



AGC
THE CONSTRUCTION
ASSOCIATION

Sage

2023 Construction Outlook Pennsylvania Survey Results

Total Responses: 23. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

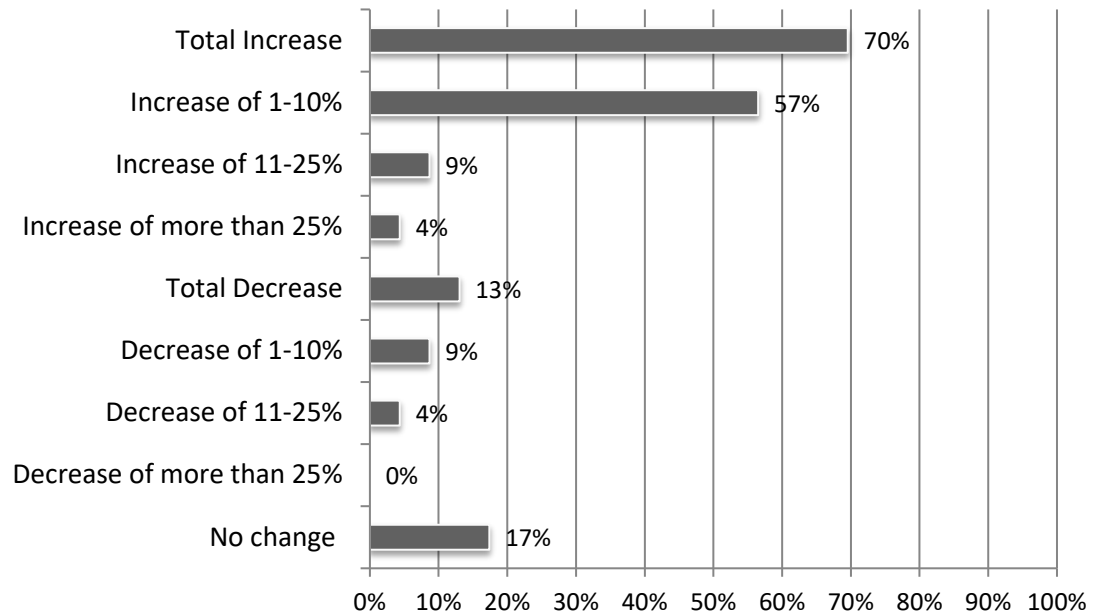
- 1. Compared to 2022, do you expect the available dollar value of projects you compete for in 2023 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 23

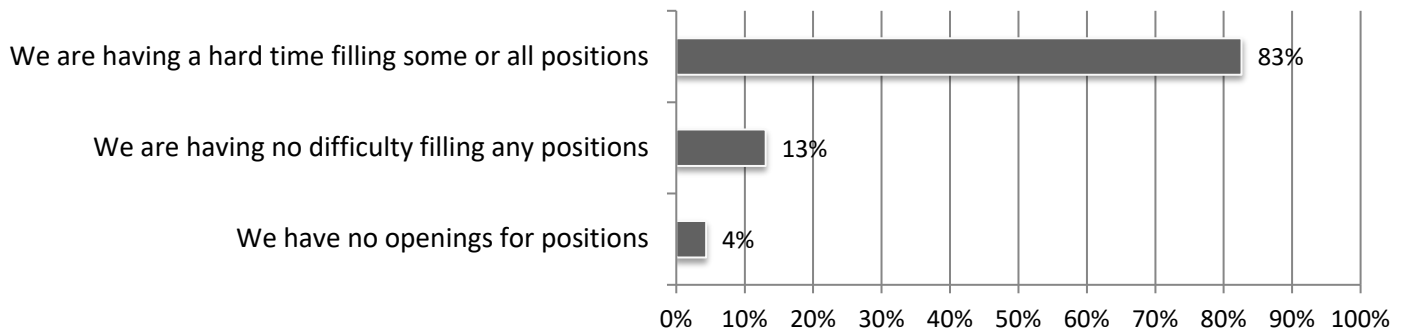
Market	Higher	Lower	Same	Net*	US Net
Other Healthcare	64%	7%	29%	57%	28%
Federal (e.g., VA, GSA, USACE, NAVFAC)	43%	7%	50%	36%	37%
Hospital	47%	13%	40%	33%	23%
Transportation (e.g., transit, rail, airport)	38%	8%	54%	31%	42%
Bridge/Highway	41%	12%	47%	29%	42%
Higher Education	43%	14%	43%	29%	16%
Manufacturing	36%	14%	50%	21%	14%
Power	36%	18%	45%	18%	28%
Water/Sewer	23%	15%	62%	8%	38%
K-12 School	33%	33%	33%	0%	16%
Other	0%	0%	100%	0%	10%
Public Building	18%	27%	55%	-9%	23%
Data Center	20%	30%	50%	-10%	12%
Warehouse	17%	33%	50%	-17%	10%
Lodging	0%	60%	40%	-60%	-4%
Private Office	8%	69%	23%	-62%	-21%
Multifamily Residential	0%	64%	36%	-64%	1%
Retail	0%	82%	18%	-82%	-22%

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

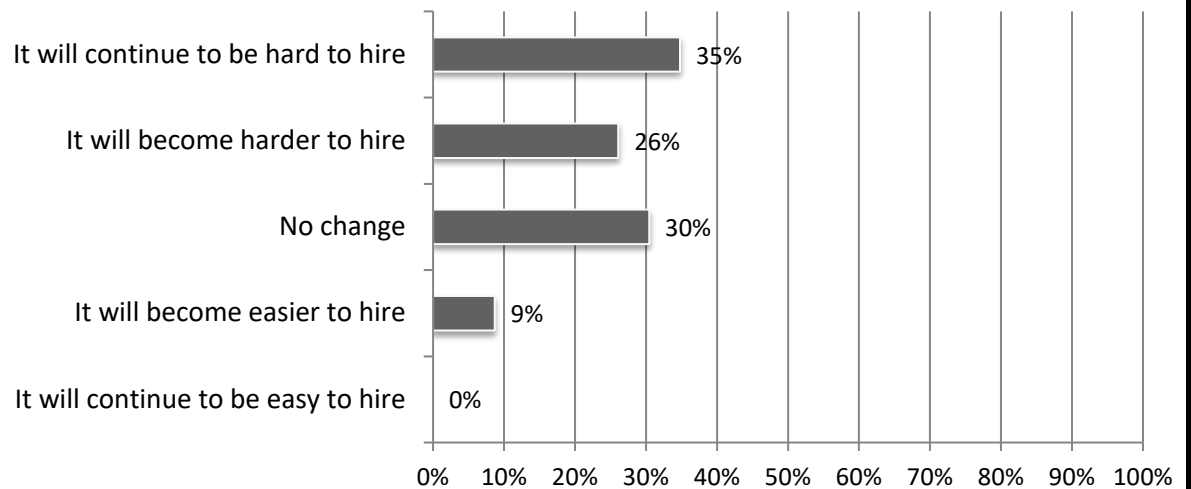
2. What percent change do you expect in your headcount in 2023? Responses: 23



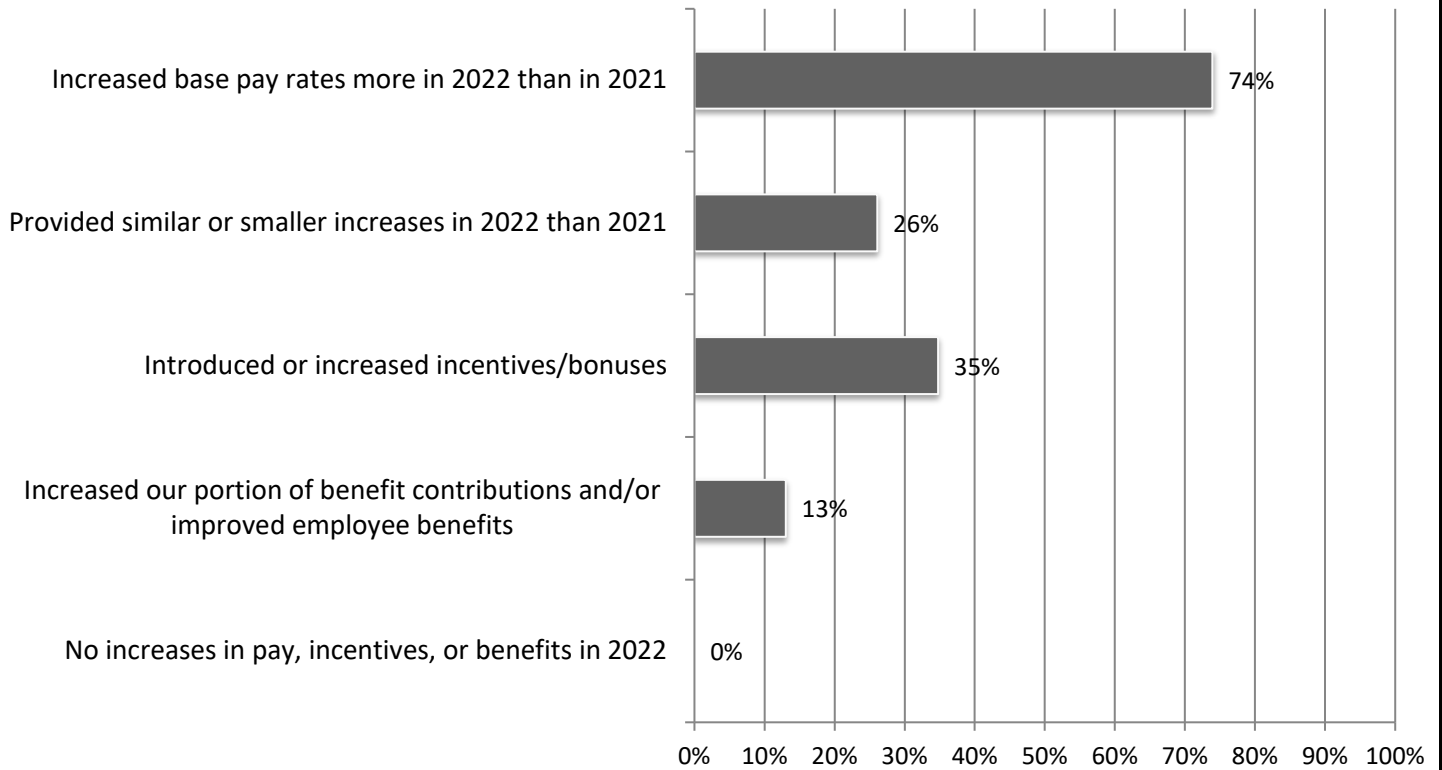
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 23



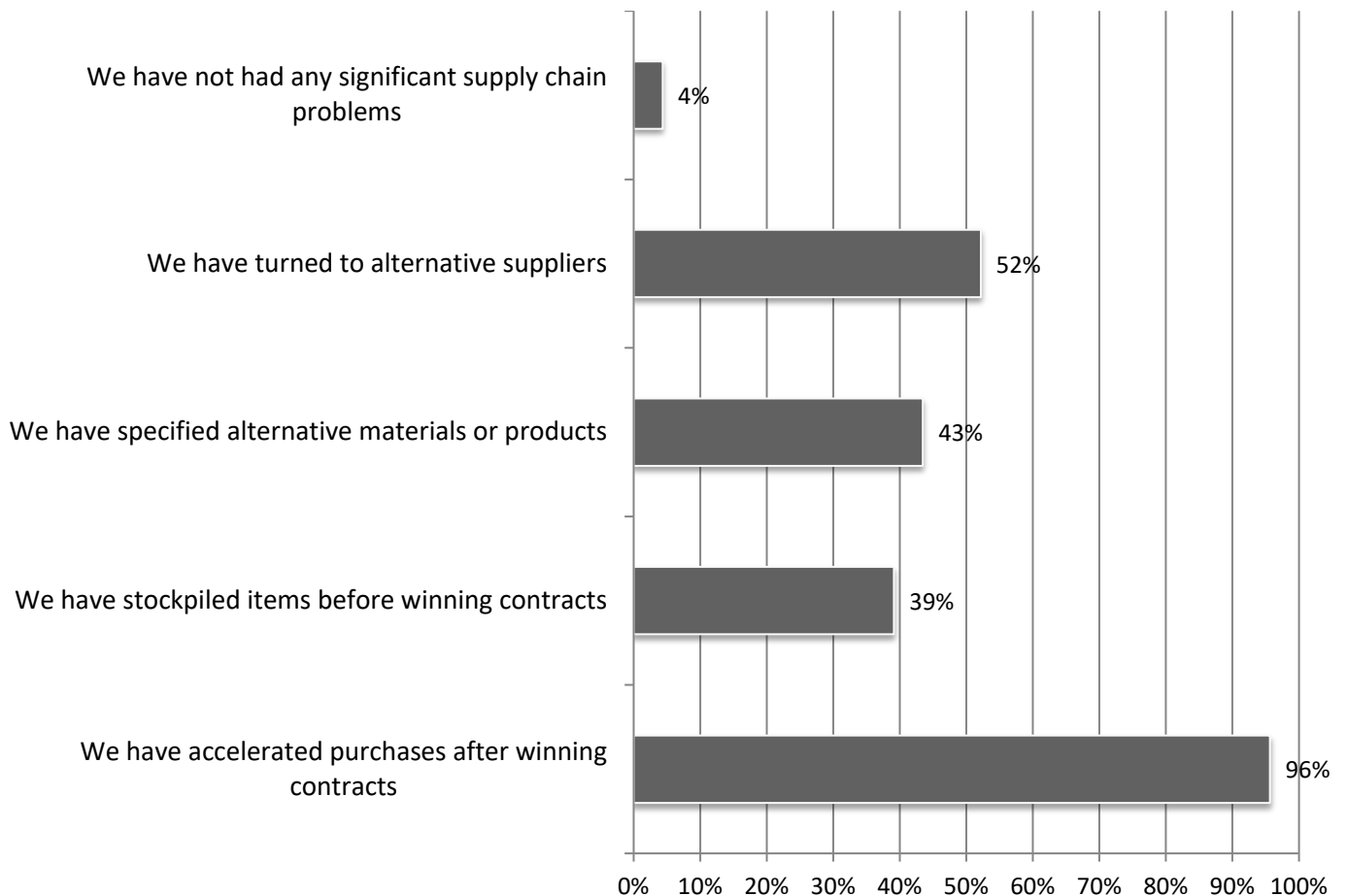
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 23



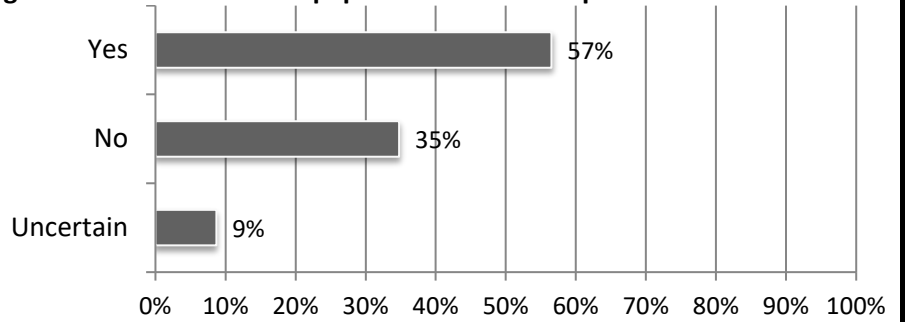
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 23



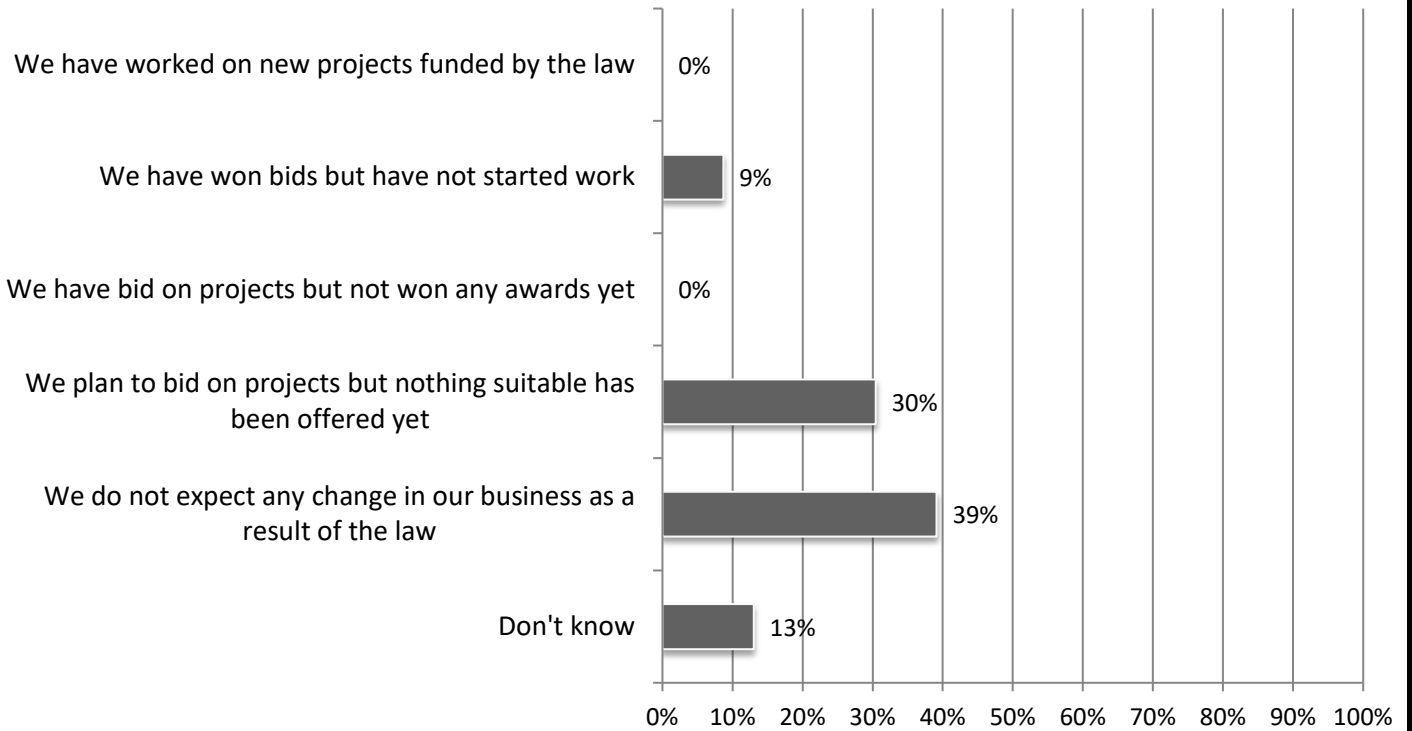
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 23



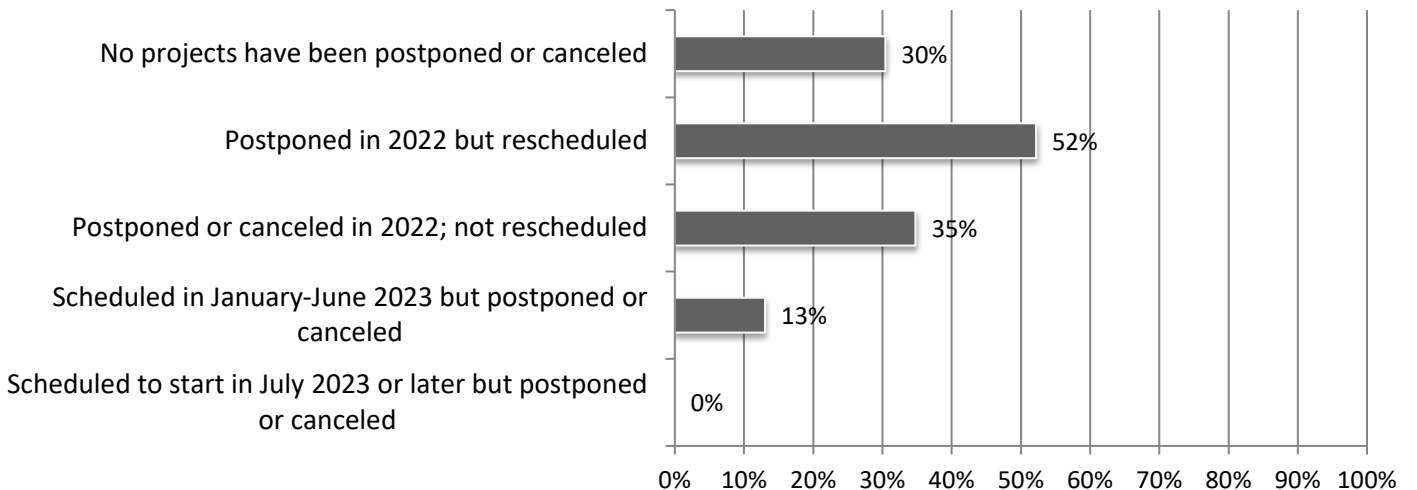
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 23



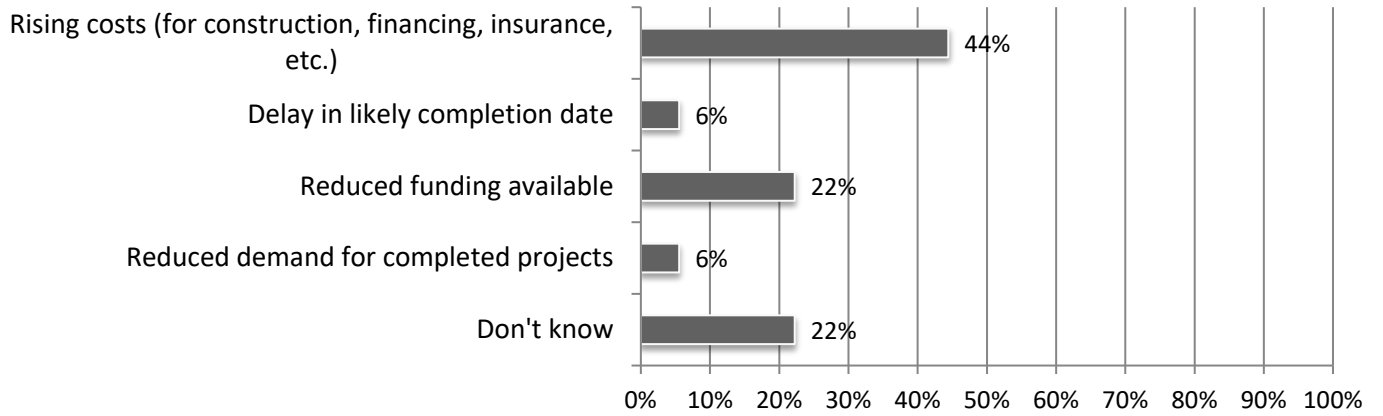
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 23



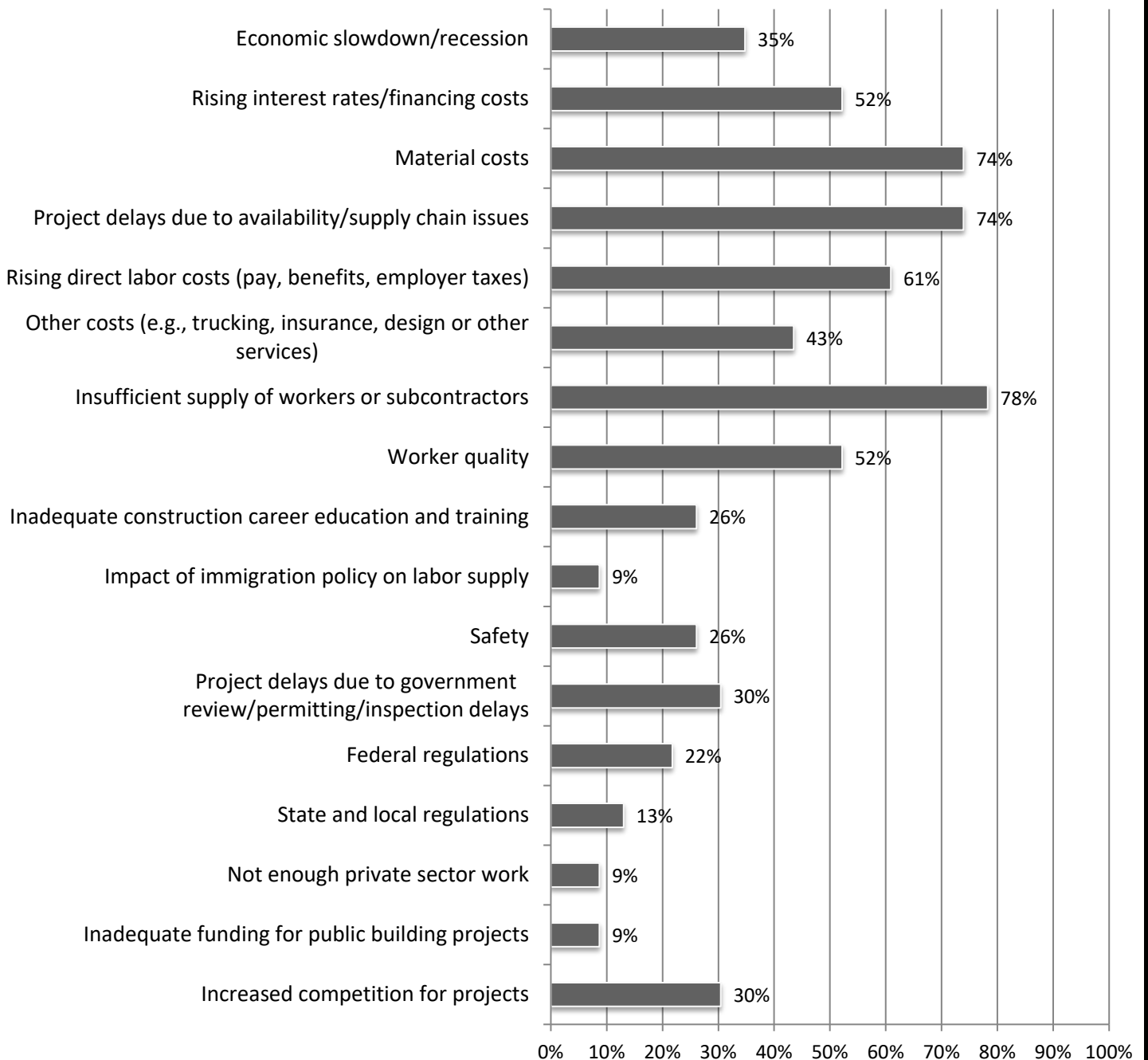
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 23



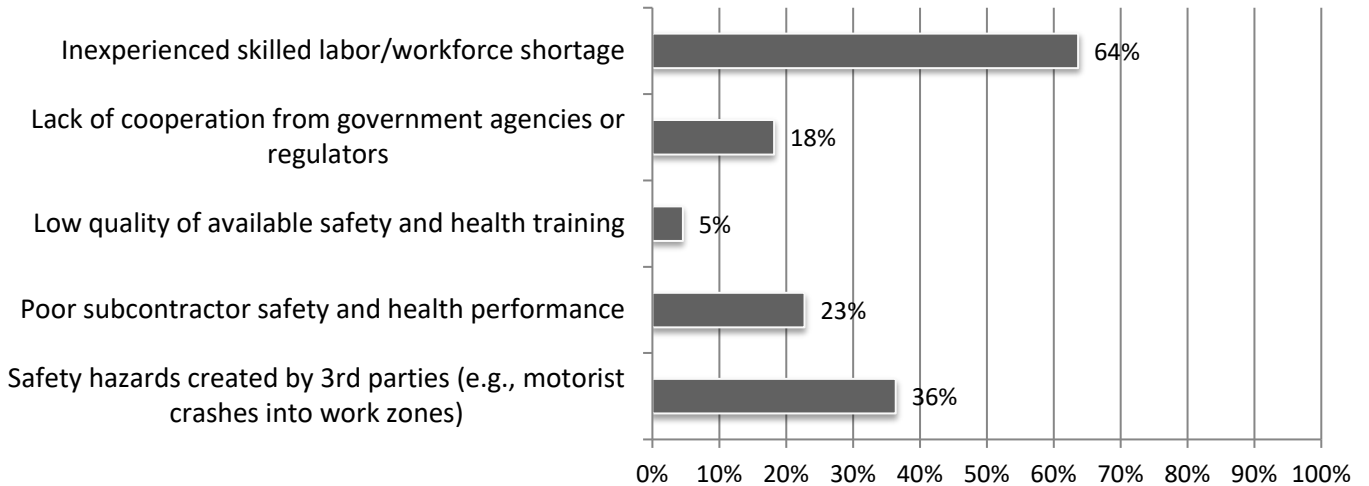
10. If projects were postponed or canceled, what was the main reason? Responses: 18



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 23



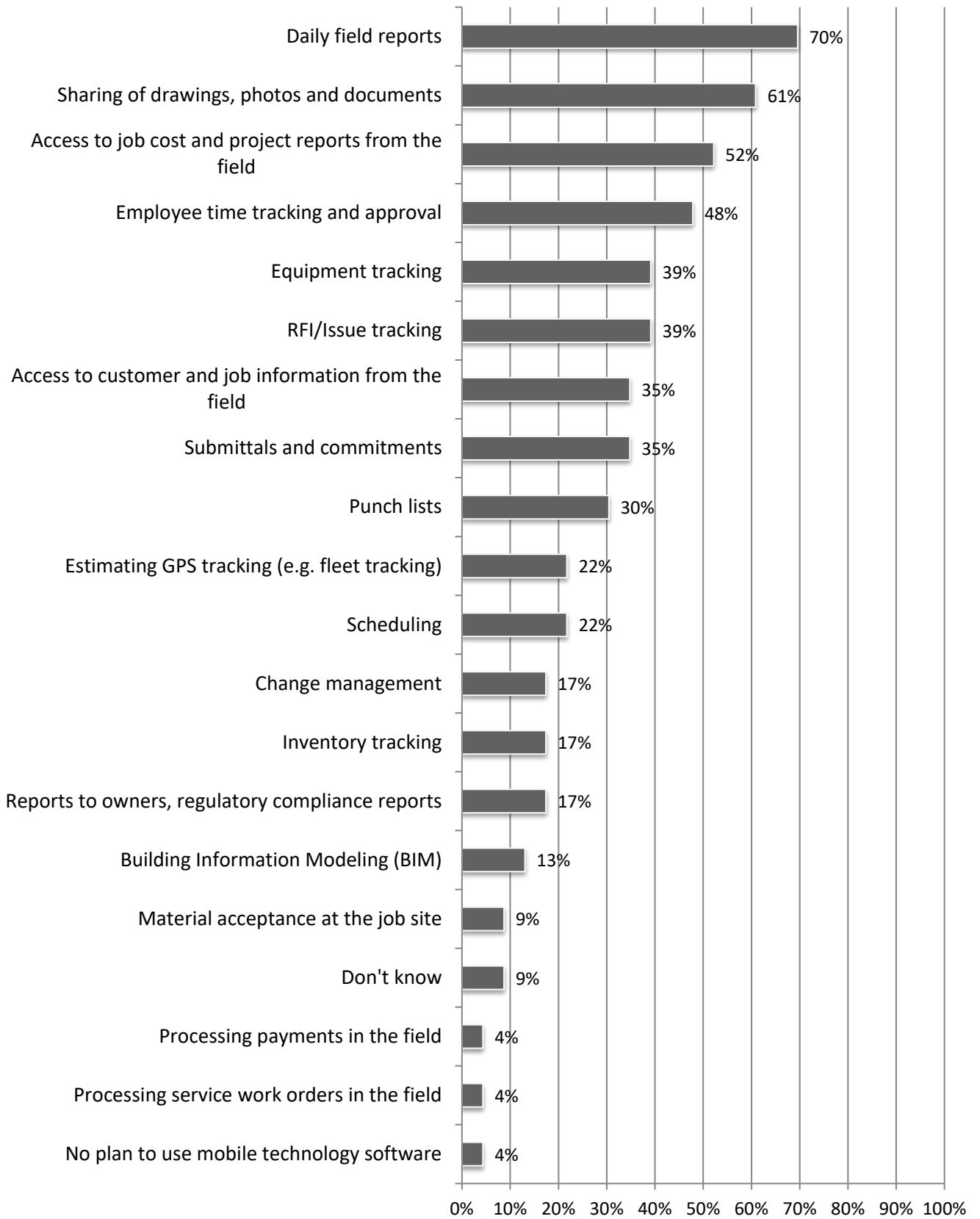
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 22



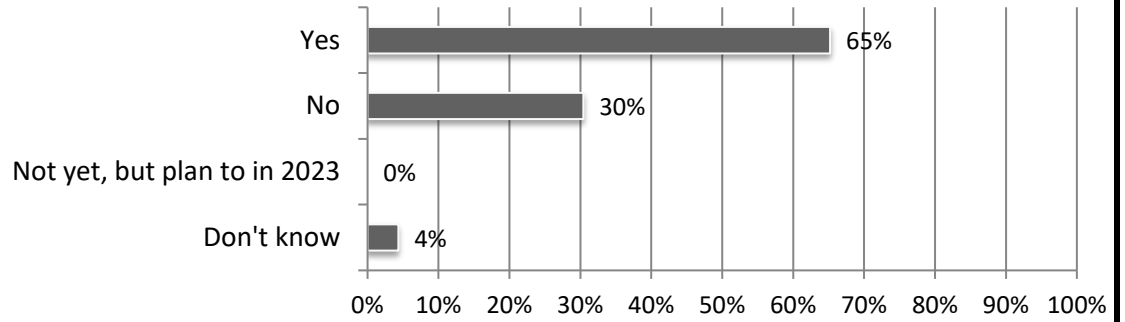
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 21

	Increase	Decrease	No change
Project management software	40%	0%	60%
Document management software	32%	0%	68%
Tool/asset management/tracking	29%	0%	71%
Scheduling software	28%	0%	72%
Estimating software	25%	0%	75%
Fleet tracking/management software	25%	0%	75%
Accounting software	20%	0%	80%
Human resources (HR) software	18%	0%	82%
Building Information Modeling (BIM)	17%	0%	83%
Payroll software	16%	0%	84%
Project collaboration software	11%	0%	89%
Client relationship management (CRM) software	6%	0%	94%
Prequalification software	6%	0%	94%
Service management software	0%	0%	100%
Subcontractor bid management/ITB software	0%	0%	100%

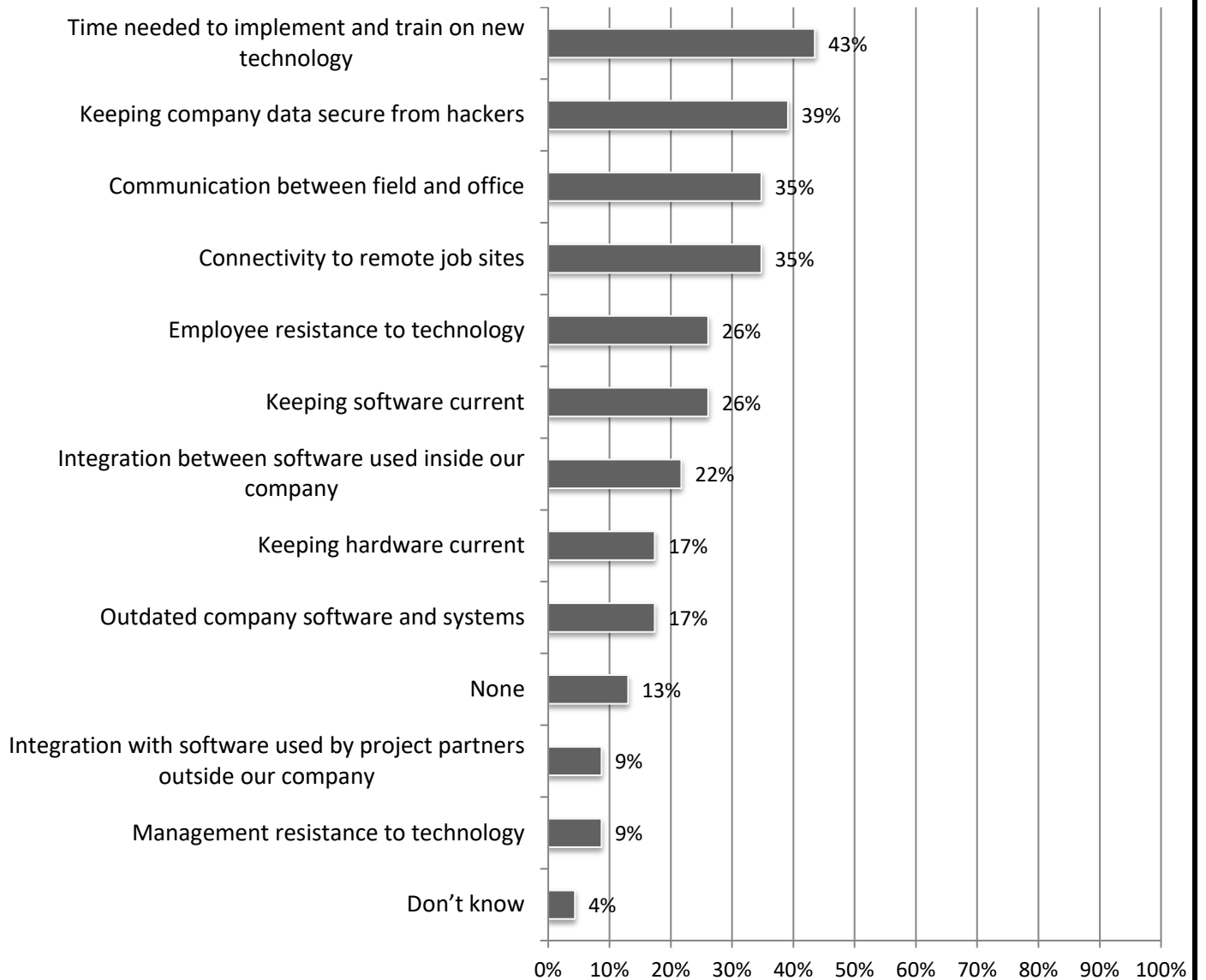
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 23



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 23

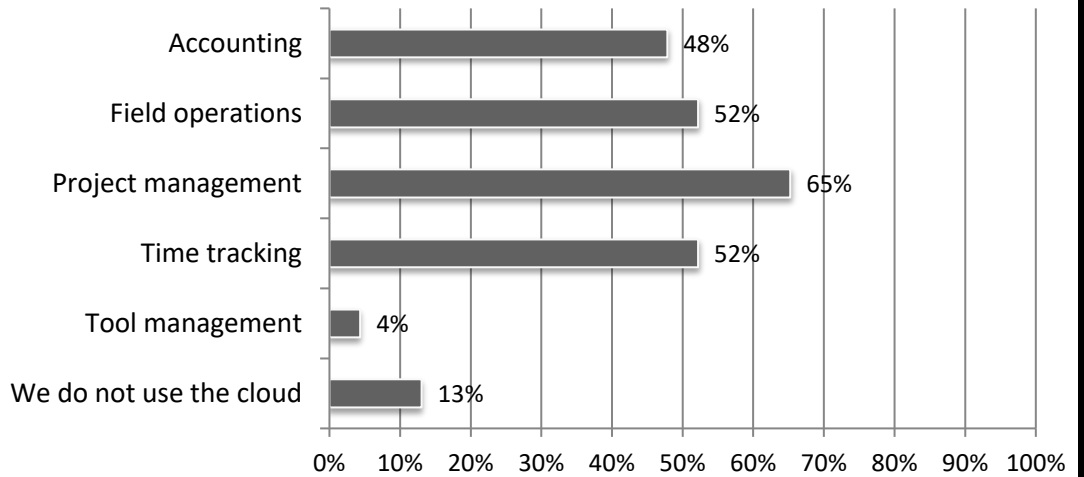


16. What are your biggest IT challenges (mark all that apply)? Responses: 23

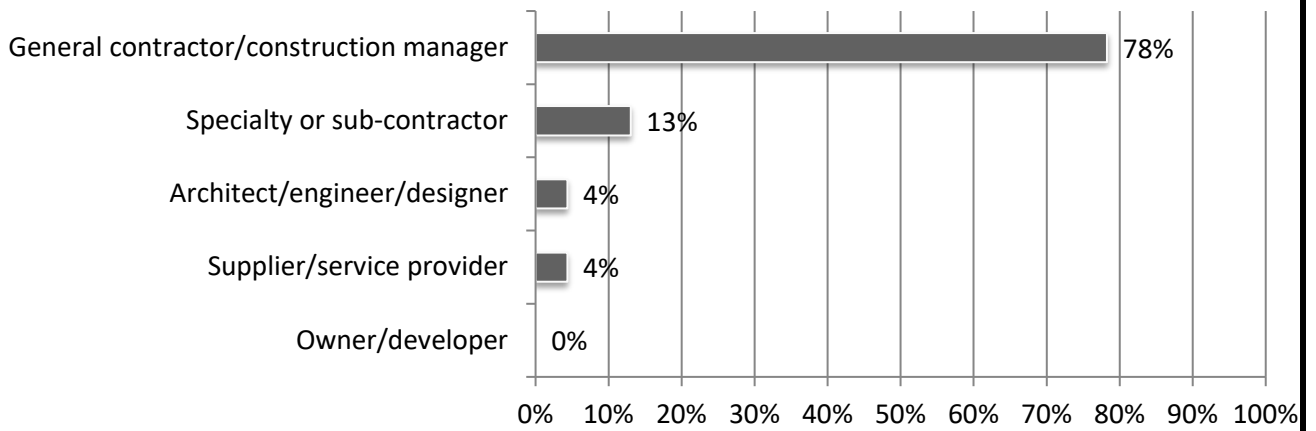


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 23

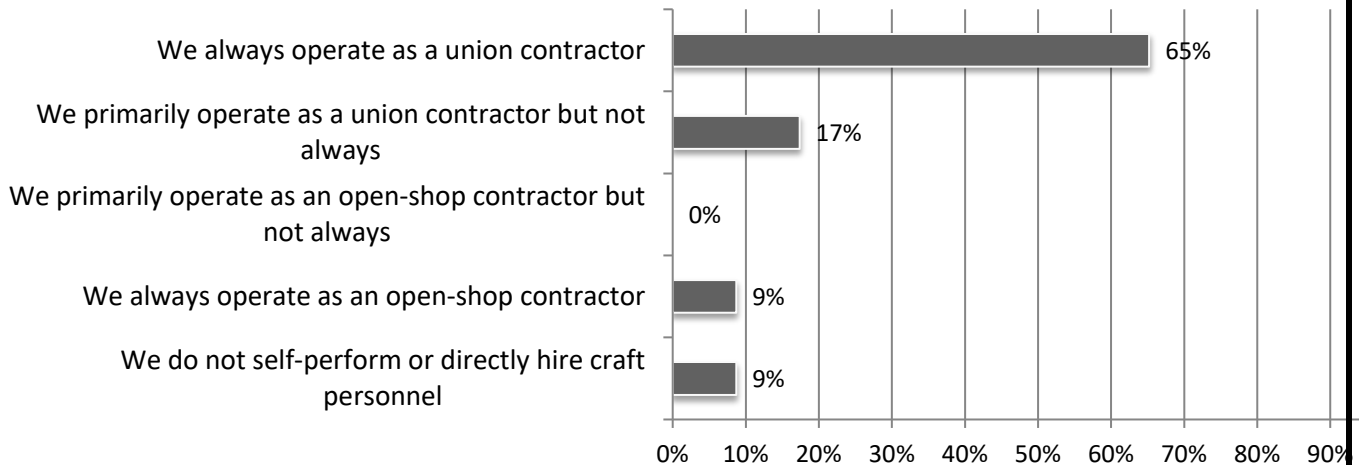


18. What best describes your firm? Responses: 23

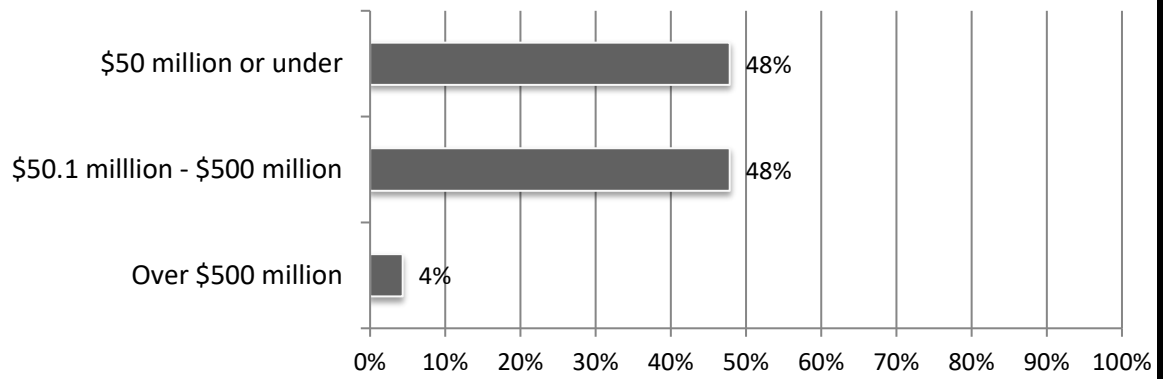


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 23



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 23



21. How many total employees does your firm employ at all of its locations? Responses: 23

