2019 Construction Outlook Survey Results
Iowa Results

Total Responses: 33. 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 2018, do you expect the available dollar volume of projects you compete for in 2019 to be (answer for all market areas in which your business operates):
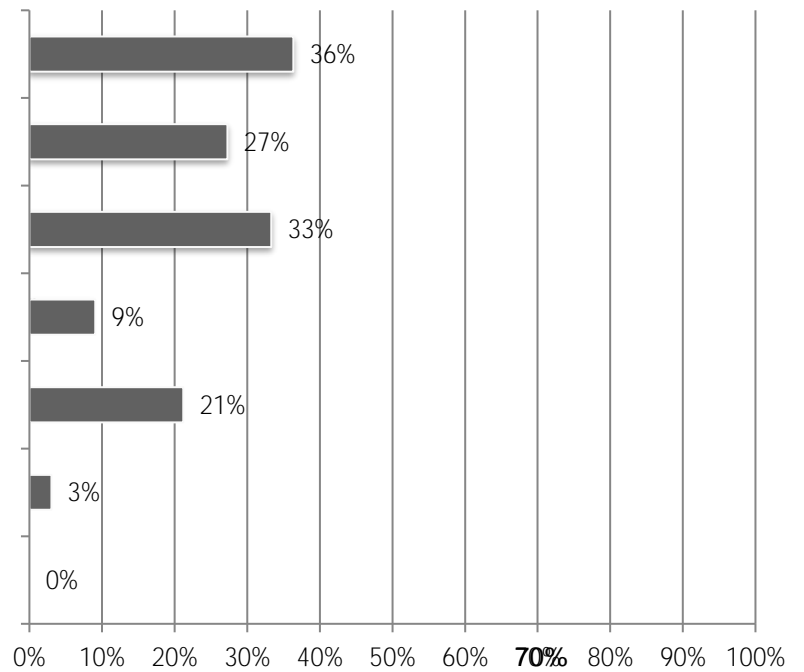
Highway	43%	0%	57%	43%

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

2. What <u>numerical</u> change do you expect in your headcount in 2019?

4.

7. If your firm is experiencing staffing challenges, how would you describe the impact on your projects? (mark all that apply)

36%	
27%	
33%	
9%	
21%	
3%	
0%	

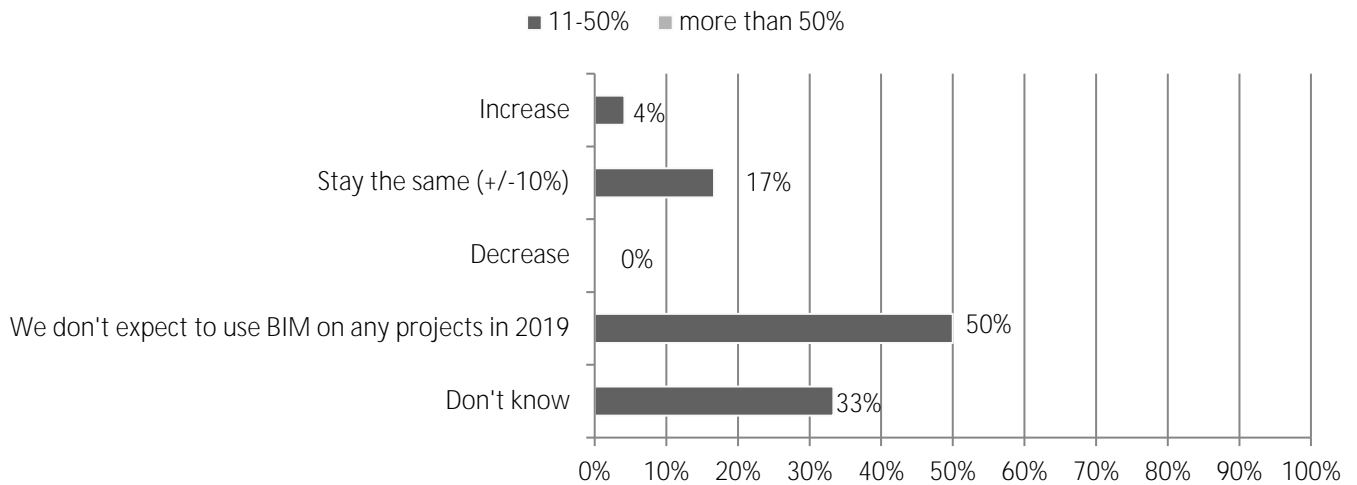0% 10% 20% 30% 40% 50% 60% **70%** 80% 90% 100%

8. Has your firm adopted or increased use of the following to replace workers or skills? (mark all that apply)

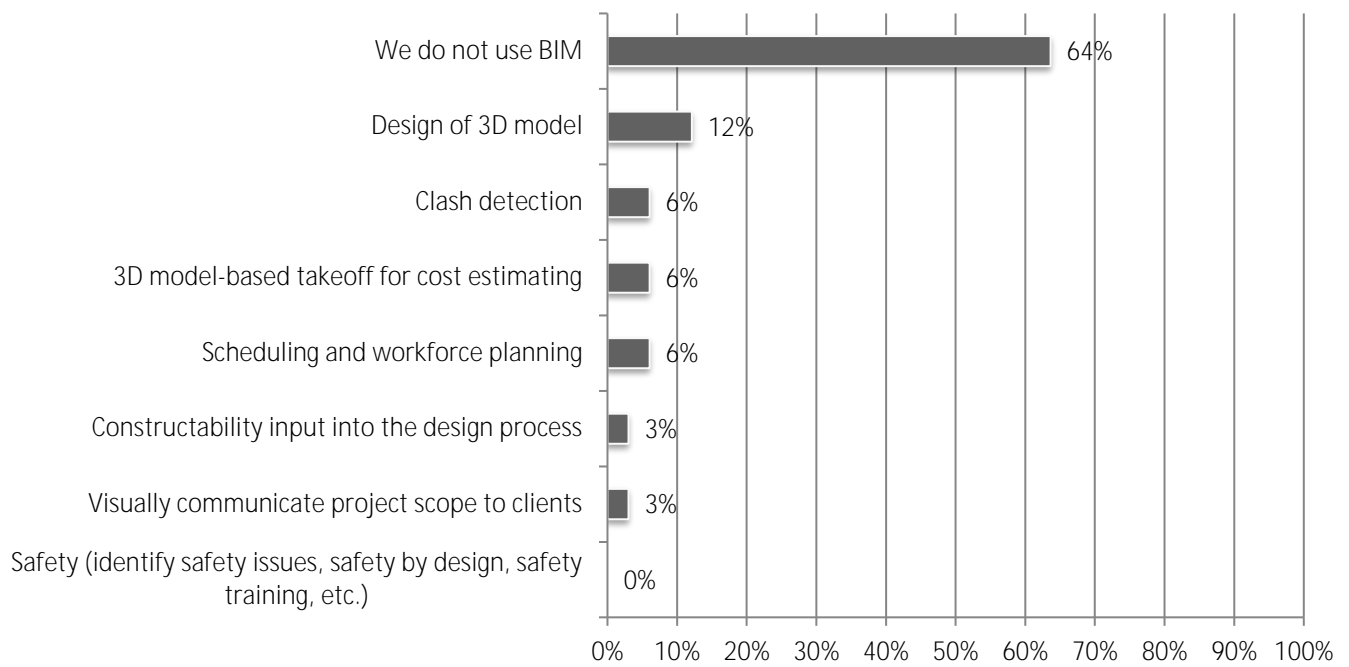9. Compared to 2018, how will your firm's 2019 investment in training and development change?

10. Which of the following issues is the biggest concern to your firm?

11.

12. What change do you expect in 2019 in the number of your firm's projects that involve Building Information Modeling (BIM)?

Legend: ■ 11-50%   ■ more than 50%

Category	Value
Increase	4%
Stay the same (+/-10%)	17%
Decrease	0%
We don't expect to use BIM on any projects in 2019	50%
Don't know	33%

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

Category	Value
We do not use BIM	64%
Design of 3D model	12%
Clash detection	6%
3D model-based takeoff for cost estimating	6%
Scheduling and workforce planning	6%
Constructability input into the design process	3%
Visually communicate project scope to clients	3%
Safety (identify safety issues, safety by design, safety training, etc.)	0%

14. Does your firm utilize lean construction principles on its projects and/or in its operation?

Category	Value
Yes	28%
No	60%
Don't know	12%
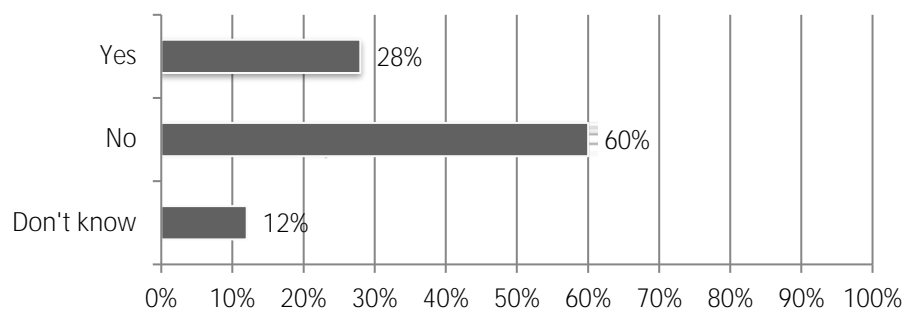
15. Does your firm use any of the following collaborative project delivery methods? (mark all that apply)

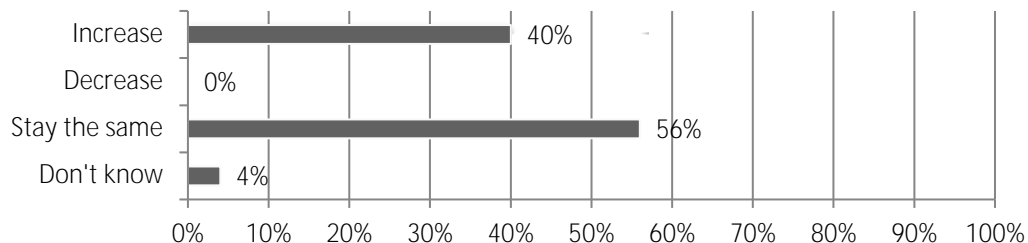|	
	39%
	18%
	12%
	9%
	30%
	0%

0% 10% 20% 30% 40% 50% 60% 70% 80%
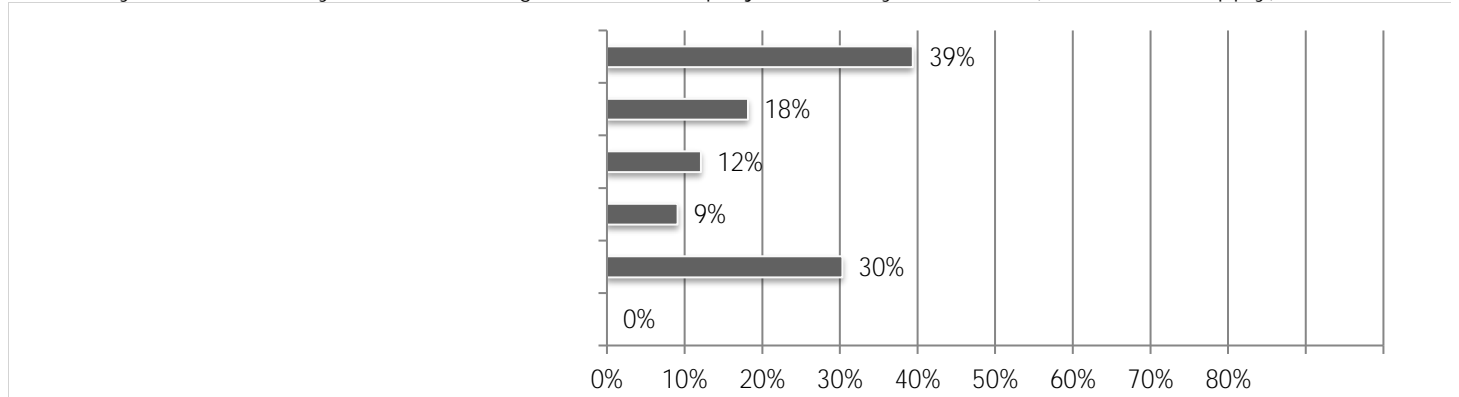
16. Does your firm use any of the following to collaborate with project partners? (mark all that apply)

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

18. Approximately what percent of your firm's gross annual revenue is spent on IT?
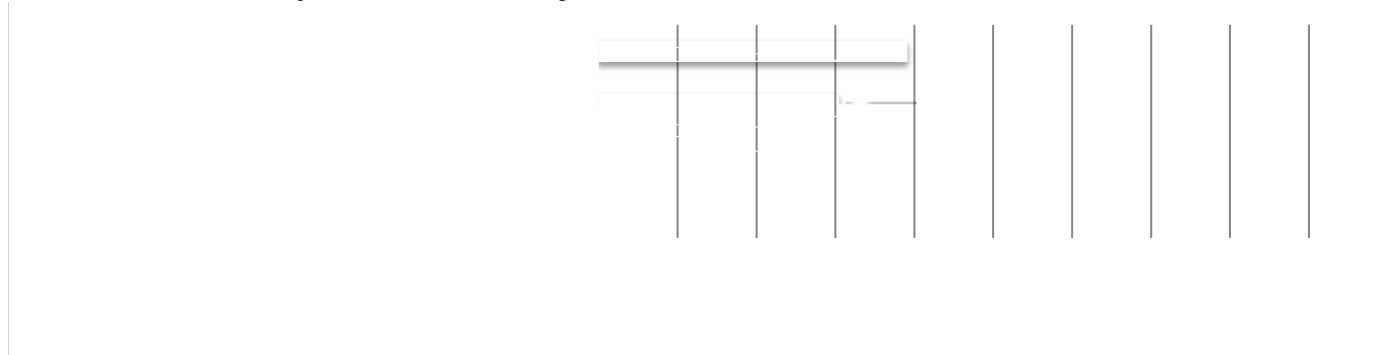
Category	Percent
Less than 1%	54%
1 to 1.9%	21%
2 to 2.9%	13%
3% or more	13%

(Scale: 0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%)
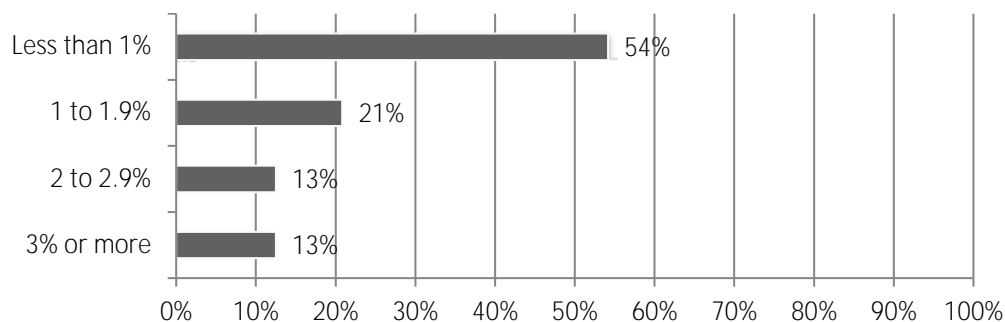
19. Compared to 2018, how will your firm's 2018 investment in IT change?

Category	Percent
Increase	40%
Decrease	0%
Stay the same	56%
Don't know	4%

(Scale: 0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%)

20. Compared to 2018, how will your firm's 2019 investment in the following technologies change? (mark all that apply)

Technology				
Project management software	35%	65%	0%	0%
Estimating software	35%	60%	0%	5%
Project collaboration software	26%	63%	0%	11%
Document management software	24%	62%	0%	14%
Service management software	24%	59%	0%	18%
Subcontractor bid management/ITB software	22%	72%	0%	6%
Accounting software	22%	78%	0%	0%
Payroll software	20%	80%	0%	0%
Client relationship management (CRM) software	18%	35%	0%	47%
Building Information Modeling (BIM)	17%	33%	0%	50%
Fleet tracking/management software	17%	72%	0%	11%
Human resources (HR) software	17%	72%	0%	11%
Scheduling software	11%	84%	0%	5%
Prequalification software	0%	81%	0%	19%

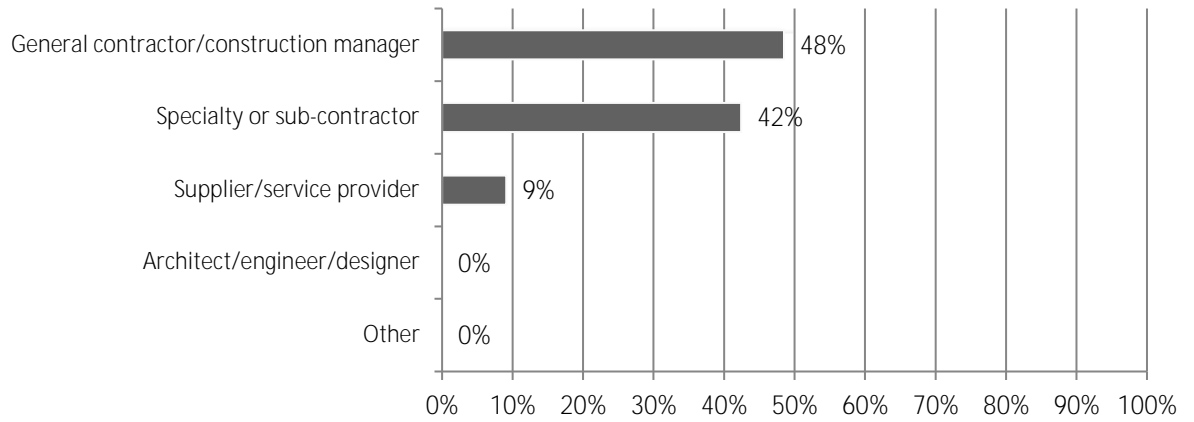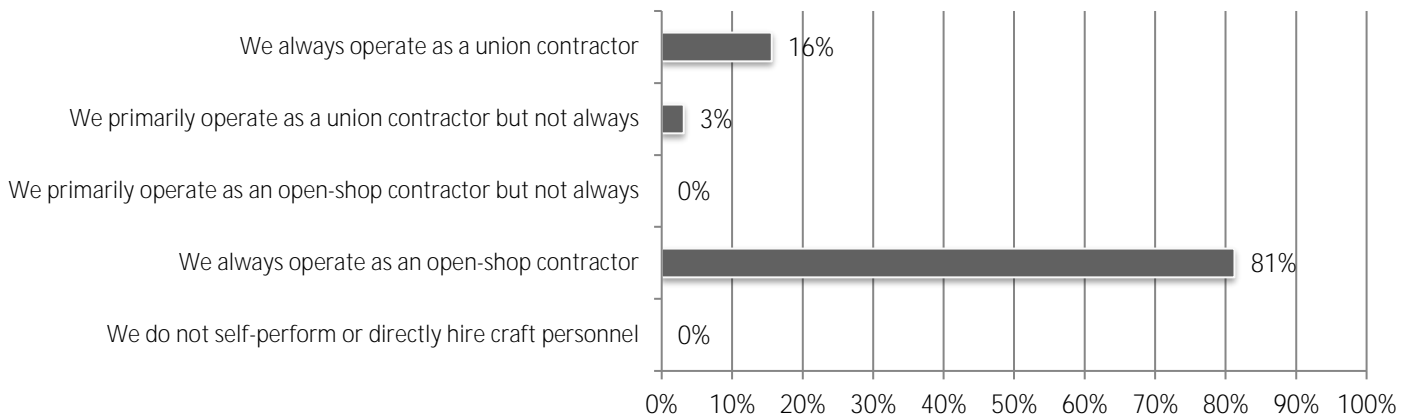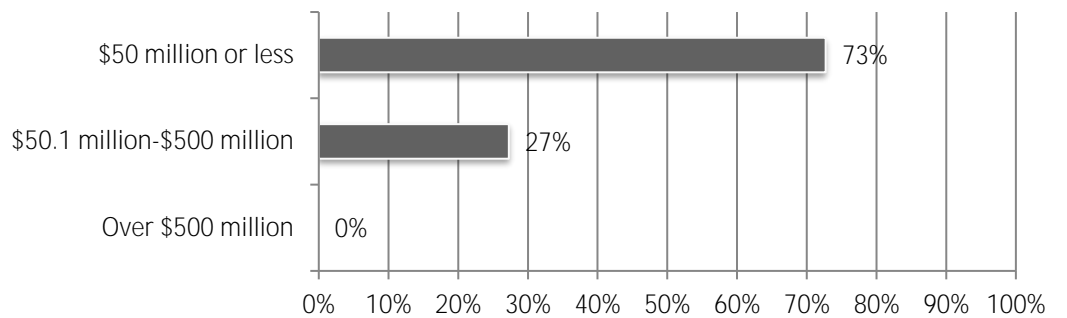21. How comfortable is your firm with moving its data to the cloud?

22. How does your firm plan to use mobile software technology? (mark all that apply)

23. Which of the following cloud service models does your firm plan to use? (mark all that apply)

27. What best describes your firm:

Category	Percentage
General contractor/construction manager	48%
Specialty or sub-contractor	42%
Supplier/service provider	9%
Architect/engineer/designer	0%
Other	0%

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

Category	Percentage
We always operate as a union contractor	16%
We primarily operate as a union contractor but not always	3%
We primarily operate as an open-shop contractor but not always	0%
We always operate as an open-shop contractor	81%
We do not self-perform or directly hire craft personnel	0%

29. Estimate the total dollar amount of work your firm performed in 2018.

Category	Percentage
$50 million or less	73%
$50.1 million-$500 million	27%
Over $500 million	0%

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

Category	Percentage
1-19	9%
20-99	58%
100-499	24%
500 or more	9%