



AGC
THE CONSTRUCTION
ASSOCIATION

Sage

2023 Construction Outlook Ohio Survey Results

Total Responses: 24. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

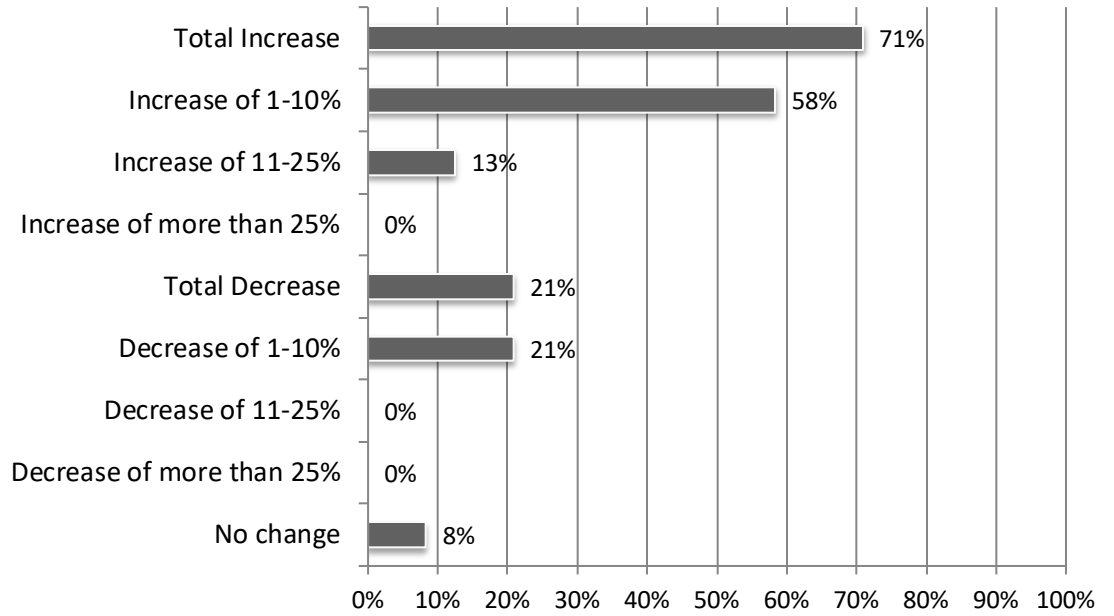
1. Compared to 2022, do you expect the available dollar value of projects you compete for in 2023 to be higher/lower/about the same? (answer for all market areas in which your business operates)

Responses: 24

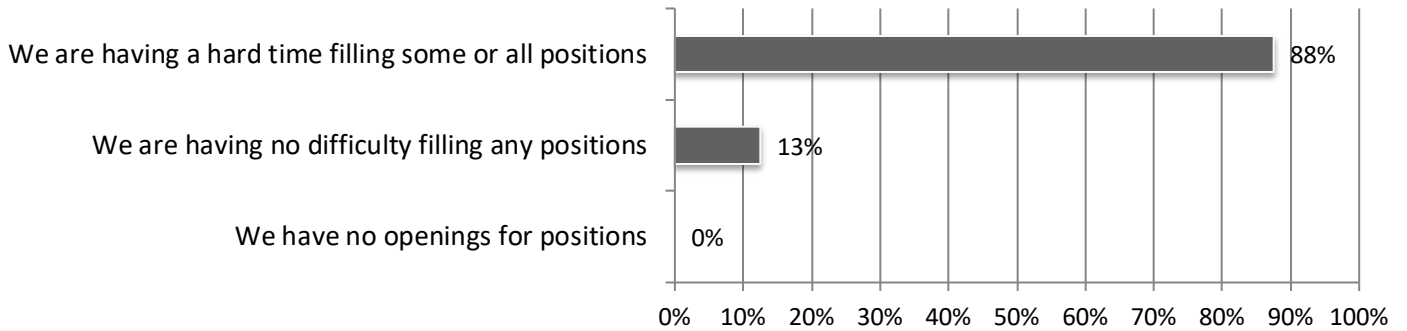
| Market | Higher | Lower | Same | Net* | US Net |
|---|--------|-------|------|------|--------|
| Water/Sewer | 76% | 6% | 18% | 71% | 38% |
| Bridge/Highway | 71% | 6% | 24% | 65% | 42% |
| Transportation (e.g., transit, rail, airport) | 65% | 6% | 29% | 59% | 42% |
| Power | 50% | 6% | 44% | 44% | 28% |
| Data Center | 40% | 13% | 47% | 27% | 12% |
| Other | 25% | 0% | 75% | 25% | 10% |
| Warehouse | 27% | 20% | 53% | 7% | 10% |
| Public Building | 26% | 21% | 53% | 5% | 23% |
| Federal (e.g., VA, GSA, USACE, NAVFAC) | 24% | 24% | 53% | 0% | 37% |
| Hospital | 20% | 20% | 60% | 0% | 23% |
| Other Healthcare | 15% | 20% | 65% | -5% | 28% |
| Manufacturing | 32% | 42% | 26% | -11% | 14% |
| Lodging | 18% | 35% | 47% | -18% | -4% |
| Higher Education | 14% | 33% | 52% | -19% | 16% |
| K-12 School | 20% | 40% | 40% | -20% | 16% |
| Multifamily Residential | 19% | 50% | 31% | -31% | 1% |
| Retail | 13% | 44% | 44% | -31% | -22% |
| Private Office | 15% | 55% | 30% | -40% | -21% |

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

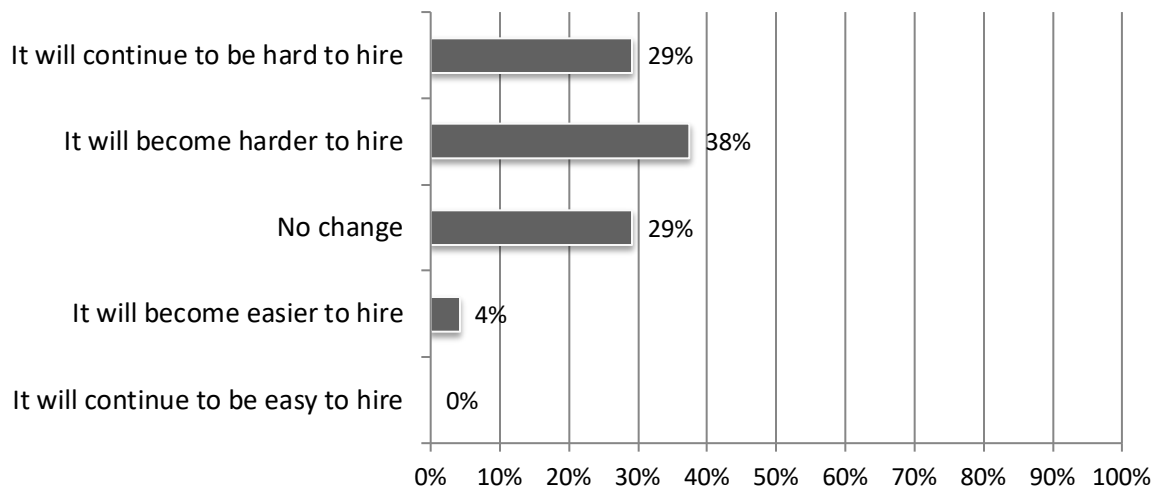
2. What percent change do you expect in your headcount in 2023? Responses: 24



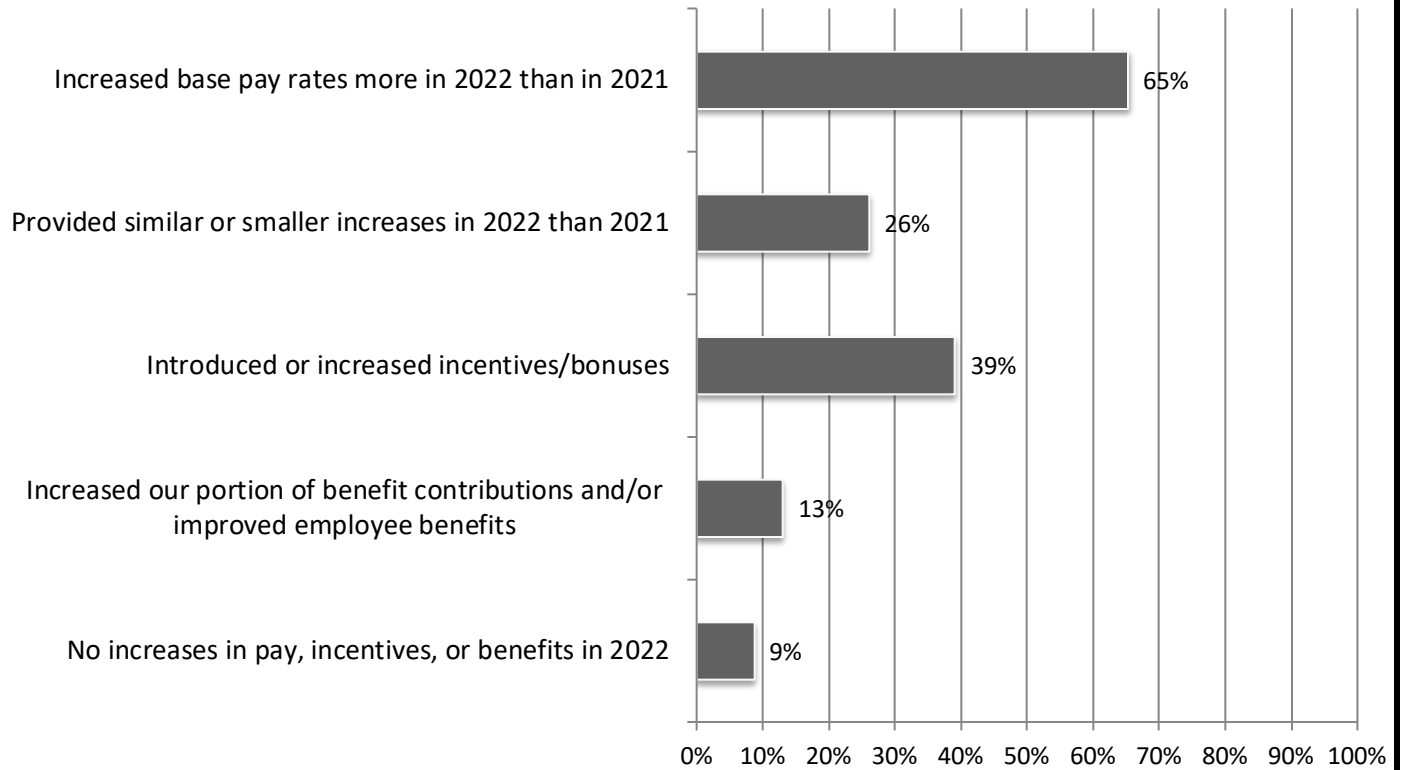
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 24



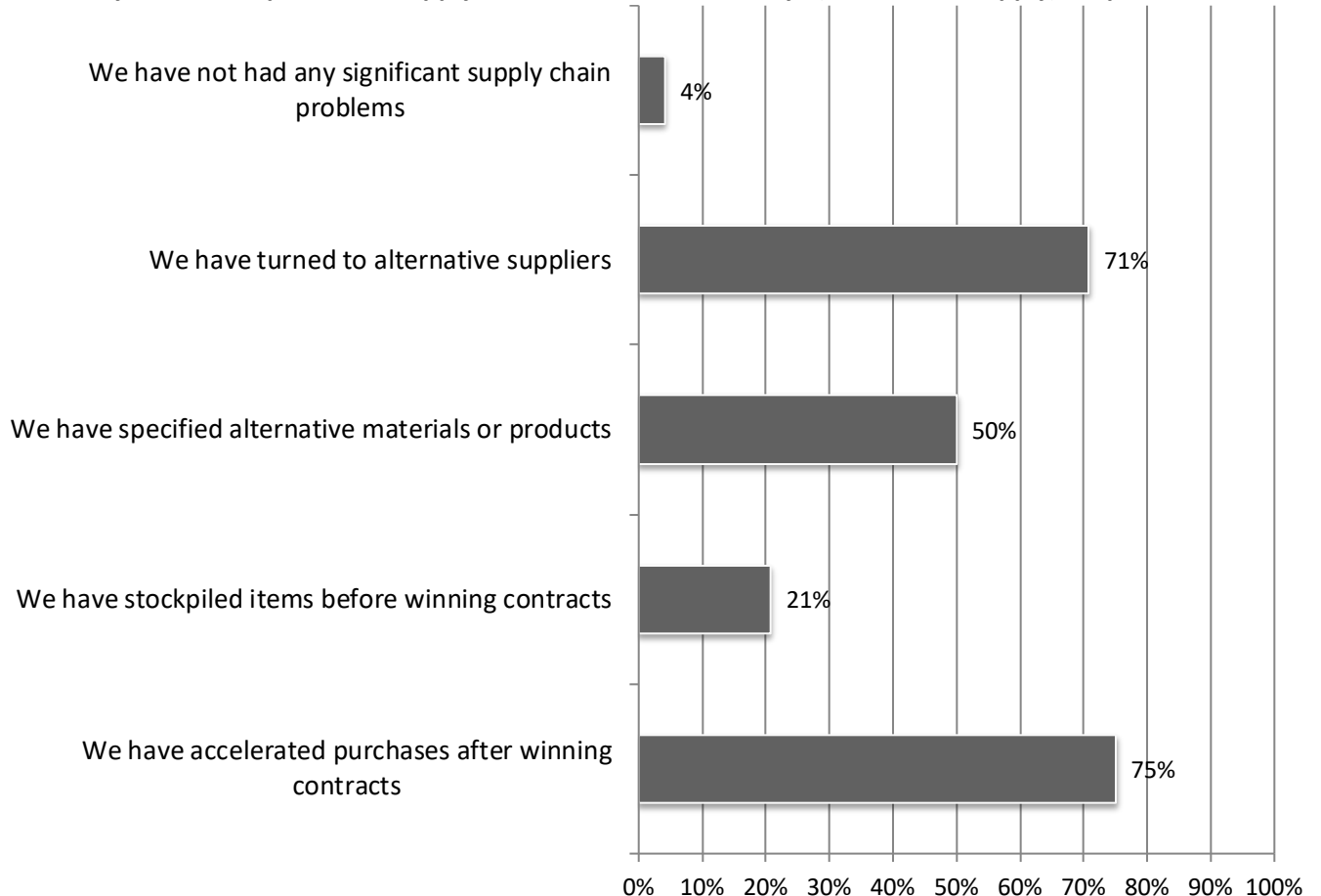
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 24



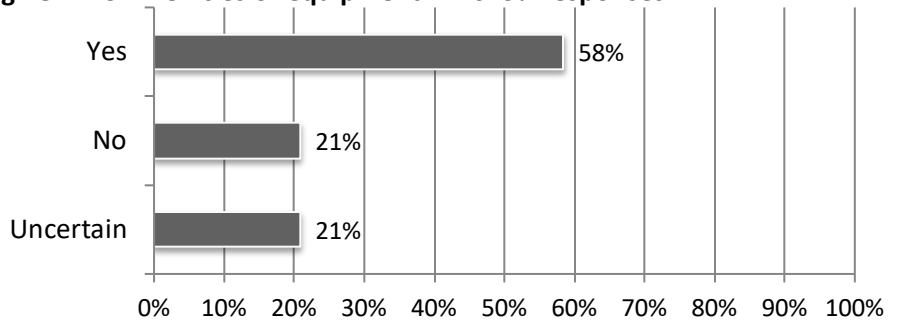
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 23



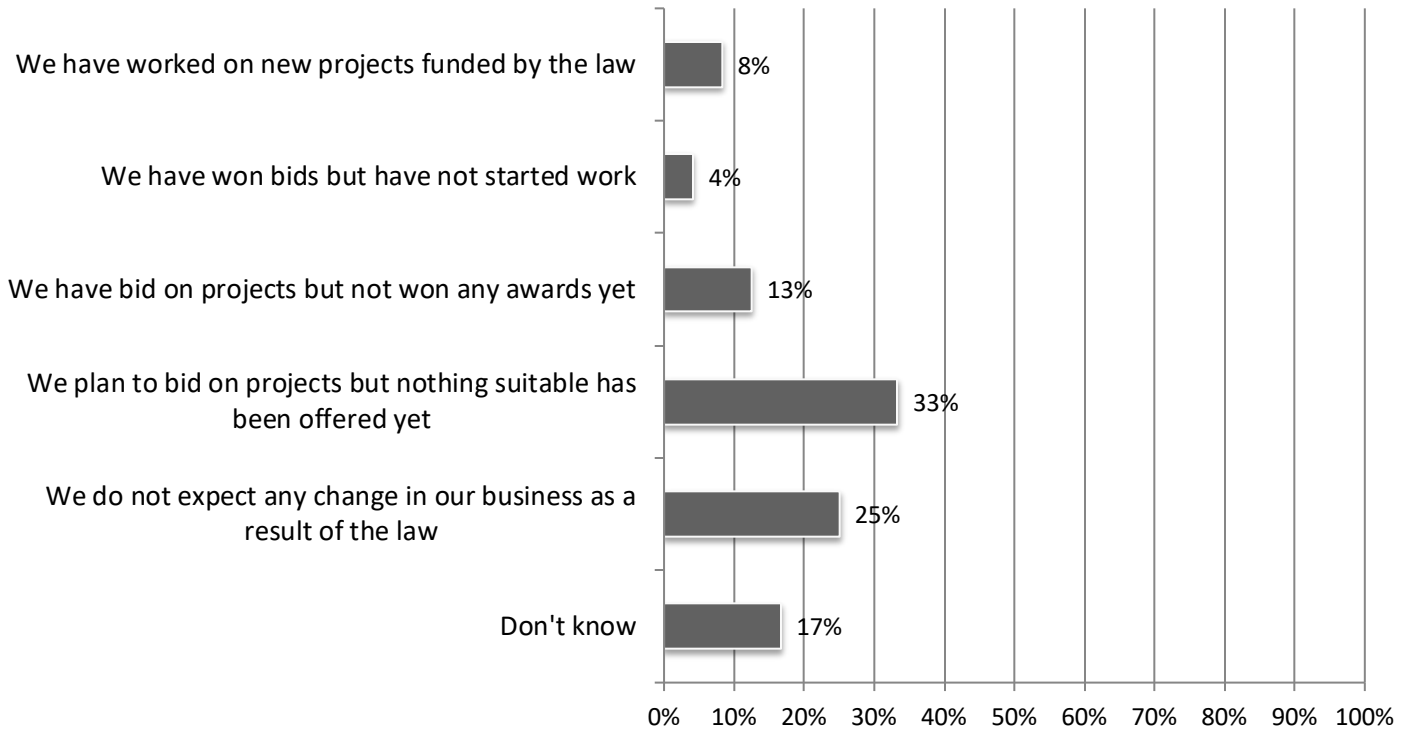
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 24



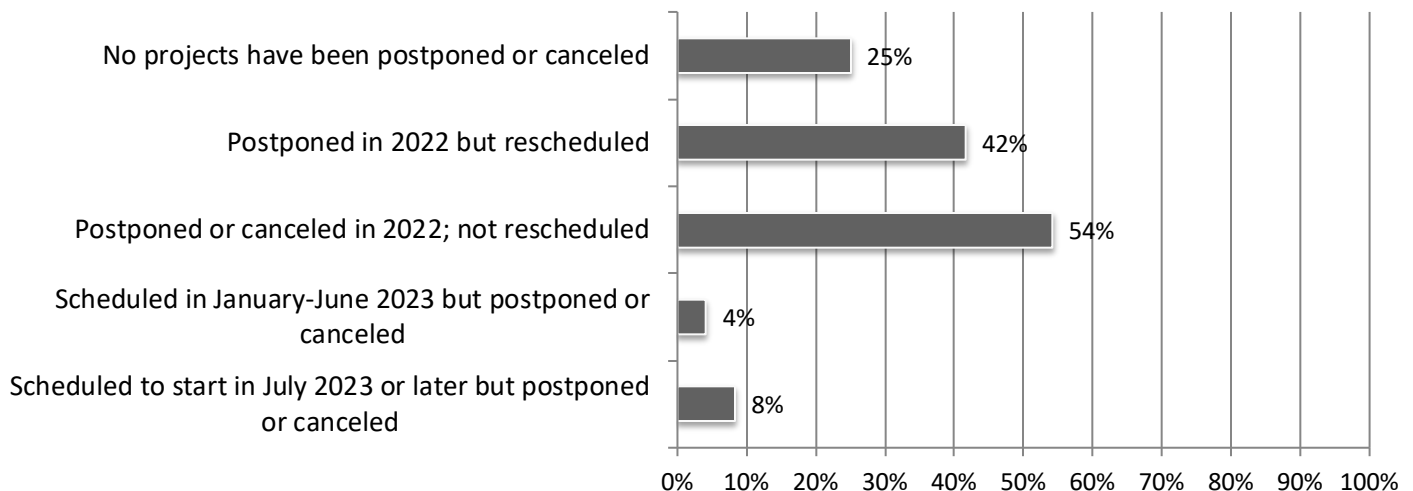
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 24



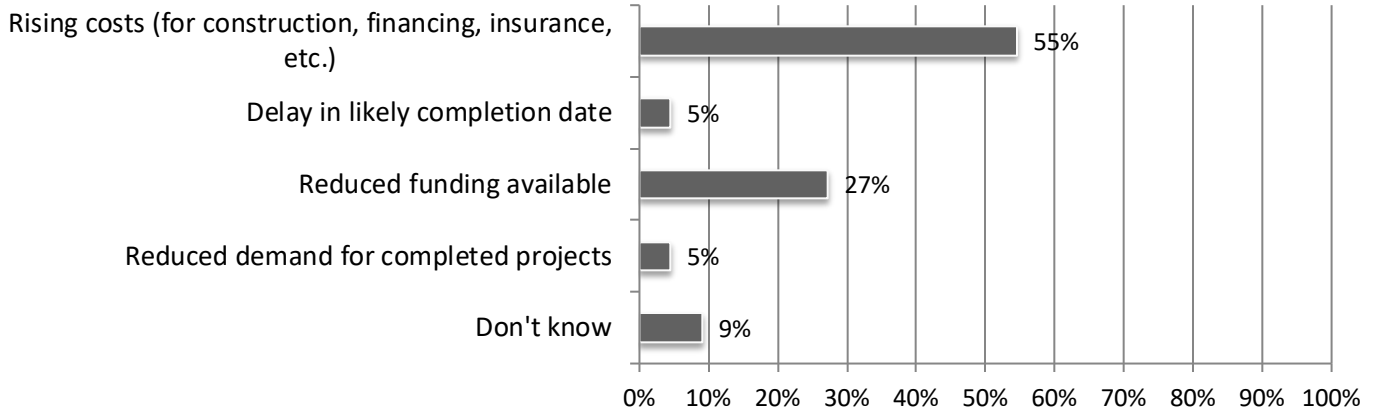
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 24



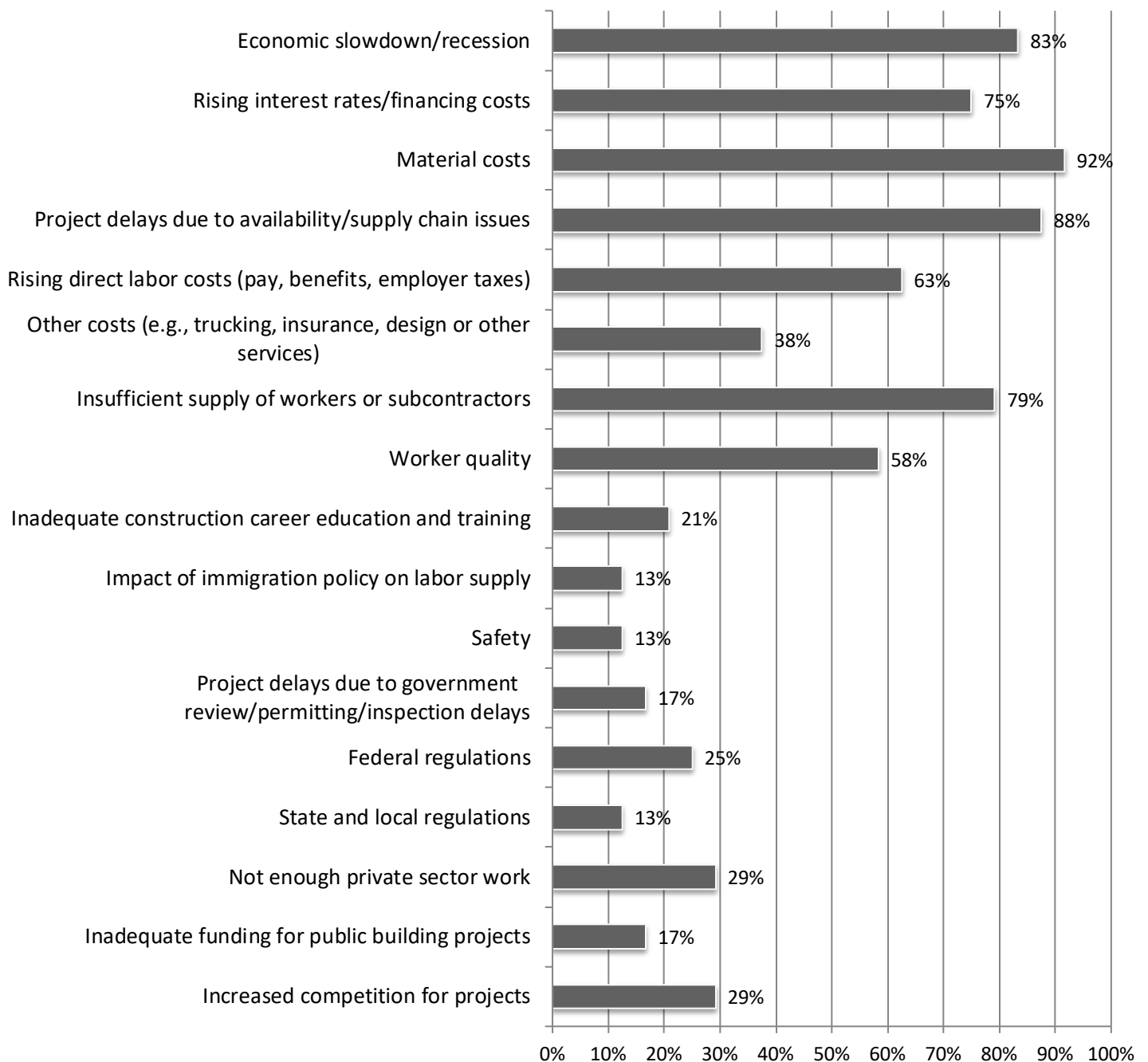
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 24



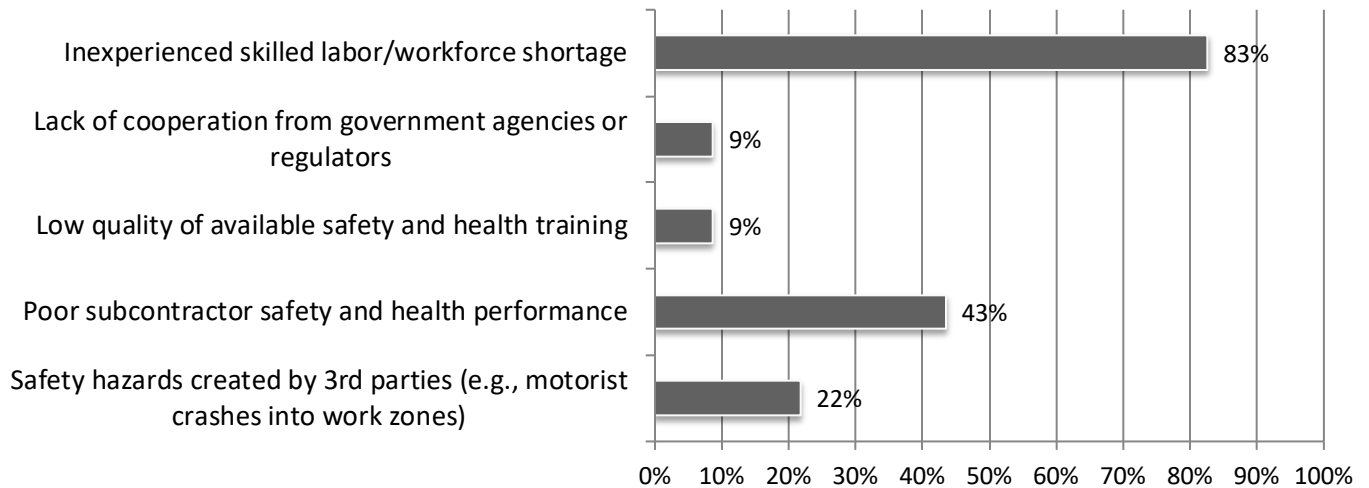
10. If projects were postponed or canceled, what was the main reason? Responses: 22



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 24



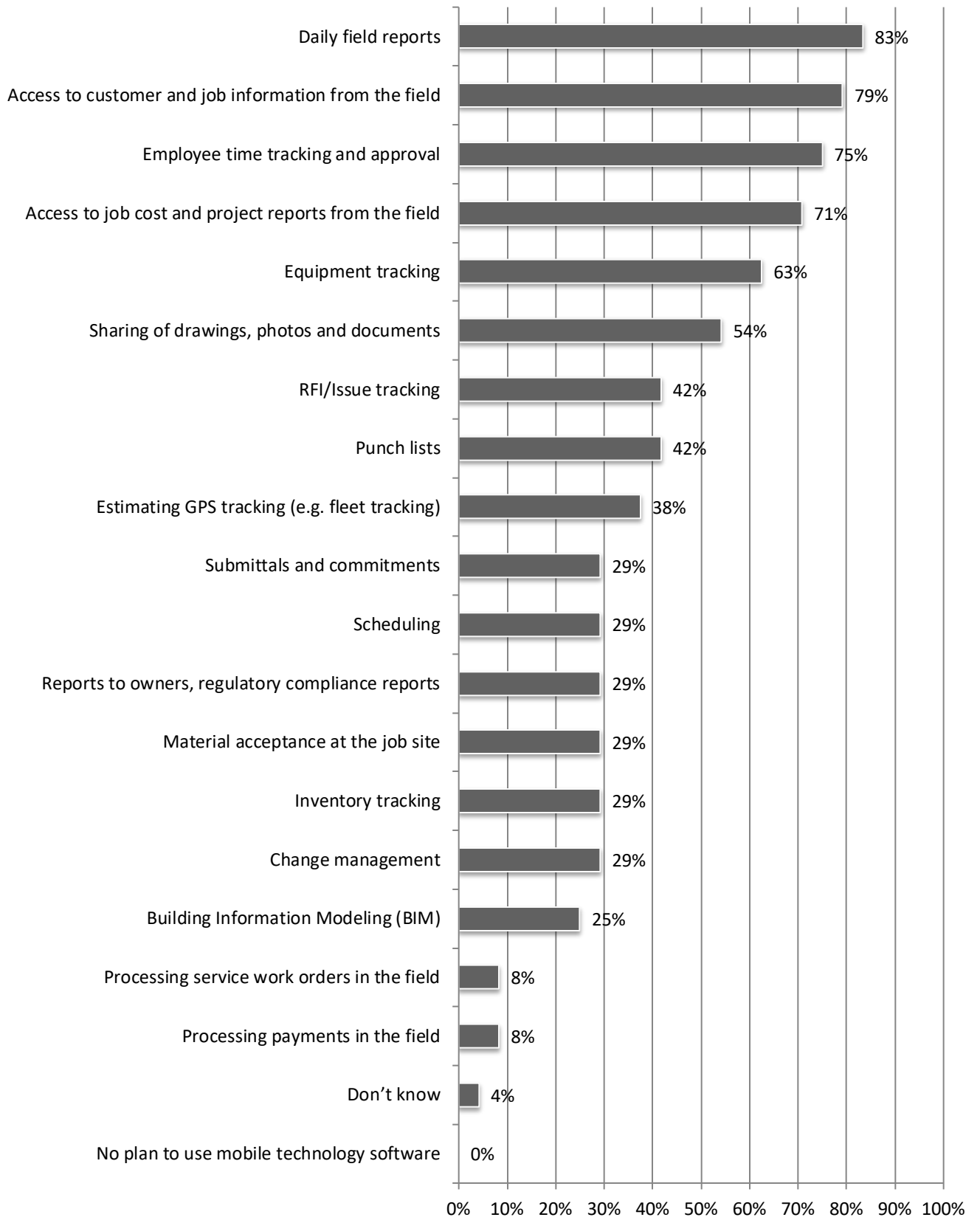
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 23



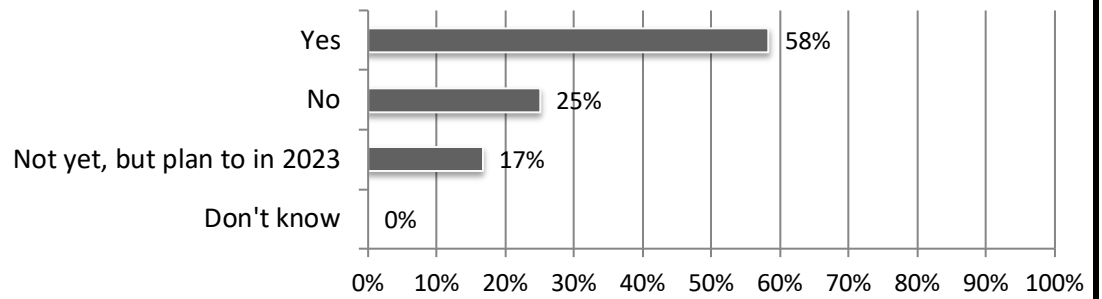
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 22

| | Increase | Decrease | No change |
|---|----------|----------|-----------|
| Project management software | 38% | 0% | 62% |
| Tool/asset management/tracking | 38% | 5% | 57% |
| Document management software | 33% | 5% | 62% |
| Accounting software | 32% | 5% | 64% |
| Estimating software | 32% | 5% | 64% |
| Fleet tracking/management software | 30% | 5% | 65% |
| Payroll software | 29% | 5% | 67% |
| Subcontractor bid management/ITB software | 24% | 5% | 71% |
| Prequalification software | 19% | 0% | 81% |
| Project collaboration software | 19% | 5% | 76% |
| Scheduling software | 19% | 5% | 76% |
| Human resources (HR) software | 14% | 5% | 82% |
| Client relationship management (CRM) software | 10% | 0% | 90% |
| Building Information Modeling (BIM) | 9% | 0% | 91% |
| Service management software | 0% | 5% | 95% |

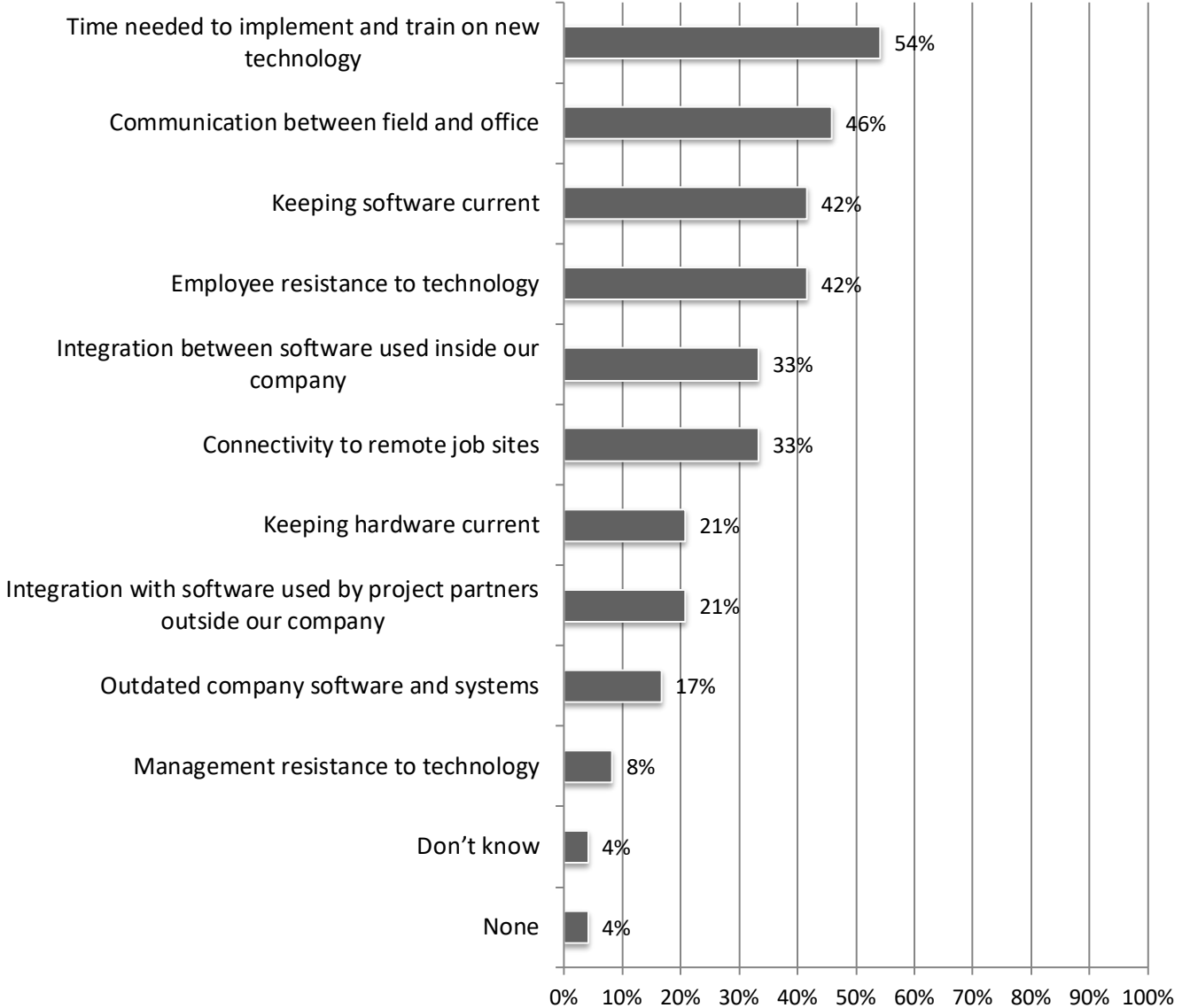
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 24



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

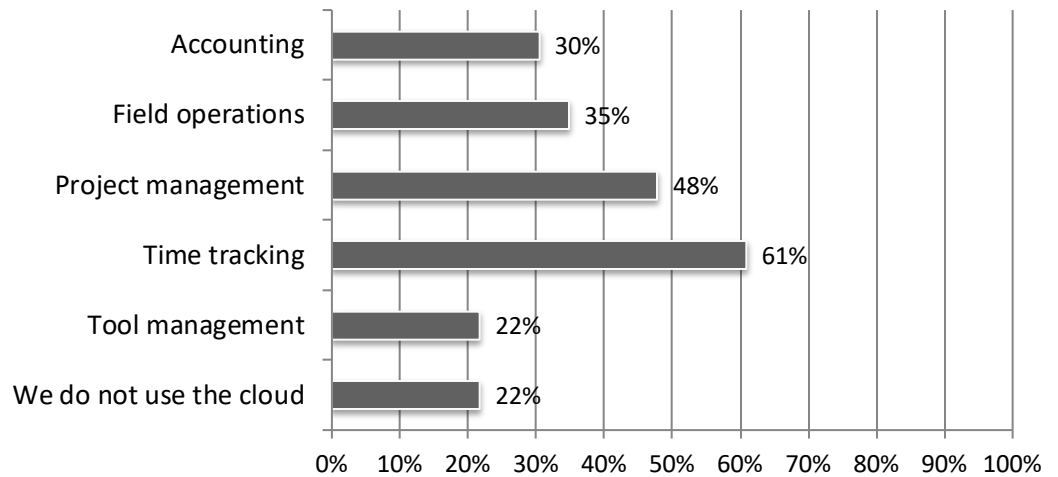


16. What are your biggest IT challenges? (mark all that apply) Responses: 24

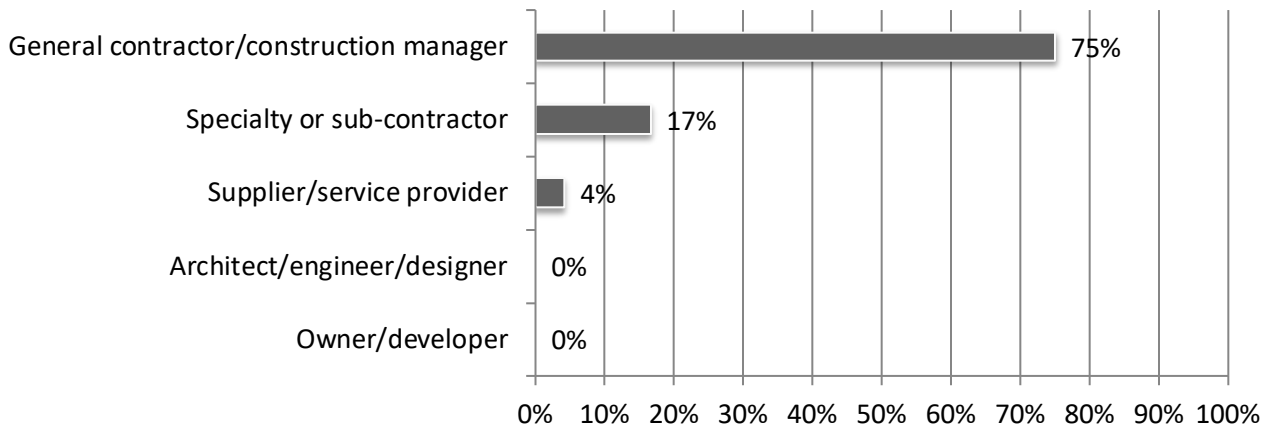


17. Does your firm use cloud-hosted technology in any of the following ways? (mark all that apply)

Responses: 23

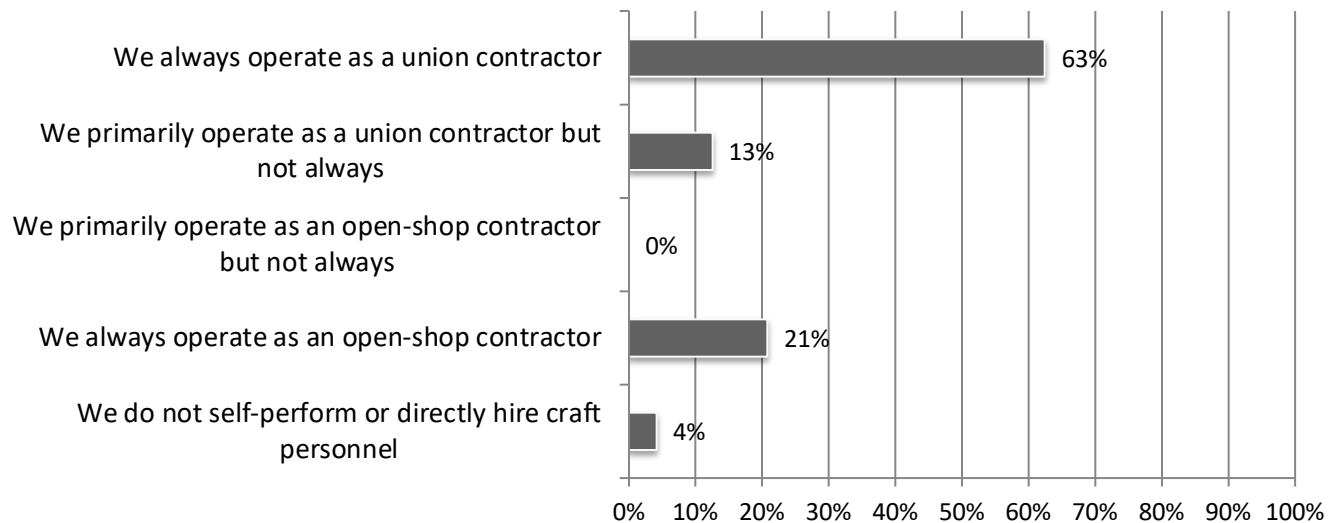


18. What best describes your firm? Responses: 24

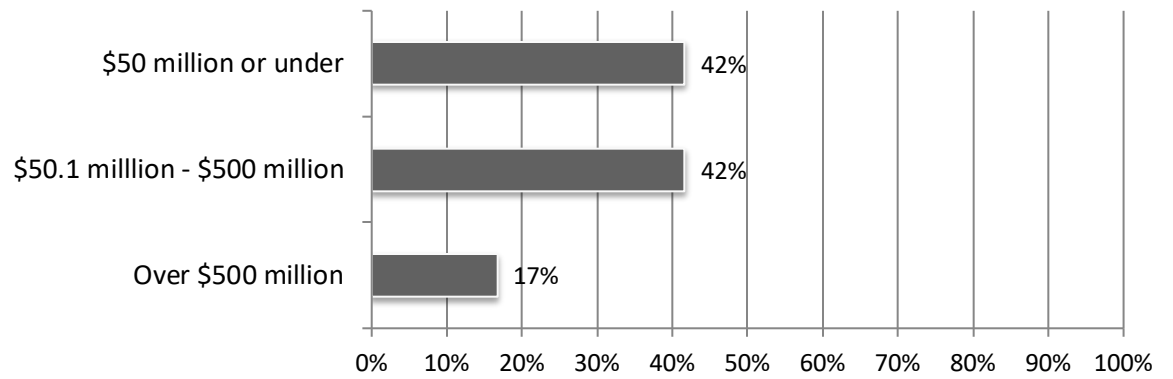


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 24



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 24



21. How many total employees does your firm employ at all of its locations? Responses: 24

