

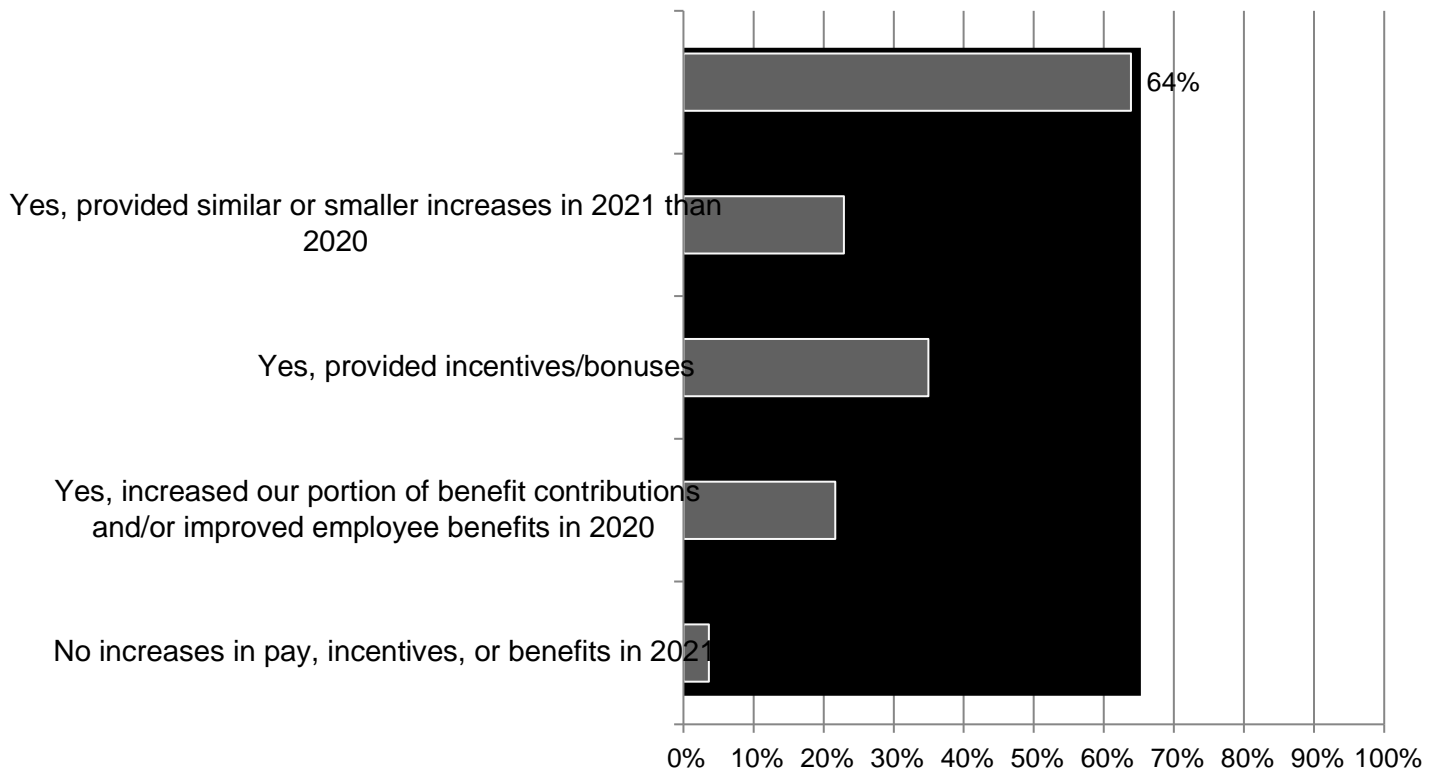
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Responses83

| Market | Higher | Lower | Same | Net* | US Net |
|--|--------|-------|------|------|--------|
| Hospital | 72% | 0% | 28% | 72% | 38% |
| Bridge/Highway | 71% | 2% | 27% | 69% | 57% |
| Other Healthcare (e.g., clinic, testing or screening facility, medical office) | 67% | 2% | 31% | 65% | 41% |
| Warehouse | 65% | 2% | 33% | 63% | 41% |
| Transportation | 63% | 2% | 35% | 61% | 51% |
| Water/Sewer | 59% | 2% | 39% | 57% | 50% |
| Data Center | 54% | 9% | 37% | 46% | 31% |
| Federal (e.g., VA, GSA, USACE, NAVFAC) | 53% | 8% | 39% | 45% | 37% |
| Multifamily Residential | 53% | 20% | 27% | 33% | 32% |
| Manufacturing | 50% | 12% | 38% | 38% | 27% |
| K-12 School | 45% | 10% | 45% | 34% | 19% |
| Retail | 42% | 31% | 27% | 11% | -8% |
| Power | 41% | 5% | 54% | 35% | 35% |
| Public Building | 37% | 14% | 49% | 24% | 20% |
| Higher Education | 36% | 15% | 49% | 22% | 16% |
| Private Office | 36% | 29% | 36% | 7% | -8% |
| Lodging | 31% | 21% | 48% | 10% | 6% |

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

5. Did your firm increase or decrease pay or benefits in 2021 (mark all that apply) Responses: 83

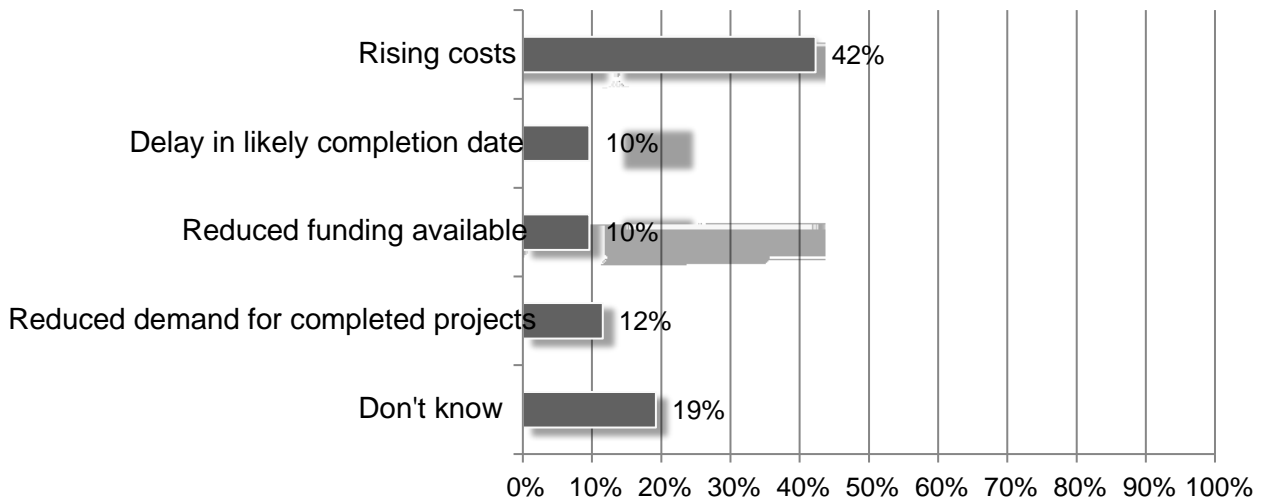


6. What impact, if any, has the pandemic had on your projects this year? (mark all that apply) Responses: 83

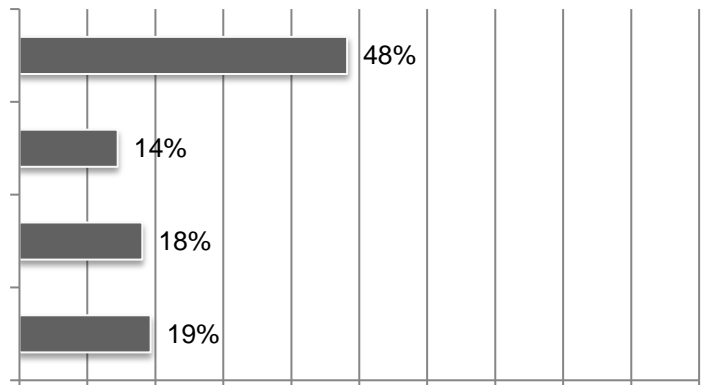
7. How has your firm responded to supply chain issues, if any? (mark all that apply) Responses 82

8. Did an owner postpone or cancel any projects that were scheduled to start in 2022? (mark all that apply) Responses 83

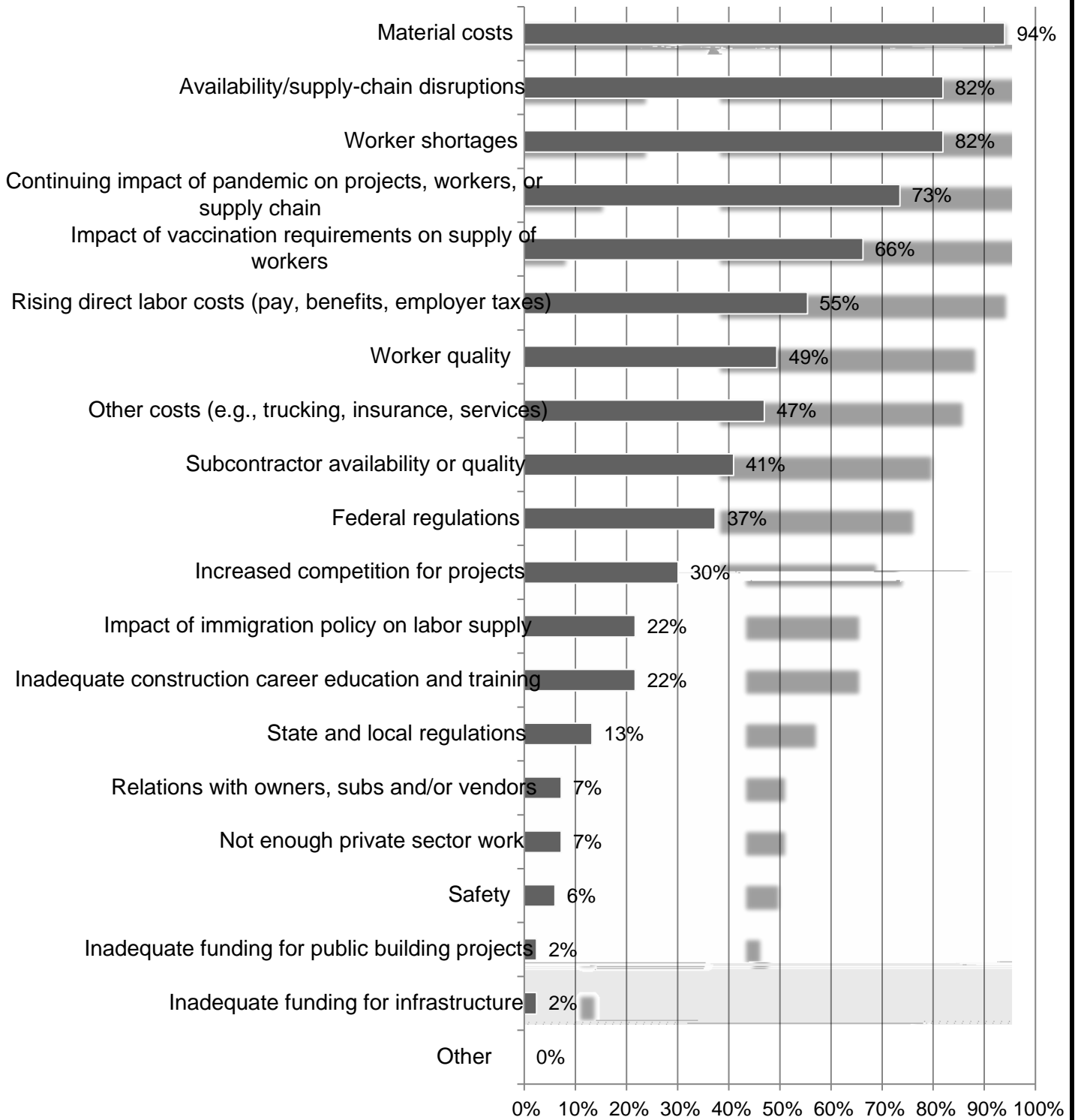
9. If projects were postponed or canceled, what was the main reason? Responses: 52



10. When do you expect your firm's volume of business will return to its normal level relative to one year earlier? Responses: 83



11. What are your biggest concerns for 2022 (mark all that apply) Responses: 83



12. What challenges, if any, do you see regarding the safety and health of your firm's workforce (all that apply)? Responses 79

13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Respo-6C88(

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

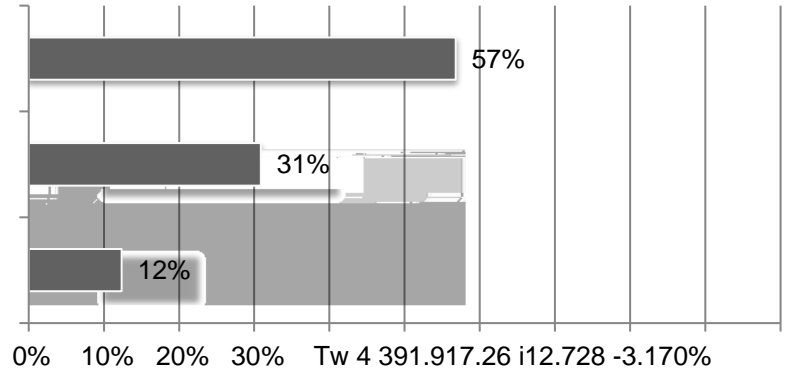
15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 83

16. What are your biggest IT challenges (mark all that apply)? Responses: 62

17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?
Responses: 80

18. What best describes your firm?
Responses: 83

20. Estimate the total dollar amount of work your firm performed in 2012 Responses: 81



21. How many total employees does your firm employ at all of its locations? Responses: 82

