



AGC
THE CONSTRUCTION
ASSOCIATION

Sage

Montana 2023 Construction Outlook Survey Results

Total Responses: 35. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

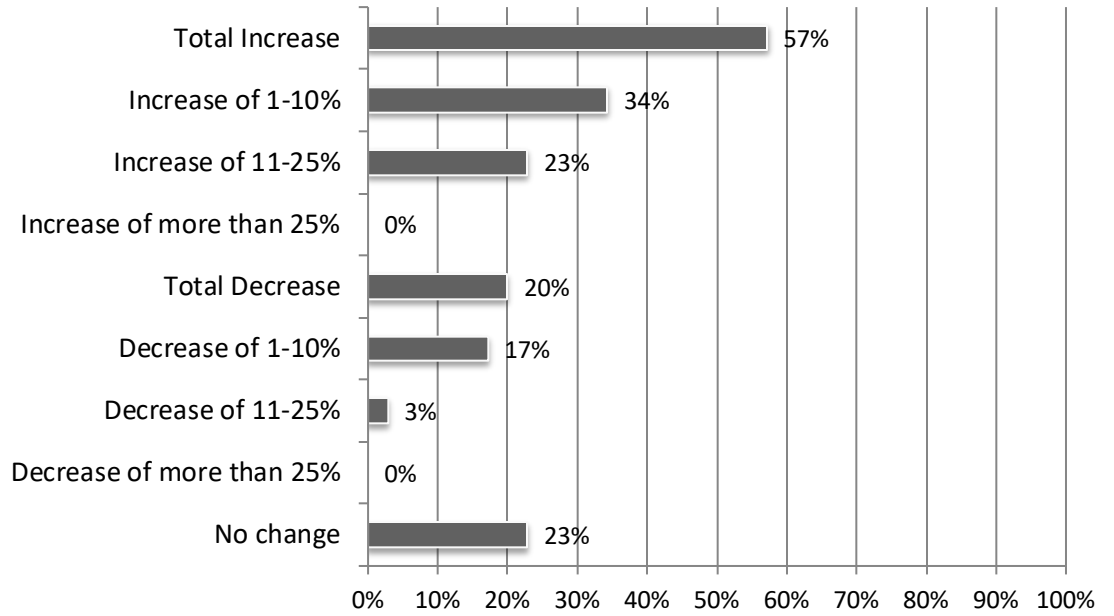
1. Compared to 2022, do you expect the available dollar value of projects you compete for in 2023 to be higher/lower/about the same? (answer for all market areas in which your business operates)

Responses: 34

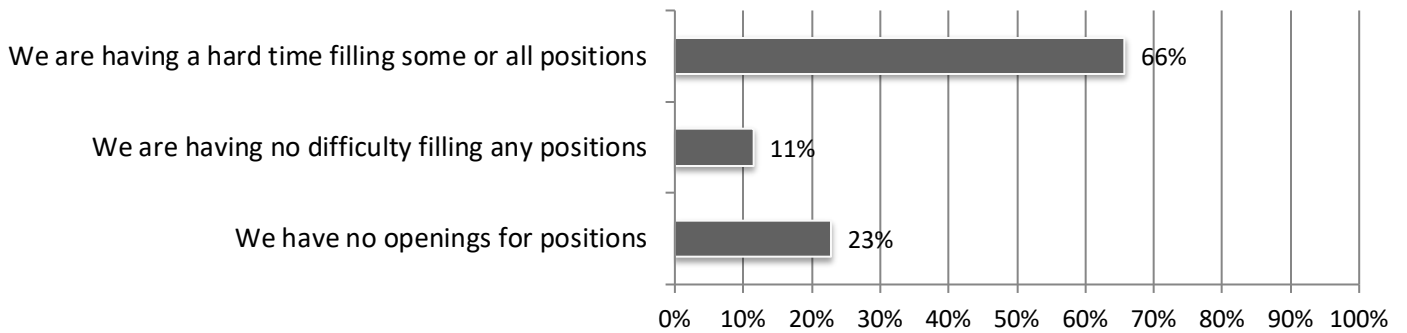
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	65%	10%	25%	55%	42%
Water/Sewer	52%	9%	39%	43%	38%
Hospital	62%	19%	19%	42%	23%
Transportation (e.g., transit, rail, airport)	52%	14%	33%	38%	42%
Data Center	58%	21%	21%	37%	12%
Public Building	42%	8%	50%	33%	23%
Other Healthcare	50%	18%	32%	32%	28%
Warehouse	52%	20%	28%	32%	10%
Power	48%	19%	33%	29%	28%
Federal (e.g., VA, GSA, USACE, NAVFAC)	54%	25%	21%	29%	37%
Higher Education	46%	18%	36%	29%	16%
Multifamily Residential	45%	20%	35%	25%	1%
Manufacturing	50%	27%	23%	23%	14%
K-12 School	35%	19%	46%	15%	16%
Other	22%	11%	67%	11%	10%
Lodging	36%	32%	32%	4%	-4%
Retail	27%	27%	45%	0%	-22%
Private Office	31%	42%	27%	-12%	-21%

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

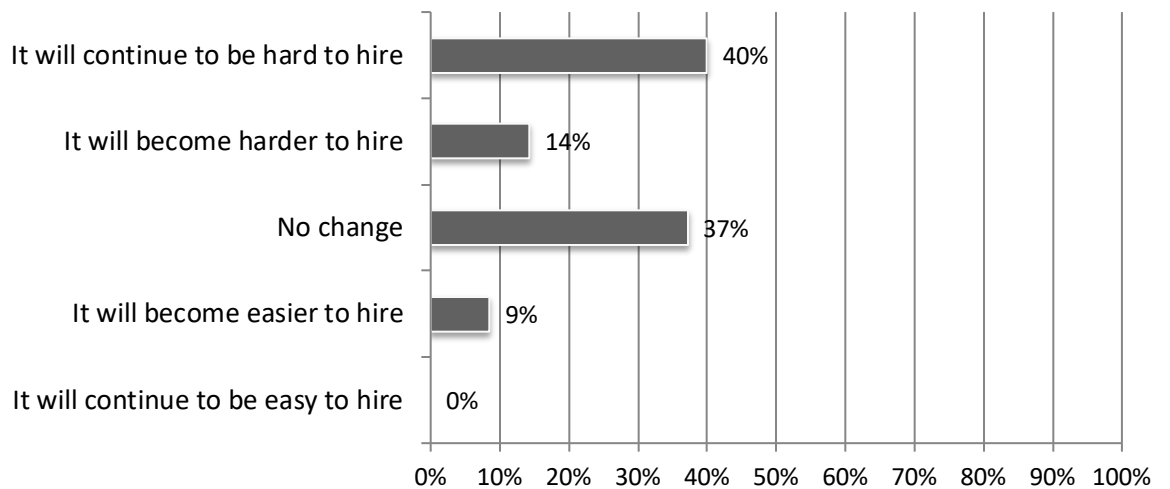
2. What percent change do you expect in your headcount in 2023? Responses: 35



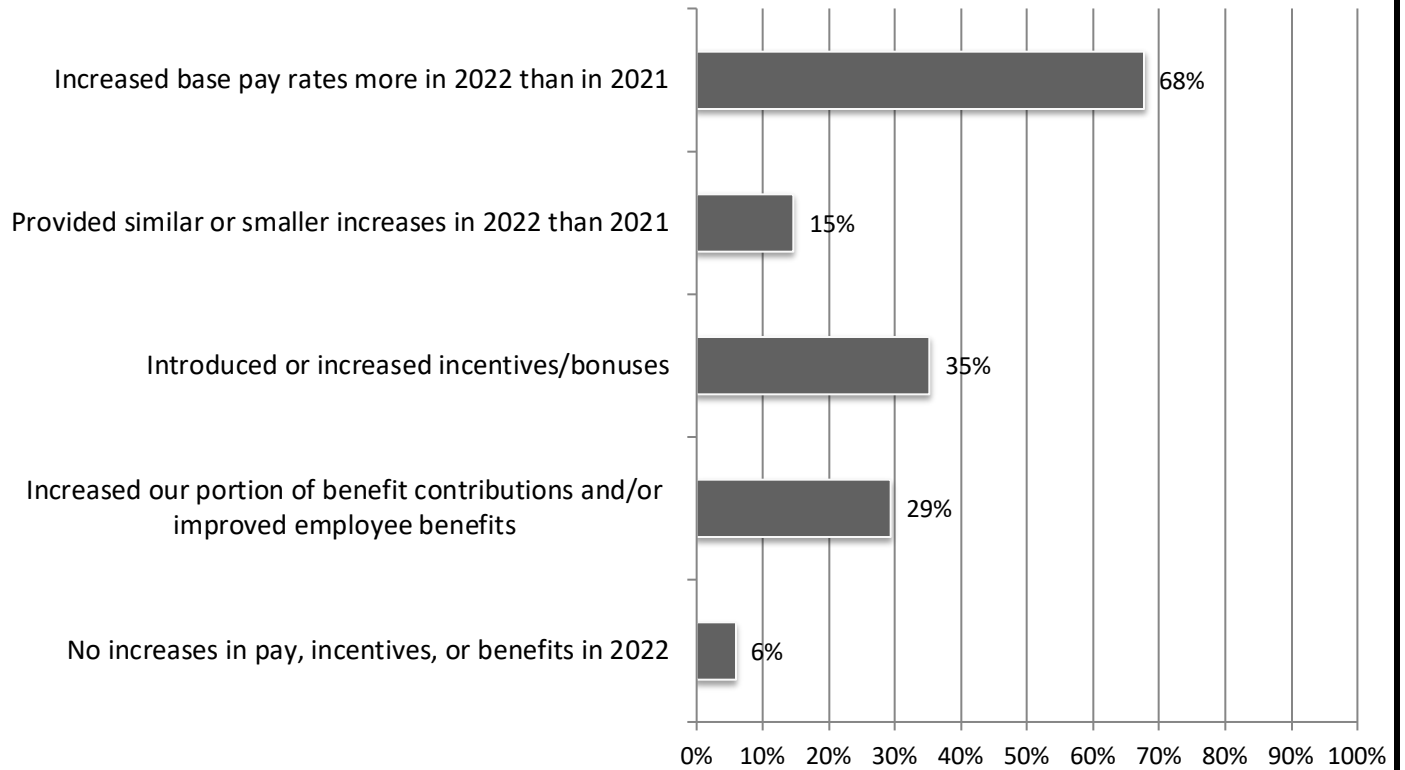
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 35



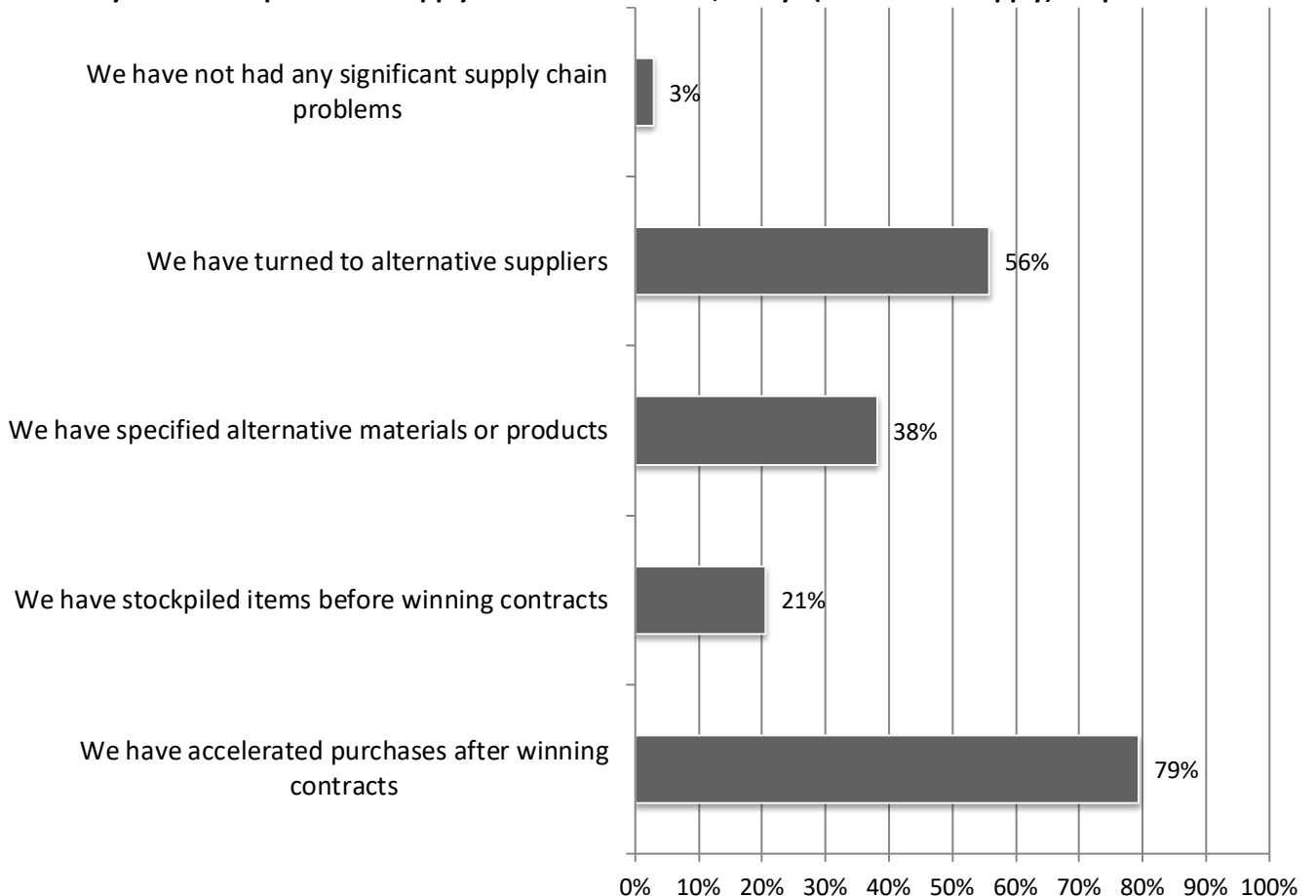
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 35



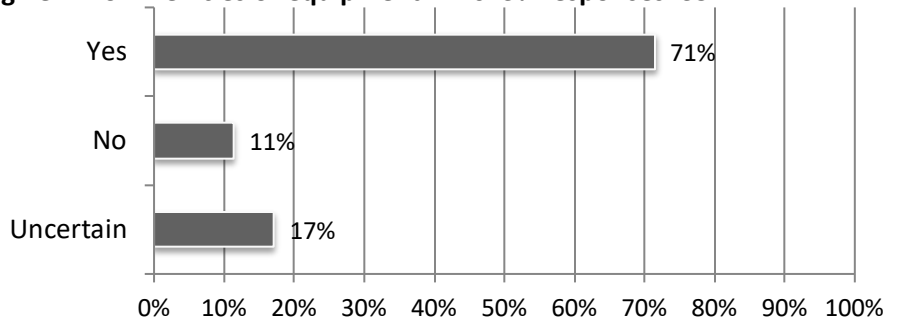
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 34



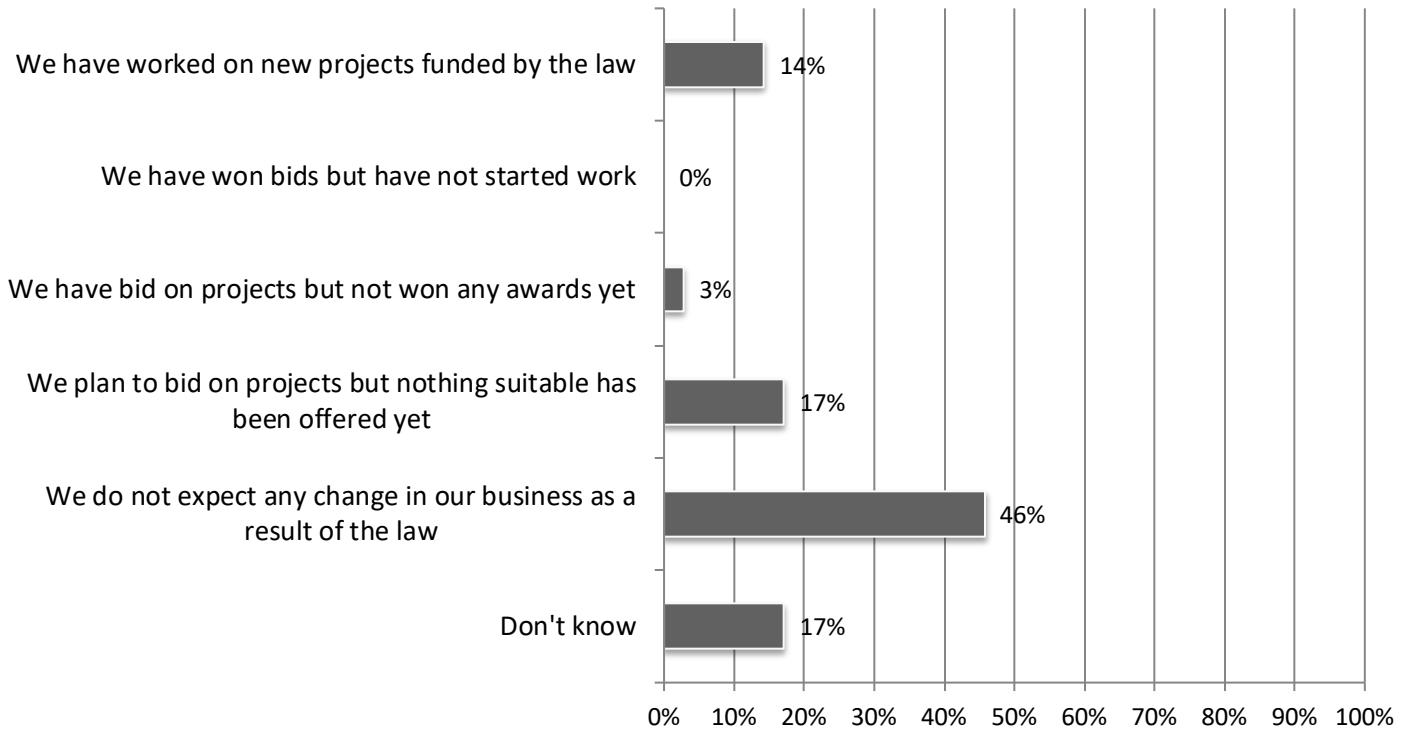
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 34



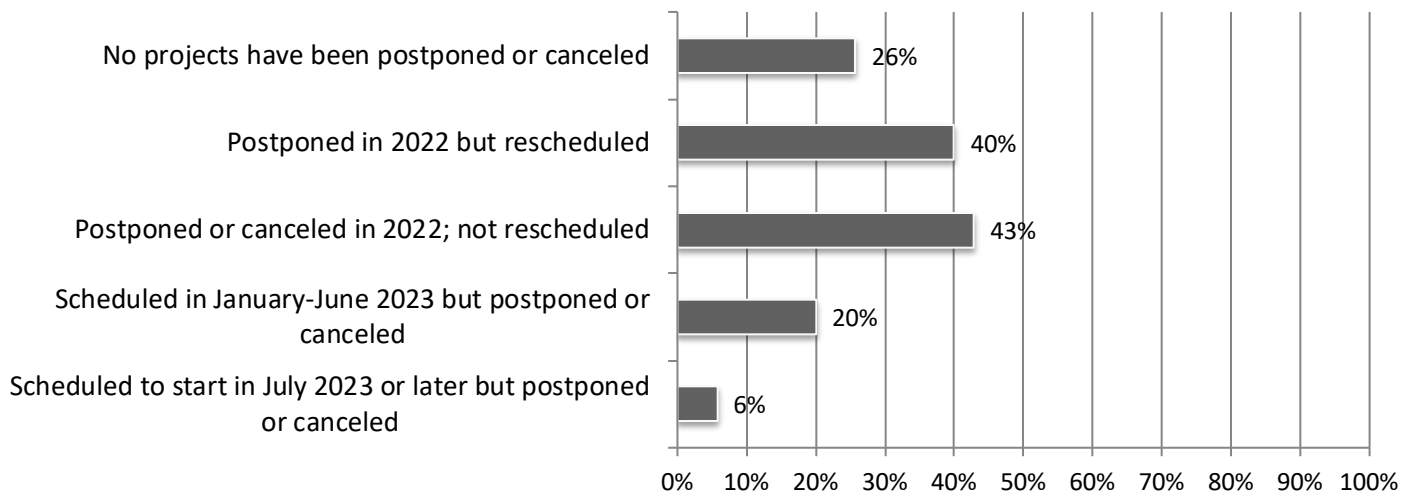
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 35



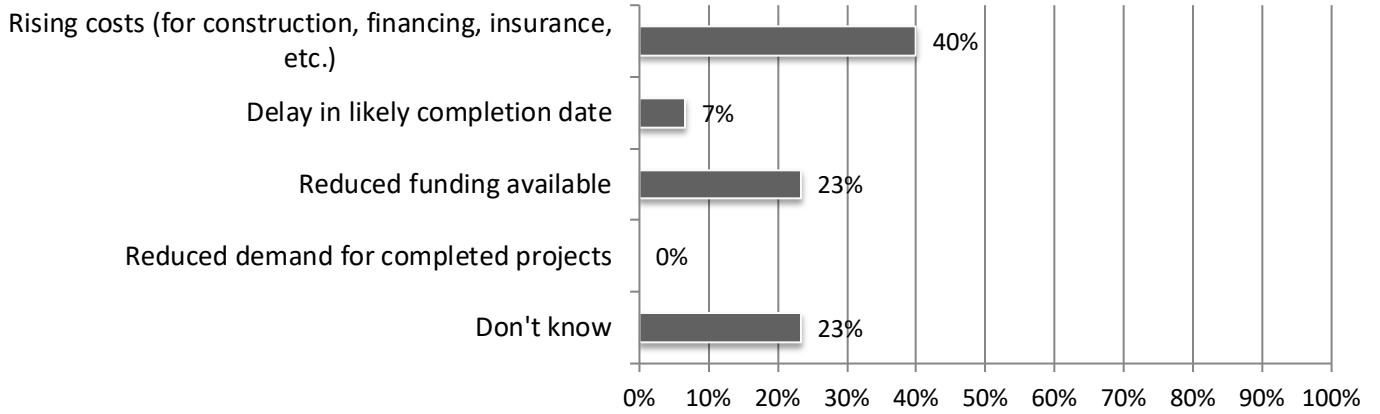
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 35



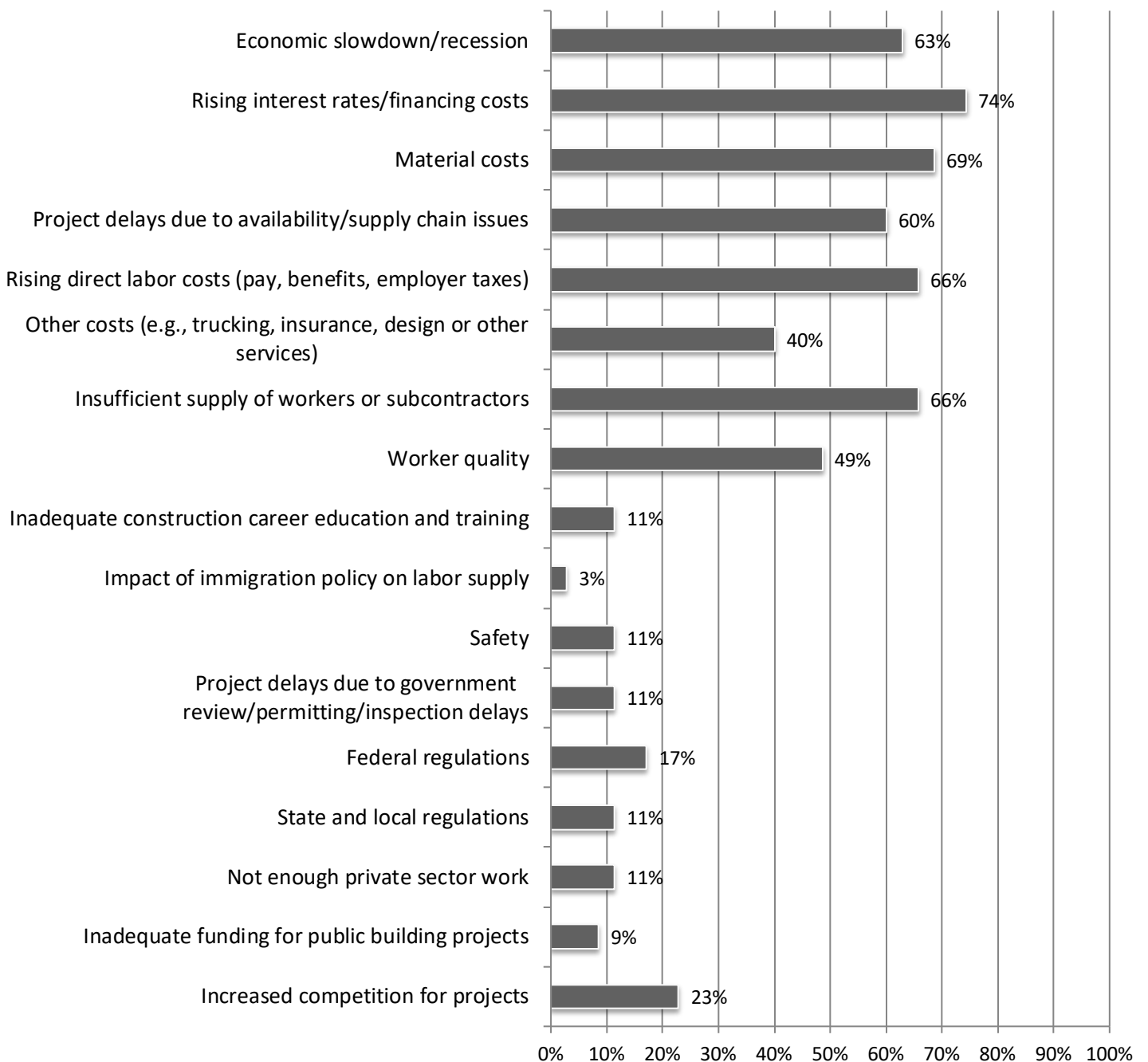
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 35



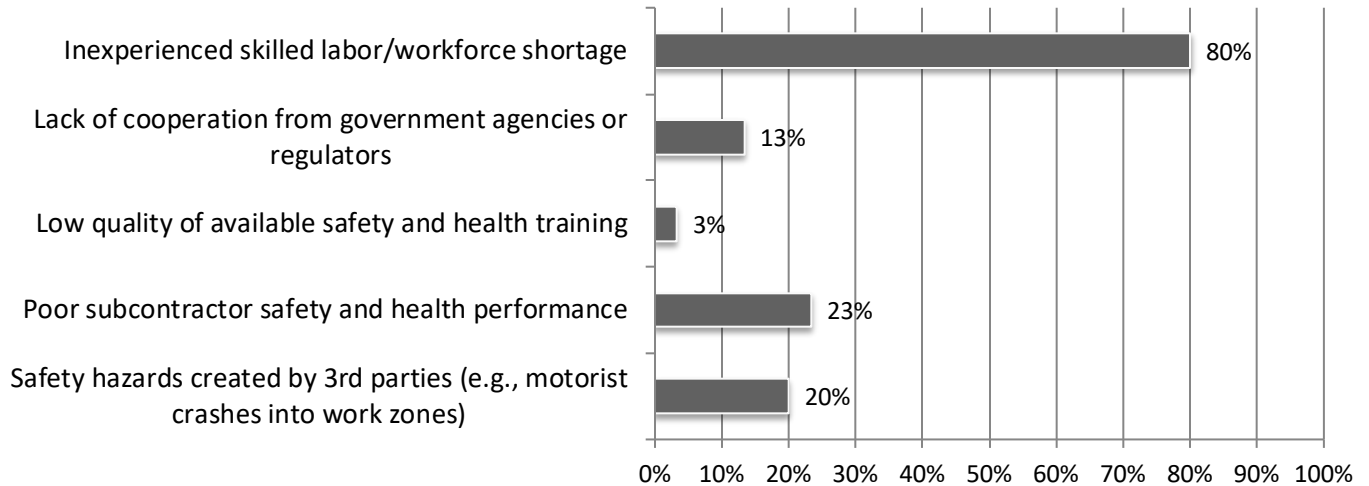
10. If projects were postponed or canceled, what was the main reason? Responses: 30



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 35



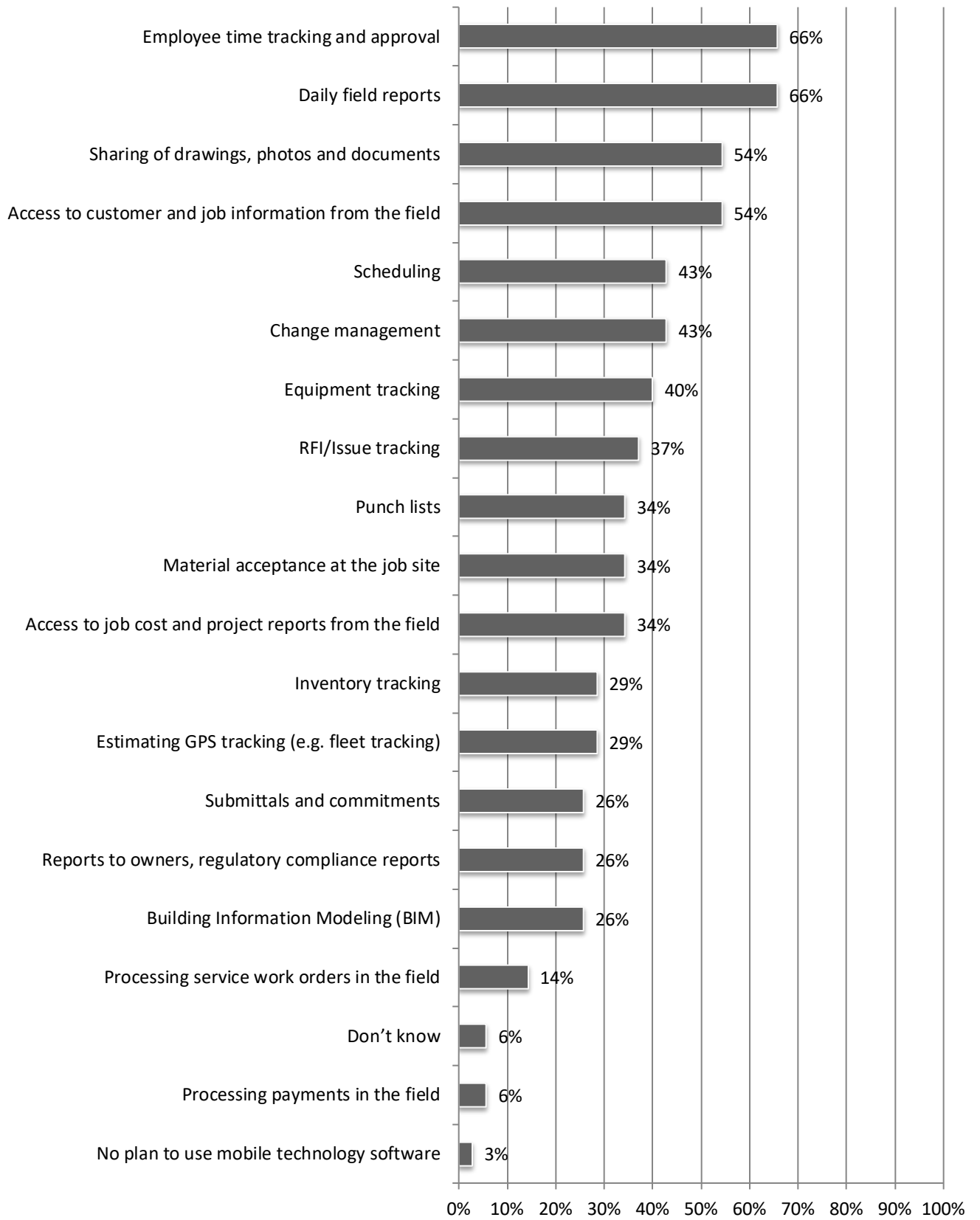
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 30



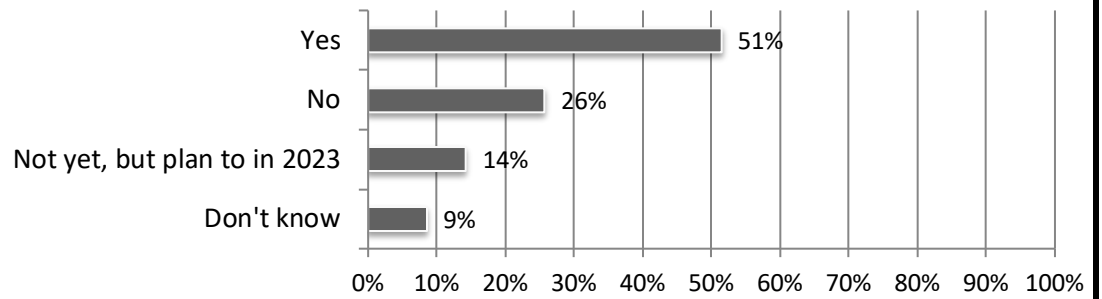
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 34

	Increase	Decrease	No change
Document management software	37%	0%	63%
Project management software	37%	3%	60%
Accounting software	34%	0%	66%
Fleet tracking/management software	32%	0%	68%
Estimating software	31%	0%	69%
Building Information Modeling (BIM)	27%	0%	73%
Project collaboration software	25%	0%	75%
Client relationship management (CRM) software	24%	0%	76%
Scheduling software	23%	3%	74%
Tool/asset management/tracking	23%	0%	77%
Human resources (HR) software	21%	0%	79%
Payroll software	19%	3%	78%
Service management software	15%	4%	81%
Prequalification software	4%	0%	96%
Subcontractor bid management/ITB software	4%	0%	96%

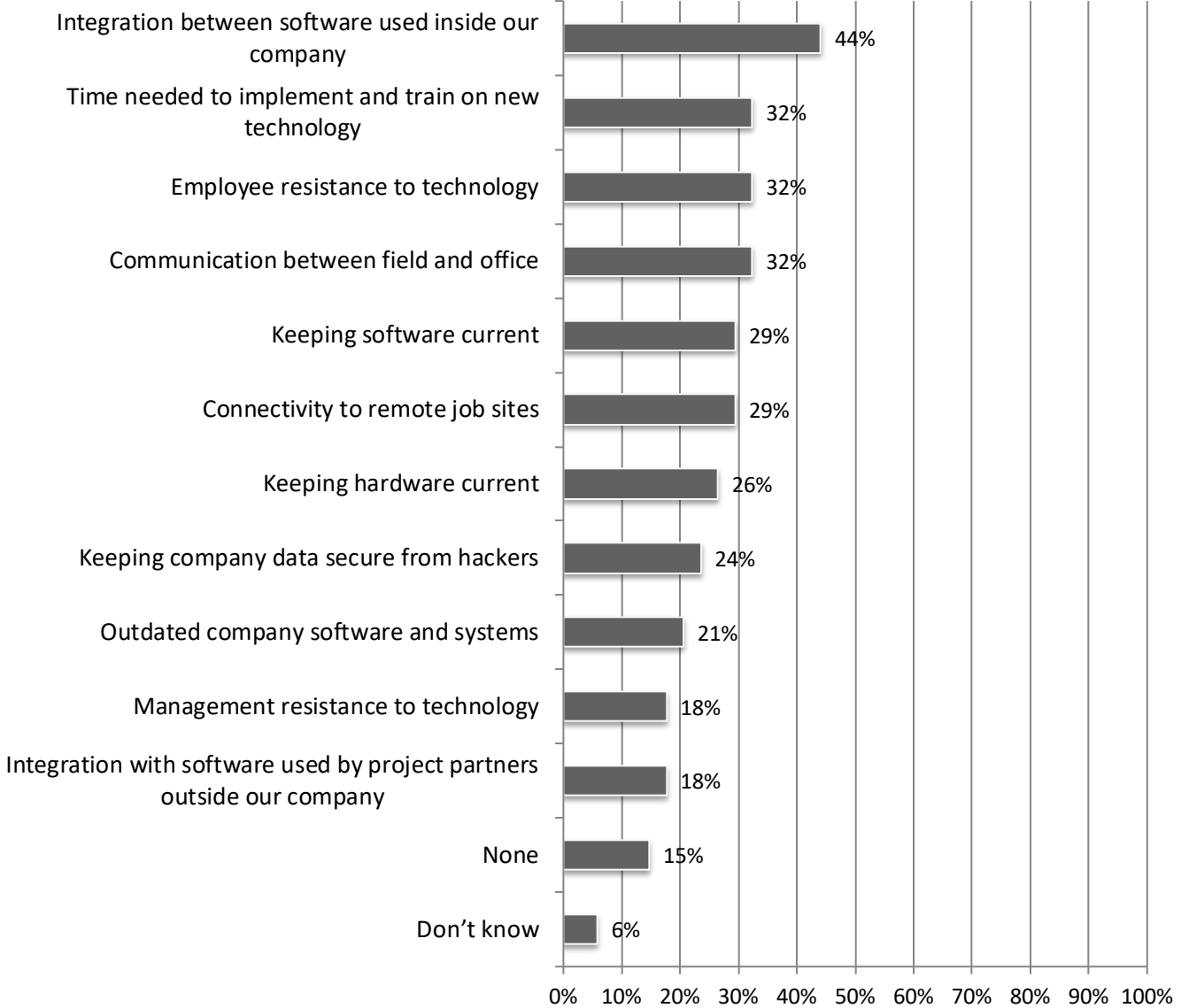
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 35



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 35

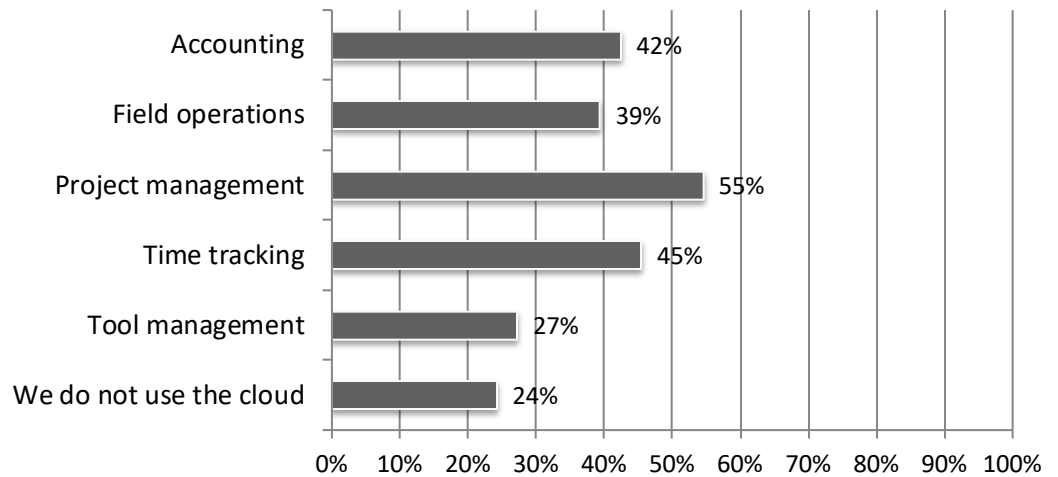


16. What are your biggest IT challenges? (mark all that apply) Responses: 34

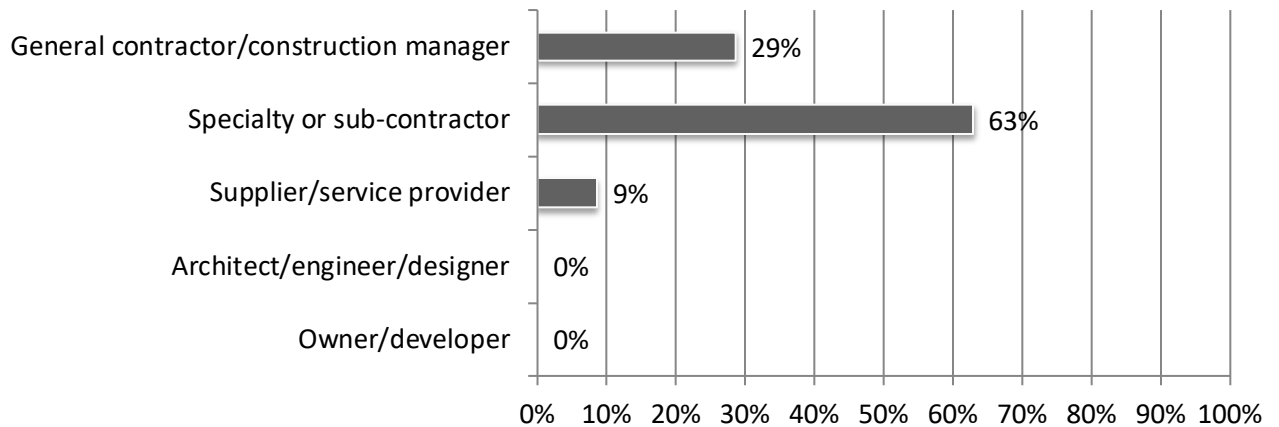


17. Does your firm use cloud-hosted technology in any of the following ways? (mark all that apply)

Responses: 33

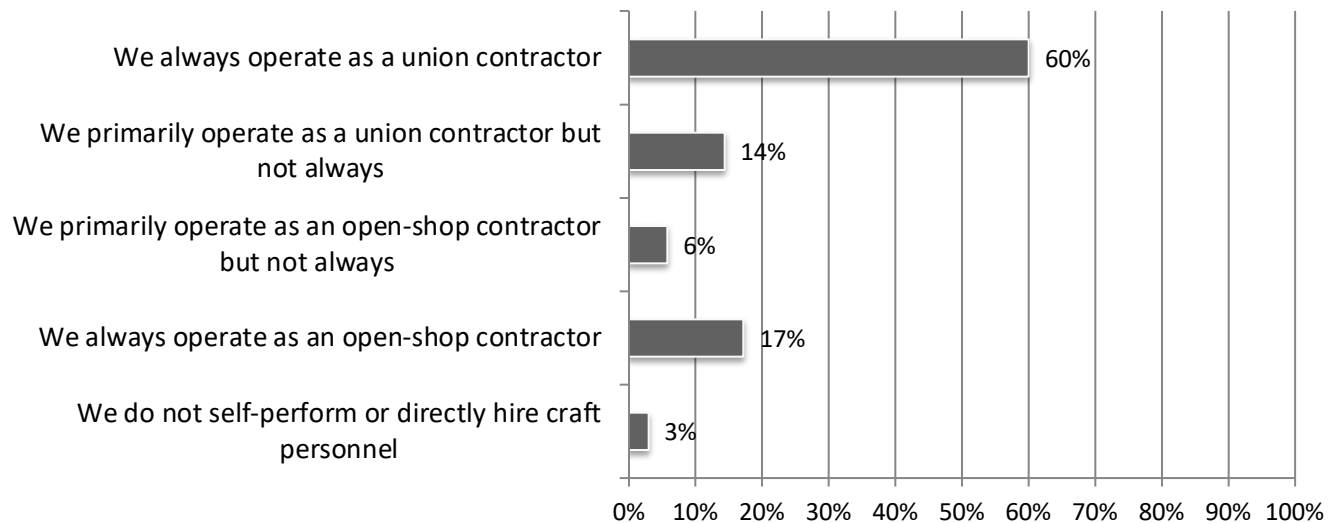


18. What best describes your firm? Responses: 35

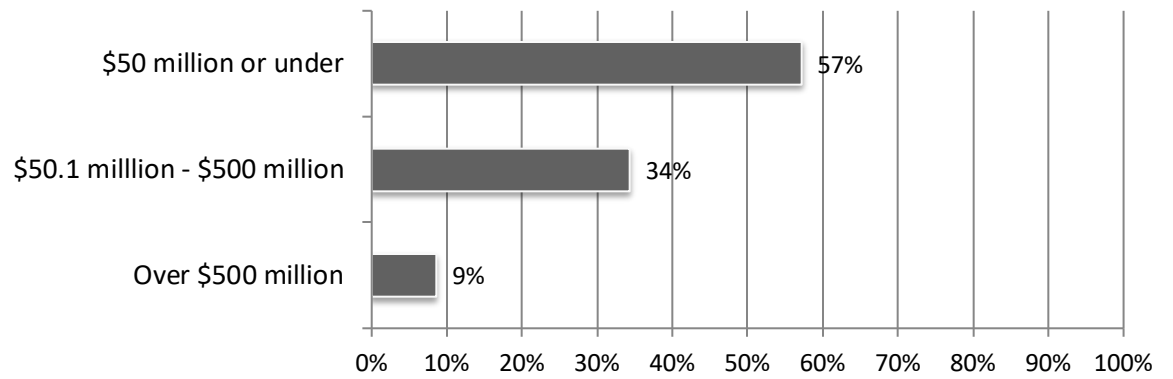


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 25



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 35



21. How many total employees does your firm employ at all of its locations? Responses: 35

