



2023 Construction Outlook Georgia Survey 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.

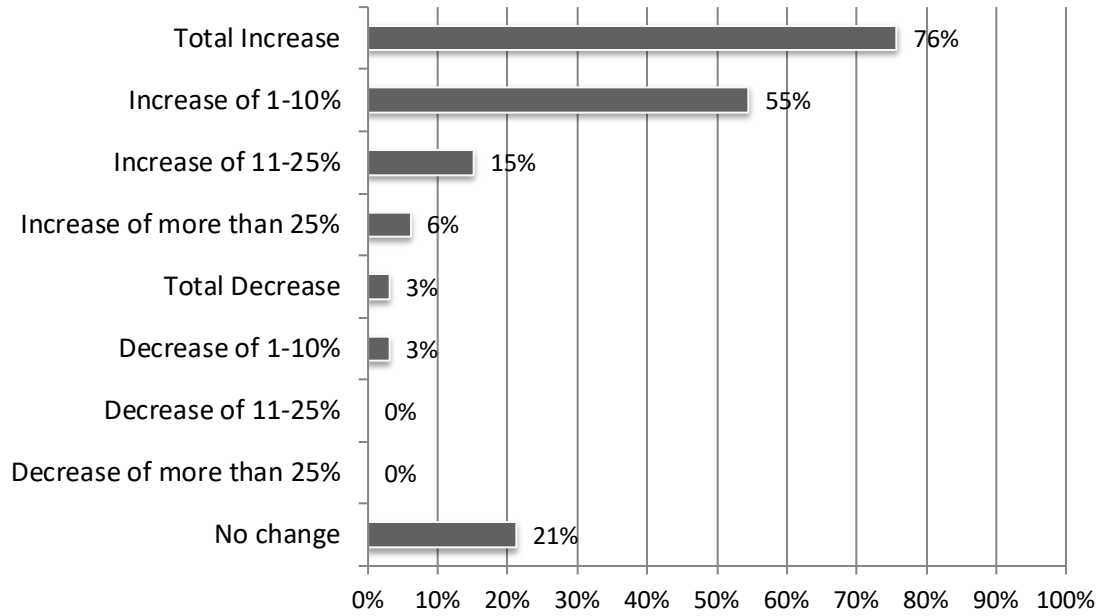
1. **Compared to 2022, do you expect the available dollar value of projects you compete for in 2023 to be higher/lower/about the same? (answer for all market areas in which your business operates):**

Responses: 33

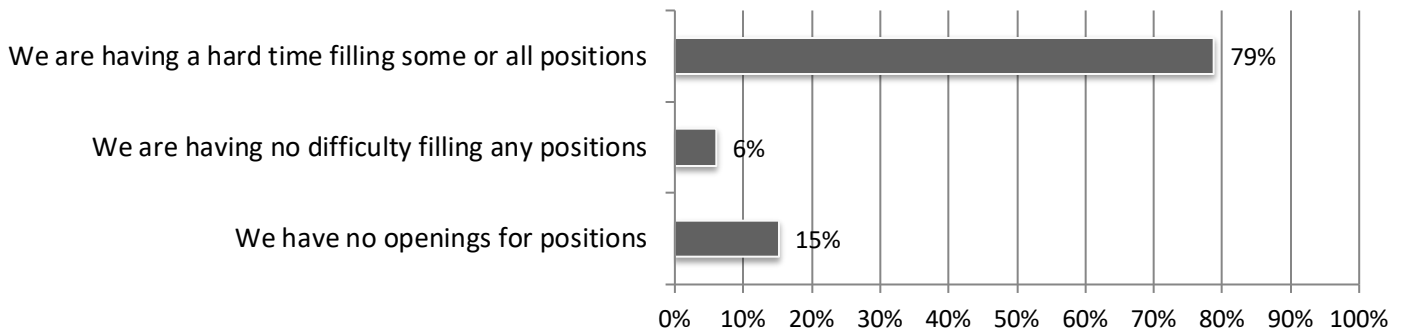
Market	Higher	Lower	Same	Net*	US Net
Other Healthcare	57%	0%	43%	57%	28%
Hospital	44%	0%	56%	44%	23%
Water/Sewer	50%	7%	43%	43%	38%
Data Center	48%	10%	43%	38%	12%
Federal (e.g., VA, GSA, USACE, NAVFAC)	44%	6%	50%	38%	37%
Transportation (e.g., transit, rail, airport)	47%	12%	41%	35%	42%
K-12 School	42%	11%	47%	32%	16%
Public Building	43%	19%	38%	24%	23%
Higher Education	36%	16%	48%	20%	16%
Bridge/Highway	14%	0%	86%	14%	42%
Manufacturing	44%	33%	22%	11%	14%
Other	22%	11%	67%	11%	10%
Lodging	42%	32%	26%	11%	-4%
Warehouse	45%	35%	20%	10%	10%
Power	36%	29%	36%	7%	28%
Retail	35%	40%	25%	-5%	-22%
Multifamily Residential	35%	41%	24%	-6%	1%
Private Office	23%	45%	32%	-23%	-21%

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

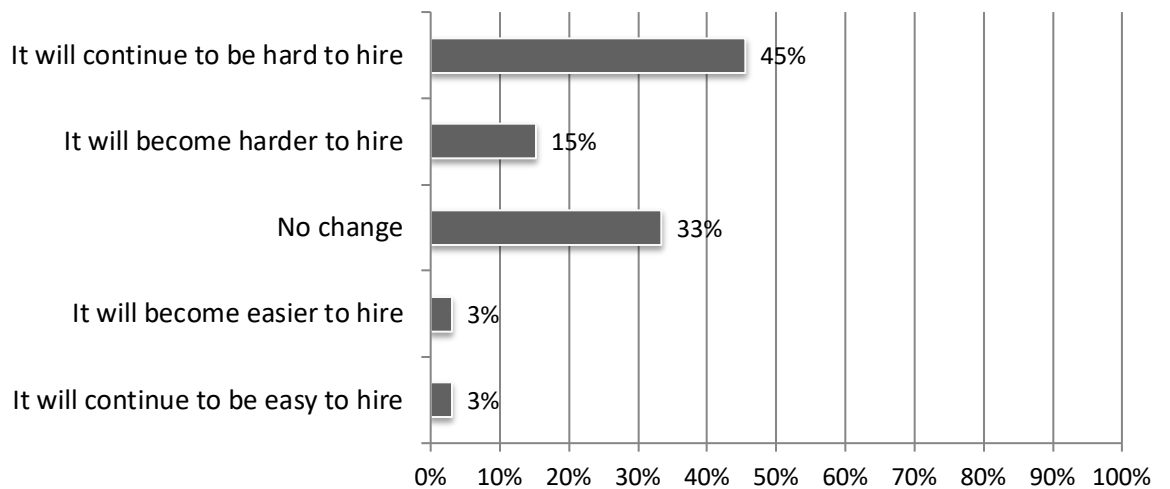
2. What percent change do you expect in your headcount in 2023? Responses: 33



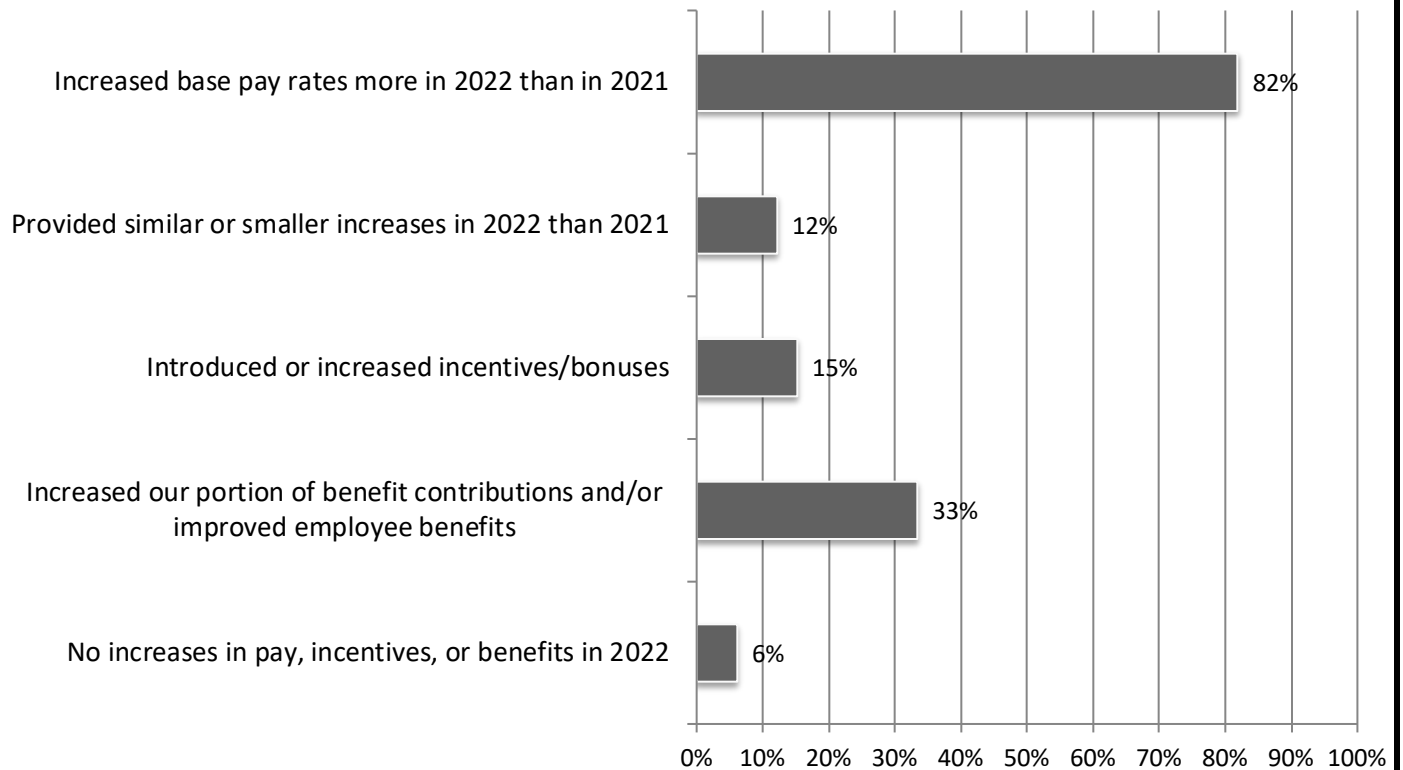
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 33



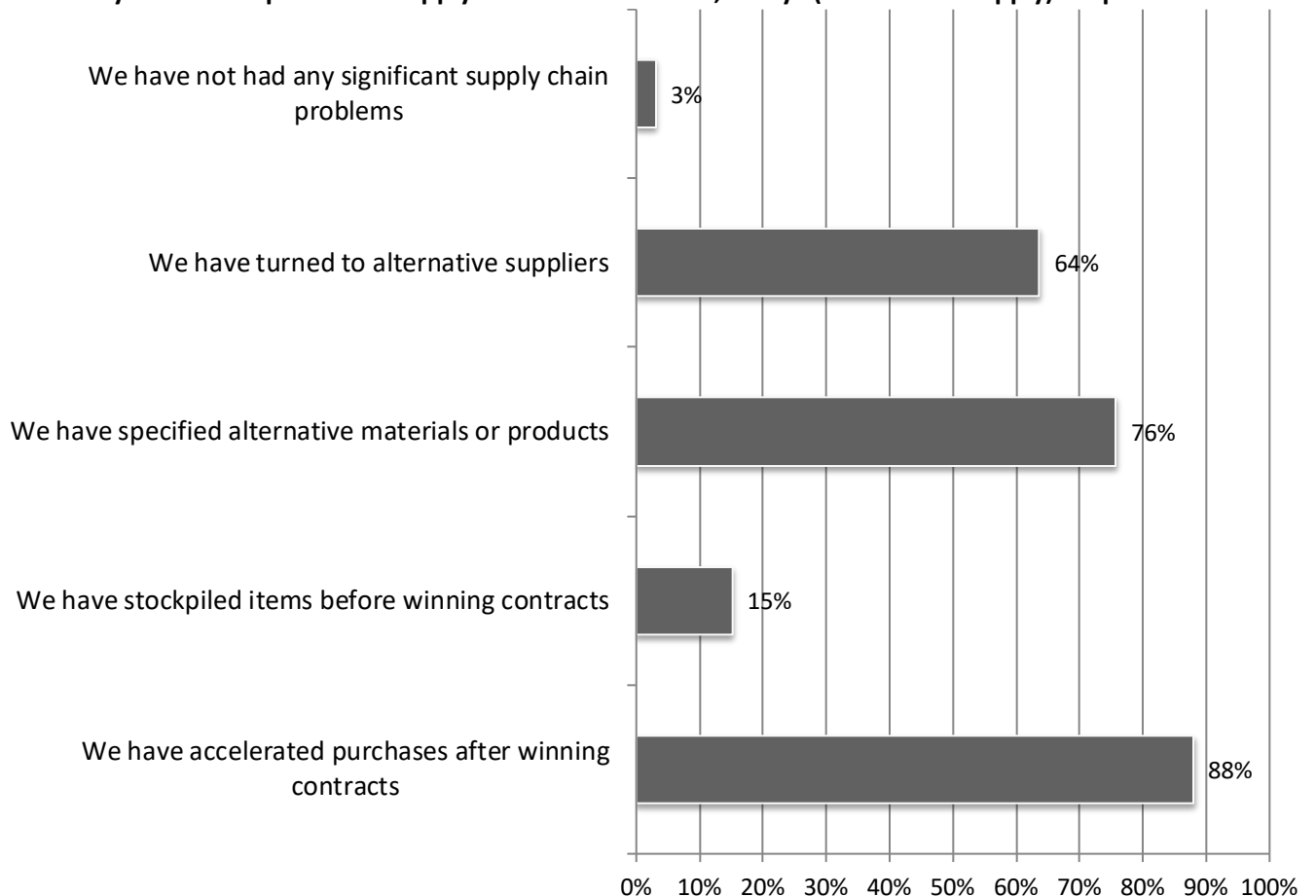
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 33



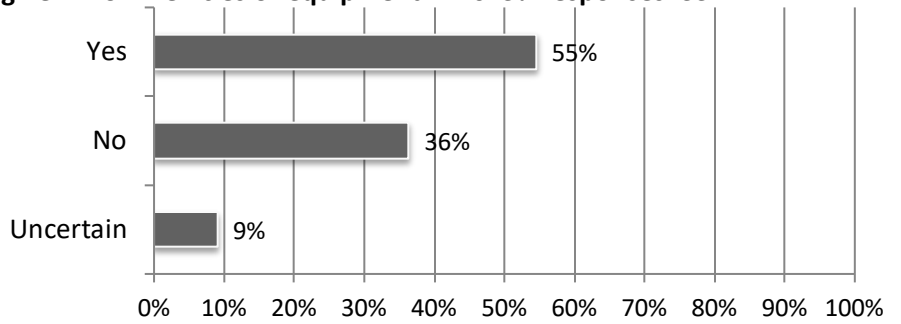
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 33



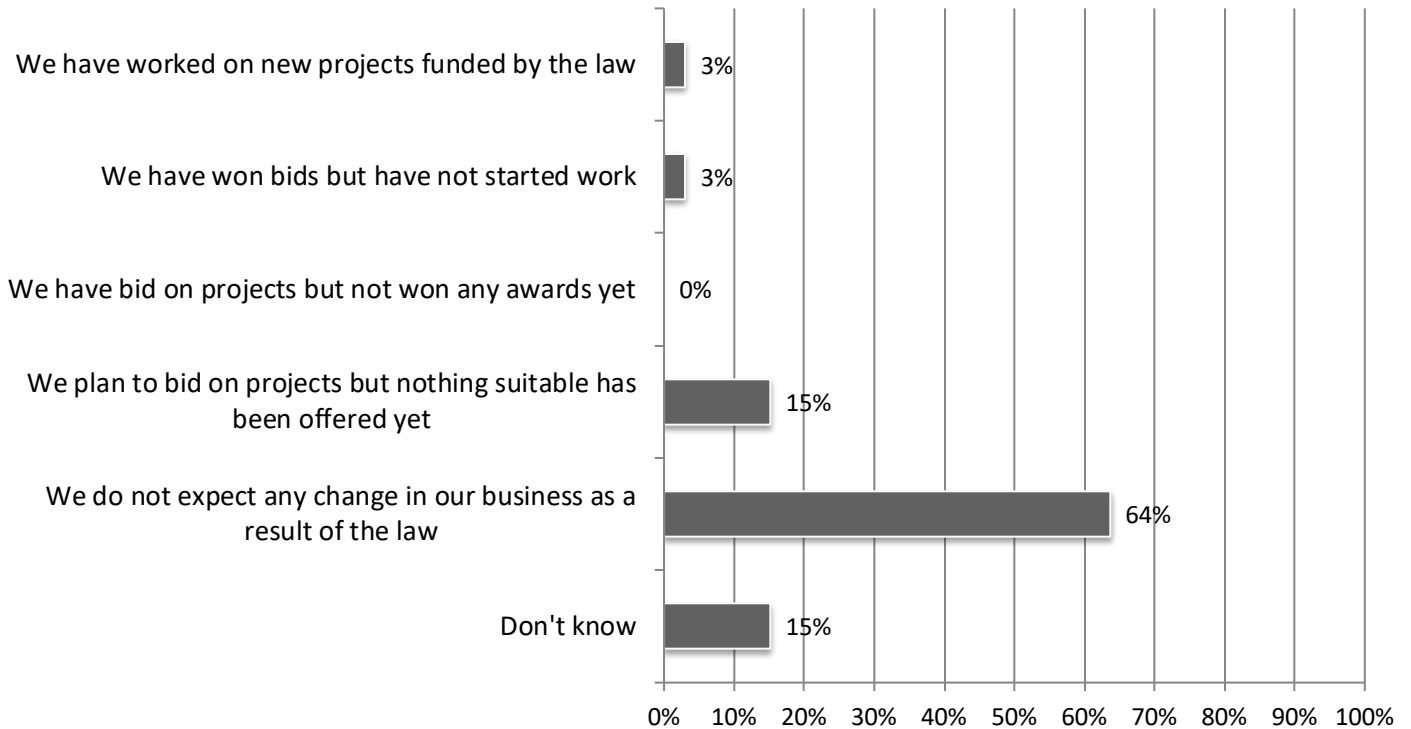
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 33



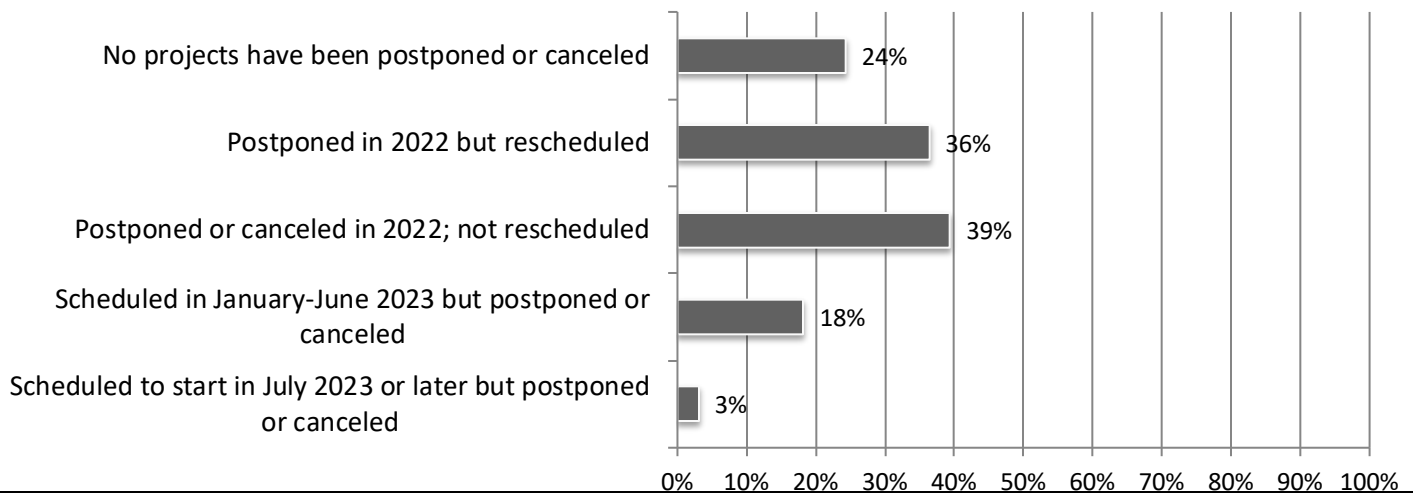
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 33



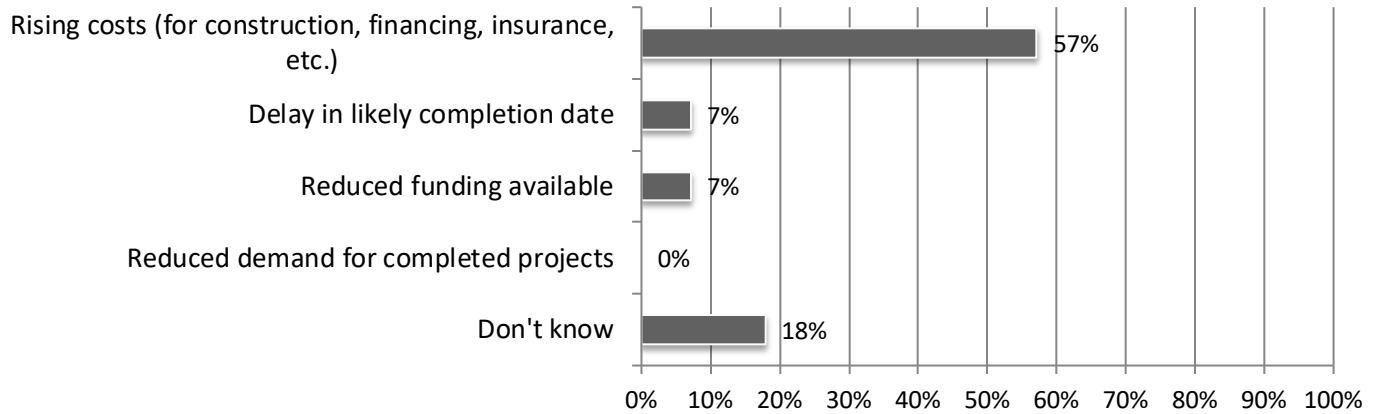
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 33



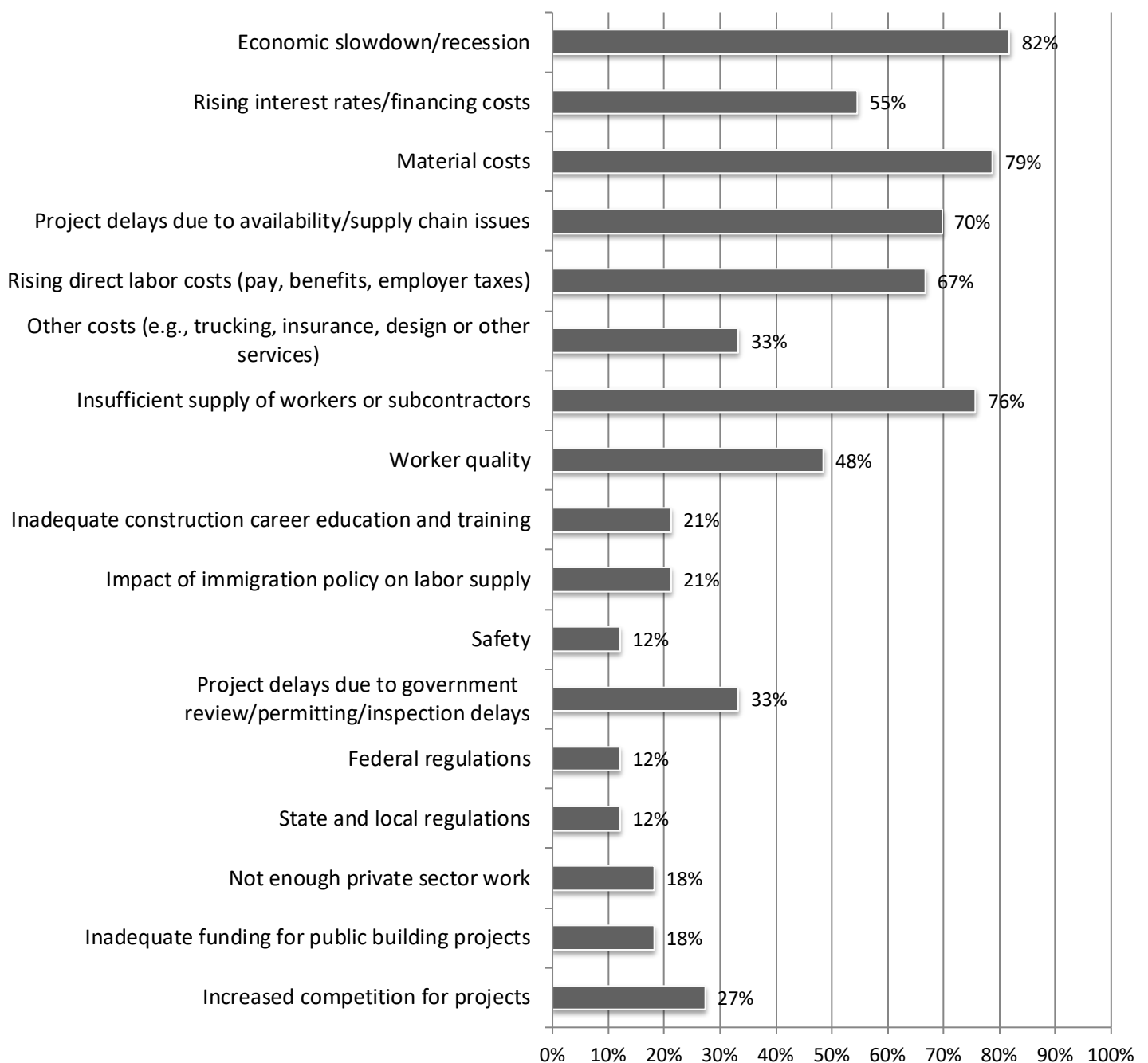
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 33



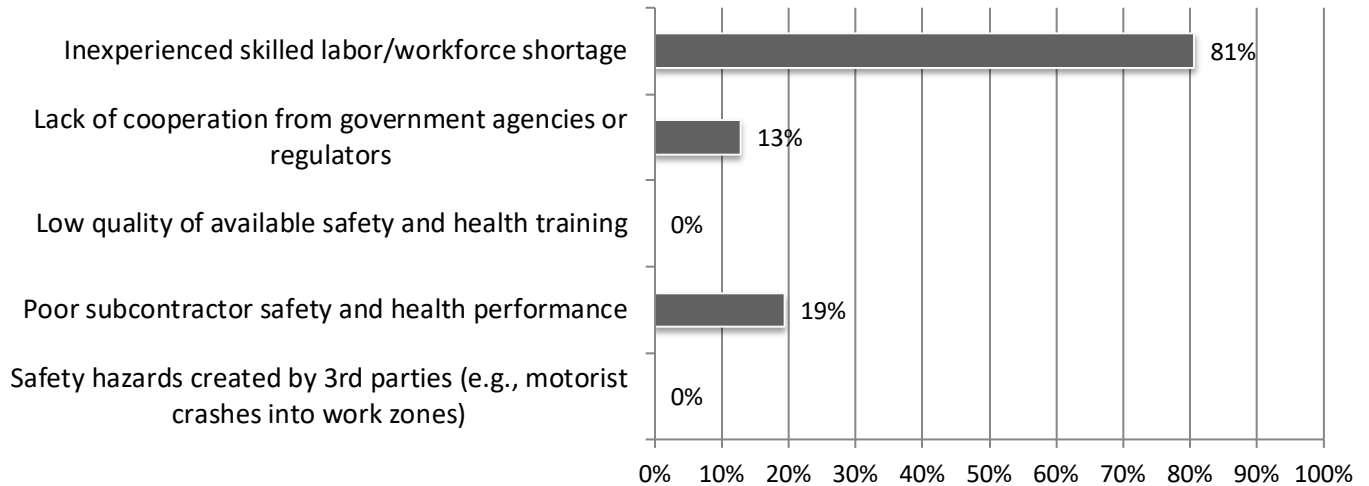
10. If projects were postponed or canceled, what was the main reason? Responses: 28



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 33



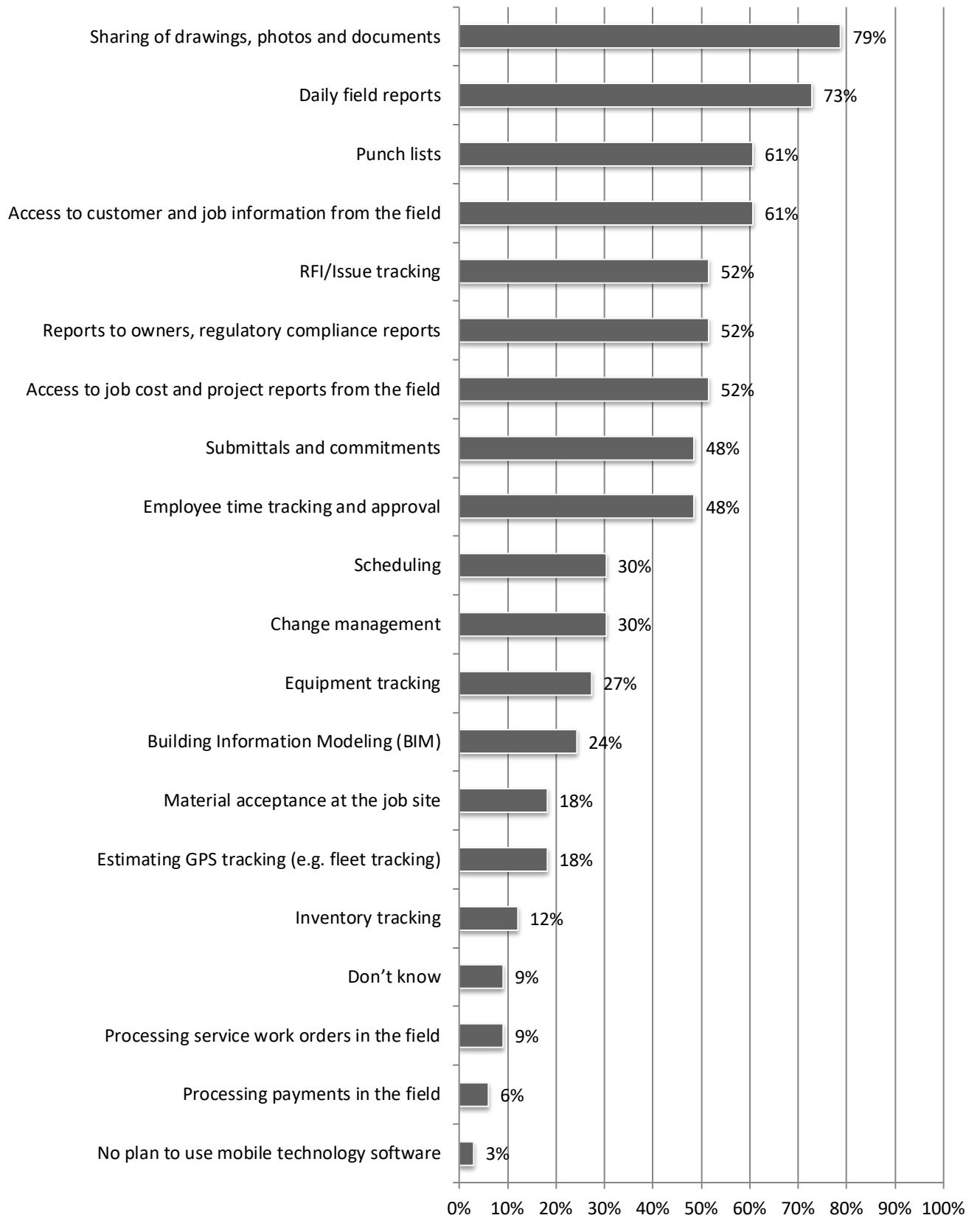
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 31



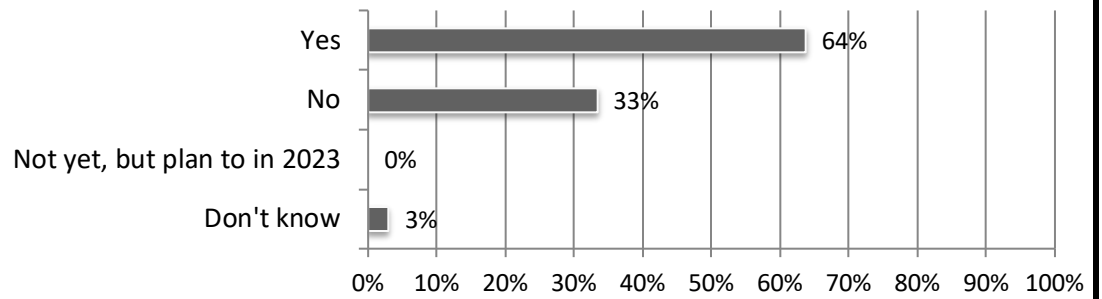
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 33

	Increase	Decrease	No change
Building Information Modeling (BIM)	30%	3%	67%
Project management software	25%	3%	72%
Estimating software	24%	0%	76%
Accounting software	21%	3%	76%
Scheduling software	20%	0%	80%
Payroll software	17%	3%	80%
Project collaboration software	16%	10%	74%
Document management software	16%	3%	81%
Human resources (HR) software	14%	7%	79%
Client relationship management (CRM) software	13%	6%	81%
Fleet tracking/management software	11%	4%	86%
Prequalification software	10%	0%	90%
Subcontractor bid management/ITB software	10%	0%	90%
Tool/asset management/tracking	7%	0%	93%
Service management software	4%	0%	96%

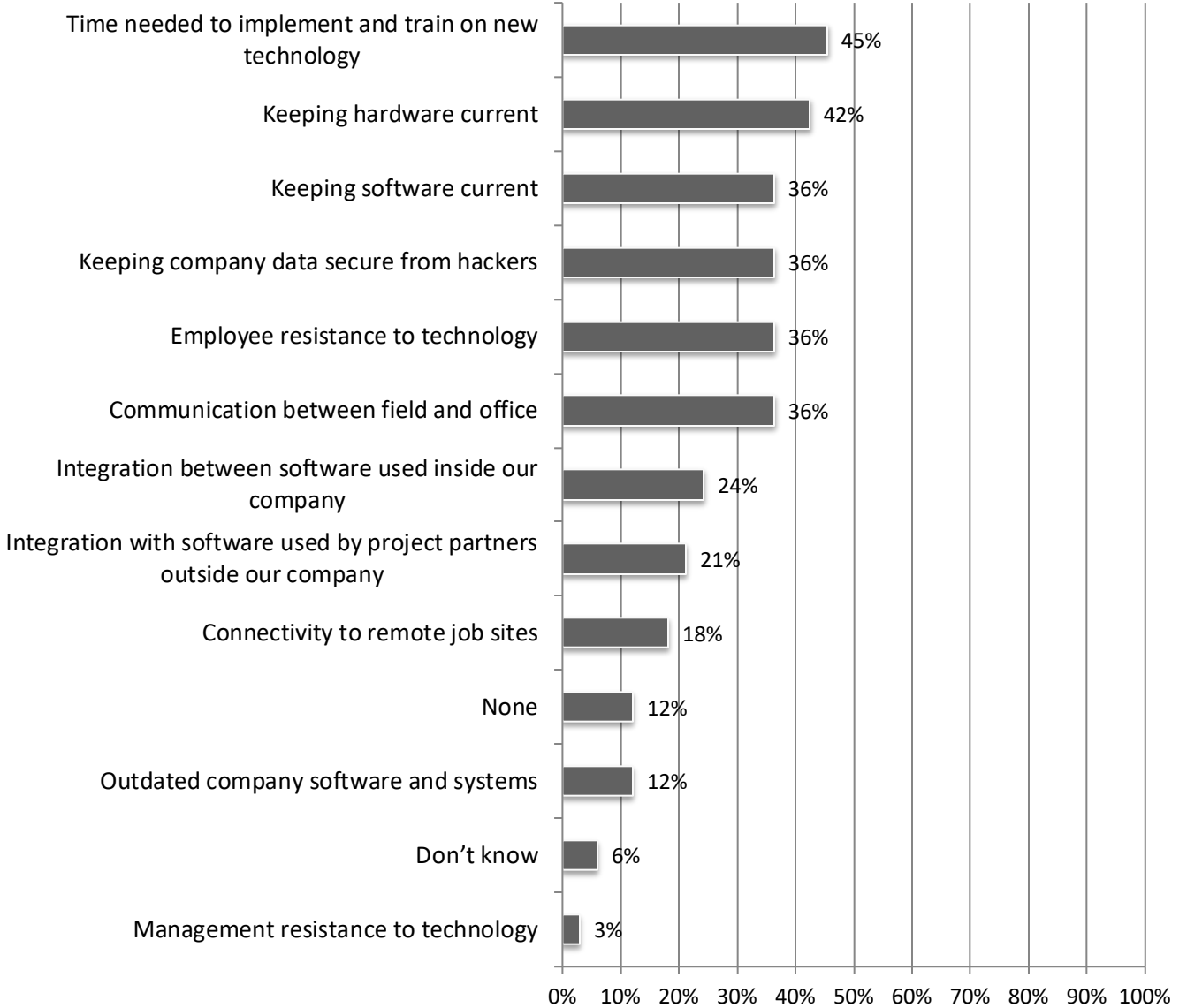
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 33



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 33

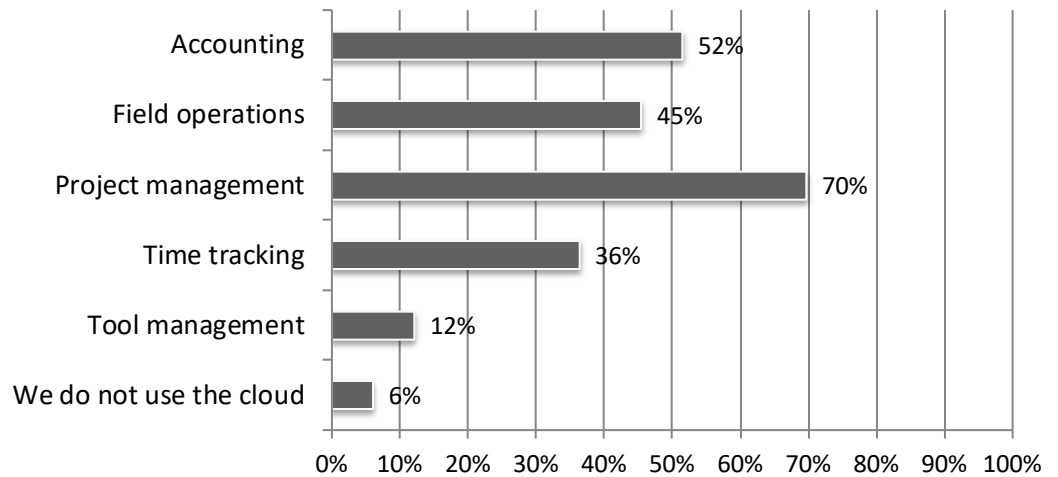


16. What are your biggest IT challenges? (mark all that apply) Responses: 33

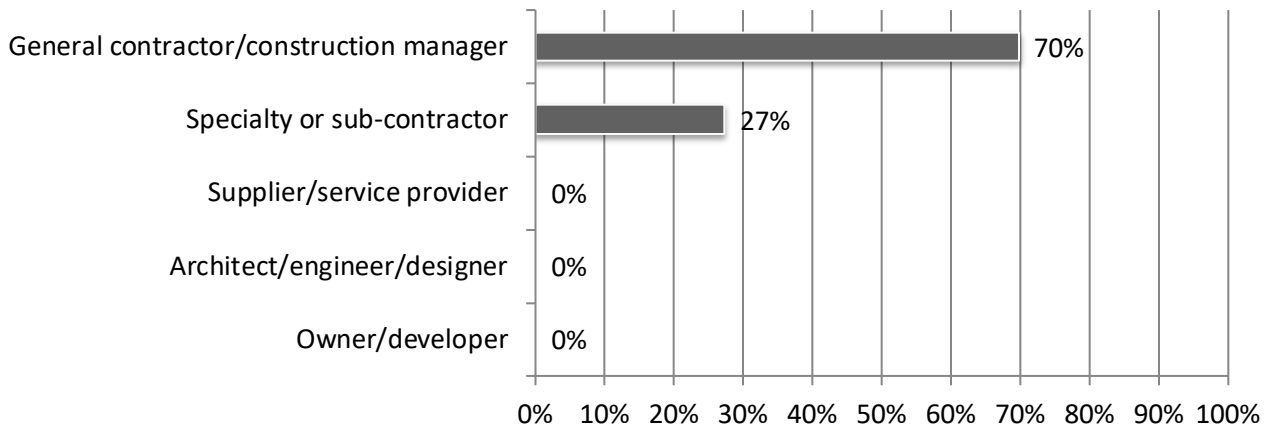


17. Does your firm use cloud-hosted technology in any of the following ways? (mark all that apply)

Responses: 33

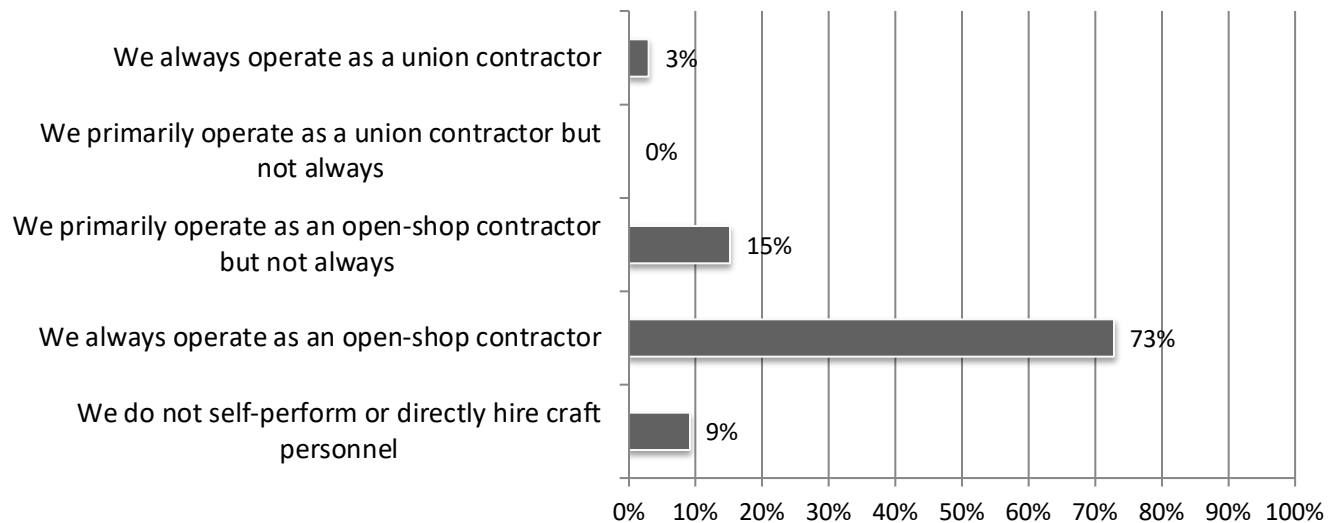


18. What best describes your firm? Responses: 33

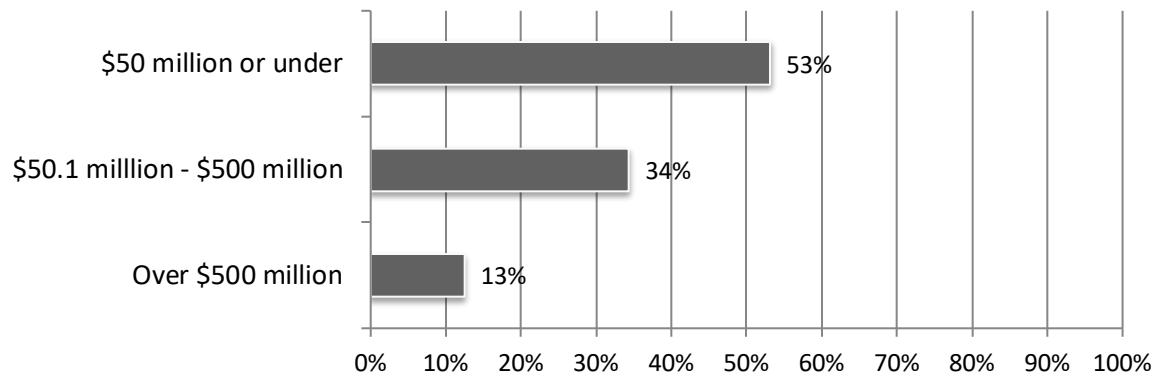


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 33



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 32



21. How many total employees does your firm employ at all of its locations? Responses: 32

