Respondent Information

1. Please share some details about you/your company

Your full name: *

Title: *

Company name (NOTE: Only **one** submission per company will be accepted):*

Type of firm (if multiple apply, choose the primary business):

- Architecture
- Engineering
- Construction

Your email: *

Company website: *

Company location (City, State) [NOTE: Only U.S.-based A/E/C firms may respond]:

2021 Business Overview

2. Approximately what percentage of your 2021 business was tied to healthcare projects? (NOTE: healthcare work may include skilled nursing or rehabilitation facilities but not residential settings) *

3. Regarding healthcare work only, what was the approximate percentage breakdown of new construction versus renovations in 2021? (must total 100%)

Renovation
New construction

4. How many total healthcare projects did your firm complete in 2021?

- 5. Was this more or fewer than in 2020?
 - o More
 - o Fewer
 - About the same

6. How many total healthcare project request for proposals were received in 2021?

- 7. Was this more or fewer than in 2020?
 - o More
 - o Fewer
 - About the same

8. How many new healthcare project contracts were signed in 2021?

- 9. Was this more or fewer than in 2020?
 - More
 - Fewer
 - About the same

10. What was the total dollar value (construction costs excluding land) of the healthcare contracts your company signed in 2021?

11. Of the total dollar value of healthcare contracts signed in 2021, what was the approximate breakdown between services provided? (must total 100%)

	Programming/Planning/Architecture/Consulting
	Engineering
	Construction
0 out of 100% Total	

12. How many total healthcare projects remained in progress at the close of 2021?

13. How many total healthcare projects does your company have scheduled for completion in 2022?

14. What was your company's total healthcare revenue in 2021?

15. Of your firm's total healthcare revenue in 2021, what was the approximate breakdown between services provided? (must total 100%)

	Programming/Planning/Architecture/Consulting
	Engineering
	Construction
0 out of 100% Total	

2021 Project Details

16. How many healthcare projects did your company complete in 2021 in the following size ranges?

5,000-19,999 square feet
20,000-49,999 square feet
50,000-99,999 square feet
100,000-499,999 square feet
500,000-1 million square feet
More than 1 million square feet

17. On average, were projects completed in 2021 larger, smaller, or about the same as those completed in 2020?

- Larger
- Smaller
- About the same

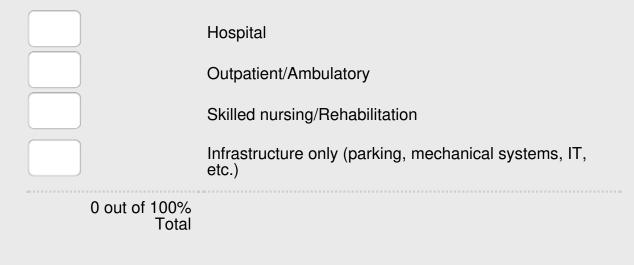
18. How many healthcare projects did your company complete in 2021 in the following value (construction costs excluding land) ranges?

Less than \$500,000
\$500,000-\$999,999
\$1 million-\$9.9 million
\$10 million-\$19.9 million
\$20 million-\$49.9 million
\$50 million-\$99.9 million
\$100 million-\$499.9 million
\$500 million-\$1 billion
More than \$1 billion

19. On average, were projects completed in 2021 valued higher, lower, or about the same as those completed in 2020?

- o Higher
- Lower
- About the same

20. Considering your company's total healthcare projects completed in 2021, what was the approximate percentage breakdown between project settings?



2021 Industry Trends

21. What was the **most common** client need for healthcare projects in 2021? (Choose one)

- Replacement of outdated buildings
- Consolidation of existing facilities/services
- Repurposing space for new use
- Expansion of/addition to an existing facility
- Renovation/modernization of space
- Renovation work with addition
- Growth of outpatient sites
- Upgrading IT/infrastructure
- C Changes to facility exterior/landscaping/branding
- Building out shell space

22. What are **<u>other</u>** high-ranking client needs for healthcare projects in 2021? (drag and drop all that apply, ranking them in order)

Drag items from the left-hand list into the right-hand list to order them.

Replacement of outdated buildings	*
Consolidation of existing facilities/services	1
Repurposing space for new use	*
Expansion of/addition to an existing facility	*
Renovation/mode of space	ərni
Renovation work with addition	1
Growth of outpatient sites	1
Upgrading IT/infrastructure	1
Changes to facility exterior/landscap	ing
Building out shell space	1

23. What was the **most common** client goal in implementing healthcare building/renovation projects in 2021? (Choose one)

- Achieving future flexibility/adaptability
- Growing revenue
- Implementing infection control strategies
- Improving patient experience/satisfaction
- Improving staff experience/satisfaction
- Increasing sustainability/resiliency
- O Supporting population health/improving access to care
- Adding service lines/specialties
- Preparing facilities for telehealth/emerging technologies
- Addressing aging building stock
- Rebranding

24. What are **<u>other</u>** high-ranking client goals in implementing healthcare building/renovation projects in 2019? (drag and drop all that apply, ranking them in order of importance)

Drag items from the left-hand list into the right-hand list to order them.

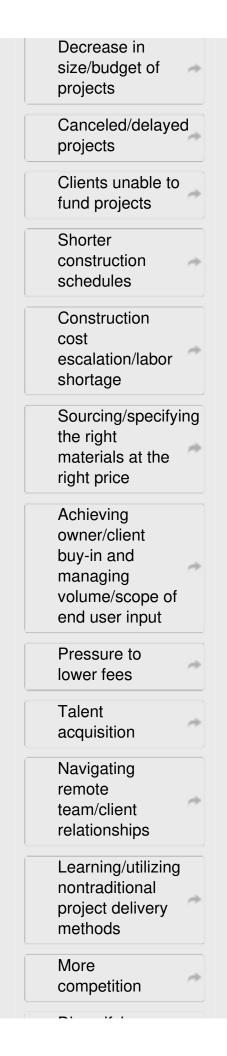
Achieving future flexibility/adaptat	oility
Growing revenue	~
Implementing infection control strategies	*
Improving patient experience/satist	facti
Improving staff satisfaction	1
Increasing sustainability/res	ilier
Supporting population health/improving access to care	*
Adding service lines/specialties	~
Preparing facilities for telehealth/emerg technologies	jing
Addressing aging building stock	1

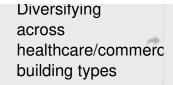
25. What was the **biggest** challenge your firm faced in 2021? (choose one)

- O Decrease in number of projects
- o Increase in number of projects
- O Decrease in size/budget of projects
- Canceled/delayed projects
- Clients unable to fund projects
- Shorter construction schedules
- C Construction cost escalation/labor shortage
- Sourcing/specifying the right materials at the right price
- Achieving owner/client buy-in and managing volume/scope of end user input
- Pressure to lower fees
- Talent acquisition
- Navigating remote team/client relationships
- Learning/utilizing nontraditional project delivery methods
- More competition
- Diversifying across healthcare/commercial building types
- Marketing/branding

26. What were **<u>other</u>** major challenges your firm faced in 2021? (drag and drop all that apply, ranking them in order of importance)

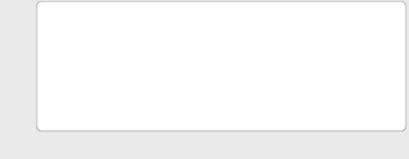
Drag items from the left-hand list into the right-hand list to order them.





Marketing/branding

27. Tell us more about the challenges and opportunities your company is facing/anticipating right now:



(untitled)

28. *Healthcare Design* may use part of the open-ended response to question 27 in coverage of the survey. May the editors quote you (or a company representative) by name?

- O Yes
- O No

29. Who should be listed as the source of the quote? (preferably, an A/E/C professional and not marketing/business development)

Source full name
Title
Company
Location