



AGC
THE CONSTRUCTION
ASSOCIATION

Sage

2023 Construction Outlook

\$50.1 million to \$500 million Survey Results

Total Responses: 308. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

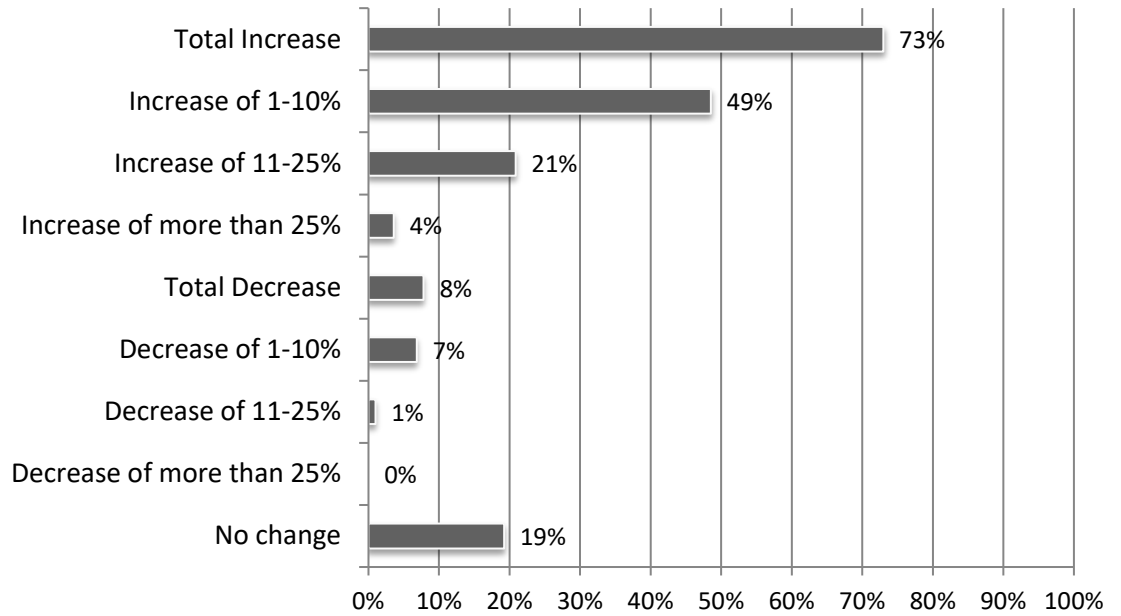
- 1. Compared to 2022, do you expect the available dollar value of projects you compete for in 2023 to be higher/lower/about the same? (answer for all market areas in which your business operates):**

Responses: 306

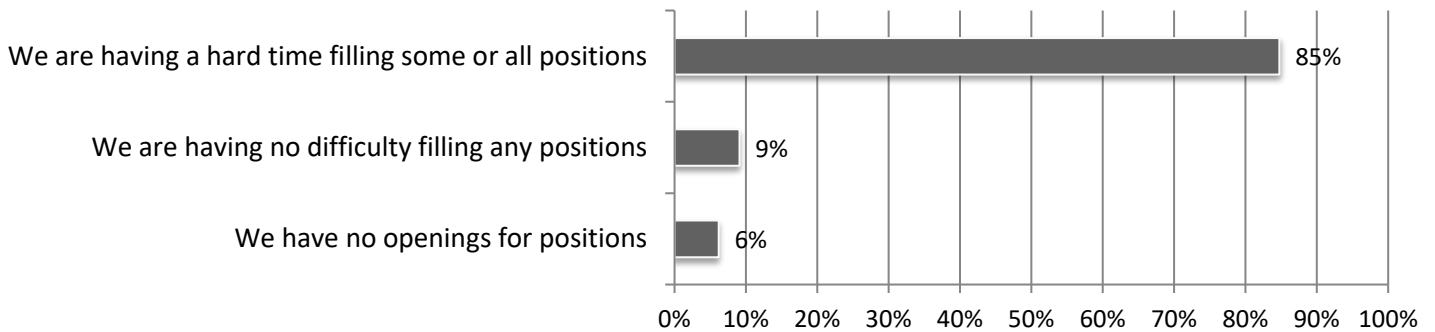
Market	Higher	Lower	Same	Net*	US Net
Bridge/Highway	54%	4%	42%	49%	42%
Water/Sewer	51%	10%	39%	40%	38%
Transportation (e.g., transit, rail, airport)	49%	11%	40%	38%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	43%	9%	48%	34%	37%
Power	38%	13%	48%	25%	28%
Other Healthcare	39%	15%	46%	25%	28%
Public Building	39%	19%	42%	21%	23%
Other	29%	10%	62%	19%	10%
K-12 School	35%	18%	47%	16%	16%
Manufacturing	38%	23%	39%	16%	14%
Hospital	35%	21%	44%	14%	23%
Data Center	35%	22%	44%	13%	12%
Higher Education	34%	21%	45%	13%	16%
Warehouse	35%	24%	41%	11%	10%
Multifamily Residential	32%	36%	32%	-4%	1%
Lodging	24%	34%	43%	-10%	-4%
Private Office	15%	50%	35%	-35%	-21%
Retail	16%	52%	31%	-36%	-22%

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

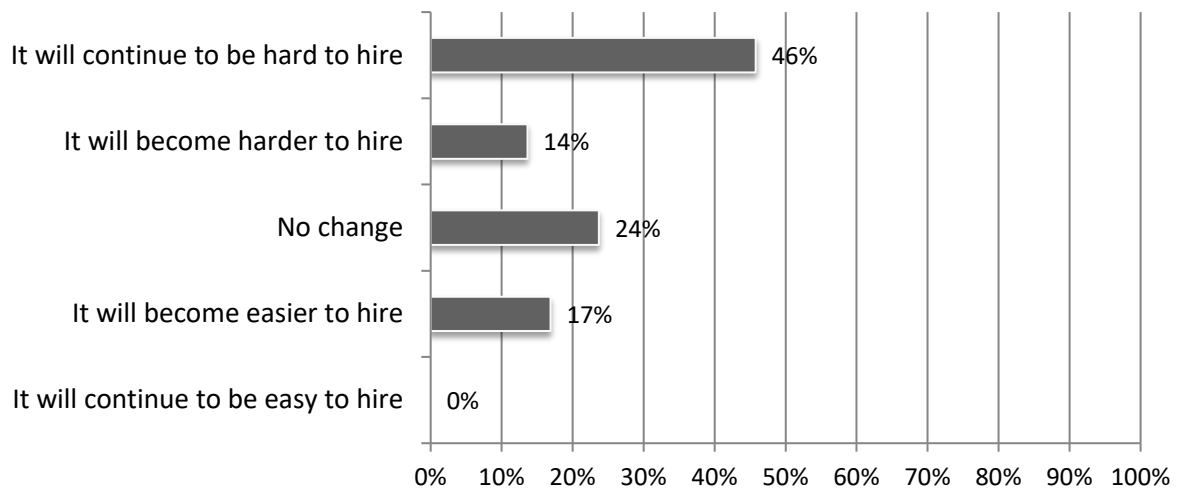
2. What percent change do you expect in your headcount in 2023? Responses: 307



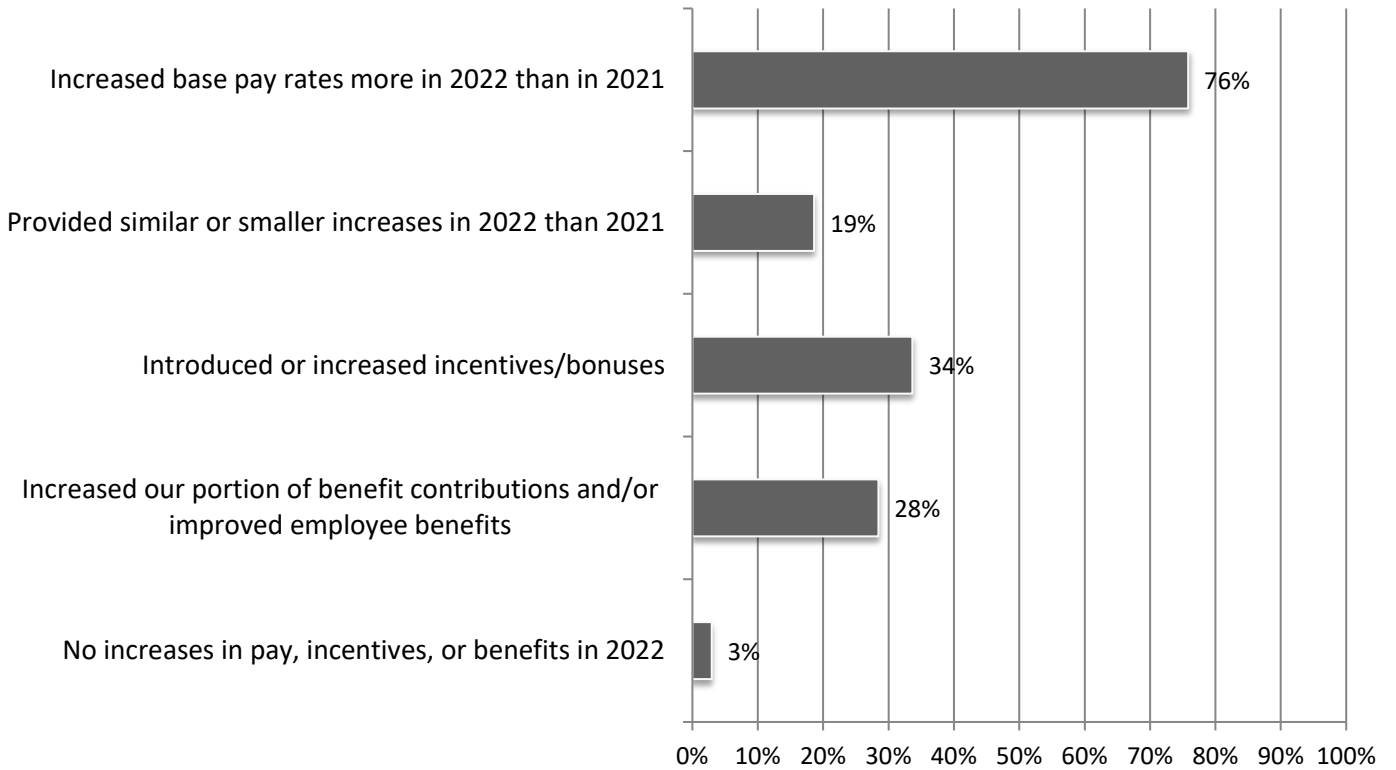
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 308



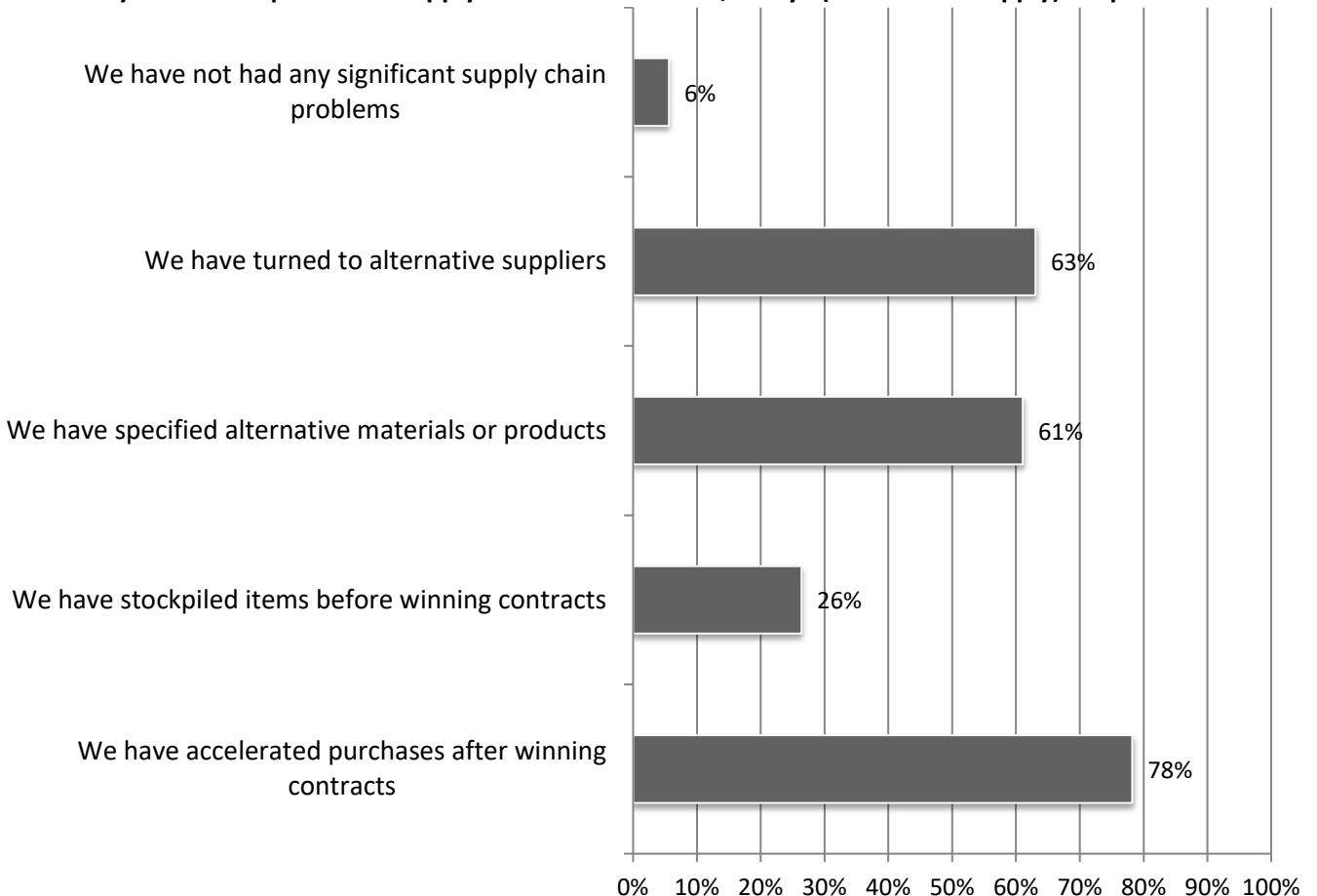
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 308



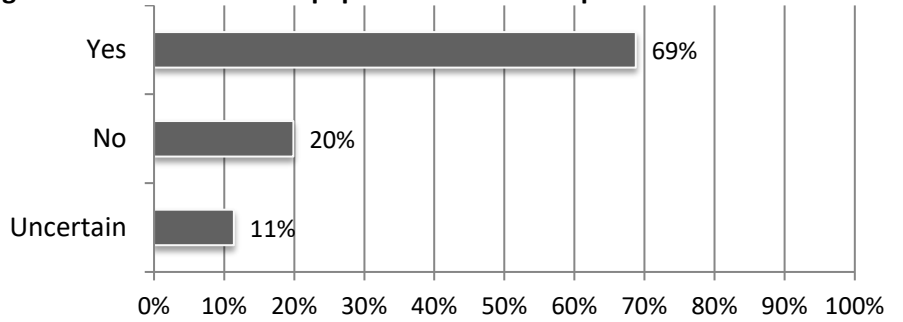
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 306



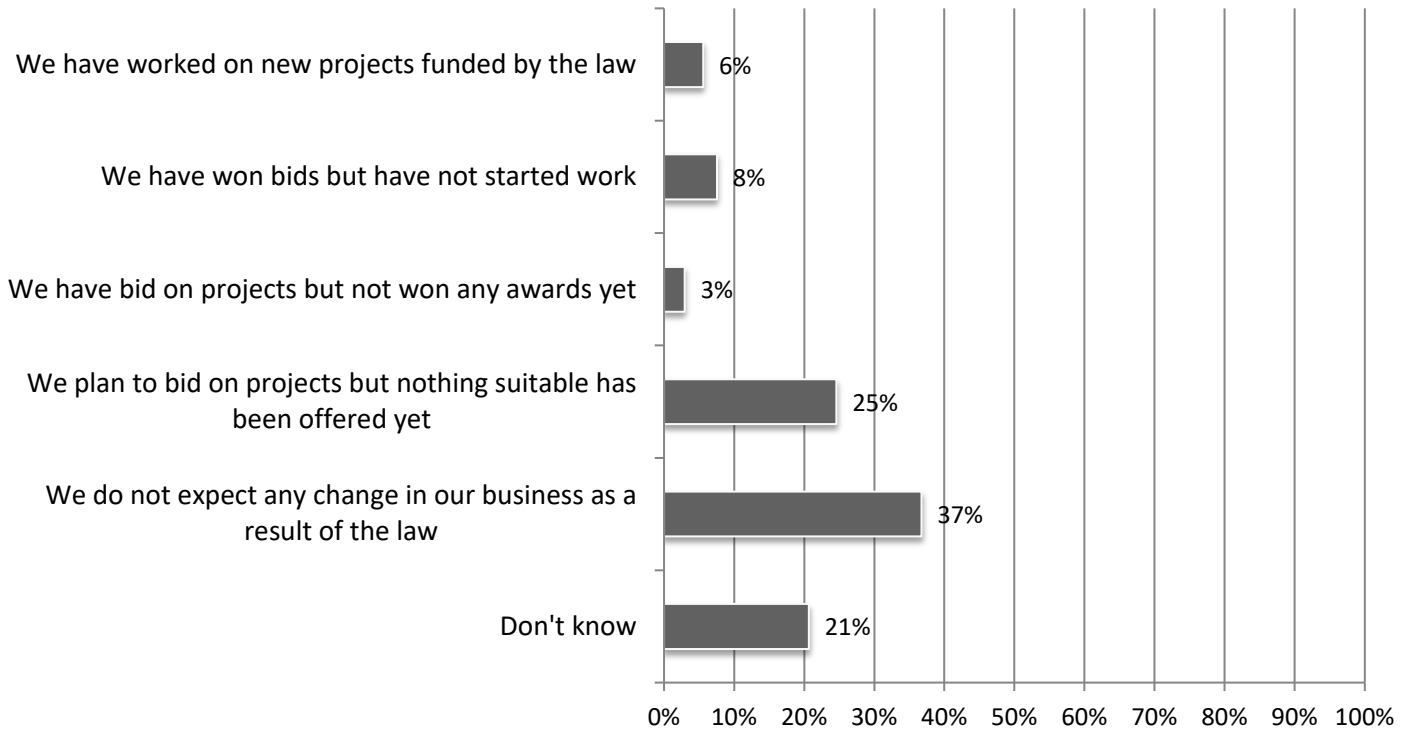
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 303



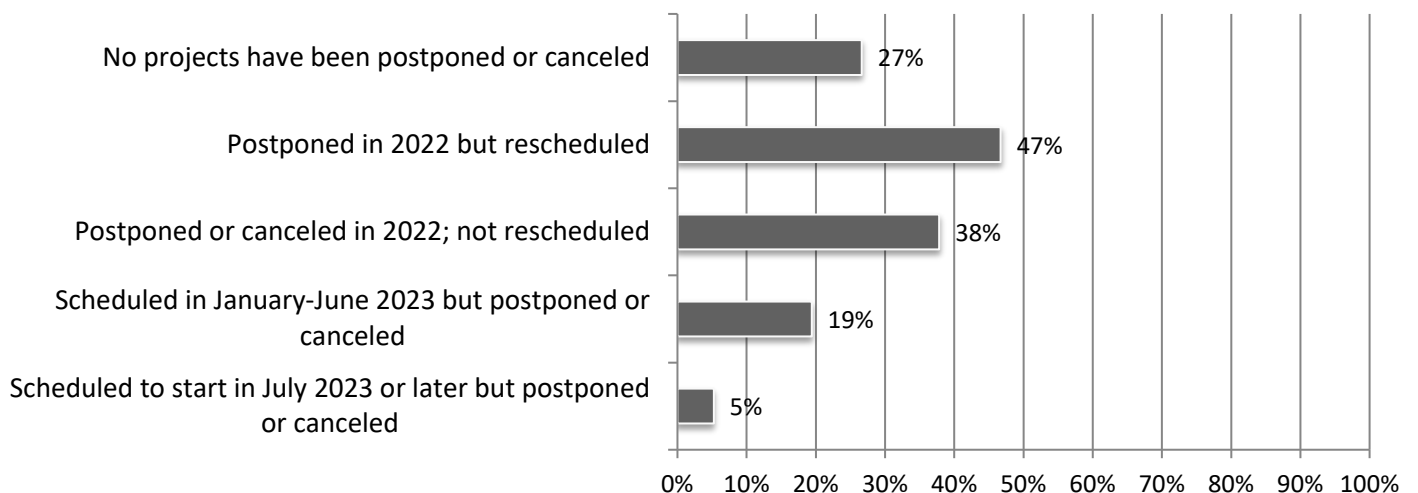
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 307



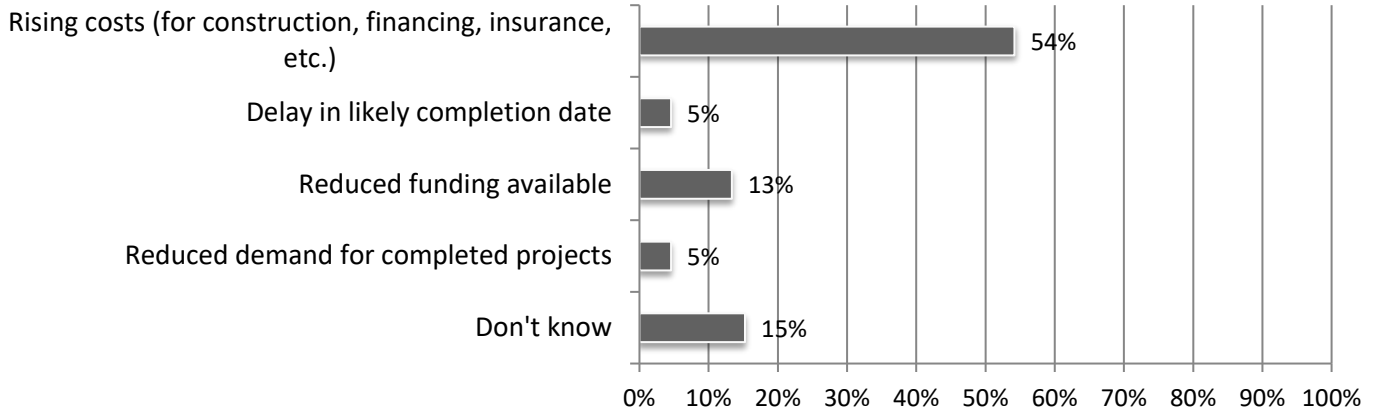
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 305



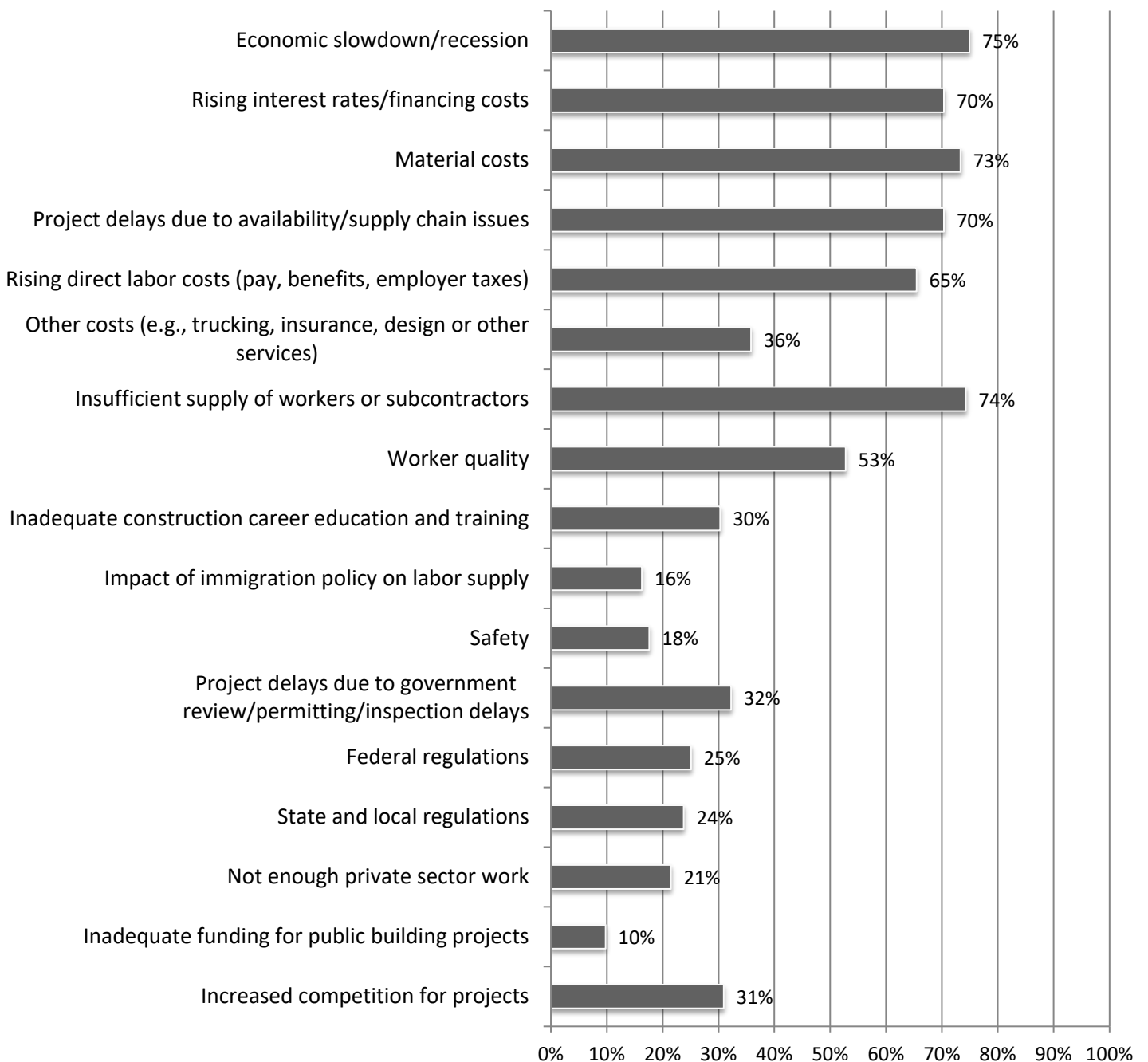
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 304



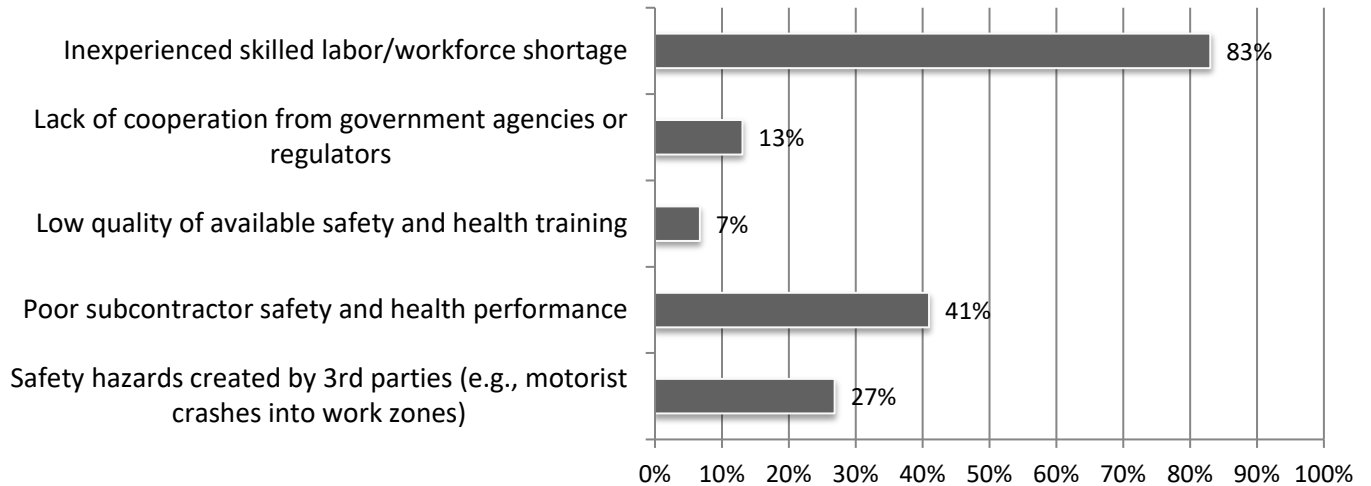
10. If projects were postponed or canceled, what was the main reason? Responses: 262



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 307



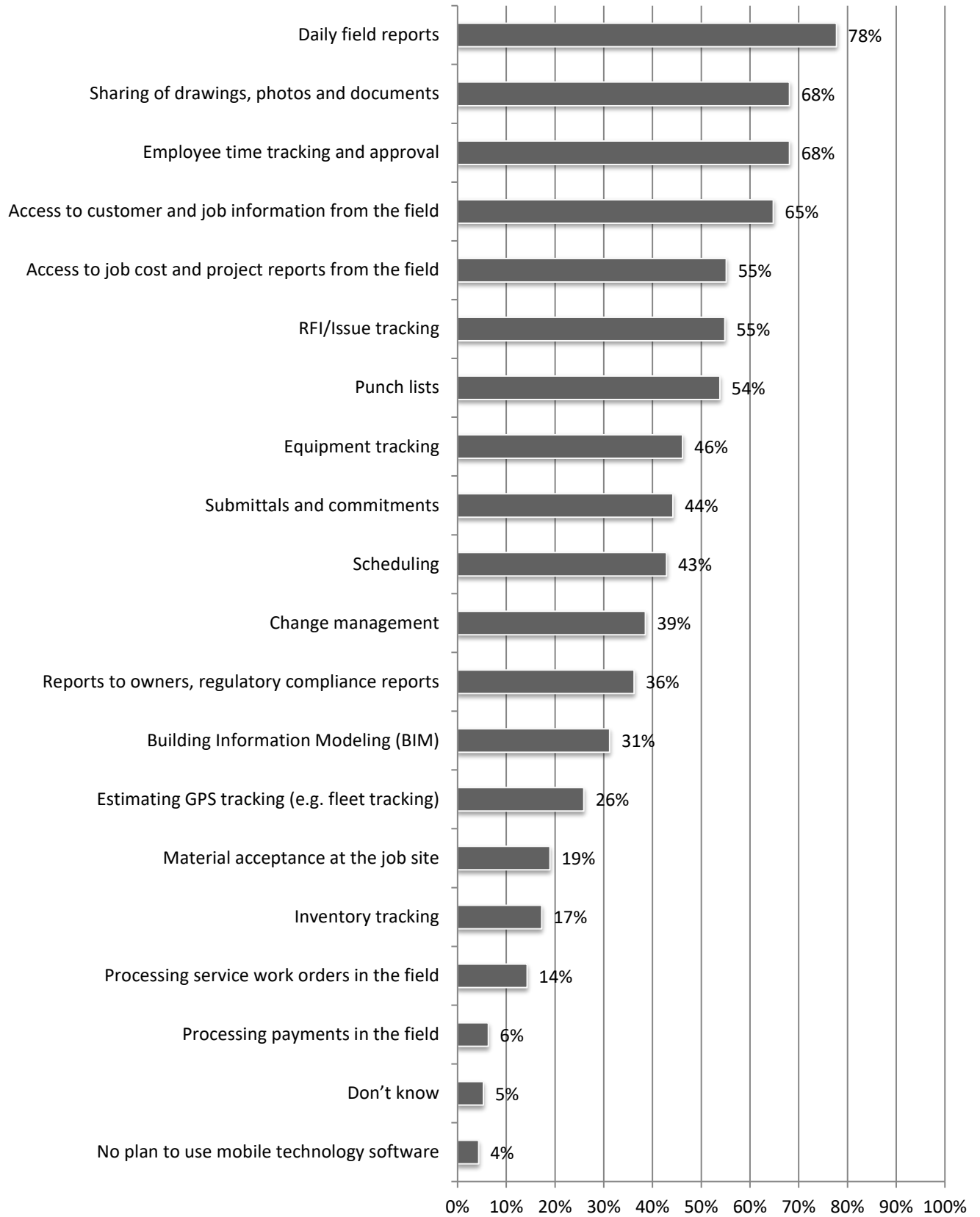
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 283



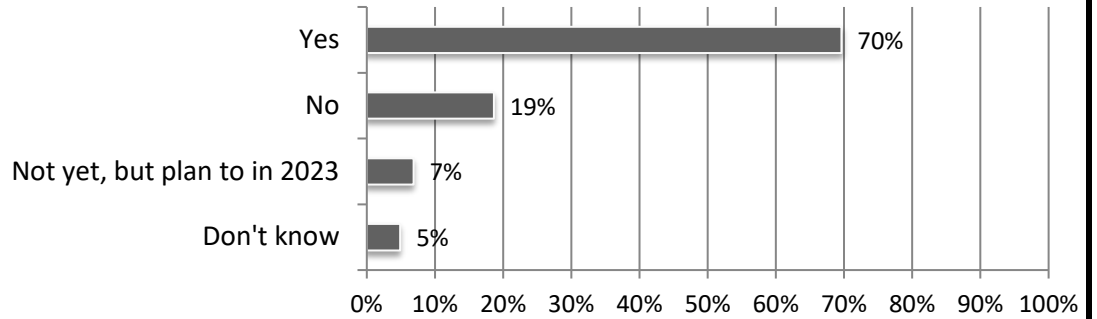
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 303

	Increase	Decrease	No change
Document management software	36%	1%	63%
Project management software	34%	2%	64%
Human resources (HR) software	33%	1%	66%
Estimating software	27%	0%	73%
Accounting software	27%	2%	72%
Client relationship management (CRM) software	25%	1%	74%
Fleet tracking/management software	24%	2%	74%
Building Information Modeling (BIM)	24%	1%	75%
Tool/asset management/tracking	23%	2%	75%
Project collaboration software	21%	2%	78%
Payroll software	18%	1%	81%
Scheduling software	17%	2%	81%
Subcontractor bid management/ITB software	13%	0%	87%
Prequalification software	11%	1%	88%
Service management software	7%	1%	93%

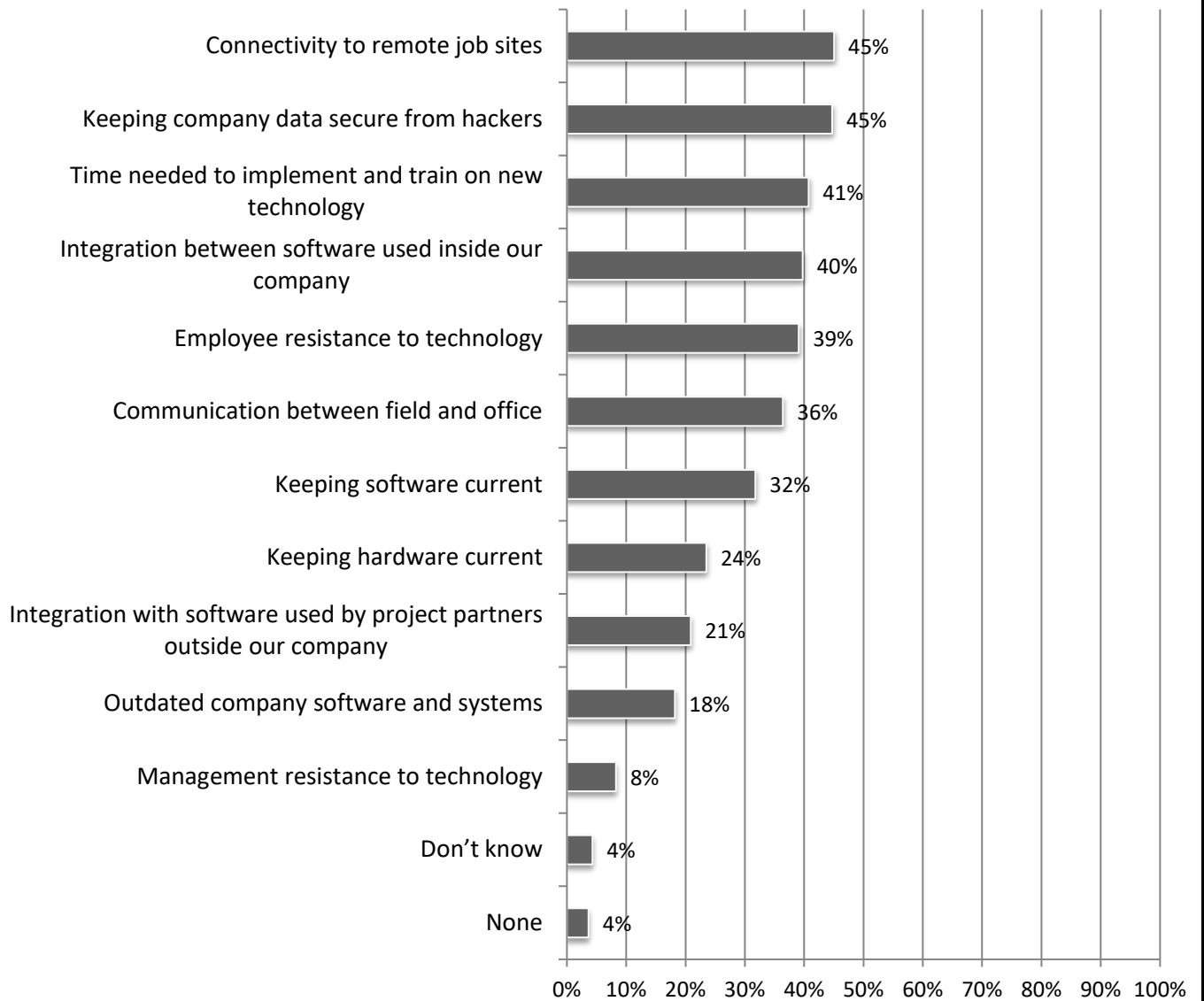
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 301



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 306

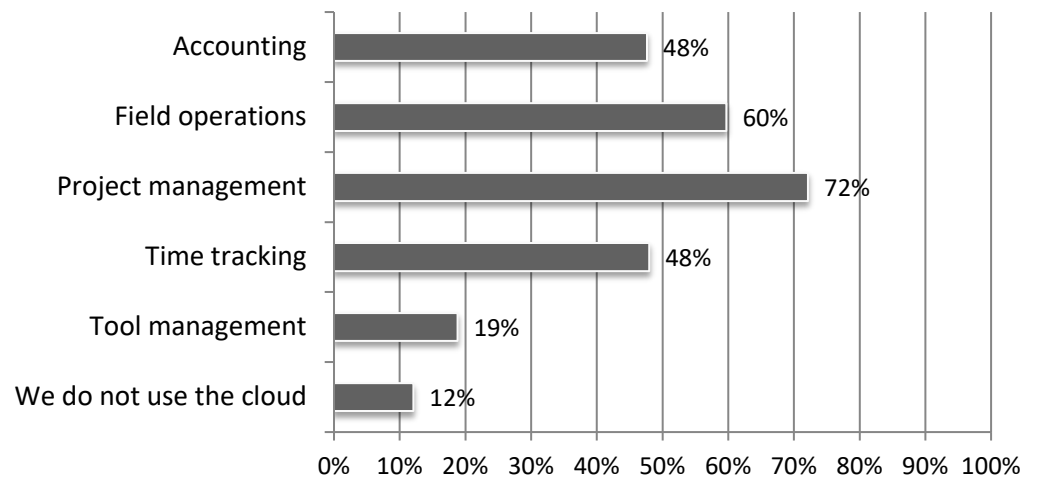


16. What are your biggest IT challenges (mark all that apply)? Responses: 302

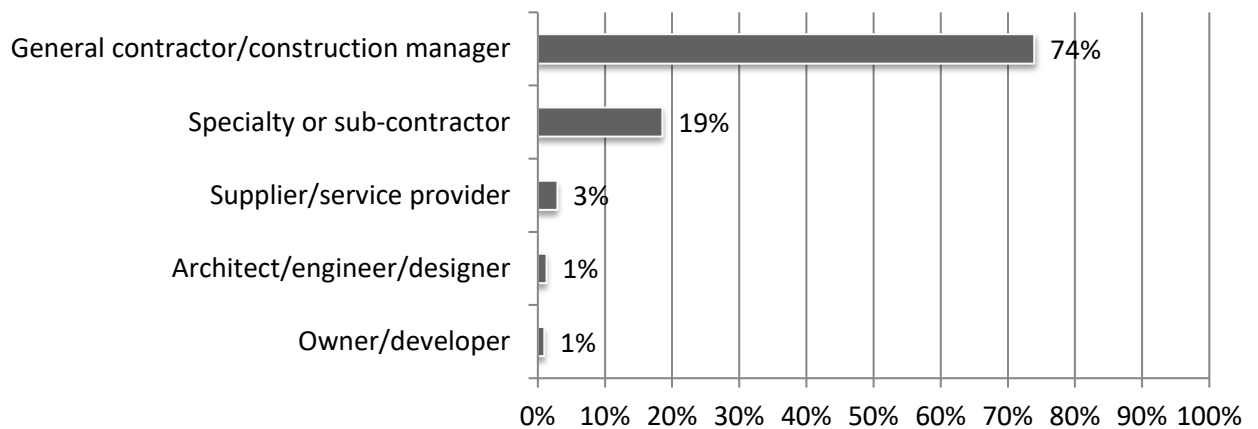


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 298

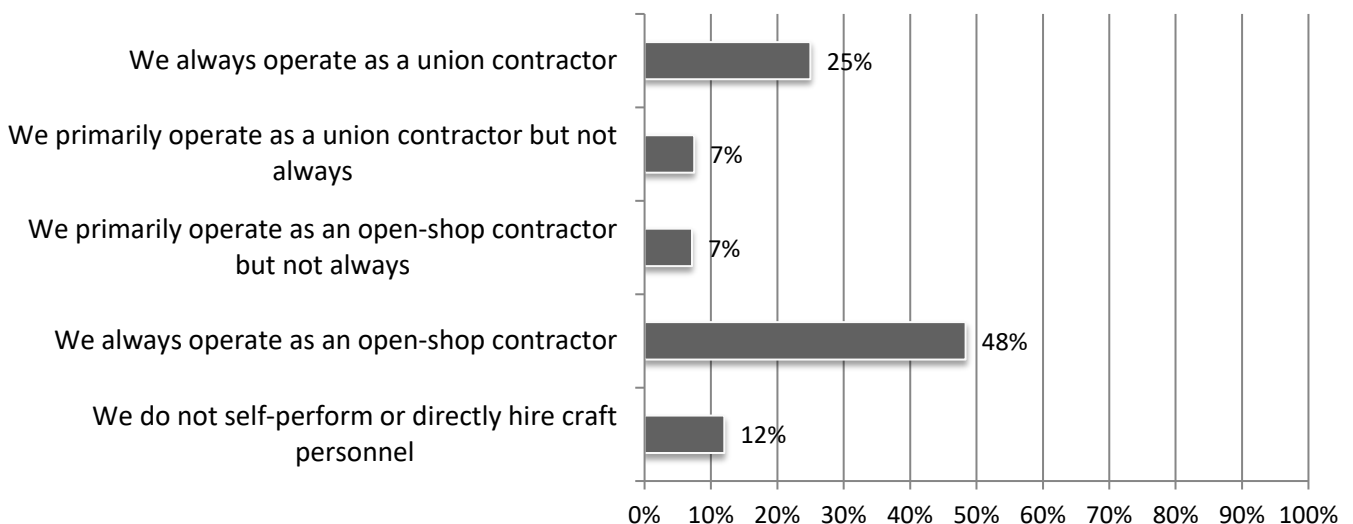


18. What best describes your firm? Responses: 307

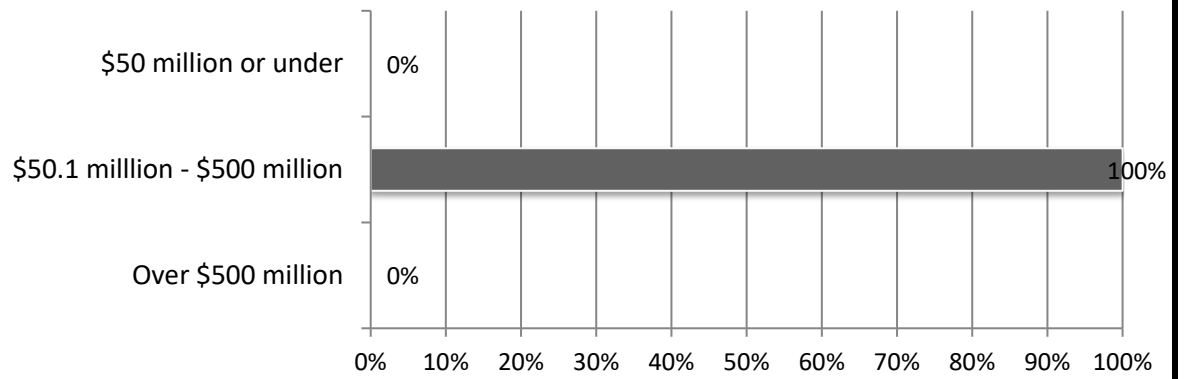


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 308



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 308



21. How many total employees does your firm employ at all of its locations? Responses: 308

