

B Bridgit

Construction Workforce Planning Survey 2022



SmartBrief promoted the Bridgit survey from January 25th to February 14th, 2022 among the AGC SmartBrief audience

AGC SmartBrief reaches 80,000 general contractor professionals who are part of the commercial construction industry and members of the Associated General Contractors of America.

The survey collected 119 responses.



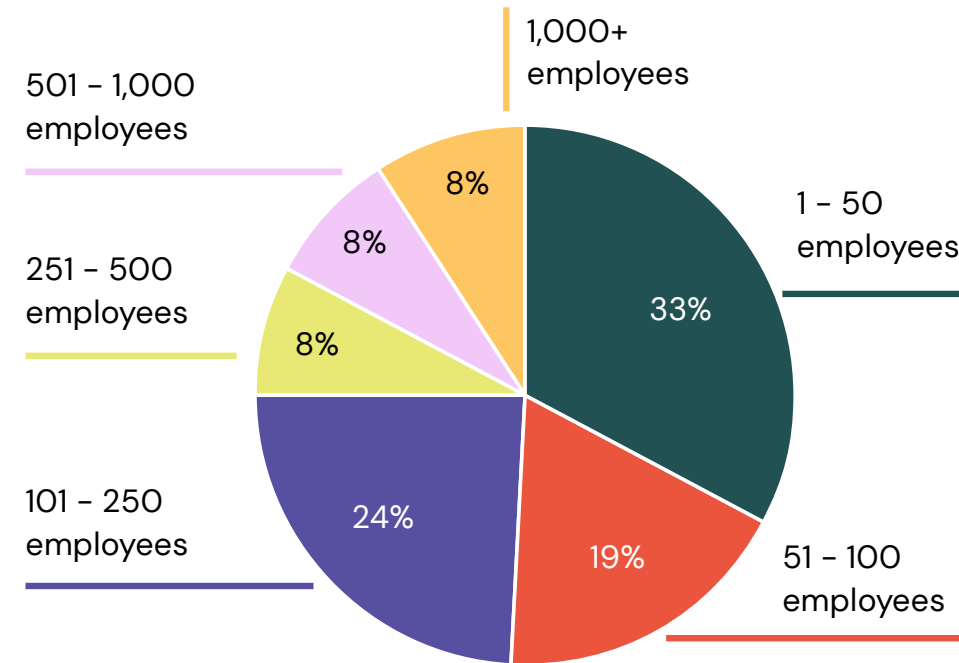
Additional item for consideration:

There are 2 Canadian-based respondents and 1 Romanian-based person who participated in the survey, according to the automated IP address that was captured

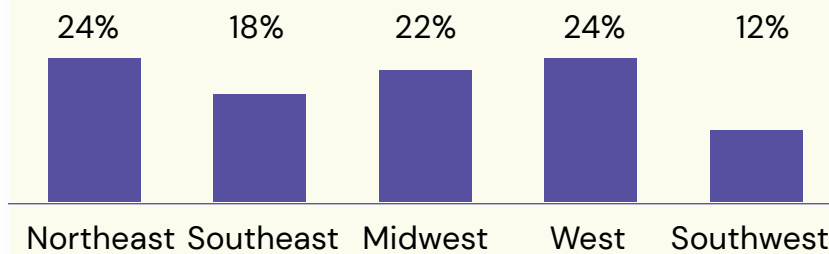
The results shown in this report have been filtered to remove "Don't Know" responses from questions, all base sizes and question text can be found along bottom of each page. Questions with an asterisk indicate questions where responses have been filtered.

About half of respondents work for companies with 100 or fewer employees

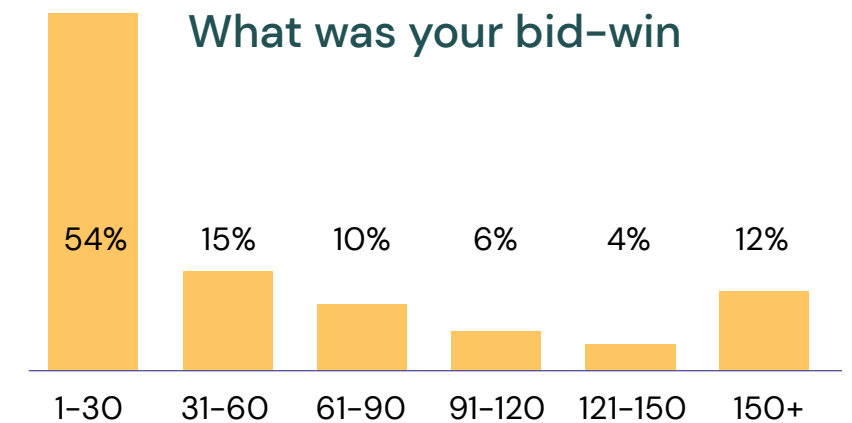
Company size
U.S. location



Projects completed in 2021



What was your bid-win



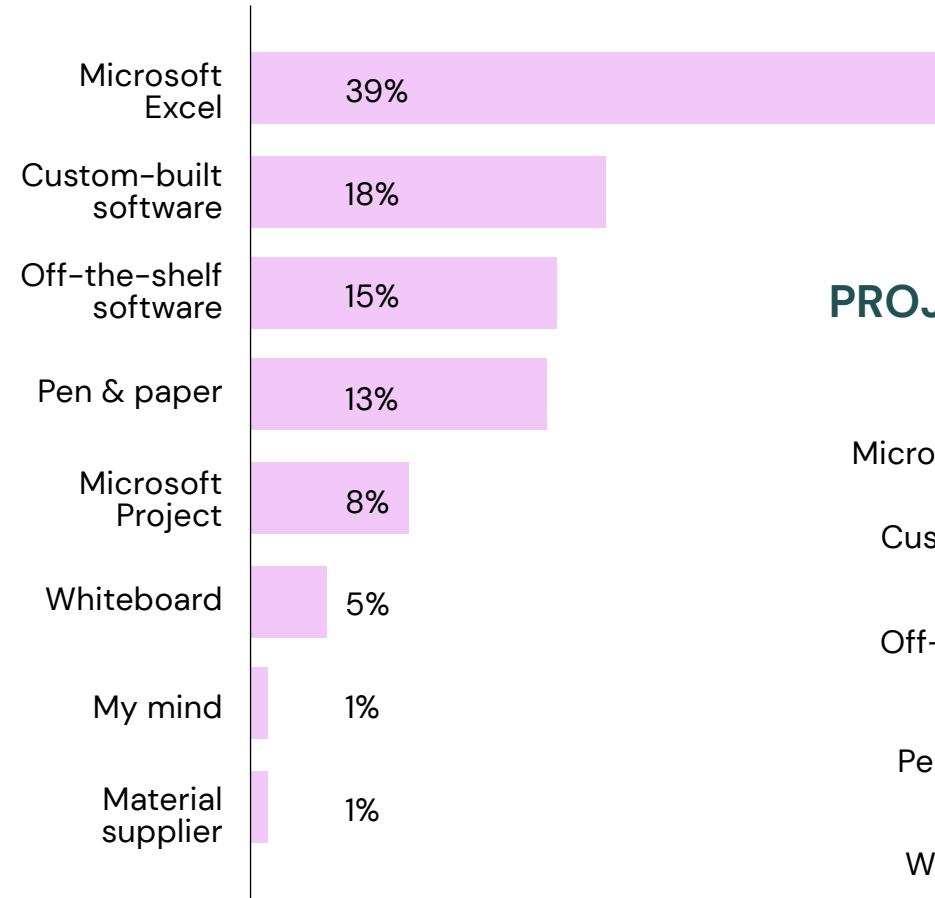
*Q1. How large is your company?

*Q2. Where in the U.S. are you located?

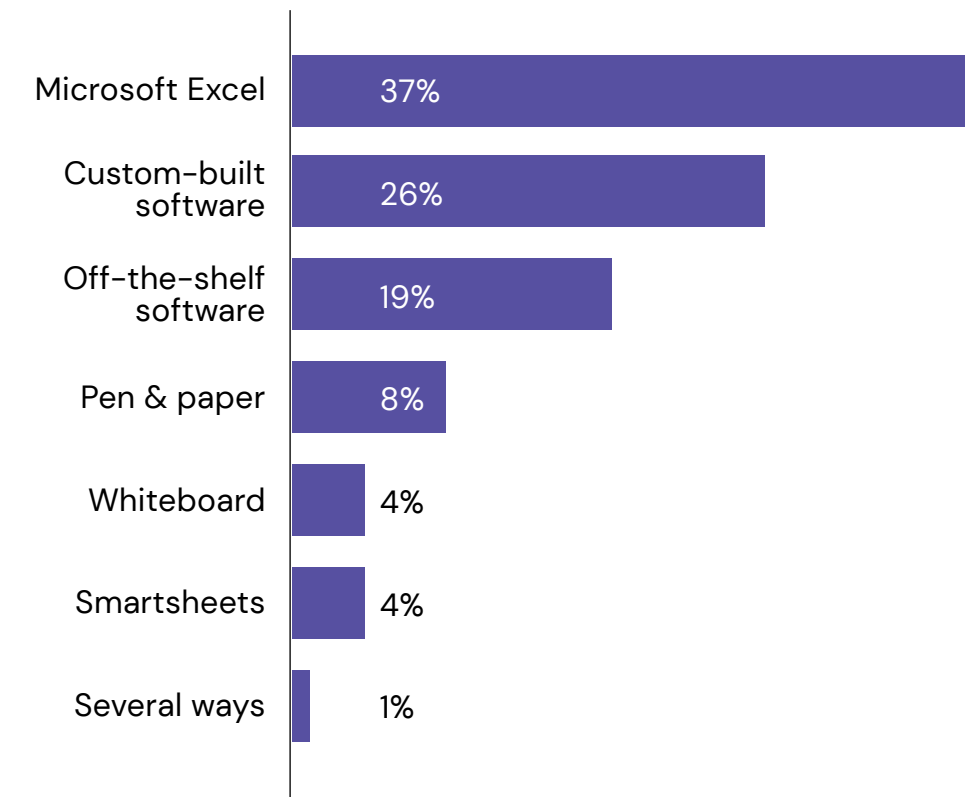
*Q3. How many projects did you complete in 2021?

Excel, custom-built software, and off-the-shelf software are the most popular options for bid tracking and workforce planning

WORKFORCE planning tools:



PROJECT bid tracking tools:

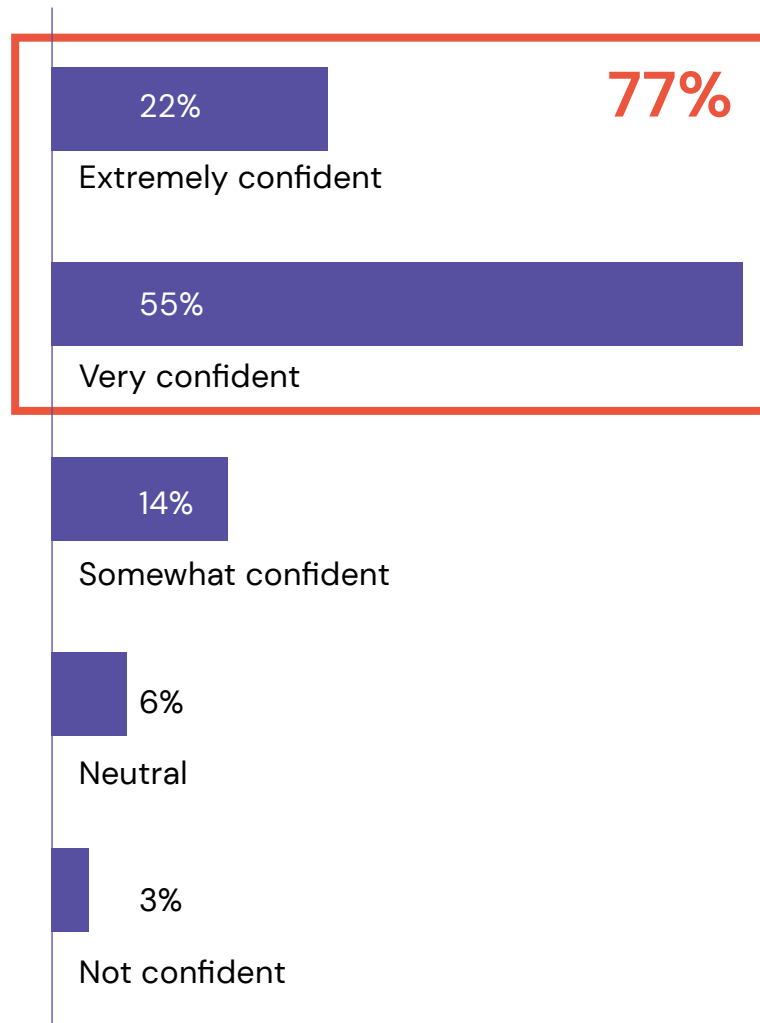


*Q14. What do you use to track project bids? (n=113)

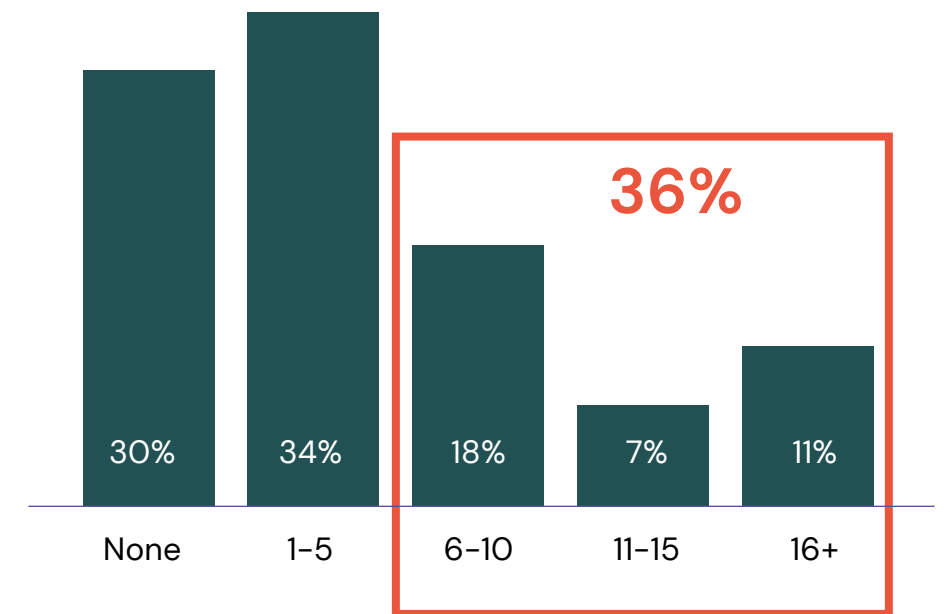
*Q15. What do you use to plan your workforce? (n=114)

Respondents are confident their company selects projects that fit their team well, but 36% have turned down 6+ projects due to workforce limitations

Confidence in your company selecting pursuits that fit your workforce well:



Number of projects turned down in 2021 due to workforce limitations:

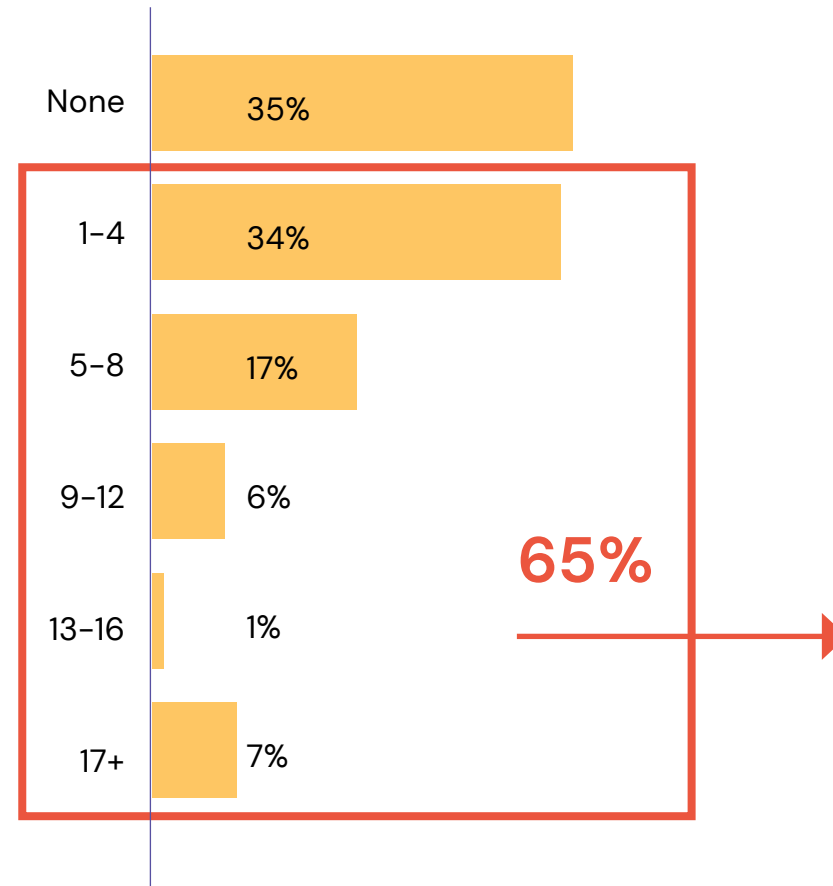


*Q5. How confident are you that your company selects pursuits that fit your workforce and their skills well? (n=118)

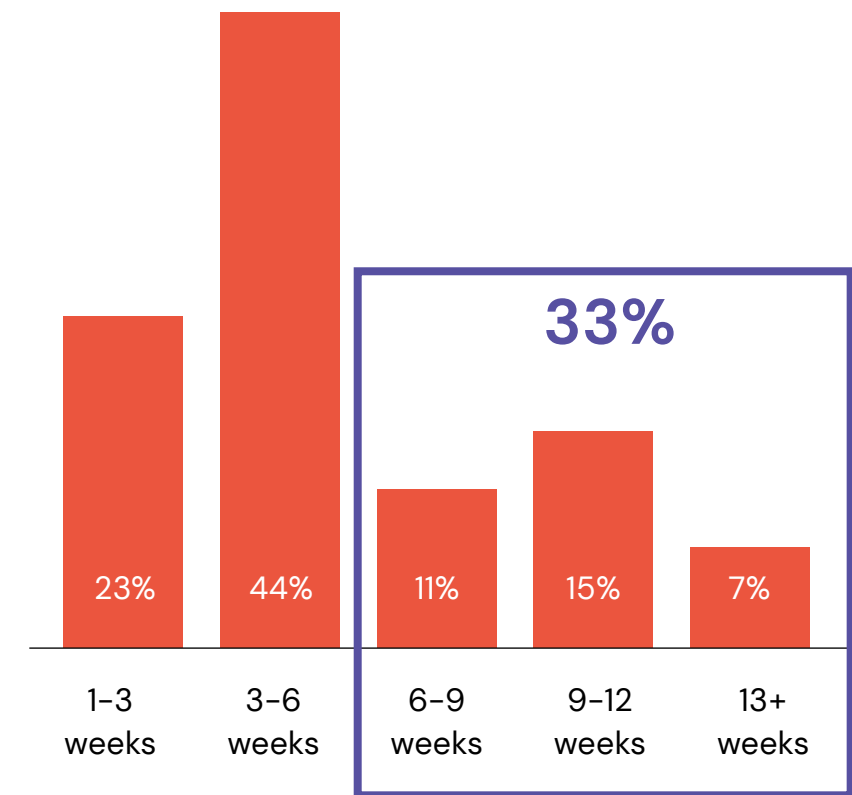
*Q6. How many projects did you turn down in 2021 due to workforce limitations, such as uncertainty around skills and availability? (n=108)

Nearly 2 out of 3 respondents experienced project delays due to workforce limitations in 2021, with 33% of those lasting more than 6 weeks

Number of projects delayed in 2021 due to workforce limitations:



Length of project delays in 2021:

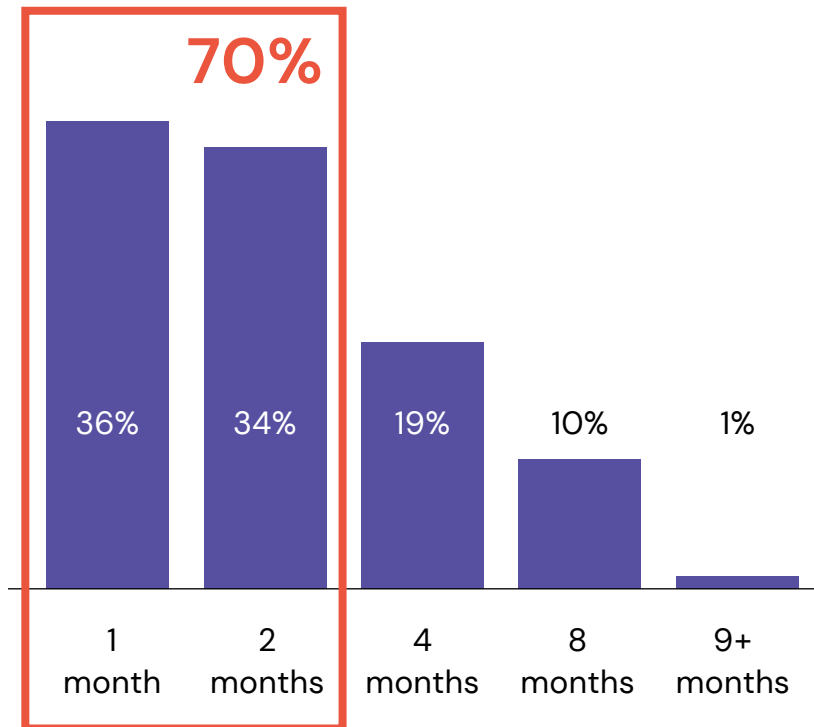


*Q7. How many of your projects were delayed due to workforce limitations in 2021? (n=109)

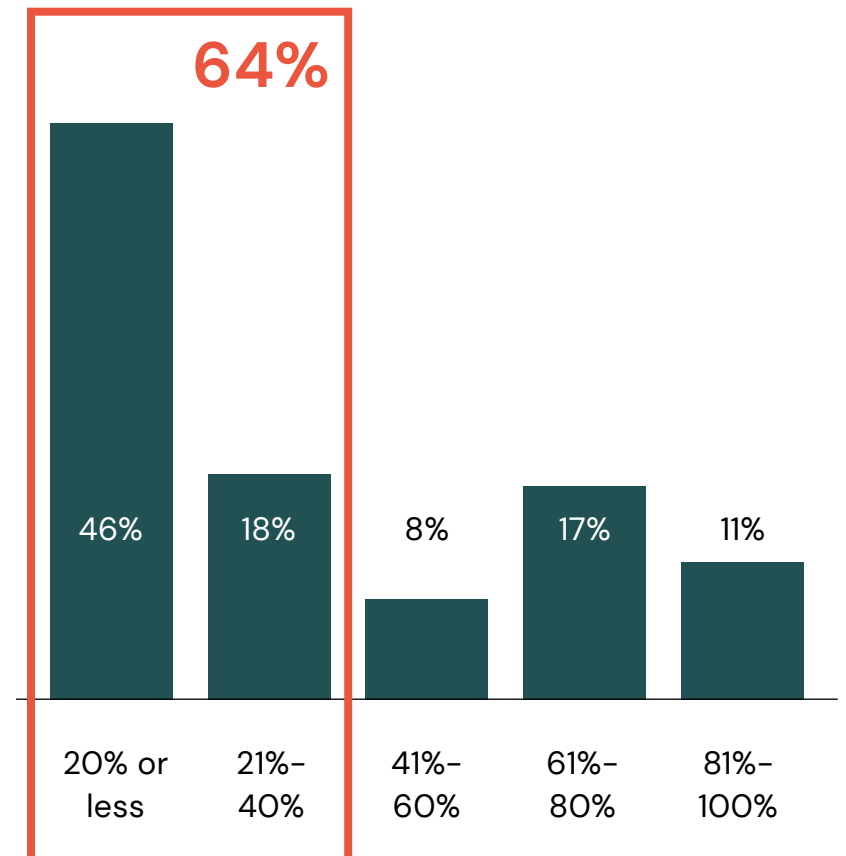
*Q8. How long were delays on your projects in 2021? (n=61)

70% of respondents plan workforce allocations 2 months in advance or less, while 64% usually don't have enough time to hire staff for new projects.

Number of months in advance for planning workforce allocations:



How often there is adequate time to hire new staff for upcoming projects:

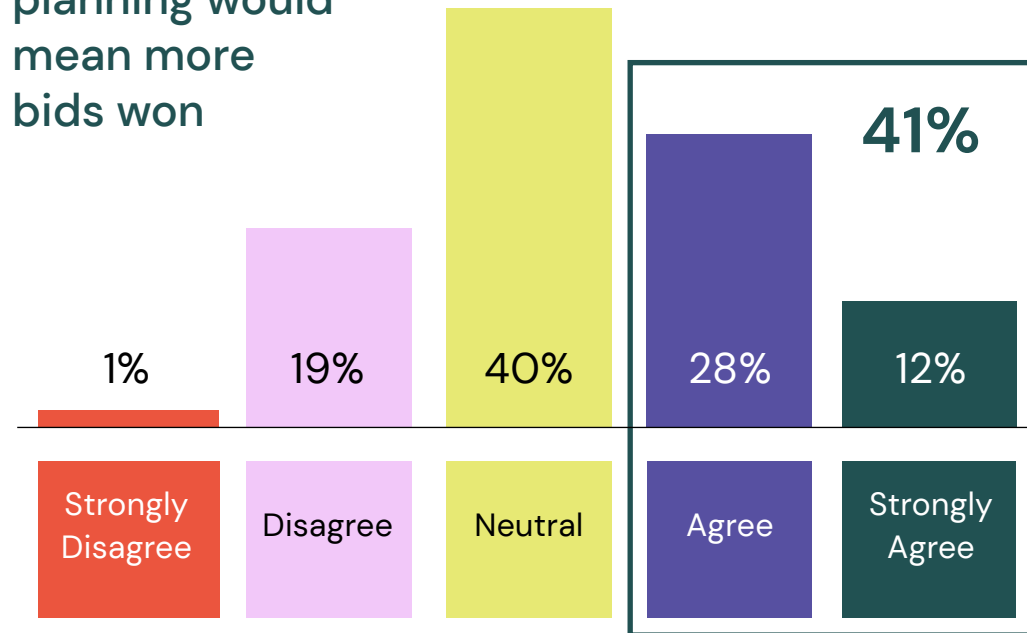


*Q9. How often do you have adequate time to hire new staff, as needed, for upcoming projects? (n=95)

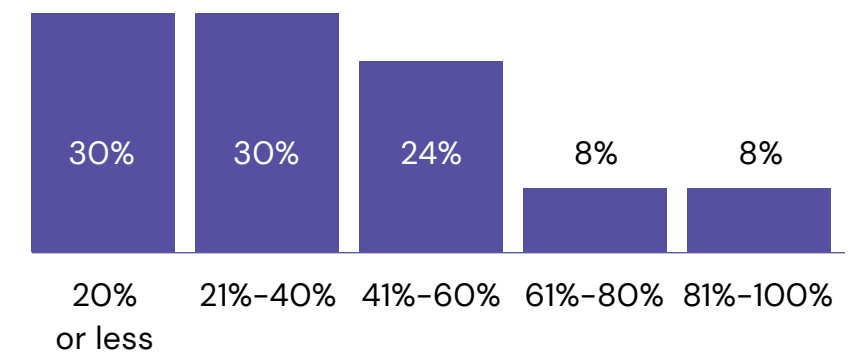
*Q10. How many weeks in advance do you plan workforce allocations? (n=109)

Due to many of these workforce challenges, 41% of respondents agree that greater planning /prediction of workforce needs would translate to more winning bids

Better workforce planning would mean more bids won



What was your bid-win percentage for 2021?



*Q11. How much do you agree or disagree with this statement?
 "You would win more project bids if you were better able to predict workforce requirements" (n=113)

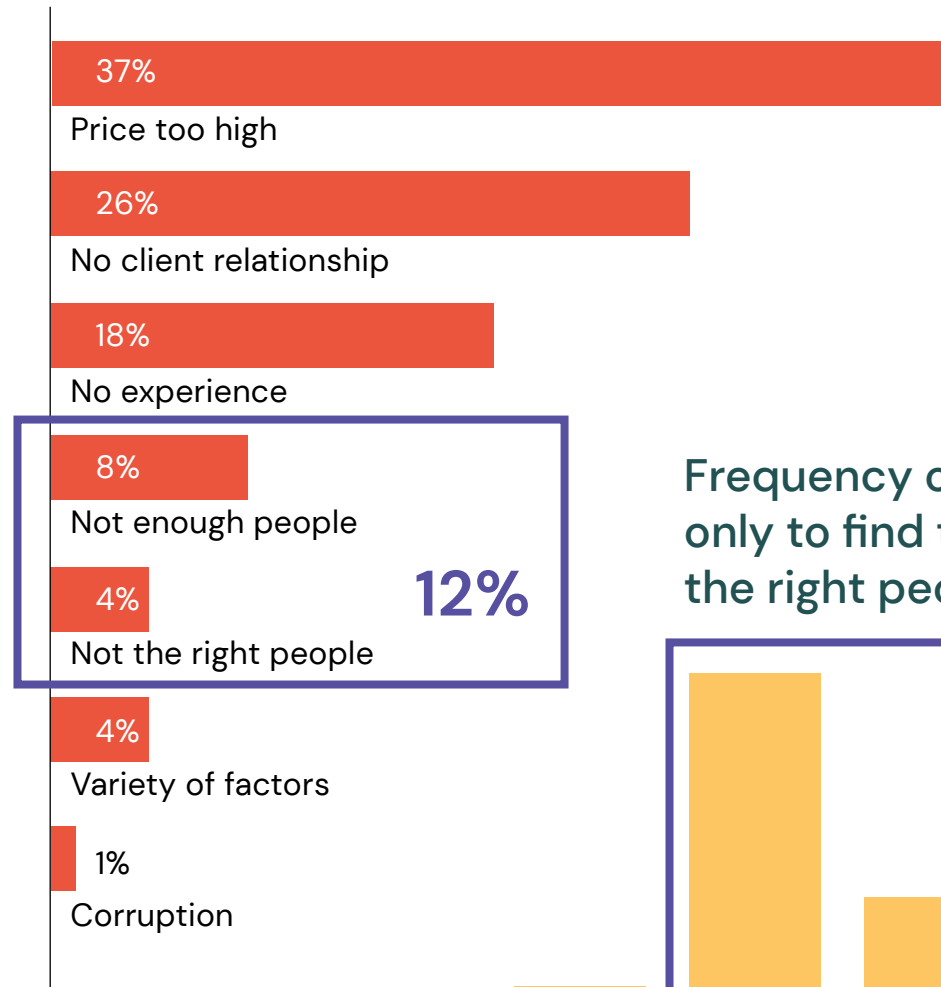
*Q4. What was your bid-win percentage for 2021?

85% of respondents have bid on projects only to find they do not have the proper workforce, but only 12% cite workforce limitations as the most common reason for losing a bid

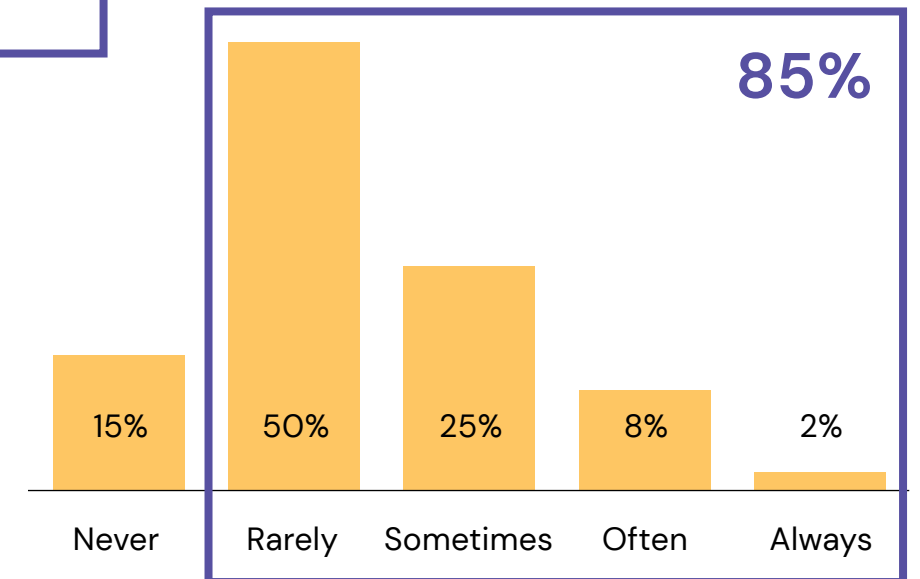
*Q12. How often do you bid on projects only to find that you don't have the right people for the work? (n=115)

*Q13. What's the #1 reason for losing a project bid? (n=110)

Number 1 reason for losing project bids:



Frequency of bidding on projects only to find that you don't have the right people for the work:





Bridgit Bench has revolutionized workforce planning for the construction industry. We'll help you use workforce data to forecast project needs, create better recruitment and bidding strategies, and improve the visibility of workforce planning for a more collaborative, tactical approach.

For more information about Bridgit Bench, [book a demo](#) with one of our workforce planning experts.

