2023 Construction Outlook
$50 million or Under Survey Results

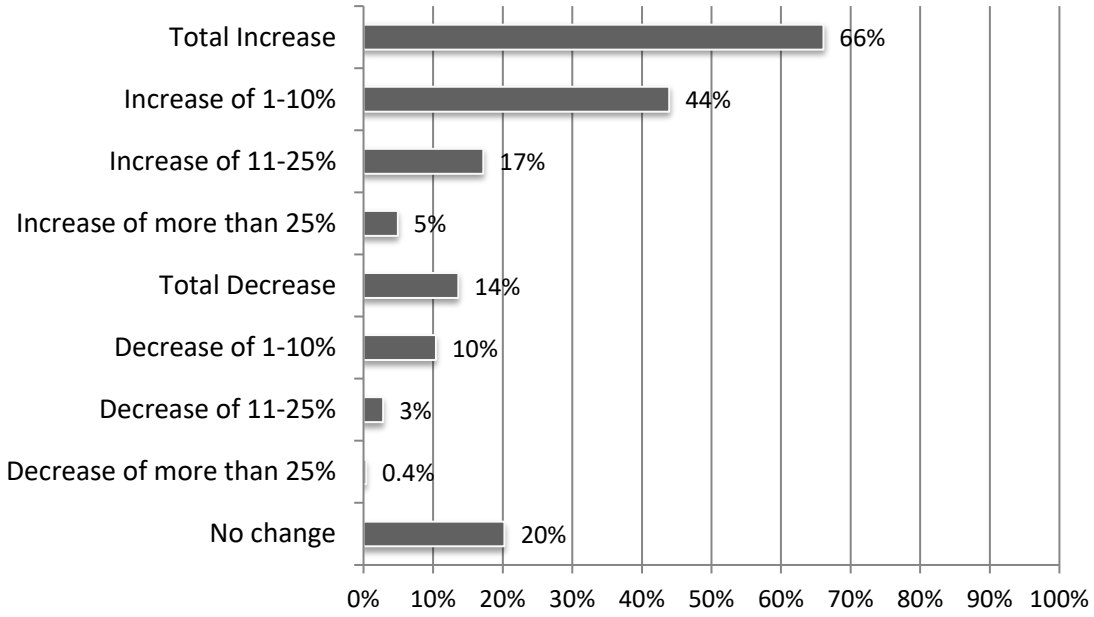
Total Responses: 528. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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: 524**

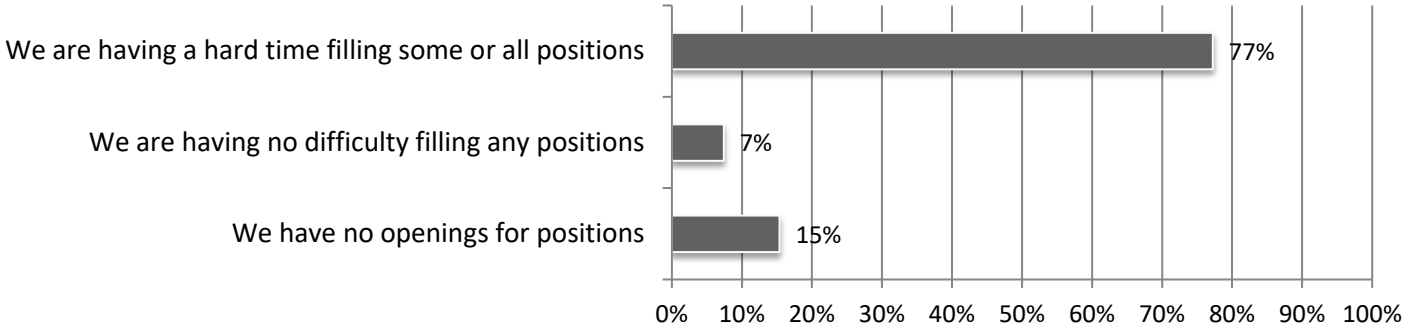
Market	Higher	Lower	Same	Net*	US Net
Transportation (e.g., transit, rail, airport)	53%	12%	36%	41%	42%
Bridge/Highway	47%	12%	42%	35%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	49%	14%	37%	35%	37%
Water/Sewer	44%	12%	45%	32%	38%
Other Healthcare	40%	15%	45%	26%	28%
Power	40%	16%	44%	24%	28%
Hospital	39%	15%	47%	24%	23%
Public Building	39%	17%	44%	22%	23%
K-12 School	38%	22%	40%	16%	16%
Higher Education	35%	20%	44%	15%	16%
Warehouse	35%	28%	37%	7%	10%
Manufacturing	33%	27%	40%	6%	14%
Data Center	30%	25%	45%	5%	12%
Multifamily Residential	36%	34%	30%	3%	1%
Other	23%	21%	56%	2%	10%
Lodging	30%	34%	35%	-4%	-4%
Private Office	24%	38%	37%	-14%	-21%
Retail	23%	43%	34%	-20%	-22%

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

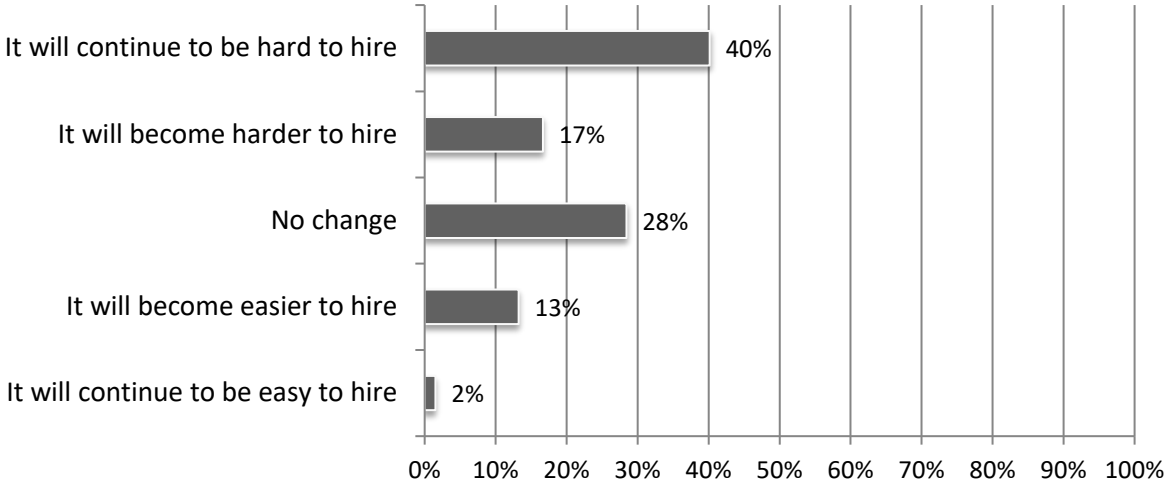
2. What percent change do you expect in your headcount in 2023? Responses: 528



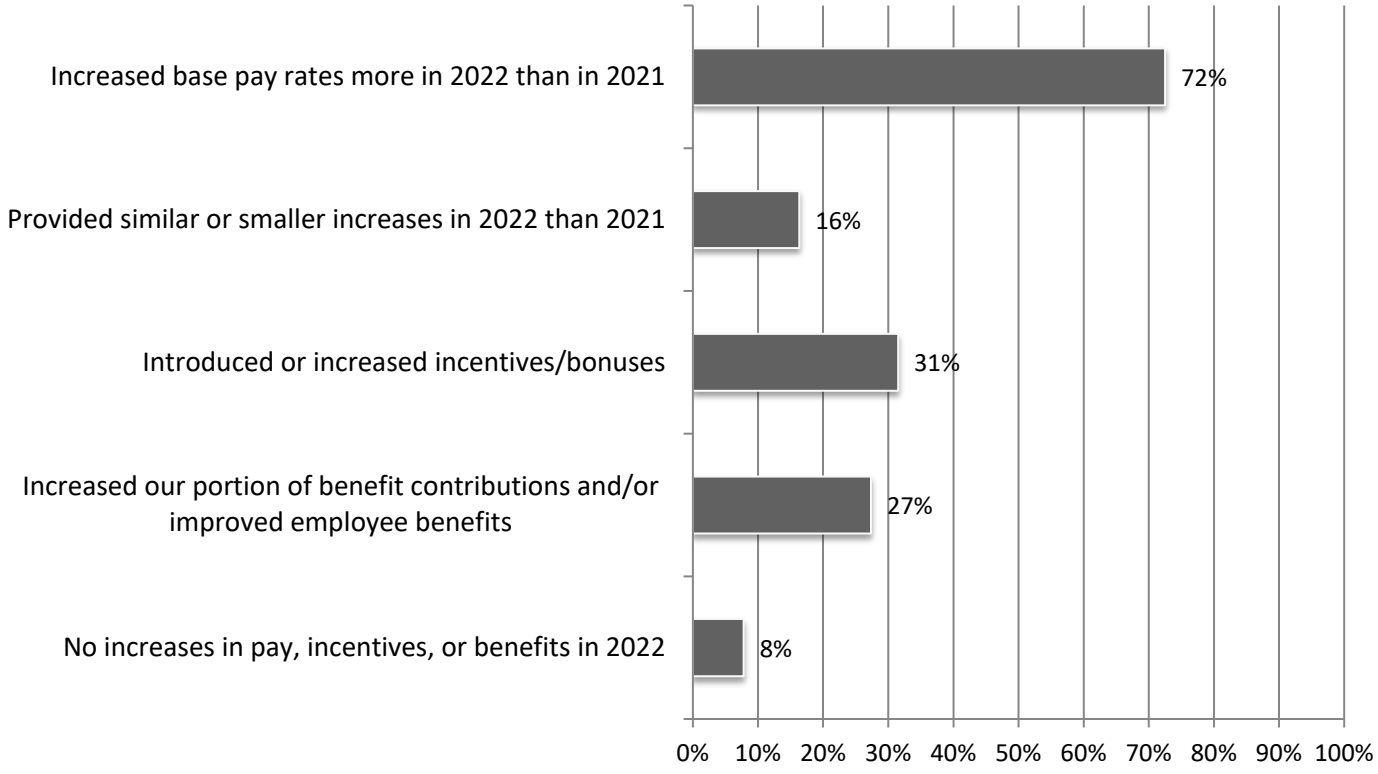
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 527



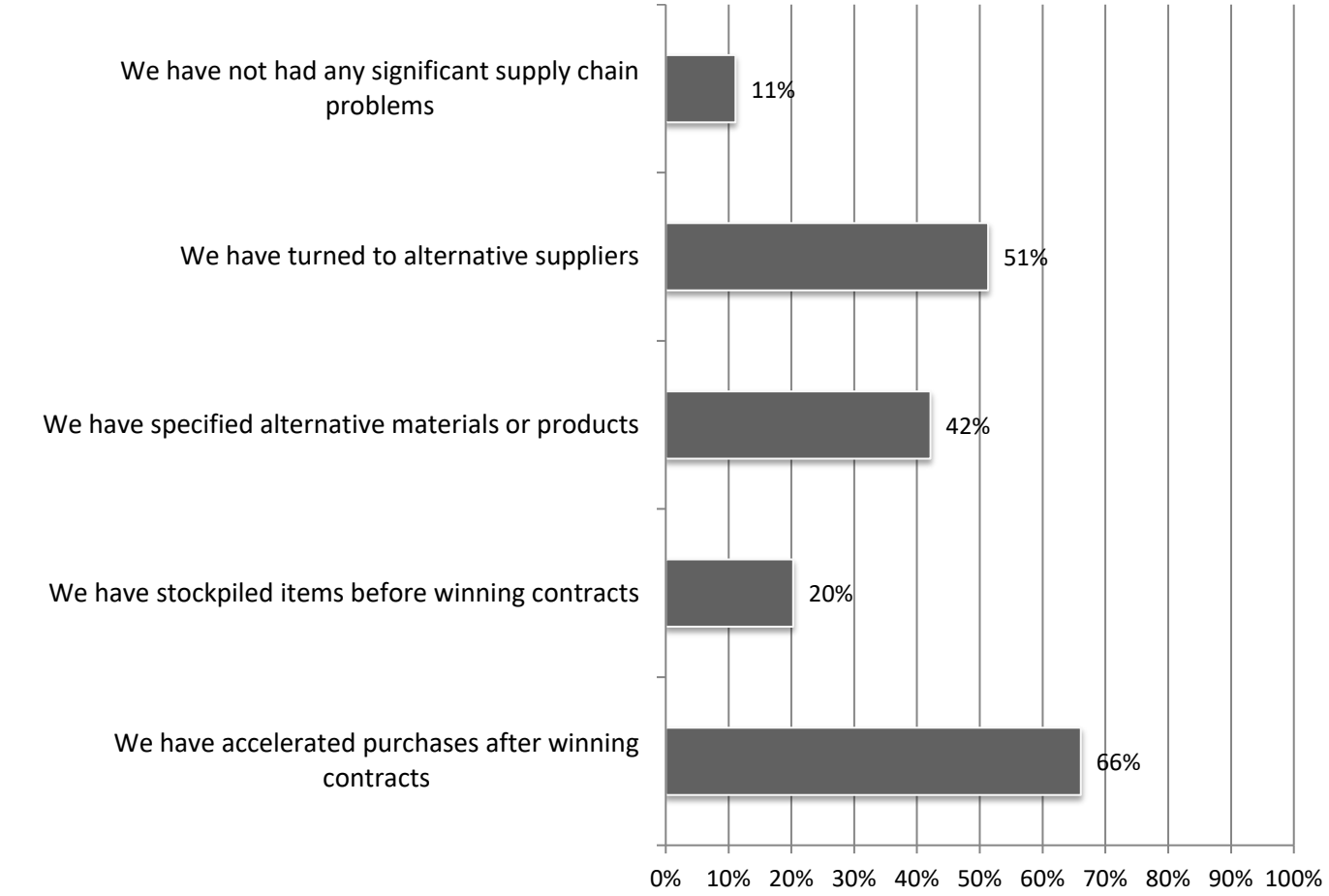
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 528



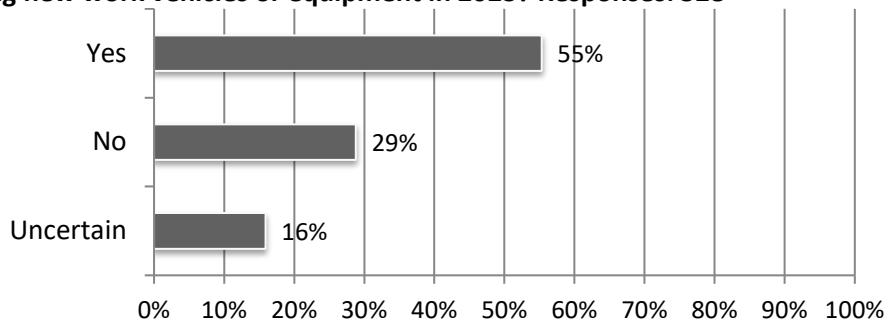
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 527



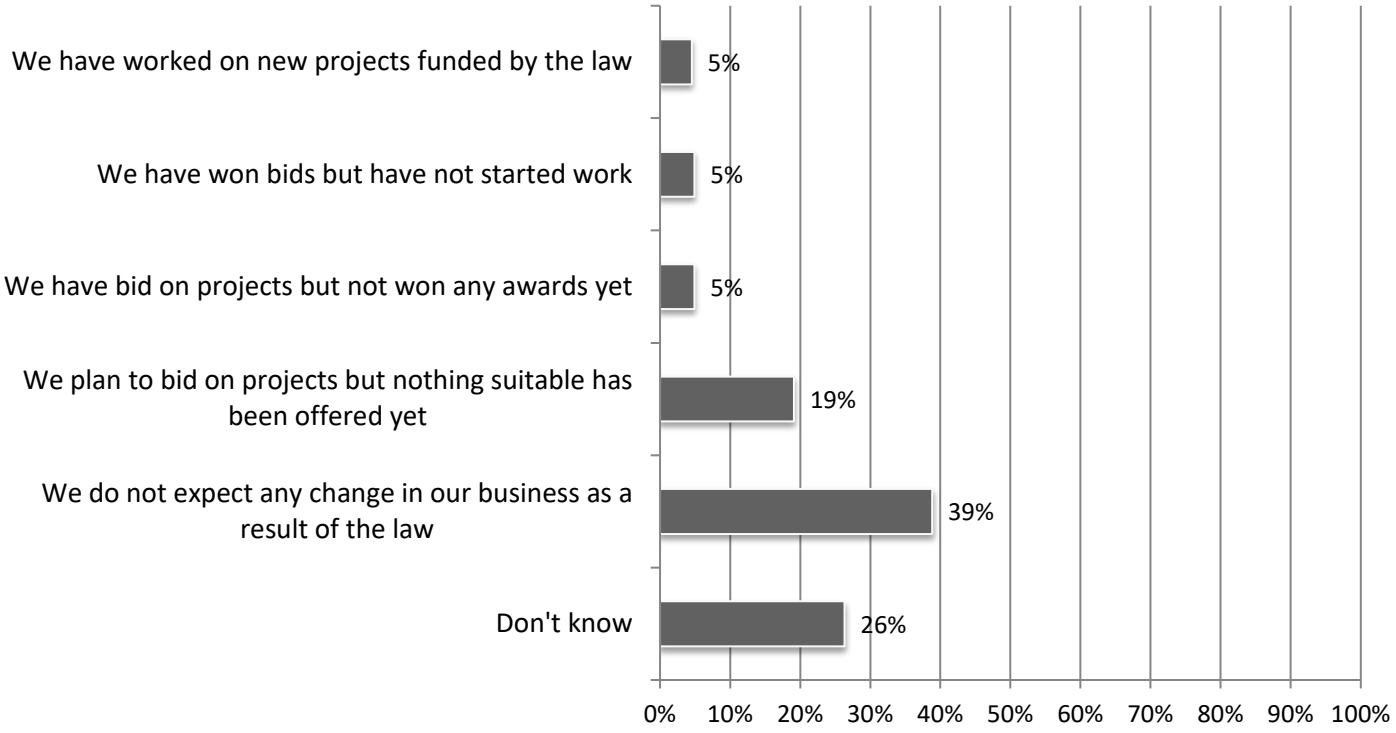
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 522



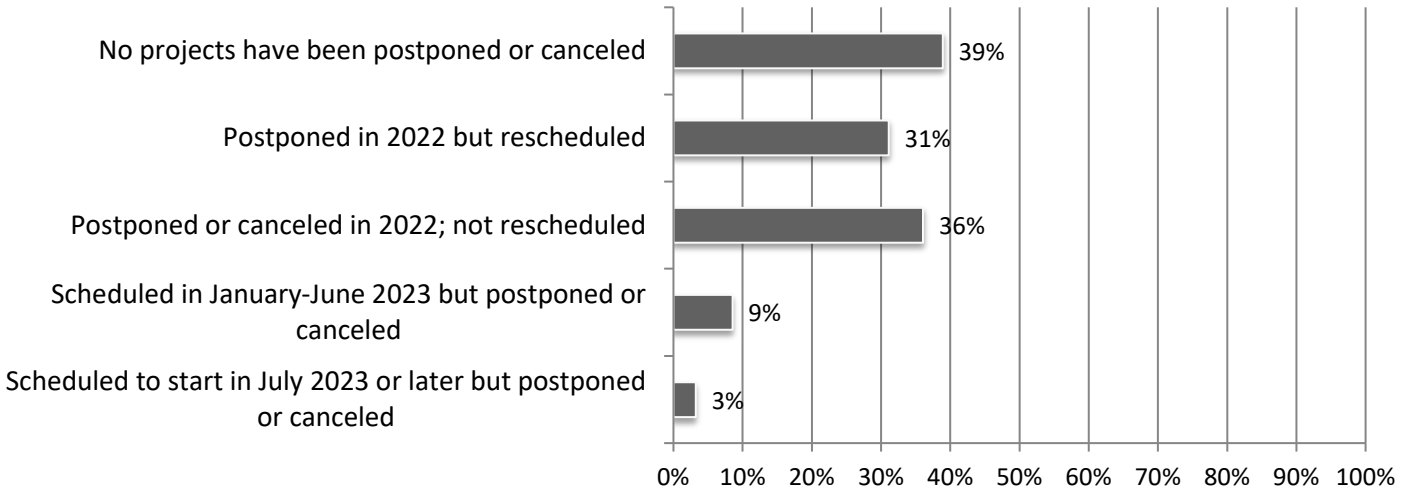
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 528



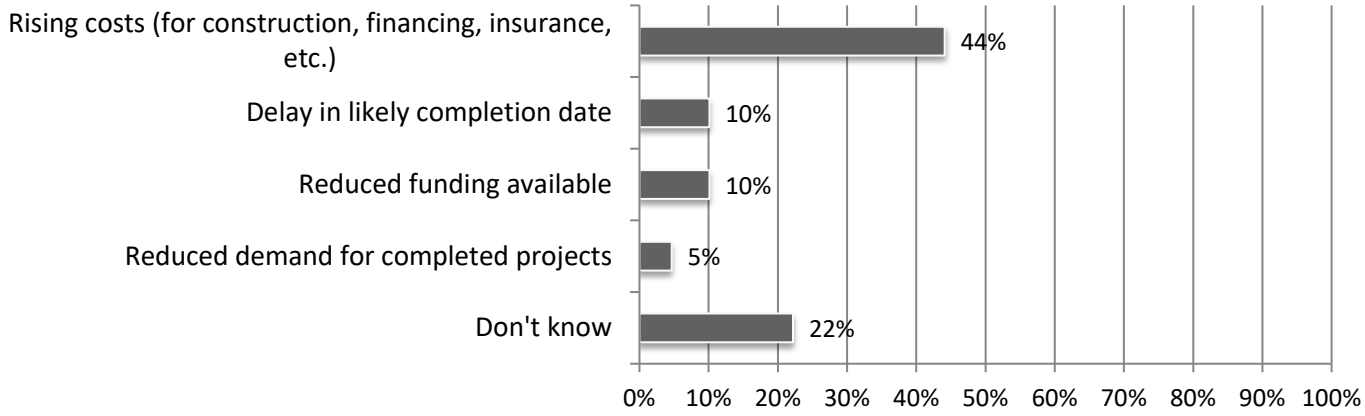
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 528



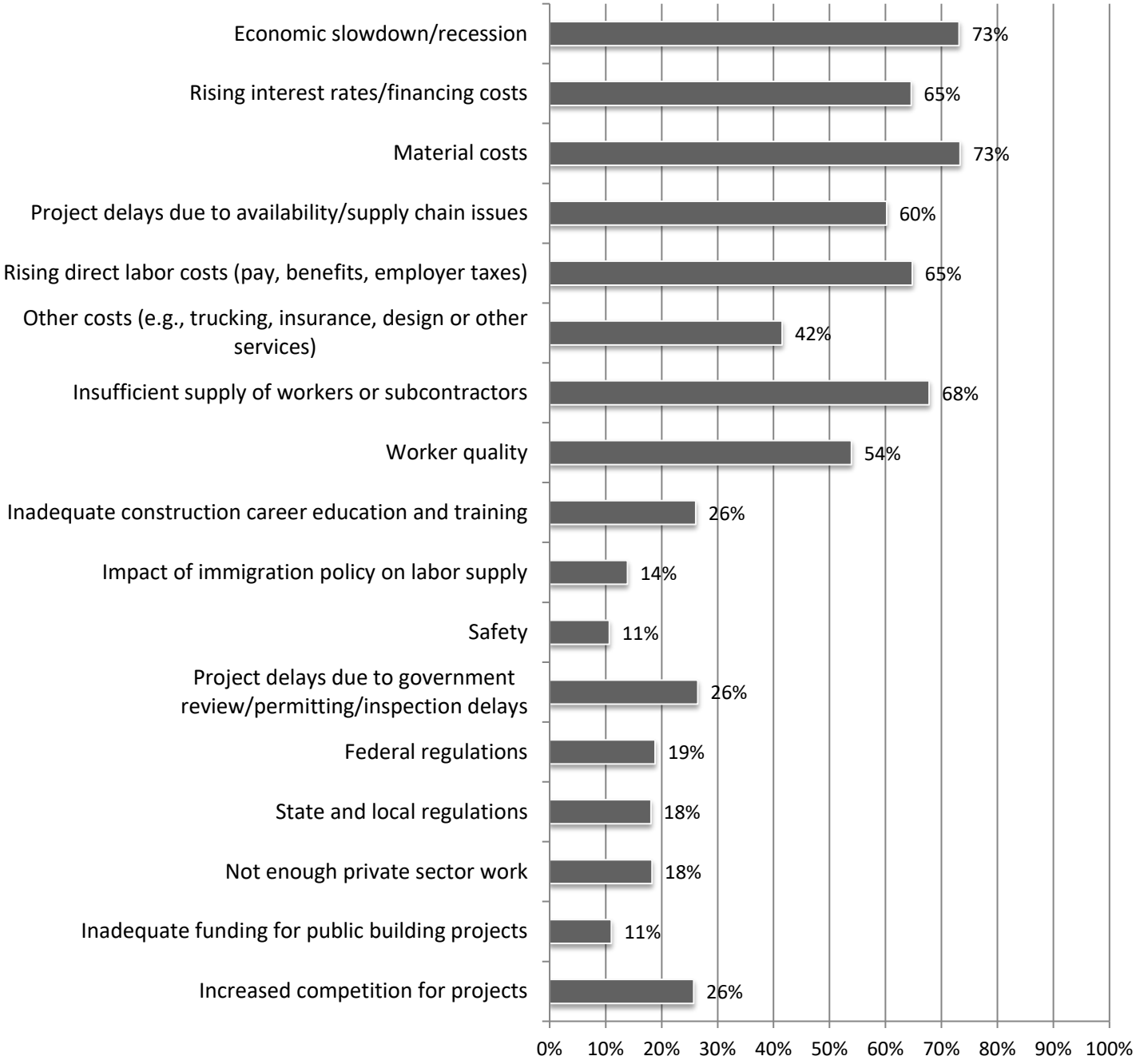
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 527



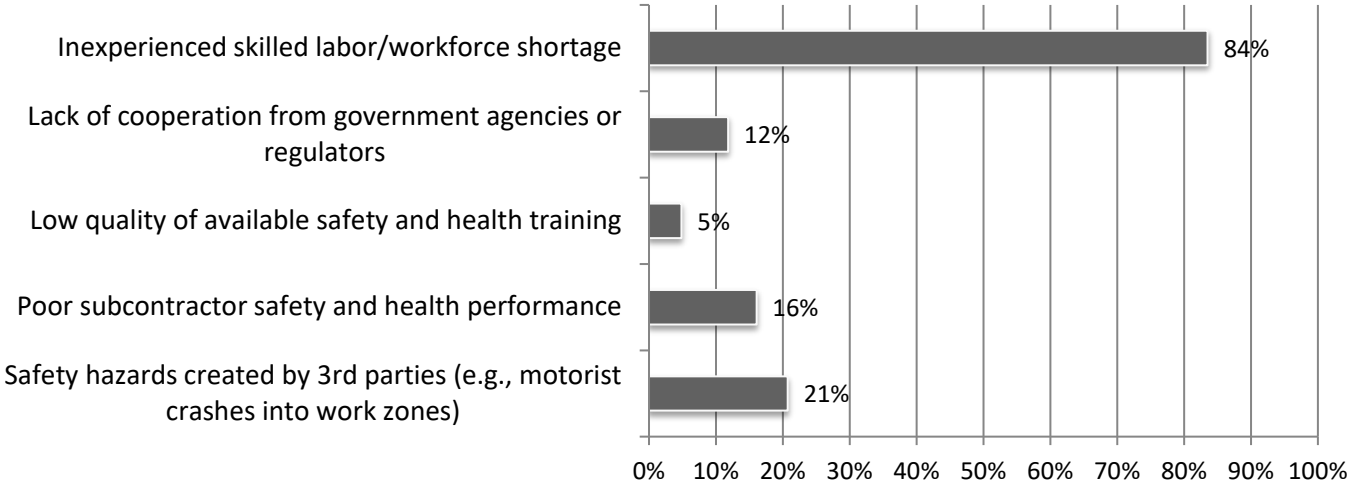
10. If projects were postponed or canceled, what was the main reason? Responses: 406



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 525



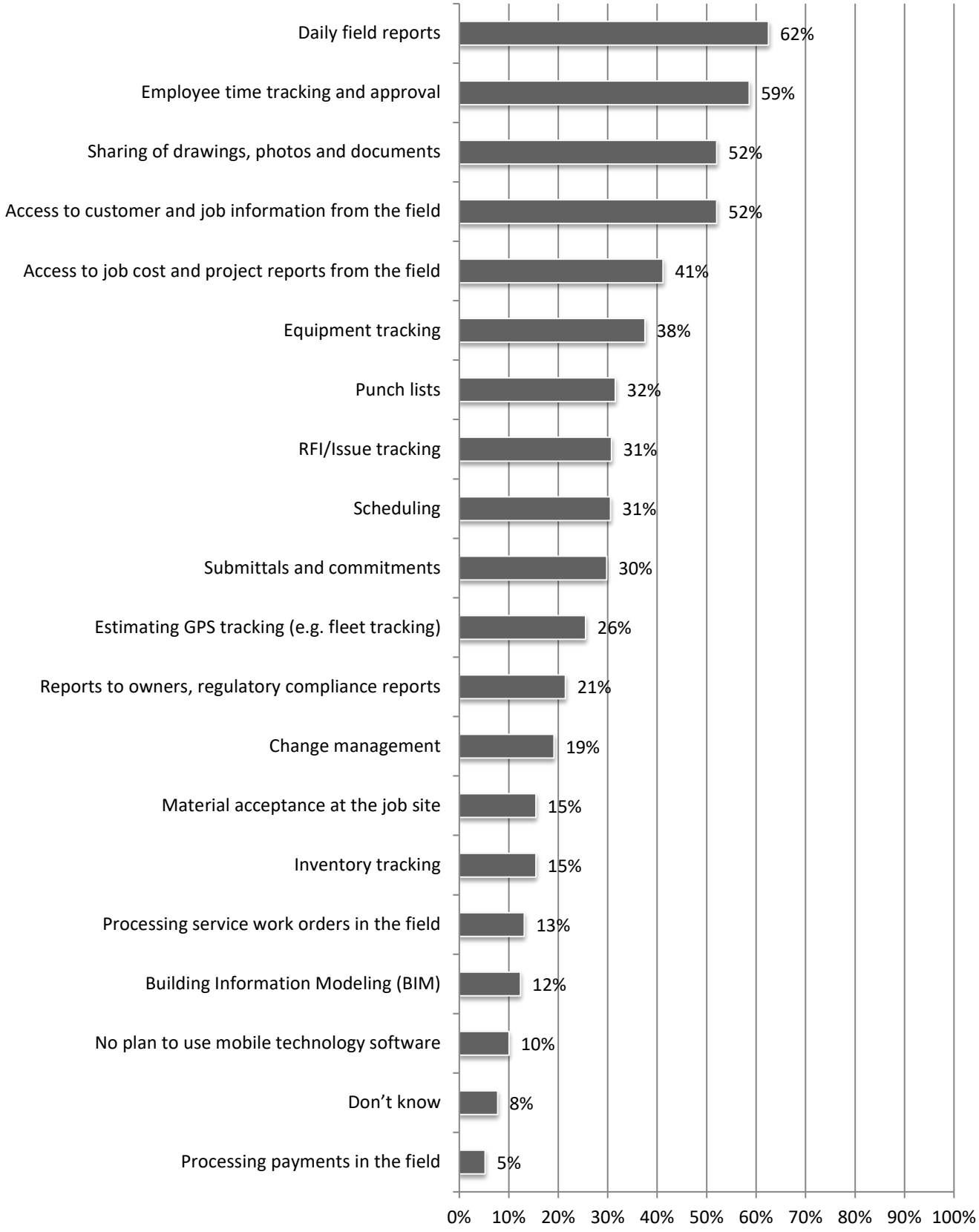
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 473



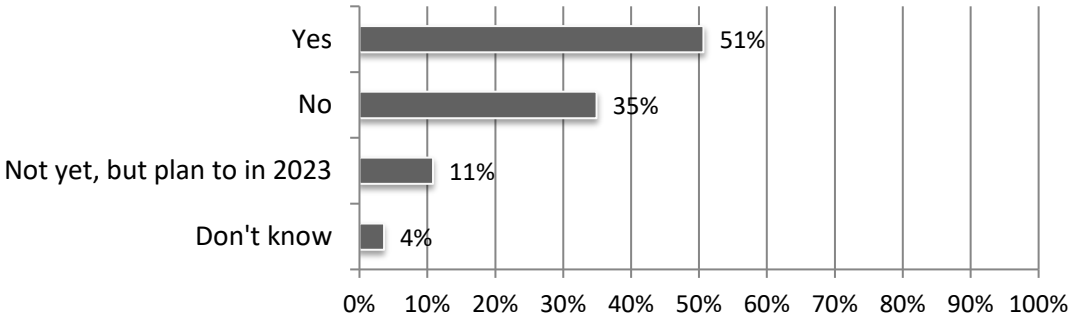
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 515

	Increase	Decrease	No change
Project management software	26%	2%	72%
Document management software	26%	1%	73%
Accounting software	24%	2%	74%
Tool/asset management/tracking	24%	2%	74%
Estimating software	23%	1%	76%
Fleet tracking/management software	20%	2%	78%
Scheduling software	20%	1%	79%
Payroll software	18%	2%	80%
Building Information Modeling (BIM)	15%	1%	83%
Human resources (HR) software	15%	2%	83%
Client relationship management (CRM) software	14%	3%	83%
Project collaboration software	12%	2%	85%
Subcontractor bid management/ITB software	8%	2%	90%
Service management software	8%	2%	89%
Prequalification software	5%	1%	94%

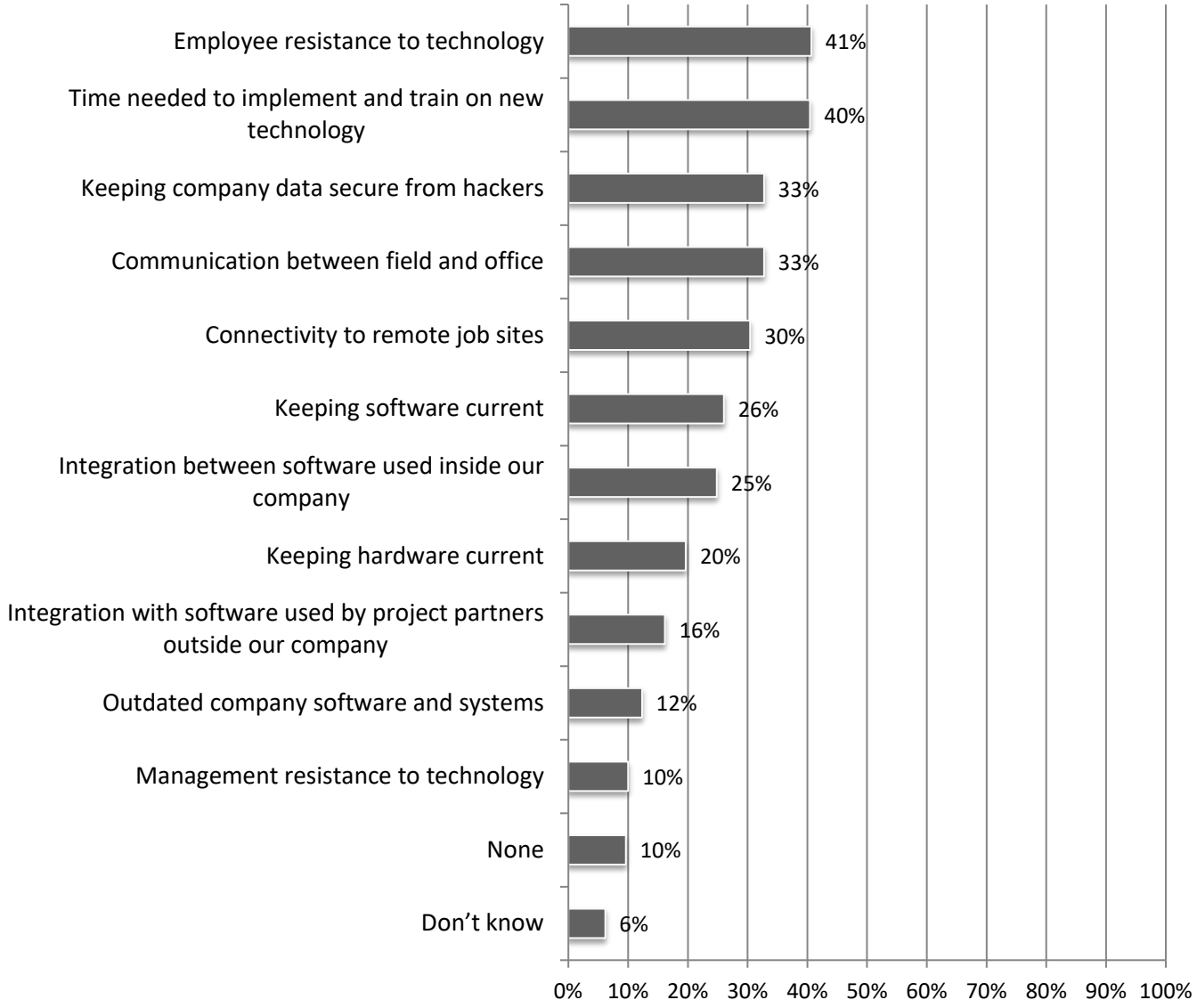
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 517



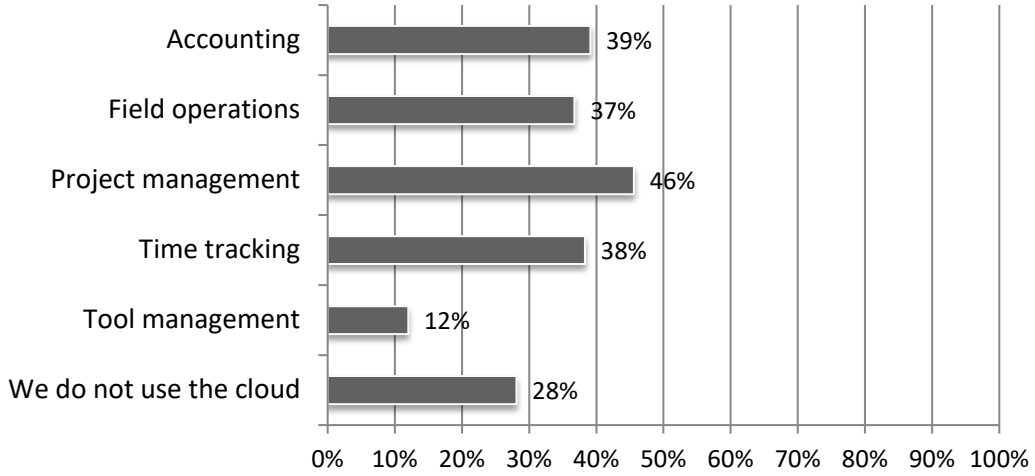
15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 527



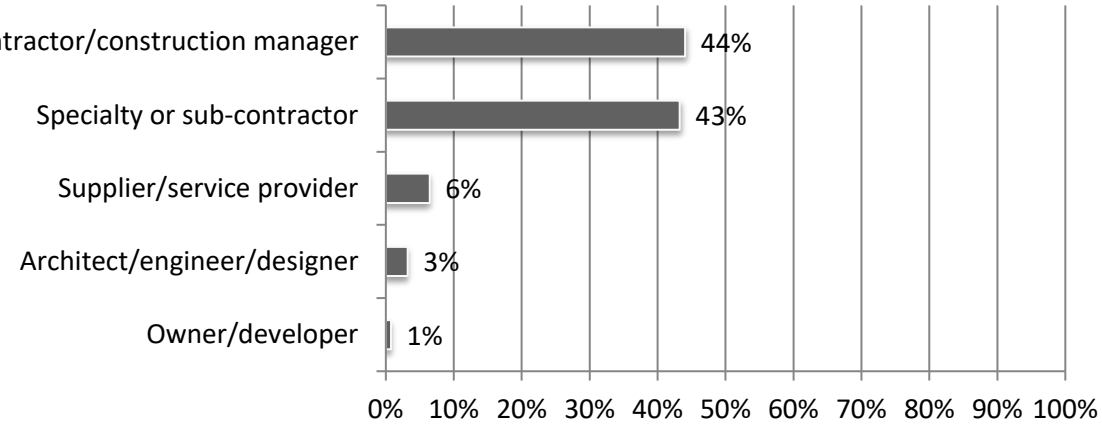
16. What are your biggest IT challenges (mark all that apply)? Responses: 519



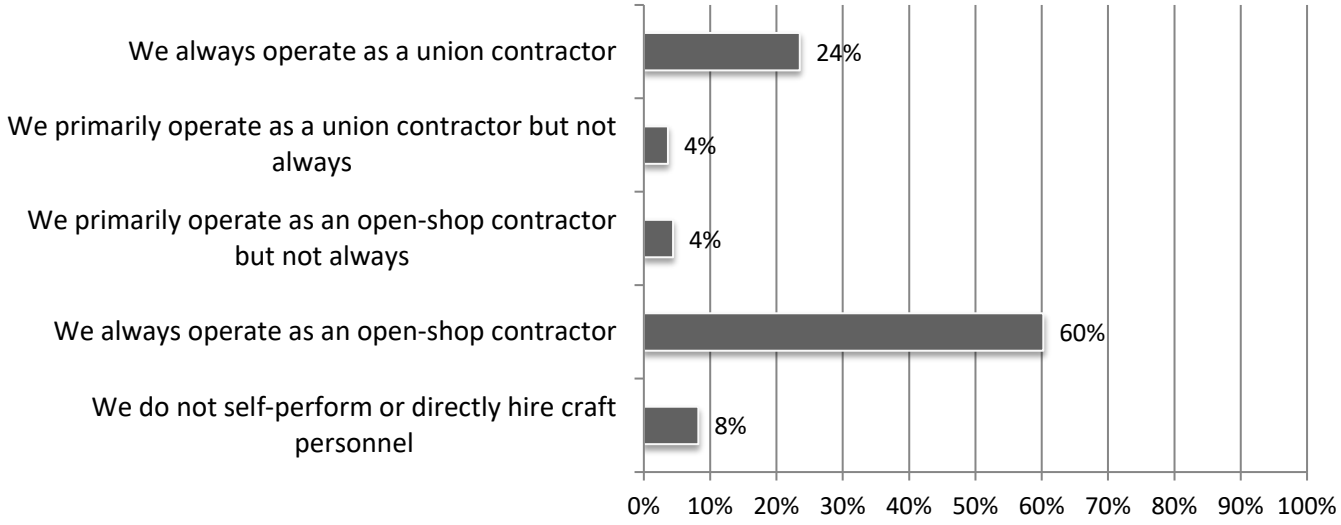
17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)? Responses: 509



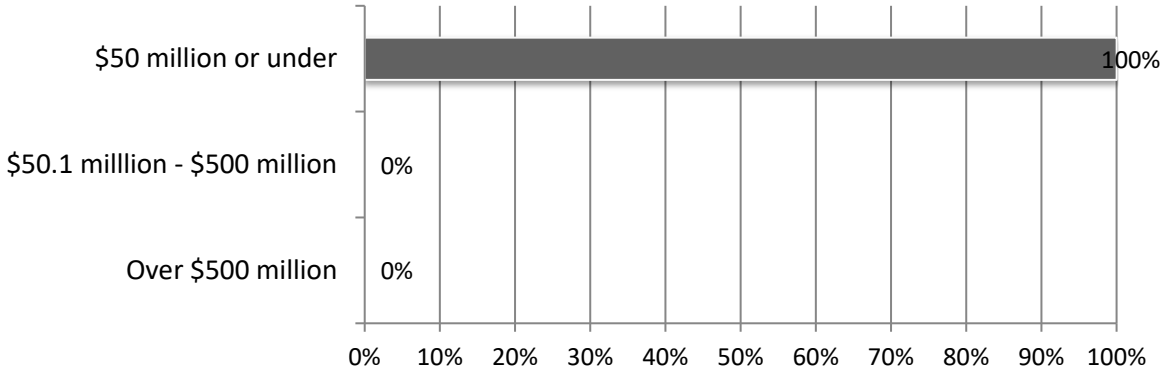
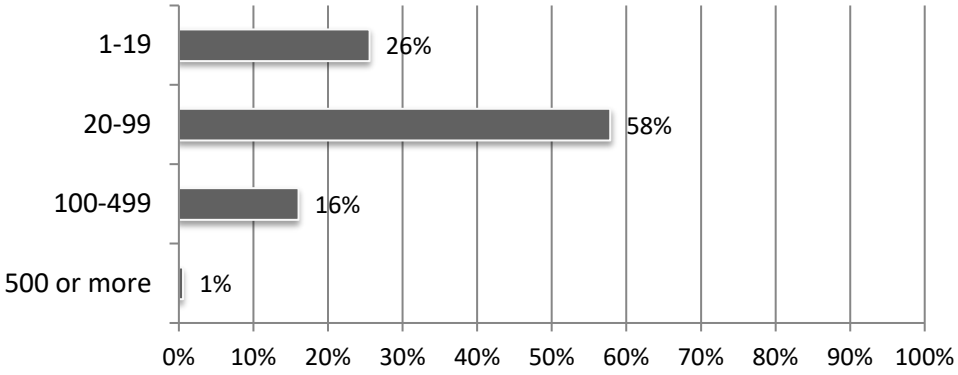
18. What best describes your firm? Responses: 527



19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor? Responses: 523



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 528



21. How many total employees does your firm employ at all of its locations? Responses: 524