

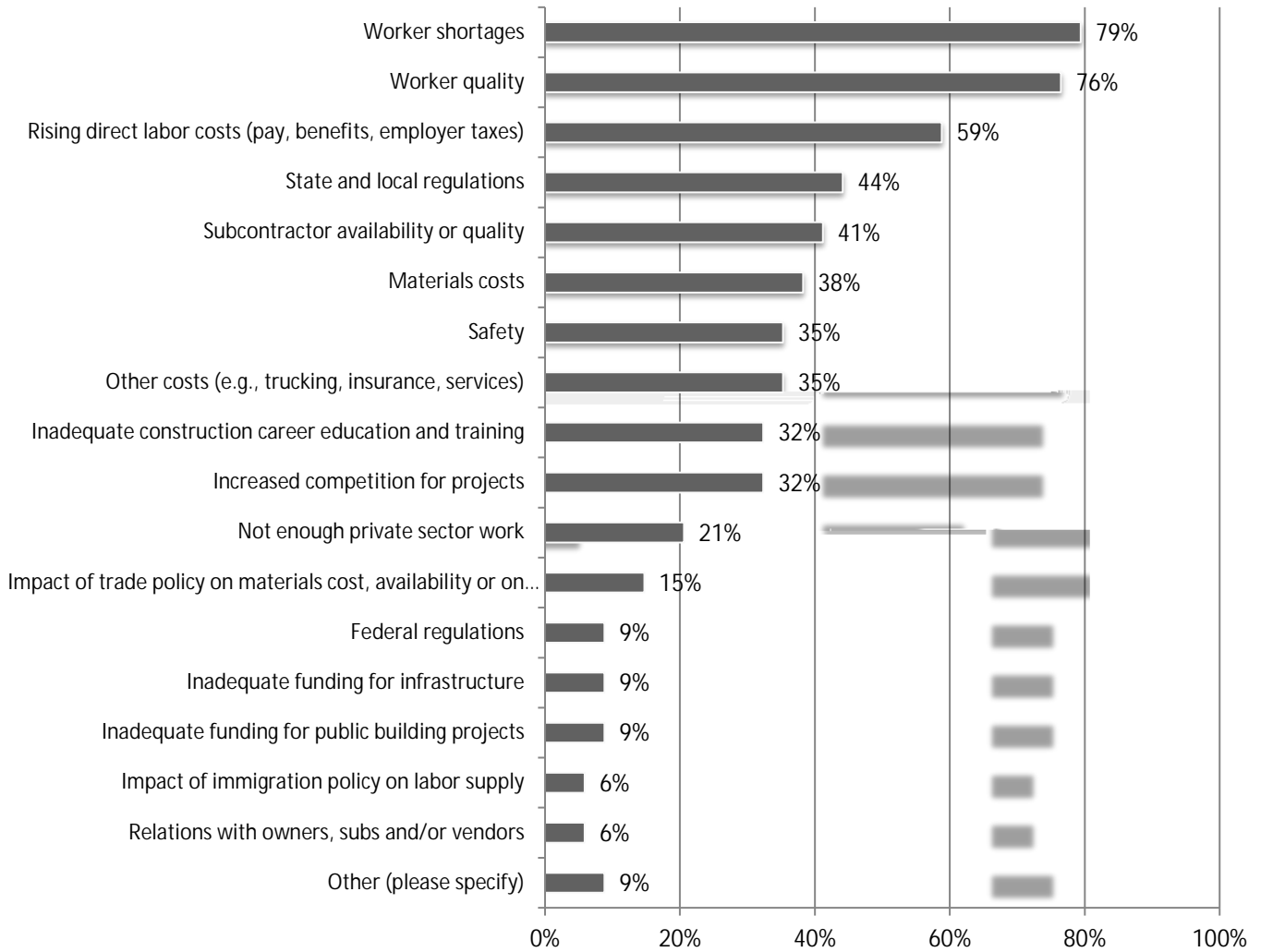
2020 Construction Outlook Survey Results Oregon

Total Responses: 34 (out of 956 total). Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

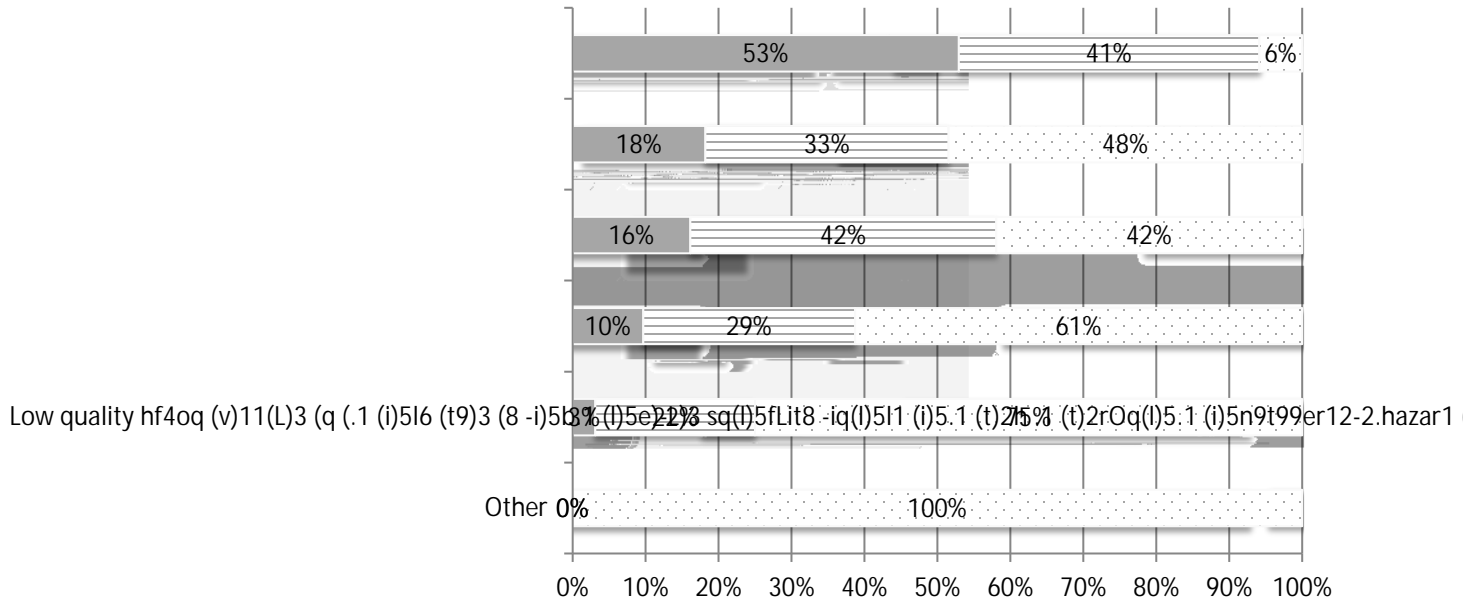
1. Compared to 2019, do you expect the available dollar value of projects you compete for in 2020 to be (answer for all market areas in which your business operates):

Markets	Higher	Lower	Same	Net*	National Net*
K-12 Schools	16%				
Transportation (e.g., transit, rail, airport)	36%	0%	64%	36%	20%
Bridge/Highway	33%	0%	67%	33%	20%
Hospital	29%	0%	71%	29%	20%
Apartment, Office, Warehouse, Lodging	30%	5%	65%	25%	10%

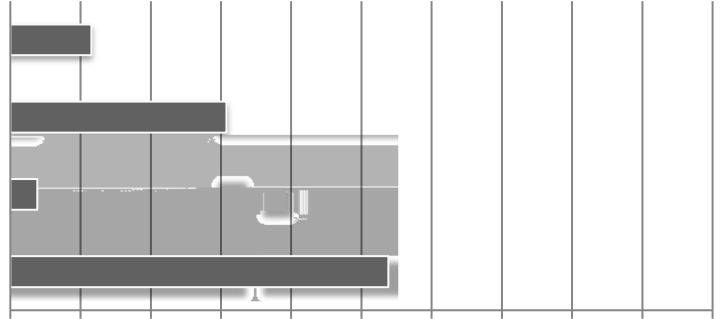
10. What are your biggest concerns for 2020 (mark all that apply)?



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



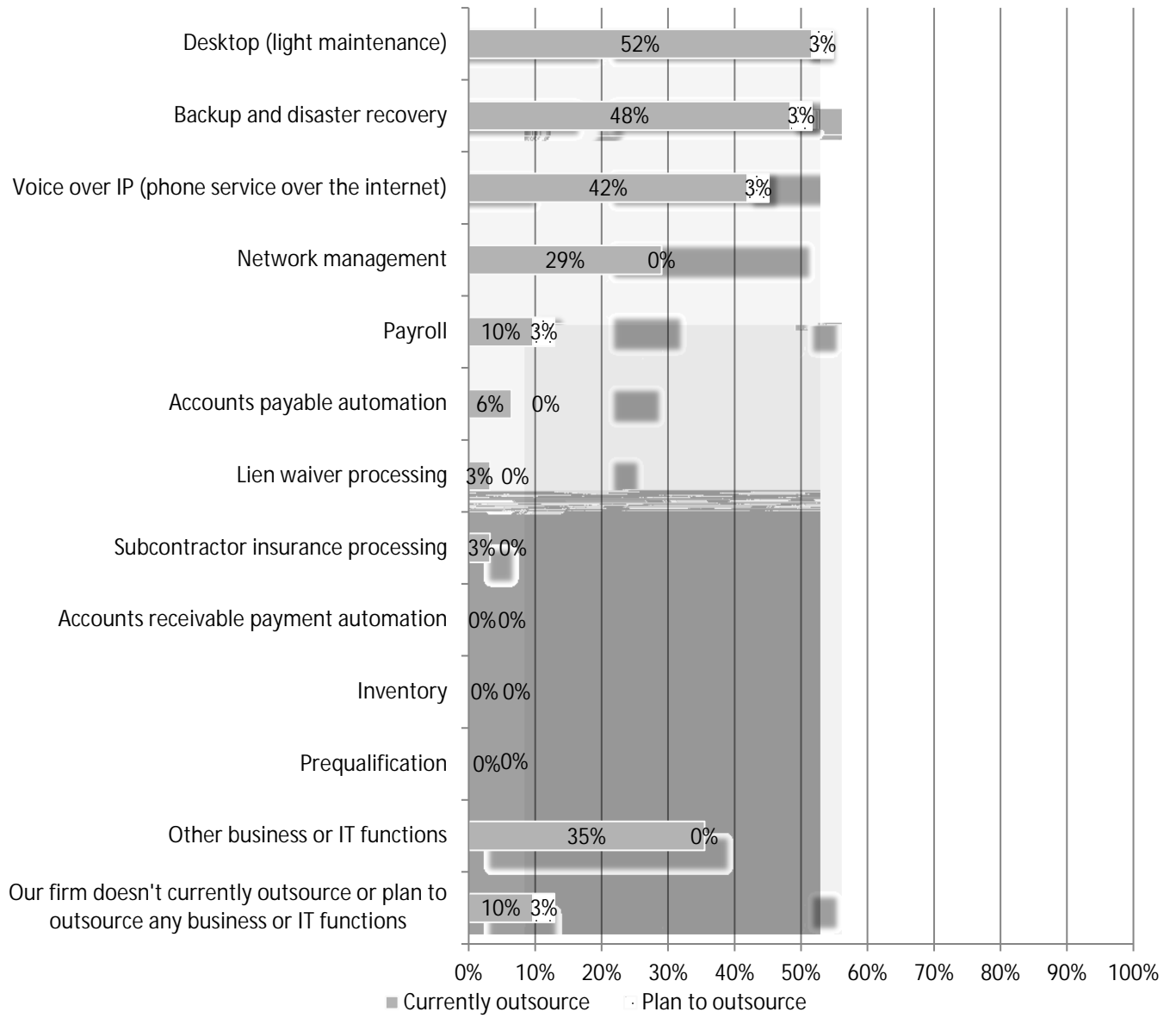
12. What change do you expect in 2020 in the number of your firm's projects that involve Building Information Modeling (BIM)?



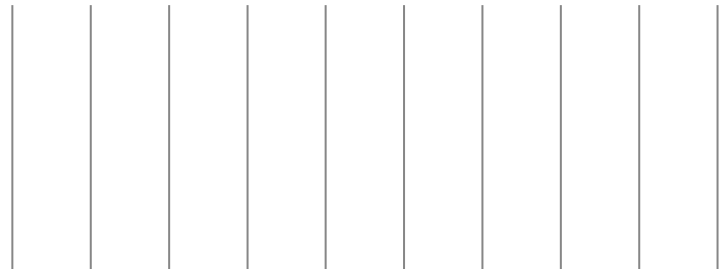
13. What is your firm using BIM for? (mark all that apply)

14. Does your firm use any of the following to collaborate with project partners (mark all that apply)?

15. What business or IT functions does your firm outsource or plan to outsource to a technology provider? (mark all that apply)



16. Approximately what percent of your firm's gross annual revenue is spent on IT?



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)

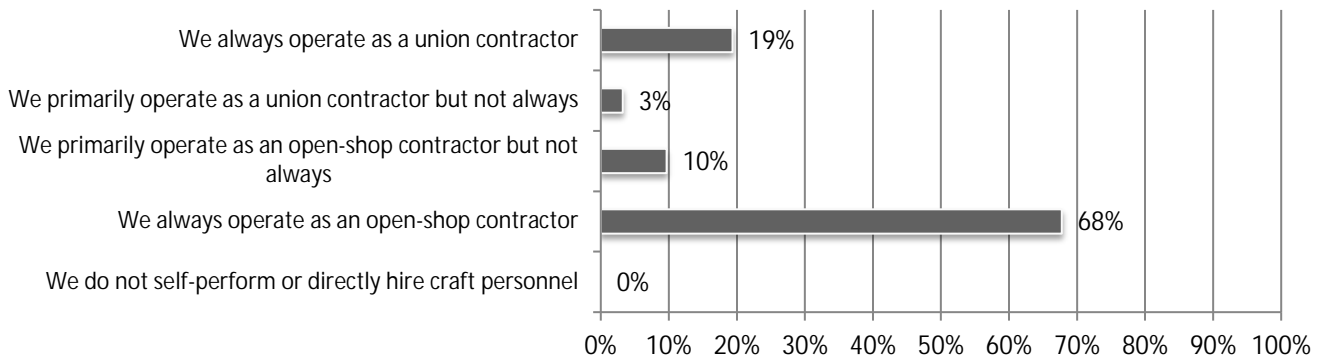
Technologies	Increase	Stay the same	Decrease	Don't know
Estimating software	23%	62%	0%	15%
Document management software	20%	72%	0%	8%
Human resources (HR) software	20%	56%	0%	24%
Project management software	19%	65%	0%	15%
Building Information Modeling (BIM)	17%	50%	0%	33%
Fleet tracking/management software	17%	47%	0%	36%

22. What are your biggest IT challenges? (mark all that apply)

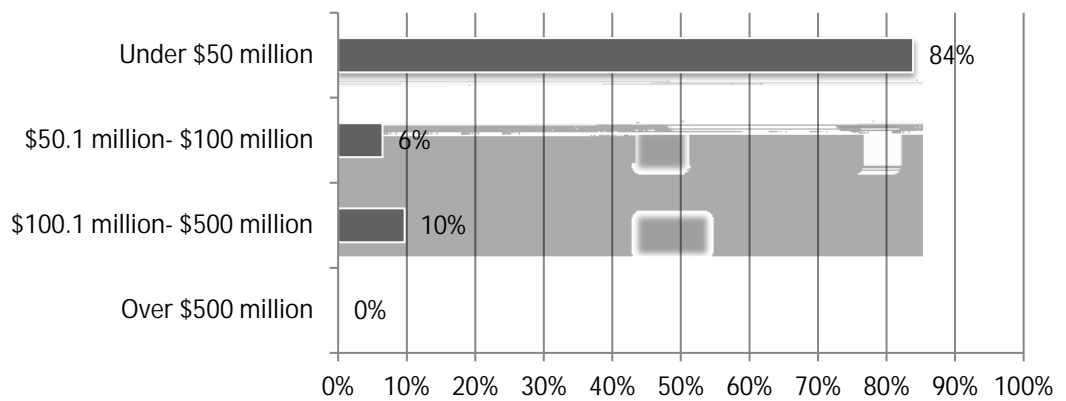
23. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

24. What best describes your firm?

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

