



AGC
THE CONSTRUCTION
ASSOCIATION



2023 Construction Outlook Midwest Survey Results

Total Responses: 178. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

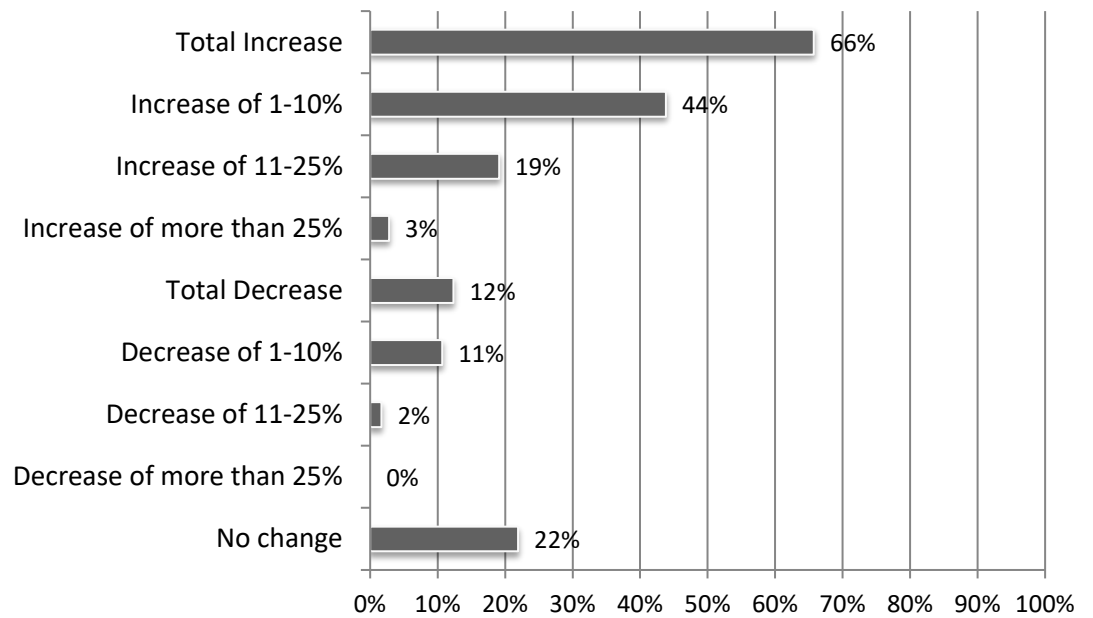
1. Compared to 2022, do you expect the available dollar value of projects you compete for in 2023 to be higher/lower/about the same? (answer for all market areas in which your business operates):

Responses: 177

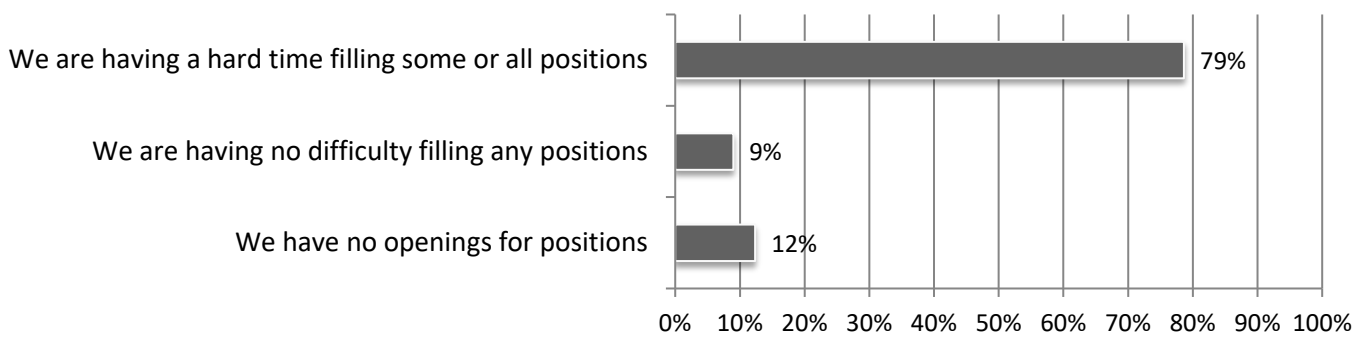
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	64%	6%	31%	58%	42%
Water/Sewer	51%	12%	37%	39%	38%
Transportation (e.g., transit, rail, airport)	54%	14%	32%	39%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	50%	11%	40%	39%	37%
Power	42%	15%	43%	27%	28%
Public Building	41%	16%	44%	25%	23%
Other Healthcare	35%	17%	48%	18%	28%
Hospital	38%	20%	42%	18%	23%
Higher Education	34%	20%	46%	14%	16%
K-12 School	35%	21%	44%	14%	16%
Manufacturing	39%	26%	35%	14%	14%
Warehouse	36%	28%	36%	8%	10%
Data Center	31%	25%	44%	6%	12%
Other	23%	17%	60%	6%	10%
Multifamily Residential	28%	38%	34%	-11%	1%
Lodging	23%	37%	41%	-14%	-4%
Retail	21%	45%	33%	-24%	-22%
Private Office	20%	47%	33%	-28%	-21%

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

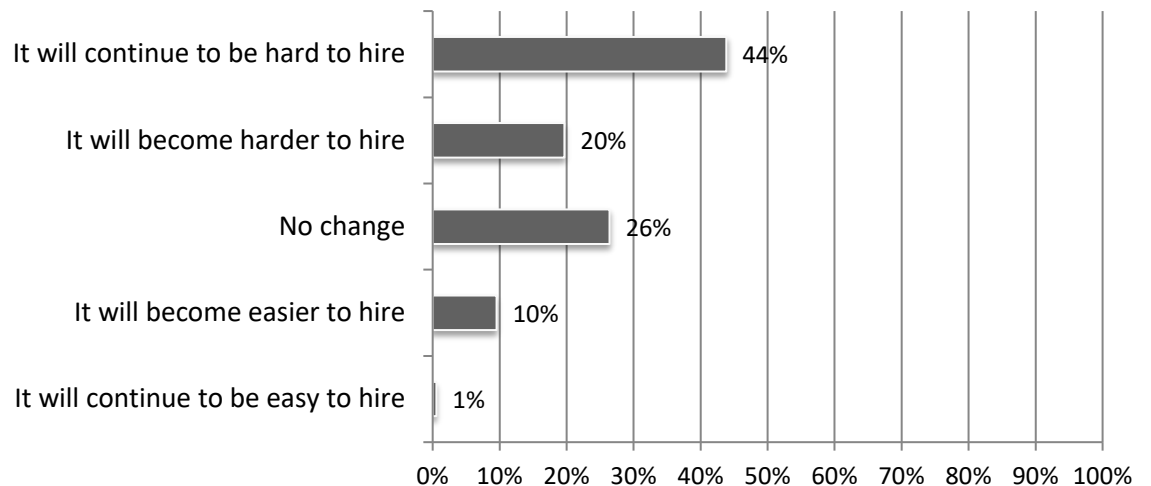
2. What percent change do you expect in your headcount in 2023? Responses: 178



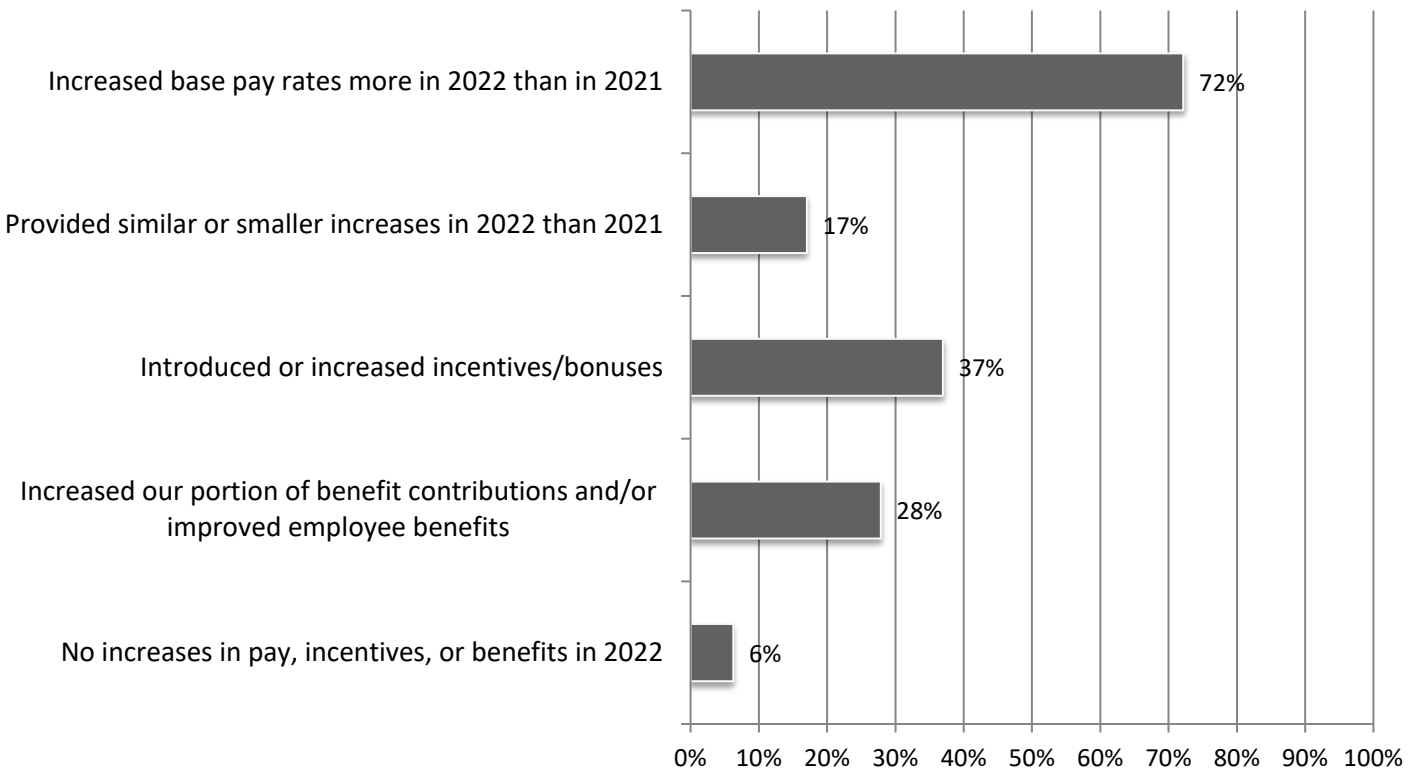
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 178



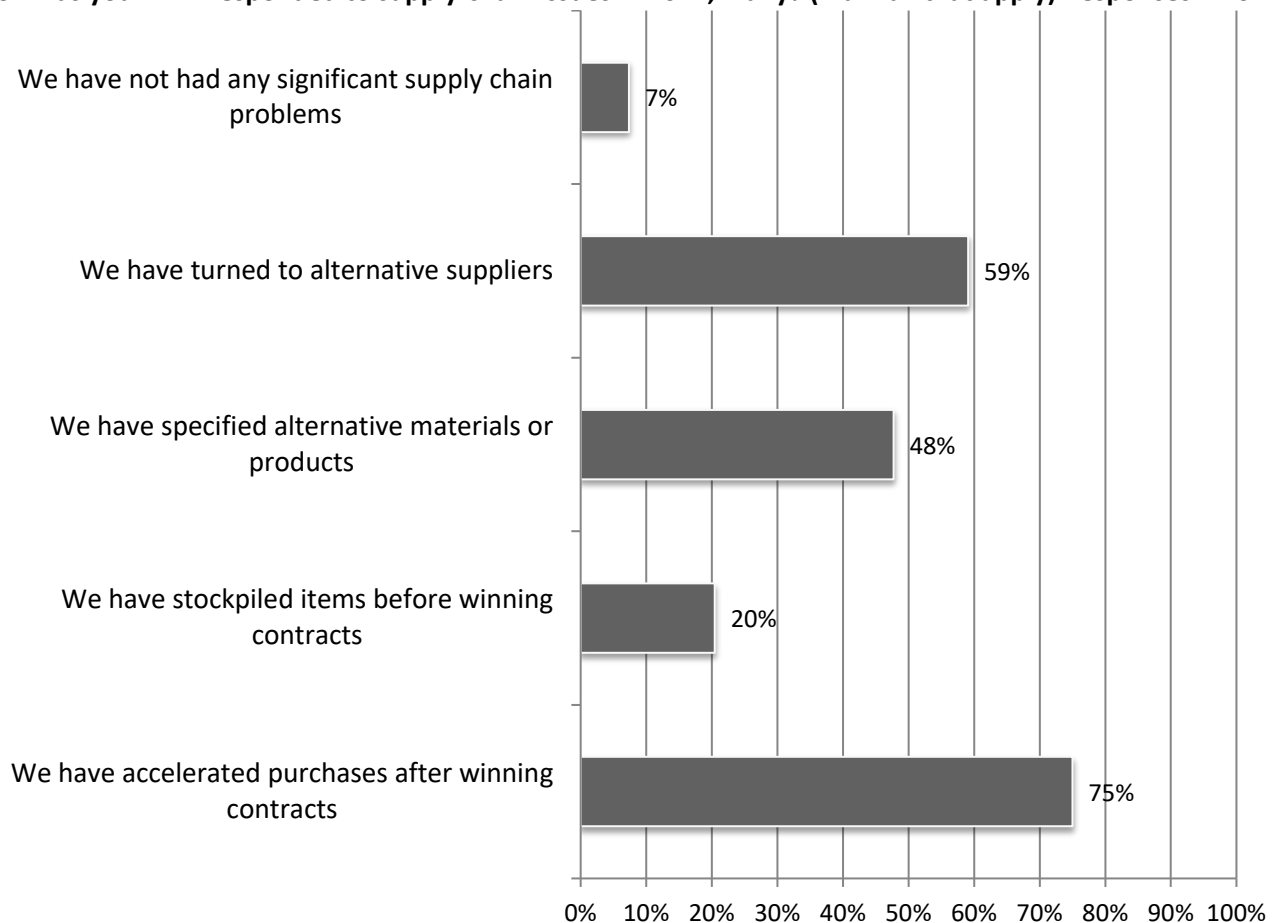
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 178



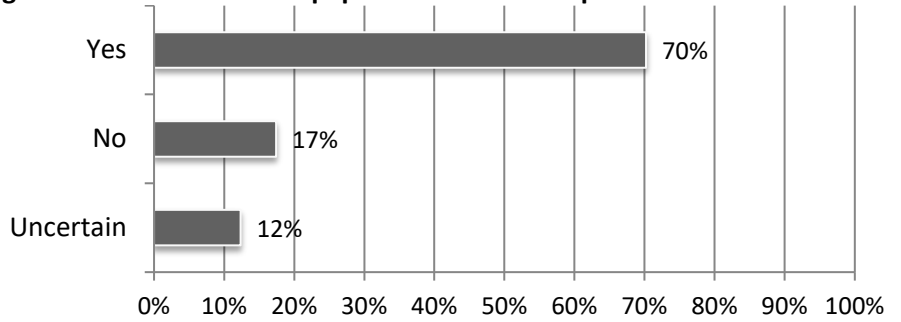
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 176



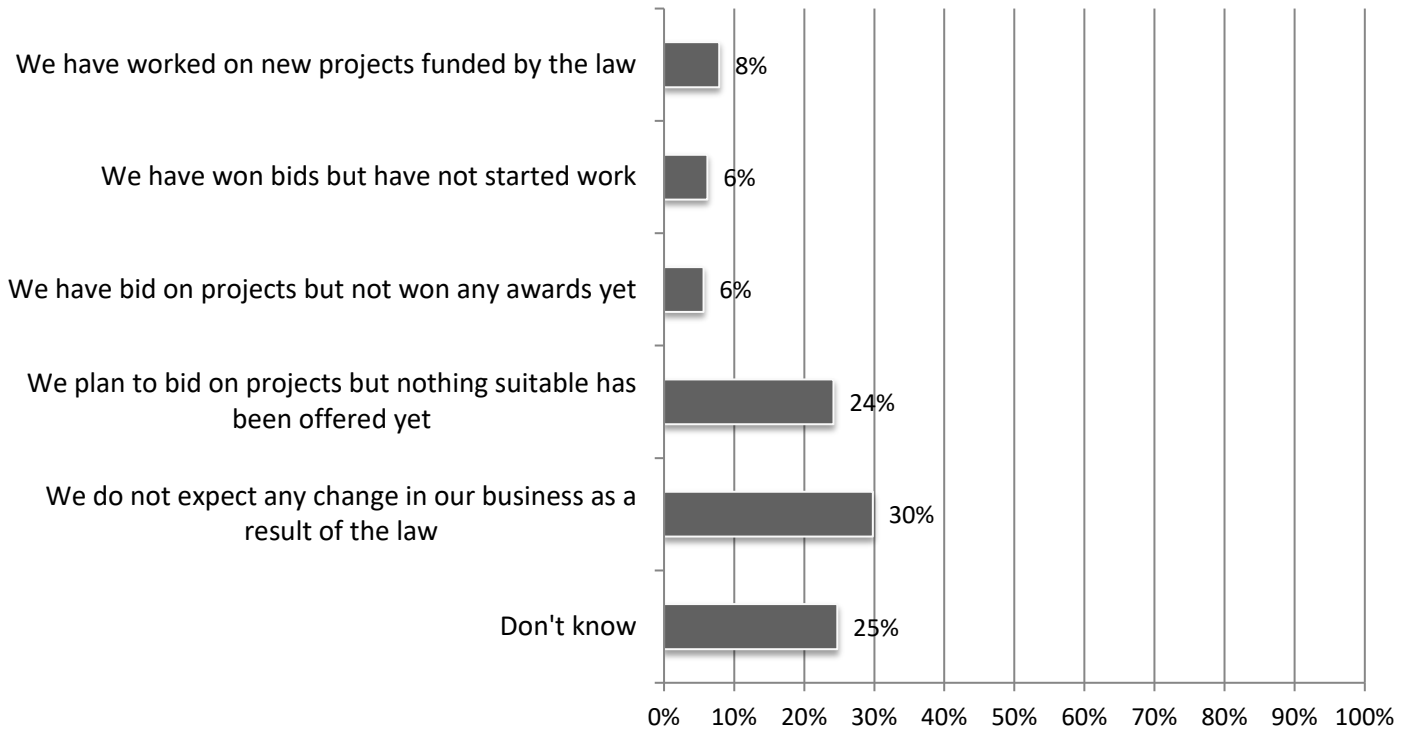
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 176



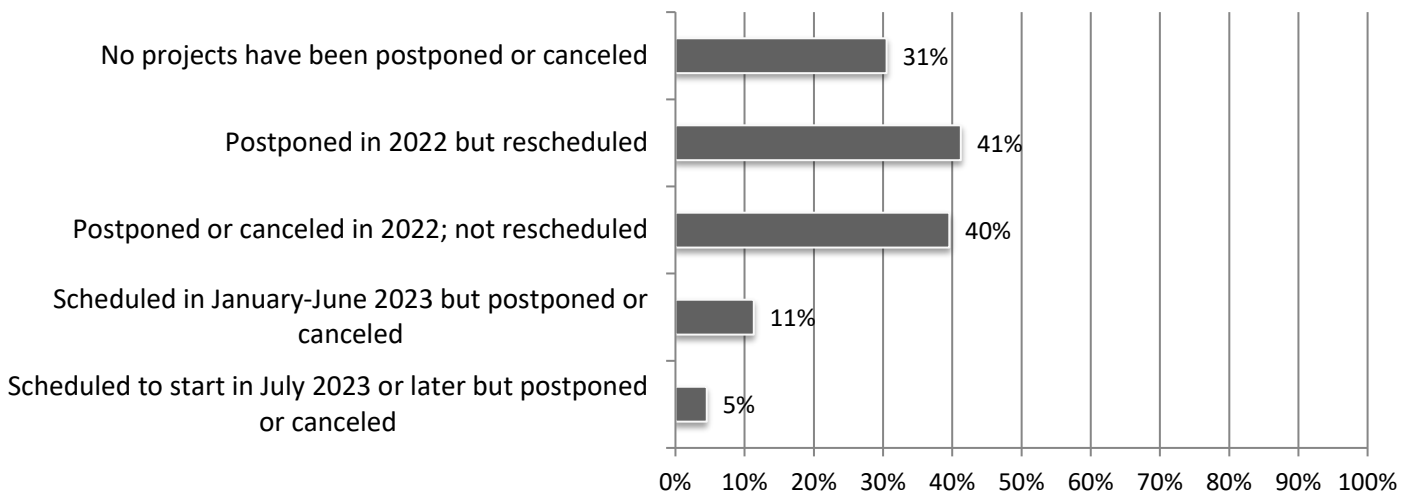
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 178



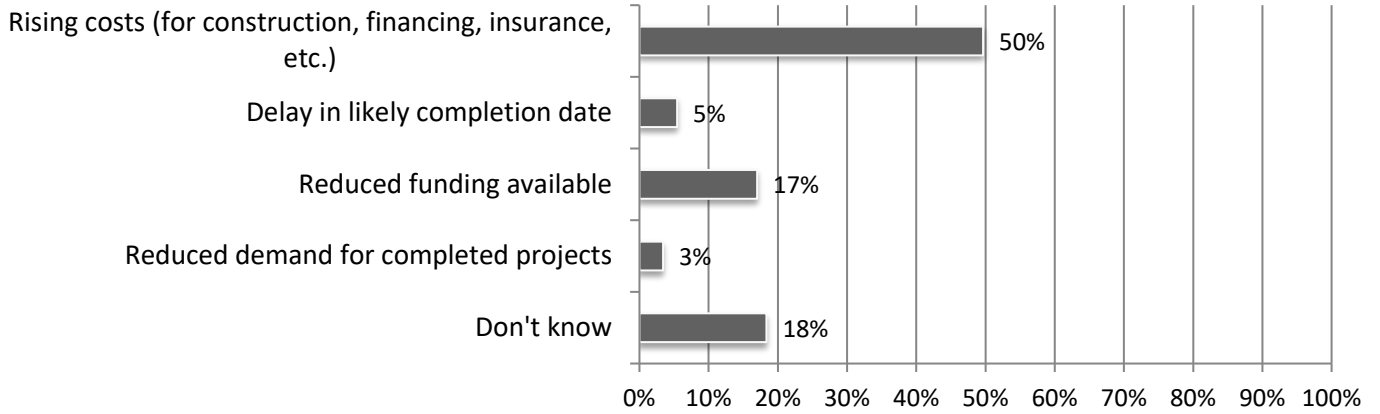
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 178



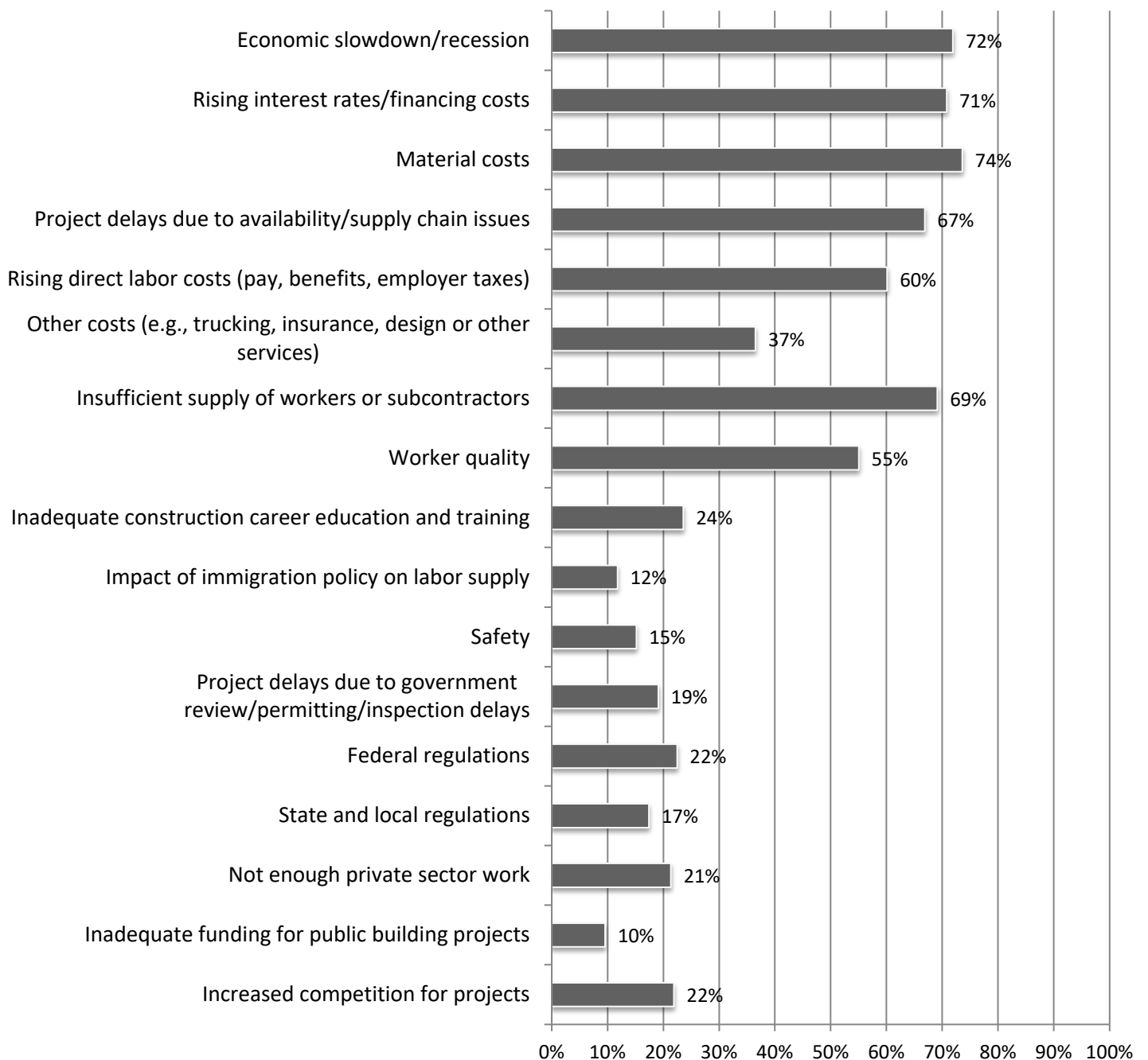
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 177



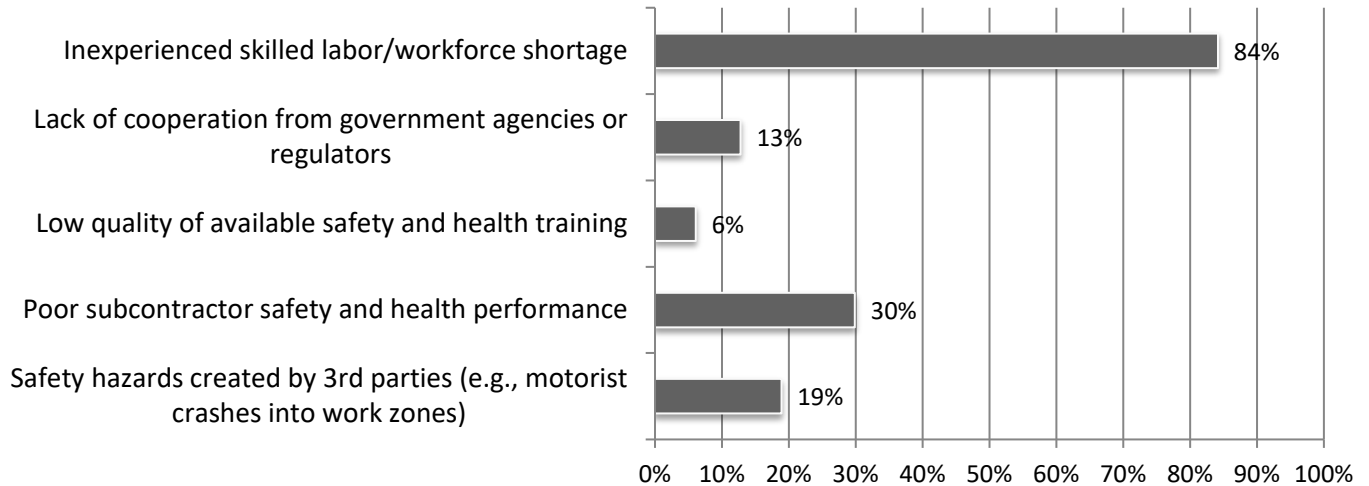
10. If projects were postponed or canceled, what was the main reason? Responses: 147



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 178



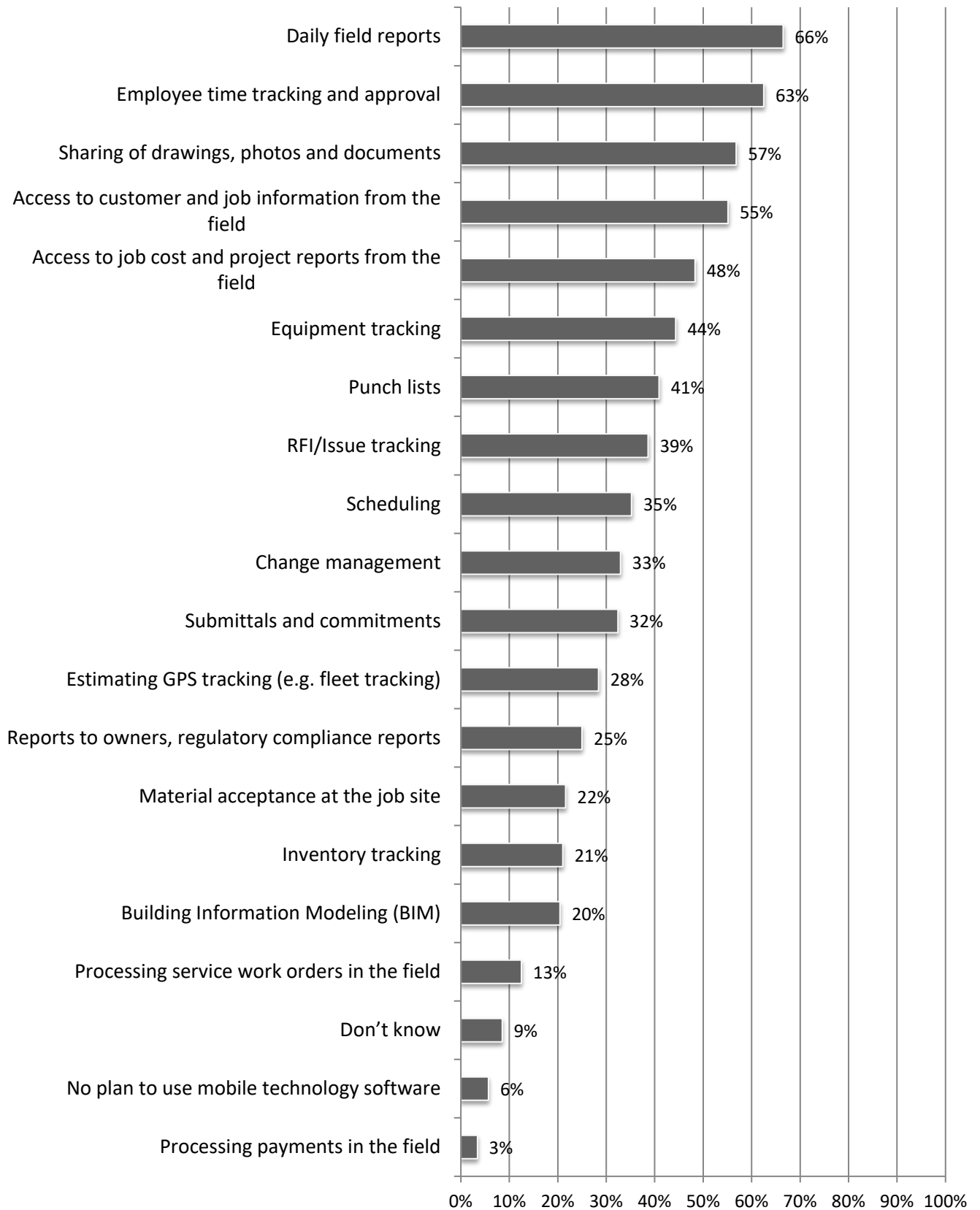
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 167



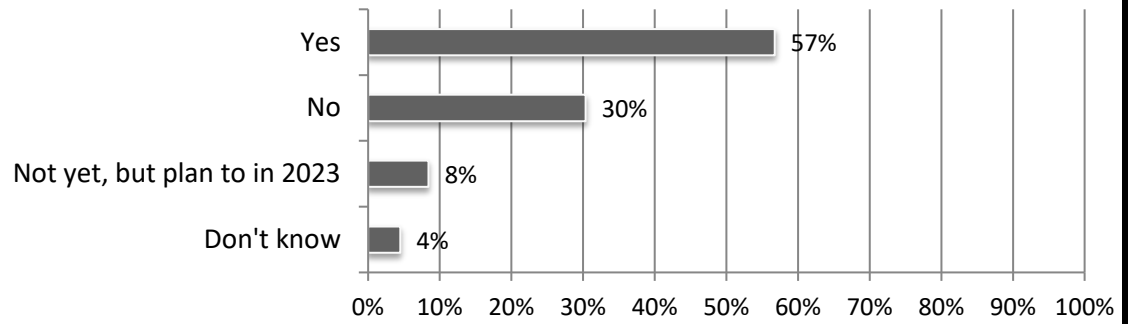
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 171

	Increase	Decrease	No change
Project management software	37%	3%	60%
Document management software	36%	1%	63%
Human resources (HR) software	30%	1%	70%
Estimating software	29%	1%	70%
Tool/asset management/tracking	28%	2%	70%
Accounting software	28%	2%	70%
Fleet tracking/management software	27%	1%	72%
Building Information Modeling (BIM)	24%	2%	73%
Scheduling software	22%	4%	73%
Client relationship management (CRM) software	19%	1%	79%
Project collaboration software	18%	4%	78%
Payroll software	18%	1%	81%
Subcontractor bid management/ITB software	14%	3%	83%
Service management software	12%	2%	86%
Prequalification software	9%	3%	88%

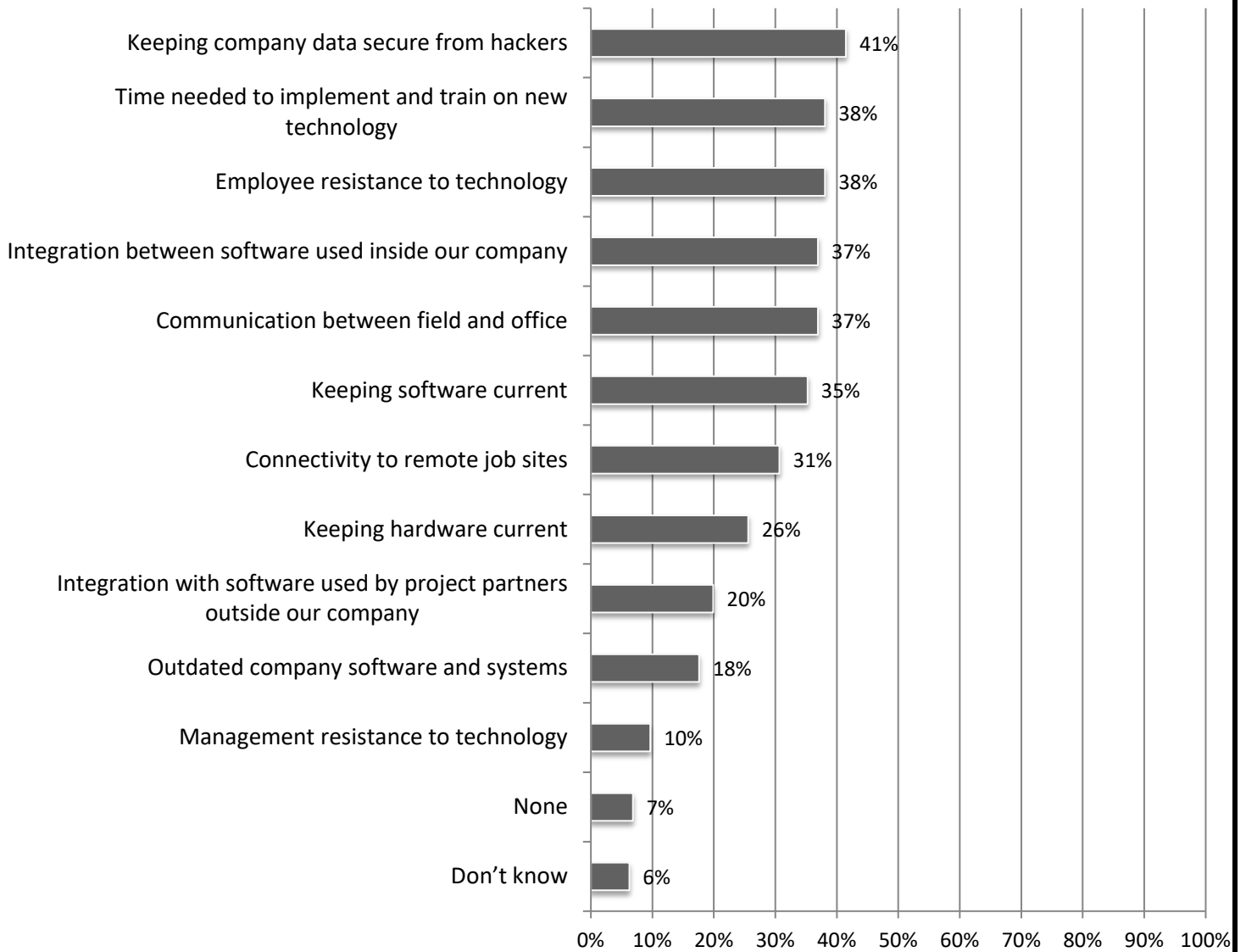
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 176



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 178

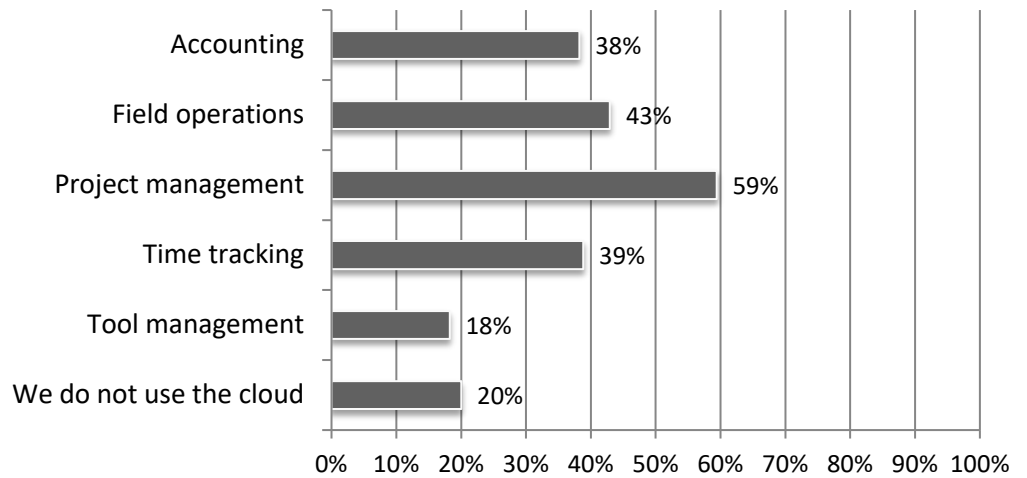


16. What are your biggest IT challenges (mark all that apply)? Responses: 176

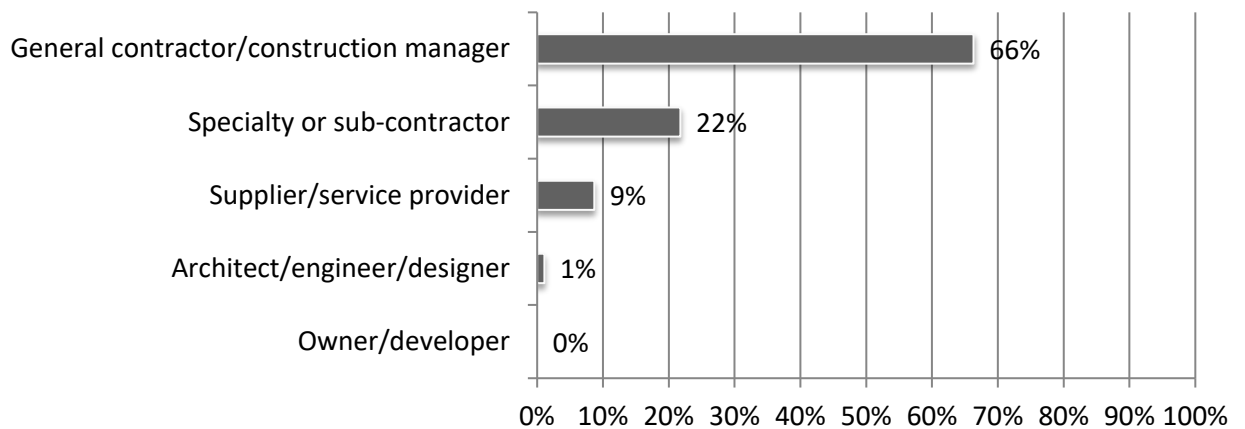


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 170

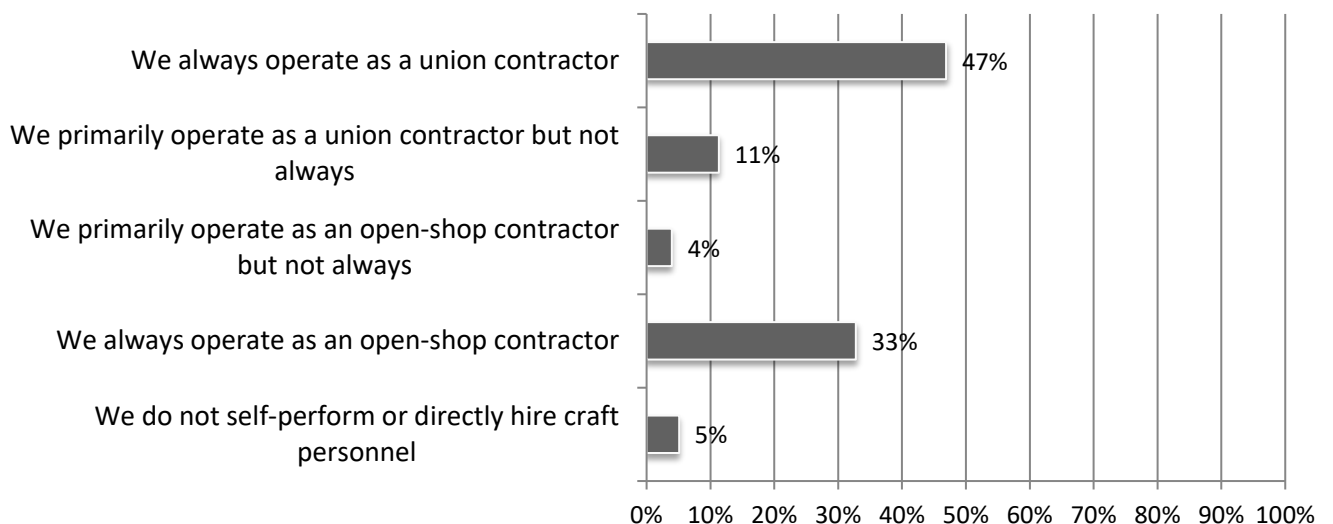


18. What best describes your firm? Responses: 178

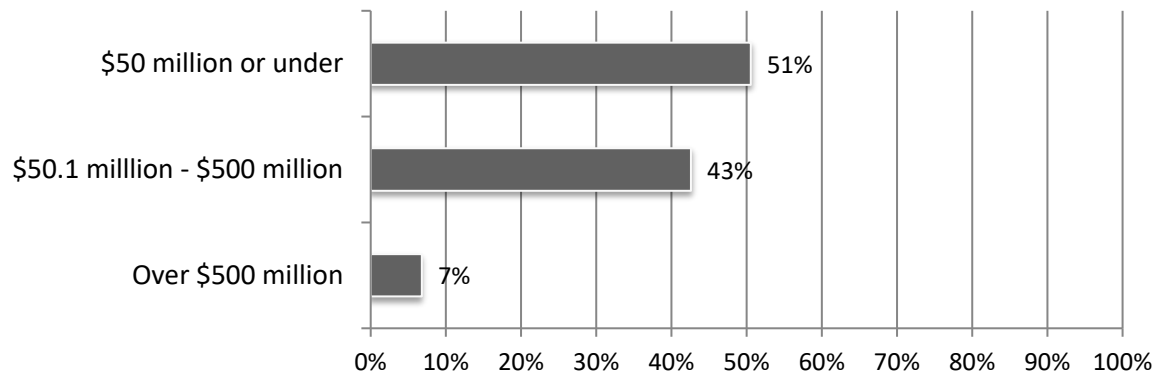


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 177



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 176



21. How many total employees does your firm employ at all of its locations? Responses: 178

