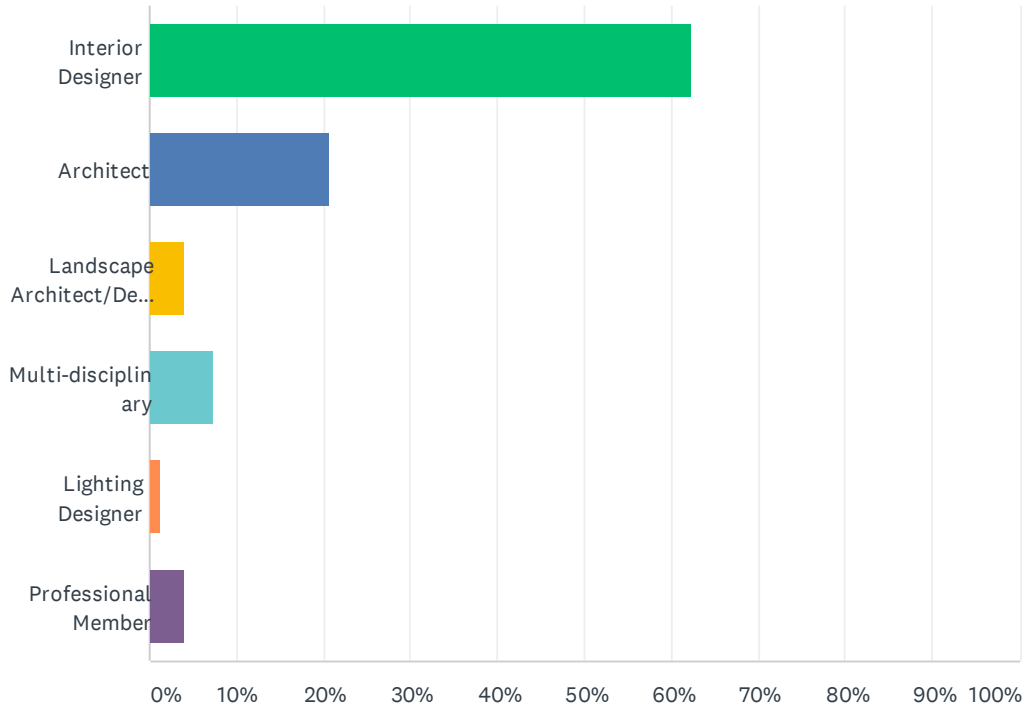


### Q1 I am a(n):

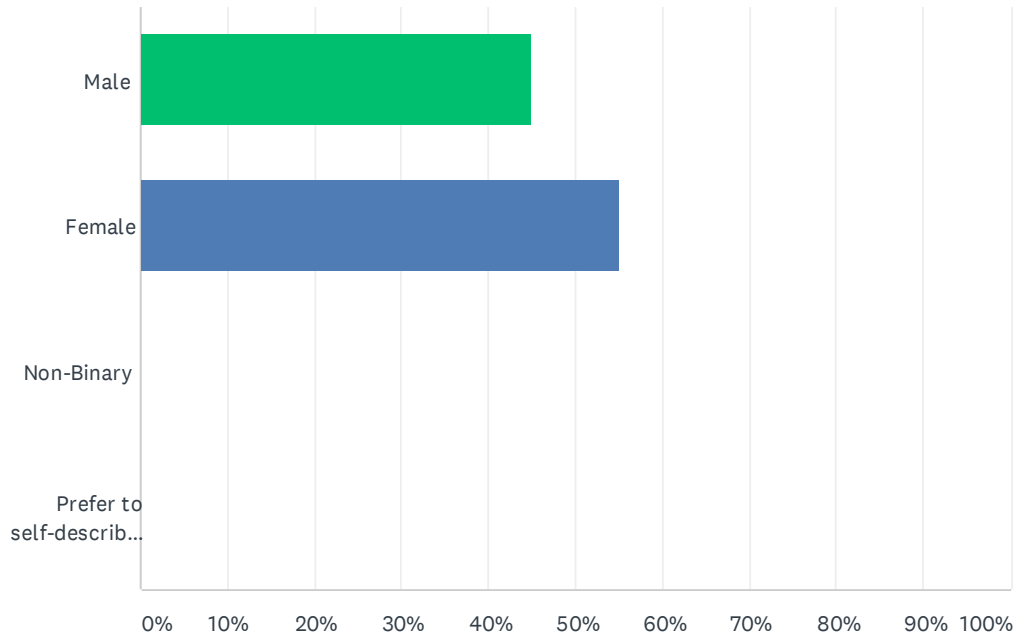
Answered: 149 Skipped: 0



ANSWER CHOICES	RESPONSES	
Interior Designer	62.42%	93
Architect	20.81%	31
Landscape Architect/Designer	4.03%	6
Multi-disciplinary	7.38%	11
Lighting Designer	1.34%	2
Professional Member	4.03%	6
<b>TOTAL</b>		<b>149</b>

### Q2 Gender: How do you identify?

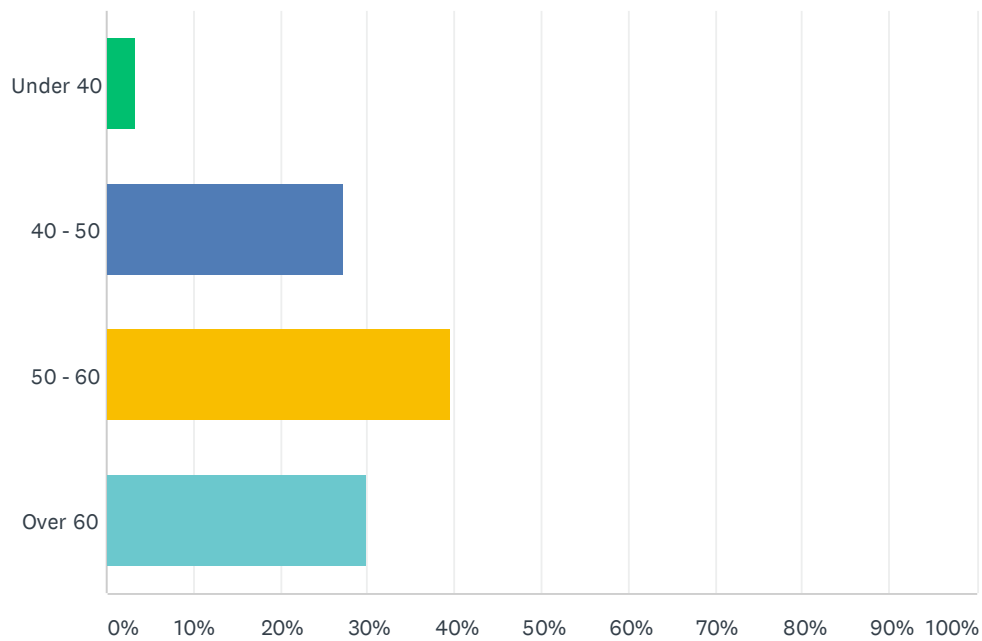
Answered: 149 Skipped: 0



ANSWER CHOICES	RESPONSES	
Male	44.97%	67
Female	55.03%	82
Non-Binary	0.00%	0
Prefer to self-describe as:	0.00%	0
<b>TOTAL</b>		<b>149</b>

### Q3 My age is:

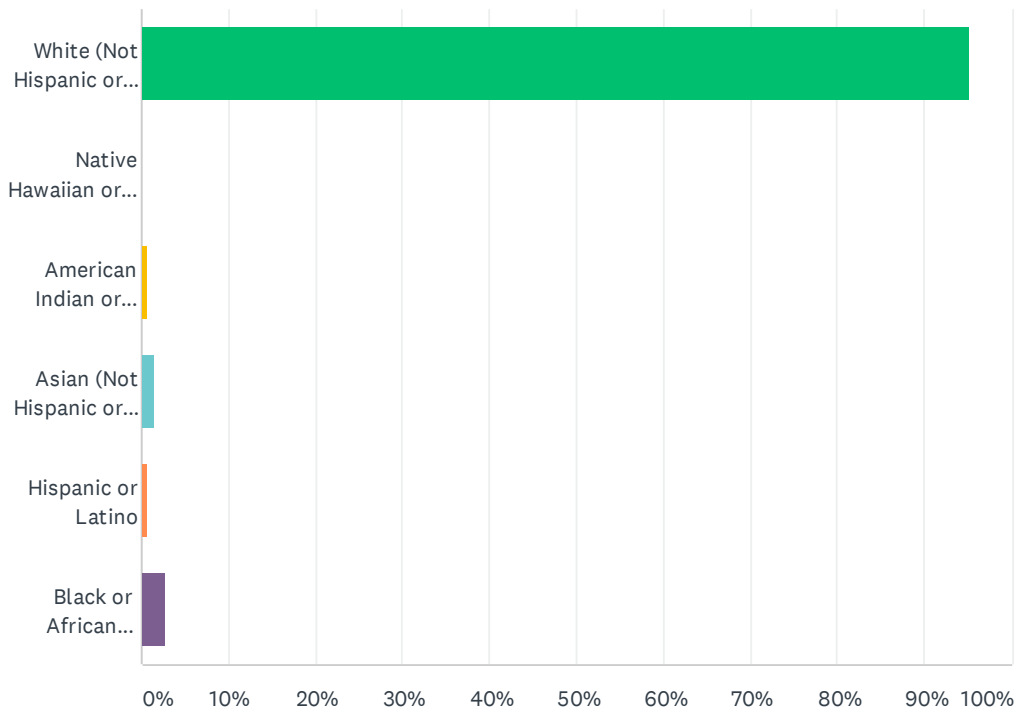
Answered: 147 Skipped: 2



ANSWER CHOICES	RESPONSES	
Under 40	3.40%	5
40 - 50	27.21%	40
50 - 60	39.46%	58
Over 60	29.93%	44
TOTAL		147

### Q4 I identify as:

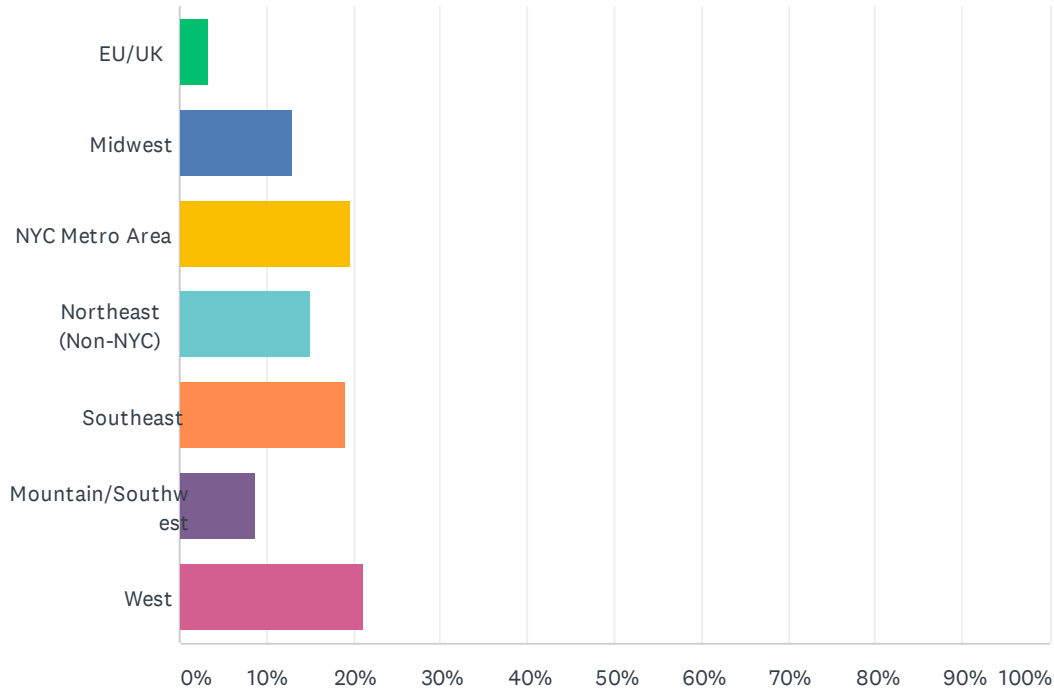
Answered: 147 Skipped: 2



ANSWER CHOICES	RESPONSES	
White (Not Hispanic or Latino)	95.24%	140
Native Hawaiian or Other Pacific Islander (Not Hispanic or Latino)	0.00%	0
American Indian or Native Alaskan (Not Hispanic or Latino)	0.68%	1
Asian (Not Hispanic or Latino)	1.36%	2
Hispanic or Latino	0.68%	1
Black or African American (Not Hispanic or Latino)	2.72%	4
Total Respondents: 147		

### Q5 I'm primarily located in:

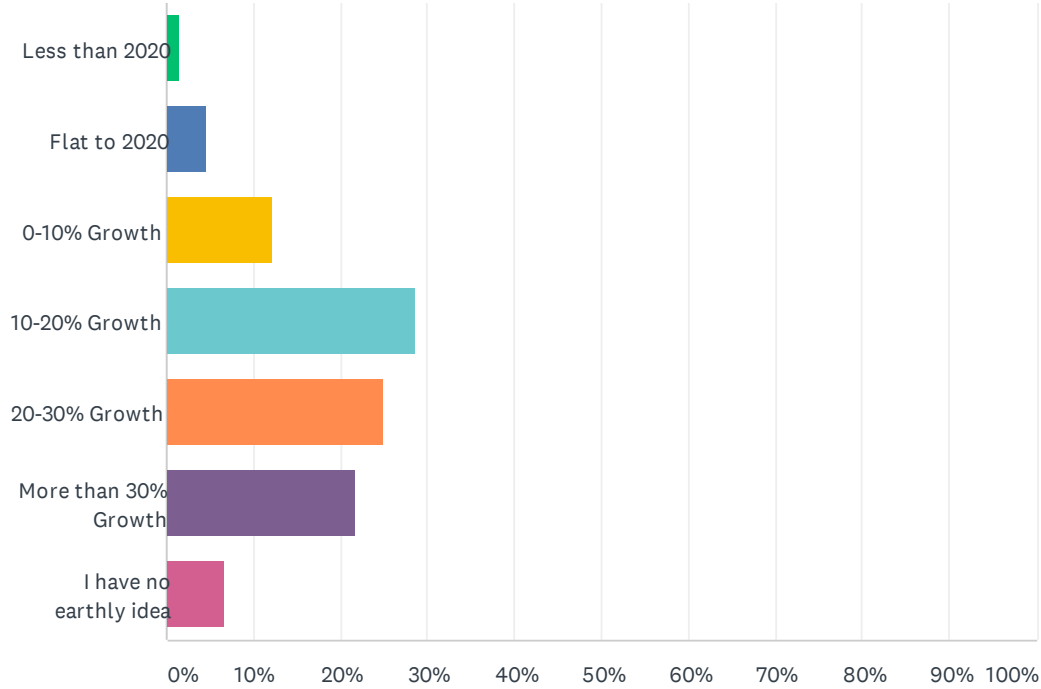
Answered: 147 Skipped: 2



ANSWER CHOICES	RESPONSES	
EU/UK	3.40%	5
Midwest	12.93%	19
NYC Metro Area	19.73%	29
Northeast (Non-NYC)	14.97%	22
Southeast	19.05%	28
Mountain/Southwest	8.84%	13
West	21.09%	31
TOTAL		147

### Q6 How do you expect your firms revenue to perform for 2021-2022?

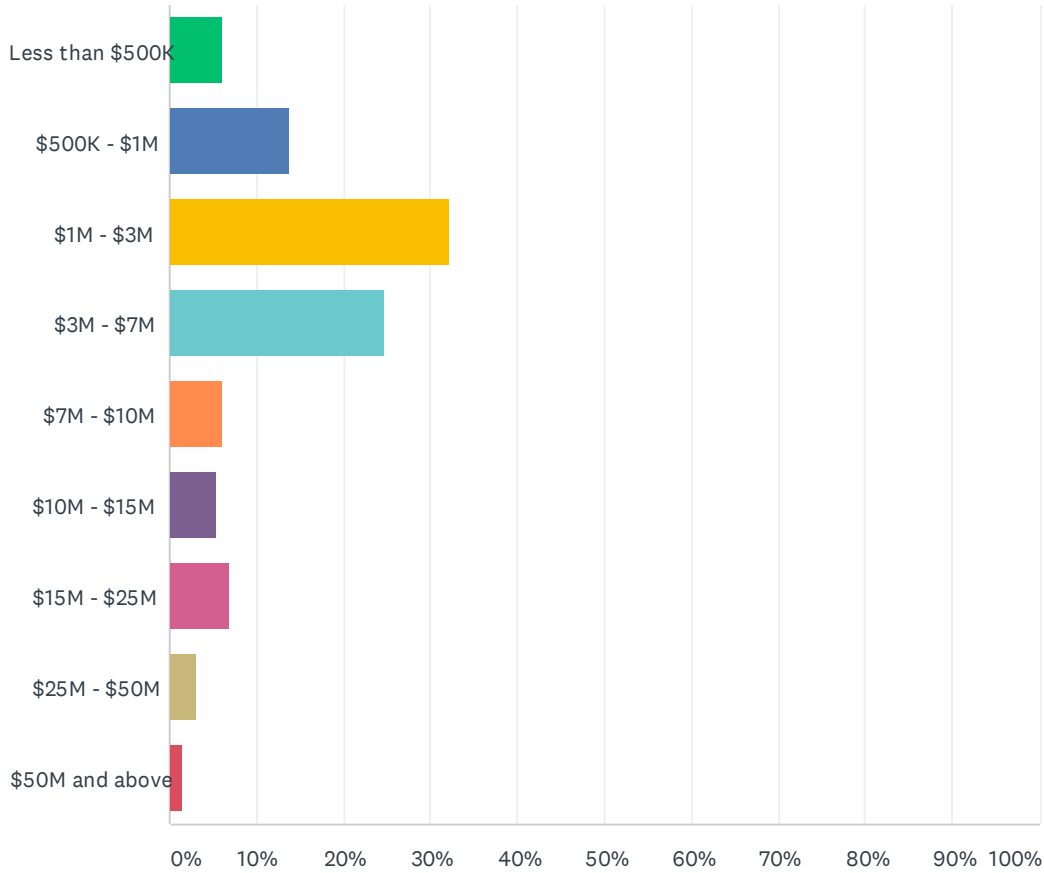
Answered: 133 Skipped: 16



ANSWER CHOICES	RESPONSES
Less than 2020	1.50% 2
Flat to 2020	4.51% 6
0-10% Growth	12.03% 16
10-20% Growth	28.57% 38
20-30% Growth	24.81% 33
More than 30% Growth	21.80% 29
I have no earthly idea	6.77% 9
<b>TOTAL</b>	<b>133</b>

**Q7 My average client spend in general, pre and post pandemic, including construction costs, interiors, landscape, and fees for a typical project is: -- (this answer is intended to be inclusive of commercial projects)**

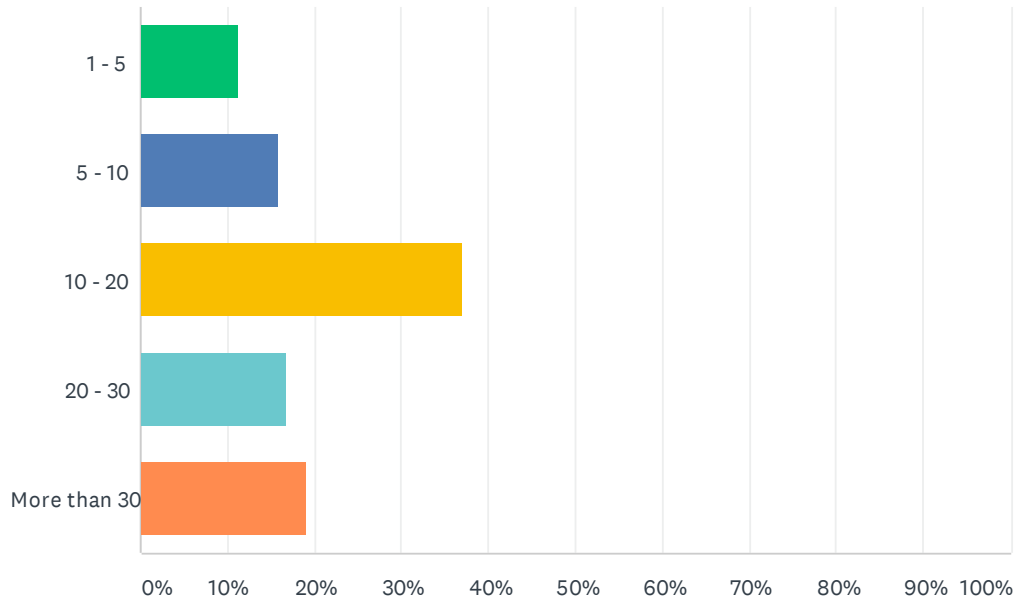
Answered: 130 Skipped: 19



ANSWER CHOICES	RESPONSES	
Less than \$500K	6.15%	8
\$500K - \$1M	13.85%	18
\$1M - \$3M	32.31%	42
\$3M - \$7M	24.62%	32
\$7M - \$10M	6.15%	8
\$10M - \$15M	5.38%	7
\$15M - \$25M	6.92%	9
\$25M - \$50M	3.08%	4
\$50M and above	1.54%	2
<b>TOTAL</b>		<b>130</b>

### Q8 How many projects are currently active in your firm?

Answered: 132 Skipped: 17



ANSWER CHOICES	RESPONSES
1 - 5	11.36% 15
5 - 10	15.91% 21
10 - 20	37.12% 49
20 - 30	16.67% 22
More than 30	18.94% 25
TOTAL	132

**Q9 What percent of your projects is represented by the following categories? (Must add up to 100%)**

Answered: 128 Skipped: 21

ANSWER CHOICES	RESPONSES
Moderate renovation	79.69% 102
Gut renovation	89.06% 114
New build	93.75% 120
Landscape	46.09% 59

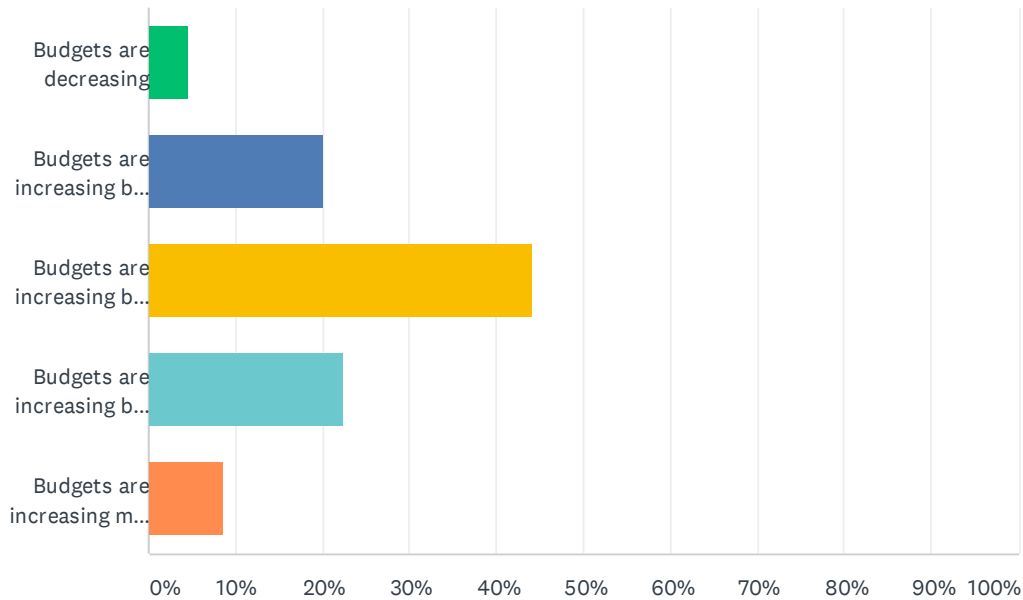
**Q10 What percent of your projects is represented by each type of location? (Must add up to 100%)**

Answered: 128 Skipped: 21

ANSWER CHOICES	RESPONSES	
Urban	88.28%	113
Suburban	85.94%	110
Resort	57.03%	73
International	42.19%	54

### Q11 By what percent are your project budgets changing versus 2020?

Answered: 129 Skipped: 20

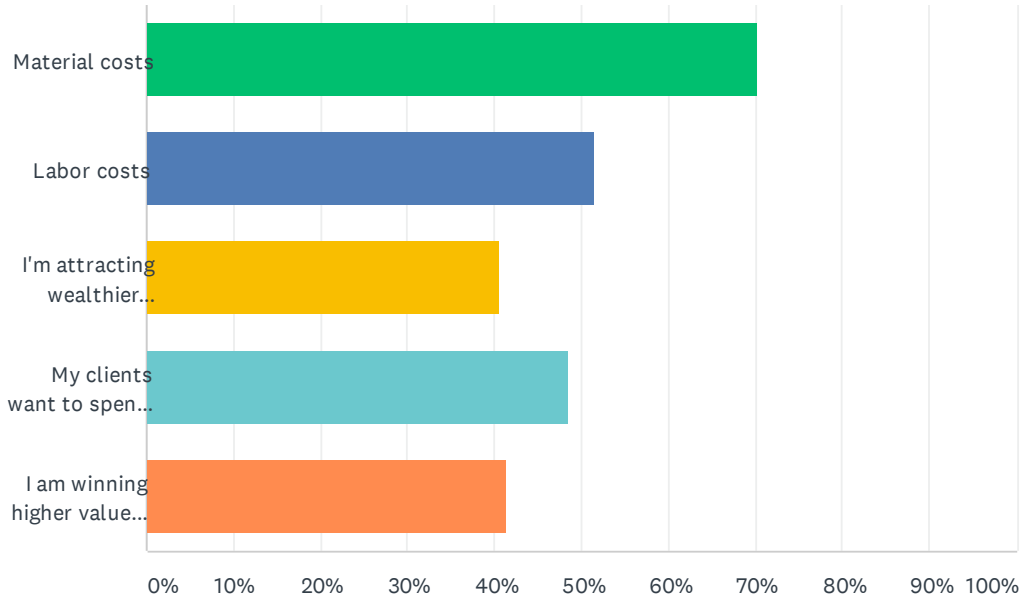


ANSWER CHOICES	RESPONSES	
Budgets are decreasing	4.65%	6
Budgets are increasing by 0-10%	20.16%	26
Budgets are increasing by 10-20%	44.19%	57
Budgets are increasing by 20-30%	22.48%	29
Budgets are increasing more than 30%	8.53%	11
TOTAL		129

### Q12 What factors are driving the change in project budgets? (Check all that apply)

Answered: 128 Skipped: 21





ANSWER CHOICES	RESPONSES	
Material costs	70.31%	90
Labor costs	51.56%	66
I'm attracting wealthier clients	40.63%	52
My clients want to spend more for what they want	48.44%	62
I am winning higher value projects	41.41%	53
Total Respondents: 128		