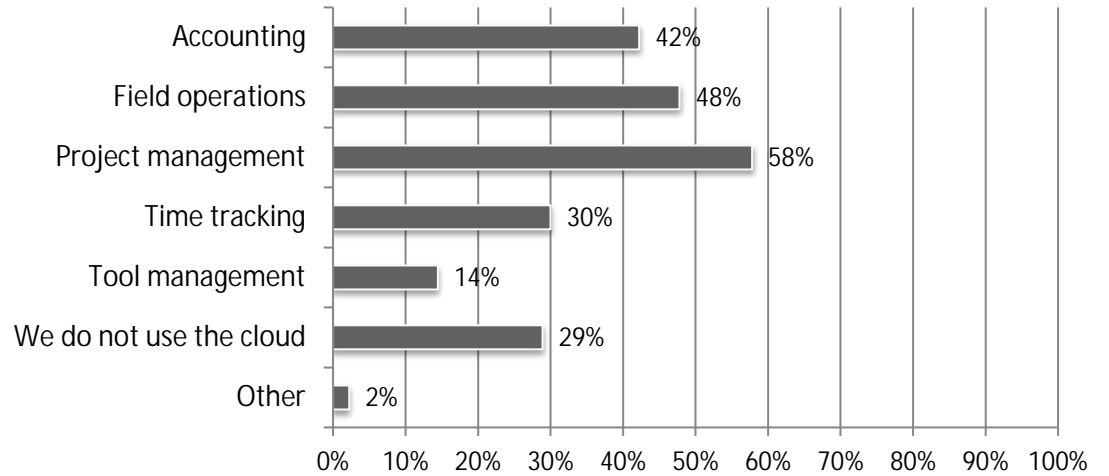




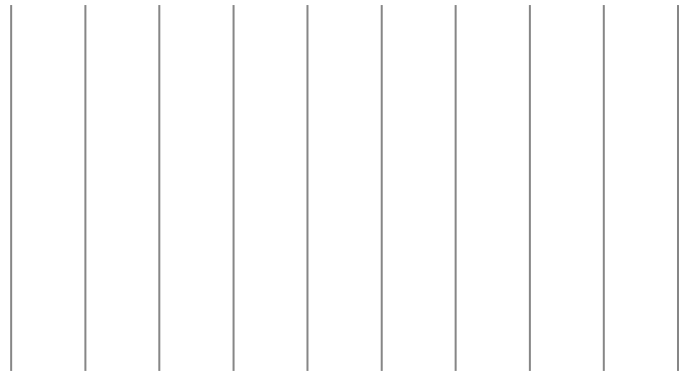


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 90



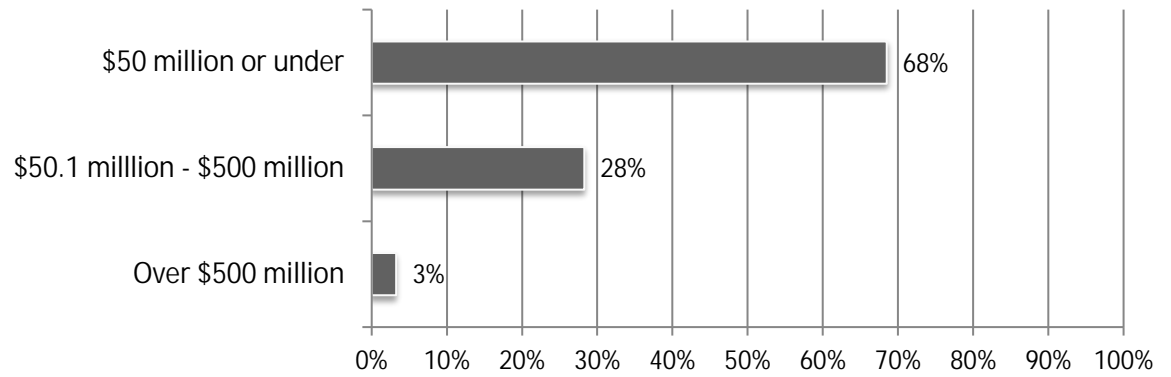
18. What best describes your firm? Responses: 92



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

Responses: 91

20. Estimate the total dollar amount of work your firm performed in 2021. Responses: 92



21. How many total employees does your firm employ at all of its locations? Responses: 93

