

# AEC INDUSTRY OUTLOOK & RESPONSE TO COVID-19 PANDEMIC

This document contains data gathered by voluntary respondents to a survey administered by Zweig Group on 3/12/20. Updates to these results will be provided as necessary to account for the fluidity of this situation.

Please contact [research@zweiggroup.com](mailto:research@zweiggroup.com) for further information.

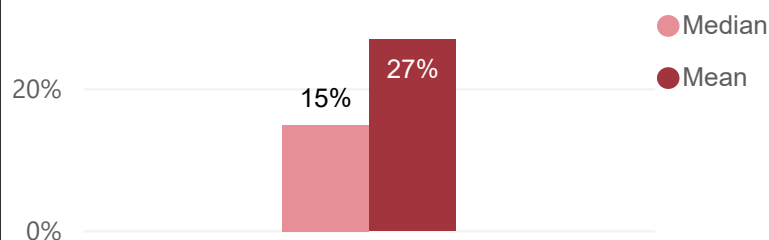
## IMPACT ON TRAVEL POLICIES

	%
Business travel is to be conducted on a case-by-case basis	43%
All business travel has been suspended	27%
No impact	16%
Voluntary business travel has been suspended	5%
Other	5%
Business travel is limited to or prohibited from certain locations	4%

## IMPACT ON BUDGET

	%
My firm is considering changes to the 2020 budget	56%
No changes have been made to my firm's 2020 budget and none are currently planned	38%
My firm has altered the 2020 budget due to COVID-19	6%

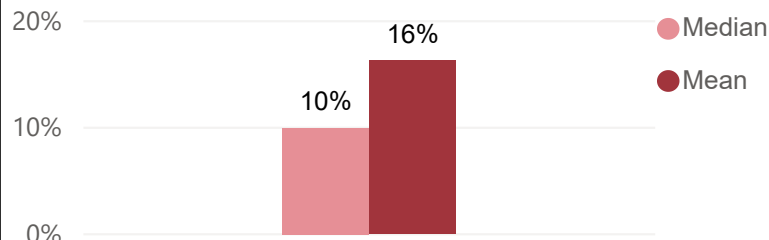
## BUDGET DECREASE PERCENTAGE



## IMPACT ON REVENUE

	%
The impacts of COVID-19 will likely cause a decrease in my firm's revenue by this percentage compared to the previous year	67%
COVID-19 will not likely impact my firm's revenue in any way	32%
COVID-19 will likely cause my firm's revenue to increase	1%

## REVENUE DECREASE PERCENTAGE



## IMPACT ON EDUCATIONAL EVENTS & TRAINING

	%
Employees at my firm are not allowed to attend business conferences and trainings	33%
My firm supports employees individual decisions to not attend events or trainings but has not issued a change to formal policy	28%
Business conferences and trainings are approved on a case-by-case basis	17%
No changes have occurred to my firm's policy on educational events and trainings	15%
Other	7%

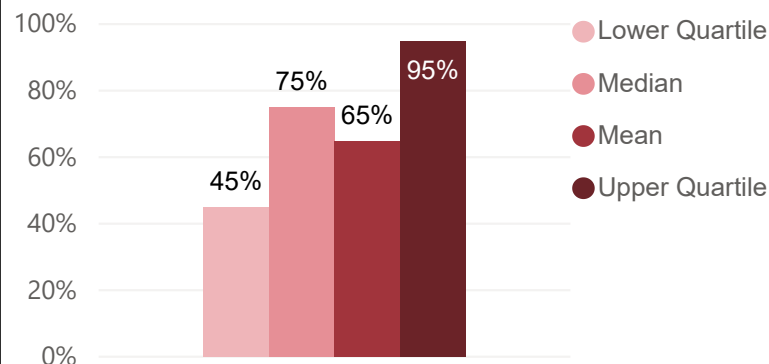
## IMPACT ON CLIENT ENTERTAINMENT & NETWORKING

	%
My firm supports the decision of employees to refrain from public networking but has not issued a formal policy	45%
My firm has mandated that employees refrain from entertaining clients in social public settings (restaurants/bars/events)	30%
No change	17%
Other	5%
My firm is considering asking employees to refrain from entertaining clients in social public settings (restaurants/bars/events)	3%

## IMPACT ON TELECOMMUTING & WORKING REMOTELY

	%
COVID-19 has changed my firm's policy on telecommuting to allow any employee to telecommute at any time.	37%
COVID-19 has changed my firm's policy on telecommuting to allow only certain employees to telecommute currently.	18%
My firm allows for telecommuting for certain employees and has not changed its policies in response to COVID-19.	18%
My firm allows for any employees to telecommute at any time and has not changed its policies in response to COVID-19.	15%
My firm does not allow for telecommuting and has not changed its policies in response to COVID-19.	11%

## WHAT PERCENTAGE OF YOUR FIRM'S WORKFORCE CAN EFFECTIVELY WORK FROM HOME?



**IMPACT ON DISCRETIONARY SPENDING**

	<b>%</b>
No changes have been made to my firm's 2020 discretionary spending and none are currently planned	46%
My firm is considering devoting discretionary spending to challenges created by COVID-19	32%
My firm has suspended all discretionary spending	13%
My firm has devoted discretionary spending to challenges created by COVID-19	8%
Other	2%

**CANCELLED OR DELAYED PROJECTS**

	<b>%</b>
No projects have been cancelled and we do not anticipate cancellations or delays	39%
Clients have cancelled or delayed a project	34%
We have not yet cancelled or delayed a project, but are considering it	22%
Yes, my firm has cancelled or delayed a project	9%

**INVESTMENTS IN RESPONSE TO COVID-19**

	<b>%</b>
We have not made any significant investments	63%
We have hired additional cleaning services	28%
Other	10%
We have hired outside contingency consultants	2%

**IMPACT ON PERSONAL TRAVEL**

	<b>%</b>
I've stopped all non-essential personal travel	51%
I'm avoiding travel to certain locations	16%
I'm not planning on traveling outside of my immediate town/city	16%
I'm not planning on traveling outside of the country	15%
No impact	14%
I'm not planning on traveling outside of my state	7%
I'm not planning on leaving my home	5%
Other	5%
My firm has asked me to refrain from personal travel	4%
I've stopped all personal travel but am traveling for business	3%

**RATE THE FOLLOWING IN TERMS OF IMPACT ON A 1 TO 5 SCALE WITH 5 BEING A HIGHLY NEGATIVE IMPACT****RATING**

	<b>RATING</b>
Ability to obtain new work	2.5
Ability to collaborate with subcontractors / consultants on projects	2.3
Ability to train staff	2.2
Collection period / Accounts receivable	2.2
Ability to collaborate internally on projects	2.1
Ability to find qualified staff	2.1
Ability to finish current projects on time	2.0
Ability to finish current projects within budget	1.9
Ability to provide high quality service and response to clients	1.8

**HOW DO YOU ANTICIPATE SPENDING WILL BE IMPACTED BY THE THREAT OF COVID-19?**

<b>Category</b>	<b>No change</b>	<b>Significant decrease over 2019</b>	<b>Significant increase over 2019</b>	<b>Slight increase over 2019</b>	<b>Slight decrease over 2019</b>
Bonuses	45%	14%		9%	32%
Business development	43%	5%	7%	18%	28%
Computers & equipment	50%	3%	6%	35%	5%
Discretionary spending	33%	19%	1%	8%	39%
Health care	67%	1%	7%	24%	1%
Marketing / Promotion	52%	7%	7%	16%	18%
Recruitment / Hiring	54%	7%	1%	16%	22%
Software / IT Systems / Online Storage	44%	3%	7%	42%	3%
Travel	20%	31%		5%	45%