

## 2022 Construction Outlook Midwest Survey Results

Total Responses: 177 Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

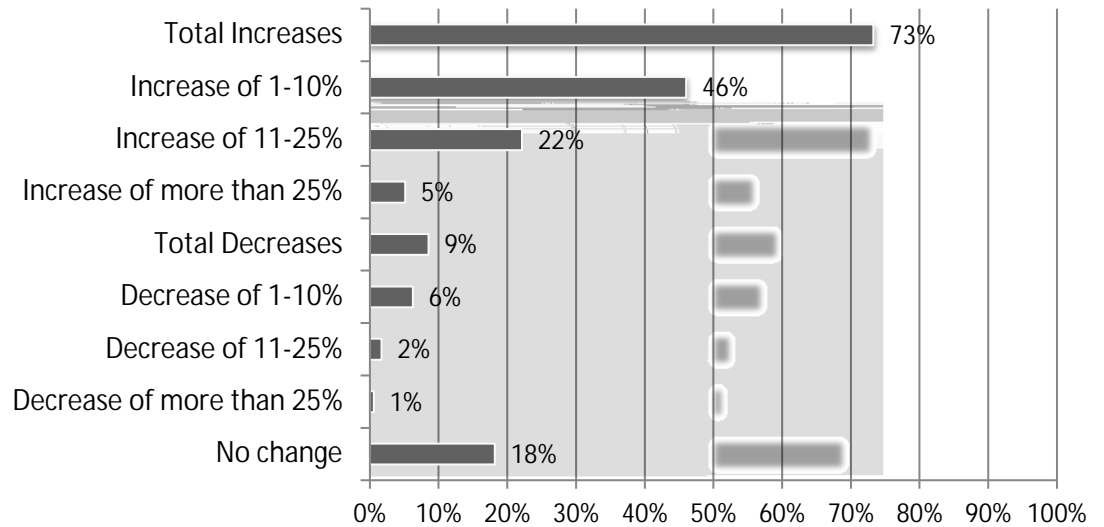
1. Compared to 2021, do you expect the available dollar value of projects you compete for in 2022 to be higher/lower/about the same (answer for all market areas in which your business operates):

Responses: 175

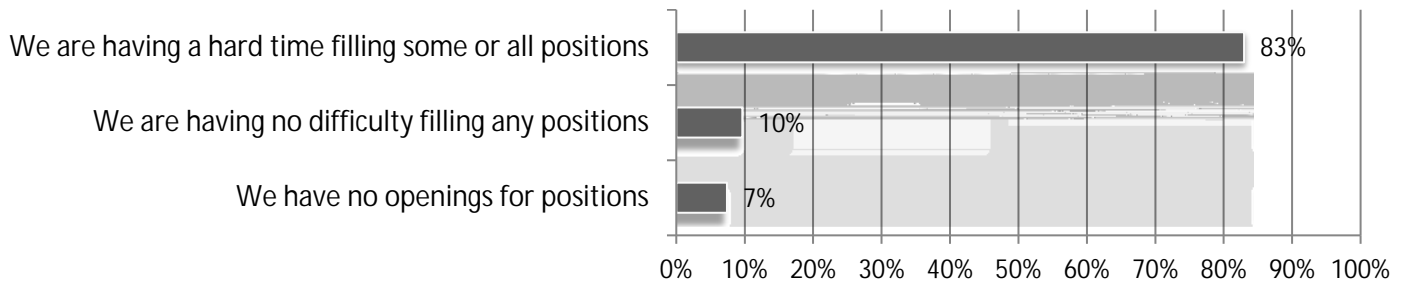
| Market   | Higher | Lower | Same | Net* | US Net |
|--|--------|-------|------|------|--------|
| Bridge/Highway   | 66%    | 3%    | 32%  | 63%  | 57%    |
| Water/Sewer  | 62%    | 7%    | 31%  | 55%  | 50%    |
| Transportation   | 60%    | 3%    | 37%  | 57%  | 51%    |
| Warehouse  | 53%    | 7%    | 40%  | 46%  | 41%    |
| Manufacturing  | 48%    | 14%   | 38%  | 34%  | 27%    |
| Other Healthcare (e.g., clinic, testing or screening facility, medical office) | 48%    | 11%   | 41%  | 37%  | 41%    |
| Federal (e.g., VA, GSA, USACE, NAVFAC)   | 47%    | 8%    | 45%  | 39%  | 37%    |
| Hospital   | 46%    | 10%   | 44%  | 36%  | 38%    |
| Power  | 41%    | 17%   | 42%  | 23%  | 35%    |
| K-12 School  | 40%    | 17%   | 42%  | 23%  | 19%    |
| Multifamily Residential  | 39%    | 14%   | 47%  | 26%  | 32%    |
| Data Center  | 36%    | 7%    | 56%  | 29%  | 31%    |
| Public Building  | 36%    | 16%   | 48%  | 20%  | 20%    |
| Higher Education   | 35%    | 20%   | 44%  | 15%  | 16%    |
| Lodging  | 22%    | 19%   | 59%  | 3%   | 6%     |
| Retail   | 22%    | 30%   | 48%  | -8%  | -8%    |
| Private Office   | 22%    | 32%   | 46%  | -10% | -8%    |

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

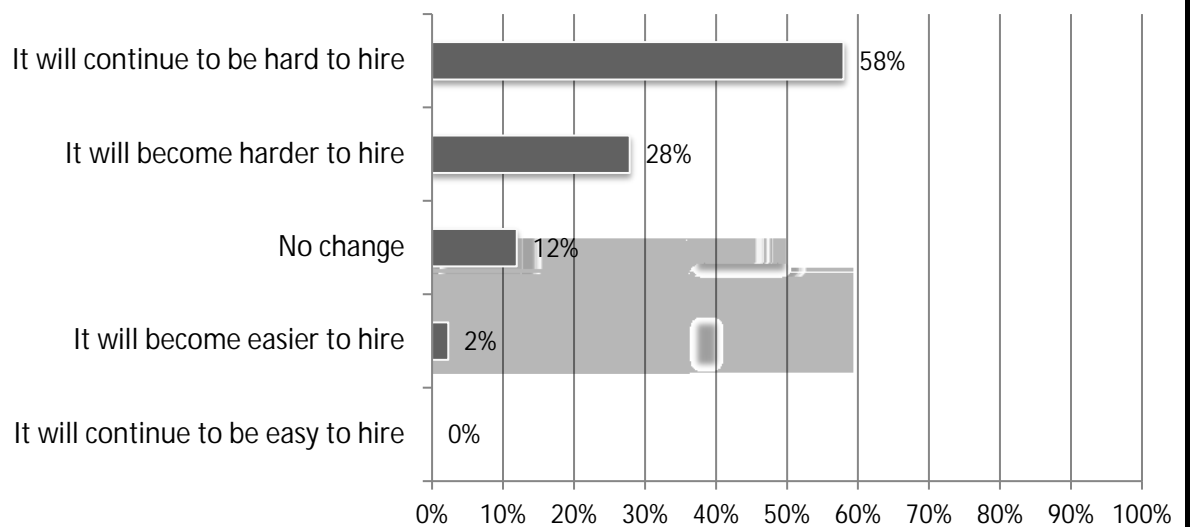
2. What percent change do you expect in your headcount in 2022? Responses: 176



3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 176



4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 176



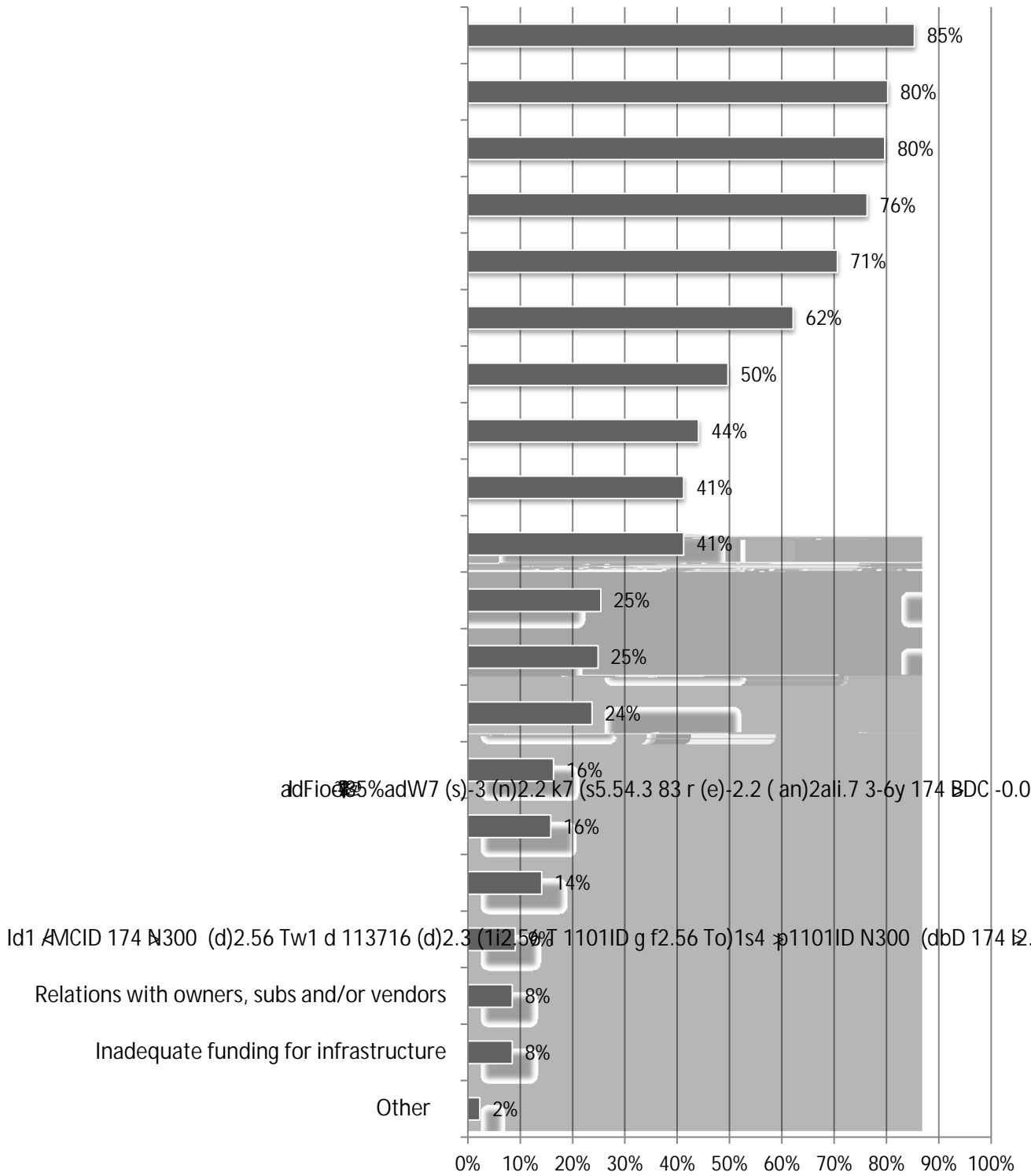
5. Did your firm increase or decrease pay or benefits in 2021? (mark all that apply) Responses: 175

7. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 172

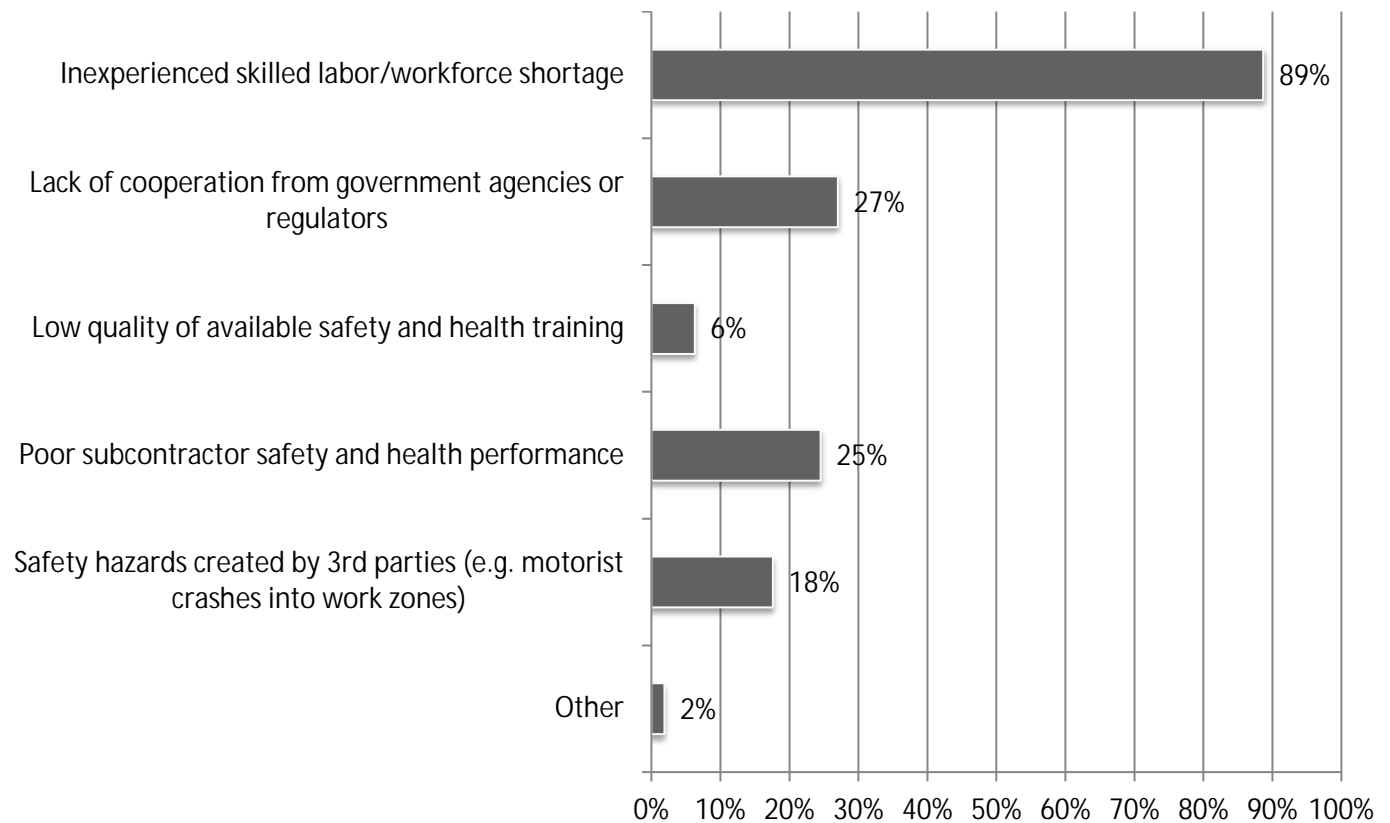
8. Did an owner postpone or cancel any projects that were scheduled to start in 2021 or 2022? (mark all that apply) Responses: 173



11. What are your biggest concerns for 2022? (mark all that apply) Responses: 177



12. What challenges, if any, do you see regarding the safety and health of your firm's workers (mark all that apply)? Responses: 159



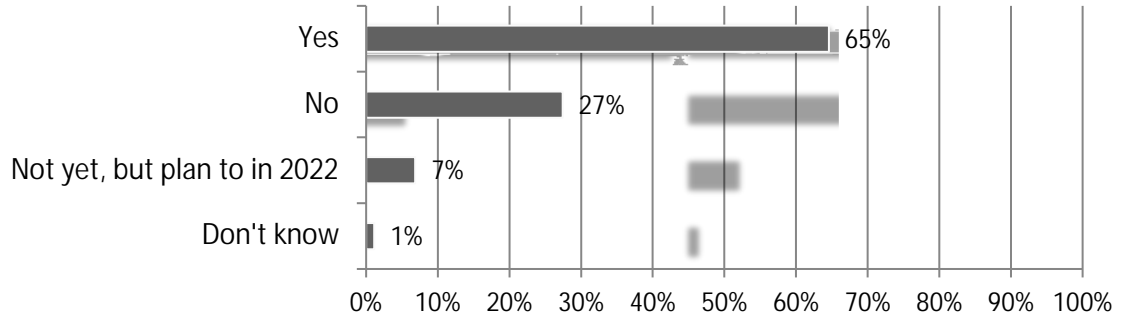
13. Compared to 2021, will your firm's 2022 investment in the following technologies change? (mark all that apply) Responses: 171

|   | Increase | Decrease | No change |
|---|----------|----------|-----------|
| Document management software                  | 35%      | 1%       | 63%       |
| Estimating software                           | 31%      | 1%       | 68%       |
| Fleet tracking/management software            | 29%      | 2%       | 69%       |
| Project management software                   | 28%      | 2%       | 70%       |
| Tool/asset management/tracking                | 28%      | 1%       | 72%       |
| Accounting software                           | 24%      | 1%       | 75%       |
| Human resources (HR) software                 | 23%      | 1%       | 76%       |
| Client relationship management (CRM) software | 22%      | 1%       | 77%       |
| Payroll software                              | 22%      | 2%       | 76%       |
| Project collaboration software                | 18%      | 1%       | 81%       |
| Scheduling software                           | 17%      | 1%       | 81%       |
| Building Information Modeling (BIM)           | 16%      | 1%       | 83%       |
| Subcontractor bid management/ITB software     | 11%      | 1%       | 89%       |
| Prequalification software                     | 10%      | 0%       | 90%       |
| Service management software                   | 8%       | 2%       | 91%       |

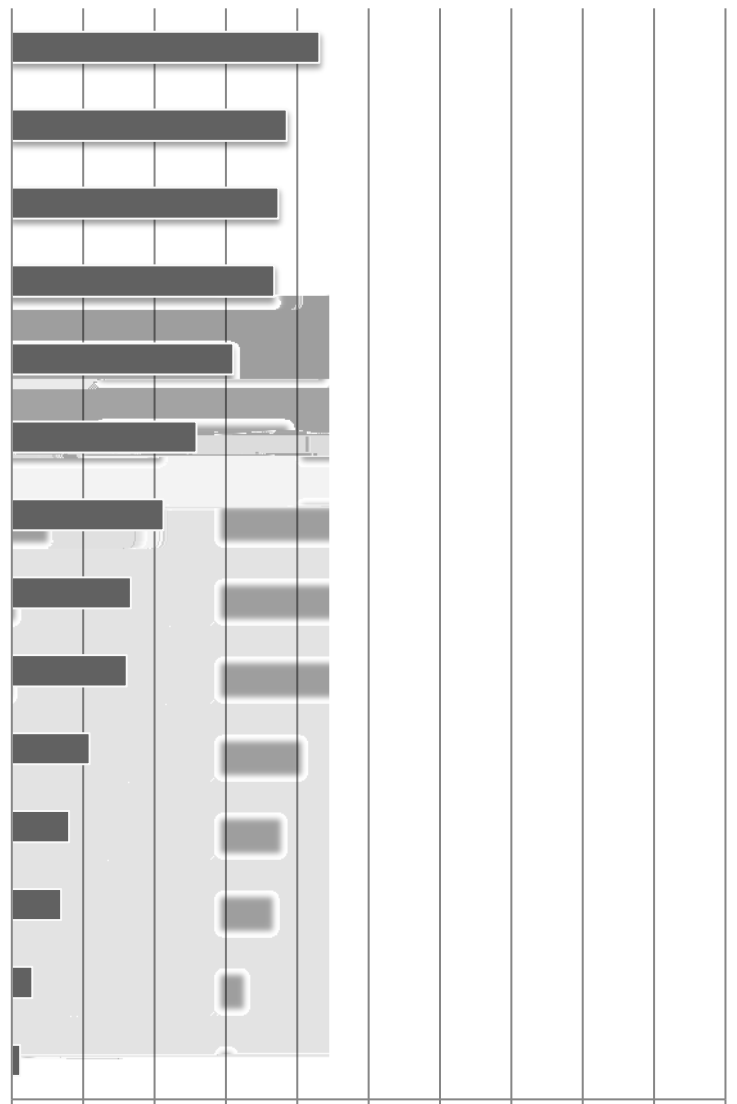
14. How does your company plan to use mobile software



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 175



16. What are your biggest IT challenges (mark all that apply)? Responses: 174



17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?  
Responses: 162

18.

