



AGC
THE CONSTRUCTION
ASSOCIATION

Sage

2023 Construction Outlook Union Survey Results

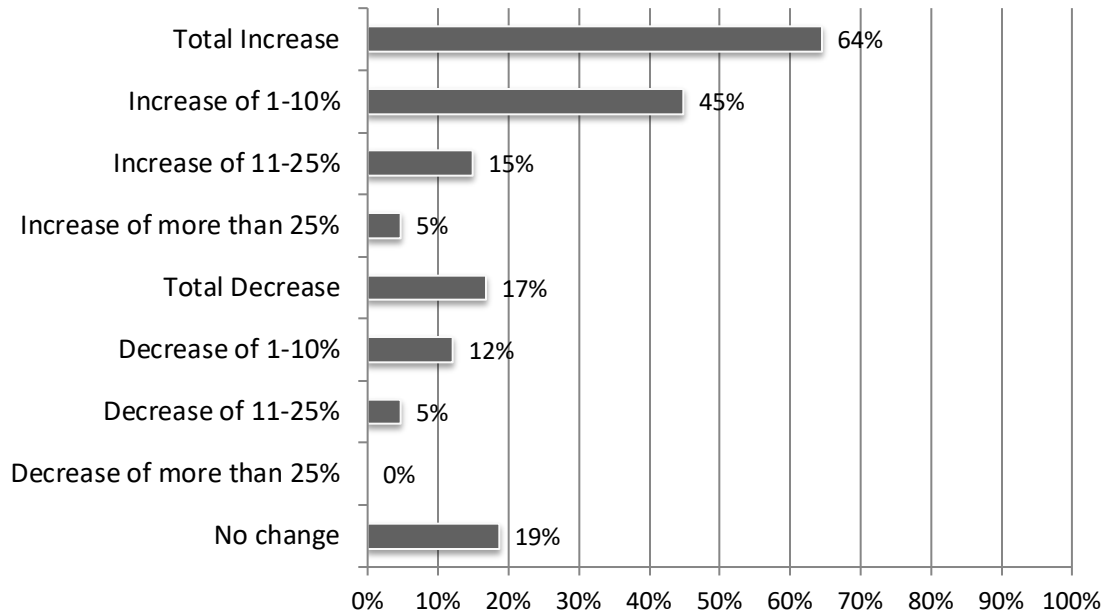
Total Responses: 214. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

- 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: 213

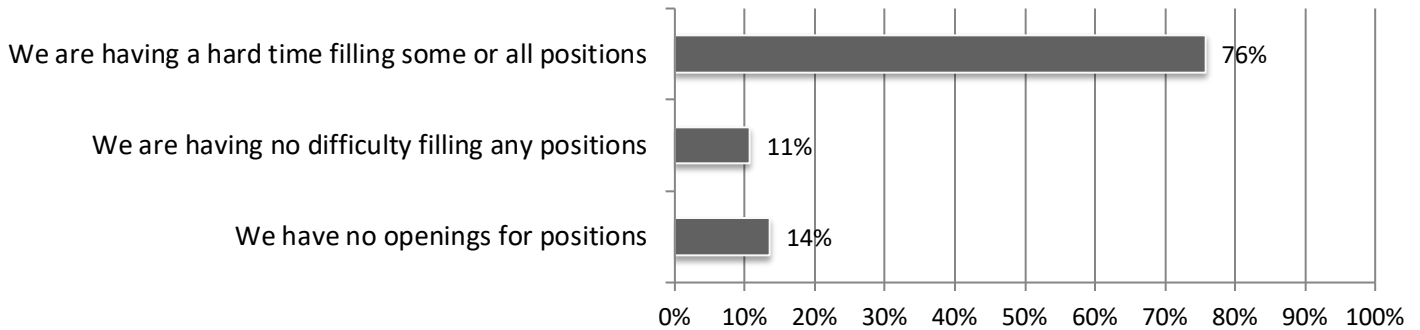
Market	Higher	Lower	Same	Net*	US Net
Transportation (e.g., transit, rail, airport)	51%	9%	40%	43%	42%
Bridge/Highway	52%	9%	39%	42%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	50%	11%	40%	39%	37%
Water/Sewer	47%	9%	44%	38%	38%
Power	46%	11%	43%	35%	28%
Other Healthcare	42%	15%	43%	27%	28%
Higher Education	40%	15%	45%	26%	16%
Hospital	39%	19%	42%	19%	23%
Public Building	36%	21%	44%	15%	23%
Manufacturing	36%	23%	41%	13%	14%
Data Center	32%	22%	45%	10%	12%
Other	17%	9%	74%	9%	10%
K-12 School	31%	28%	41%	4%	16%
Warehouse	31%	32%	37%	-1%	10%
Multifamily Residential	28%	34%	38%	-5%	1%
Lodging	21%	34%	45%	-13%	-4%
Private Office	17%	47%	37%	-30%	-21%
Retail	16%	51%	33%	-35%	-22%

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

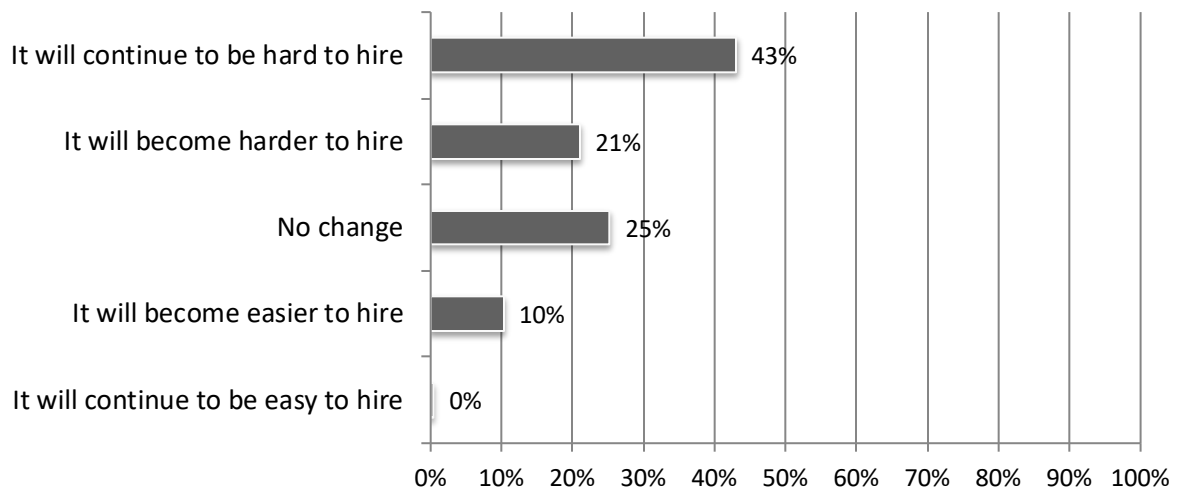
2. What percent change do you expect in your headcount in 2023? Responses: 214



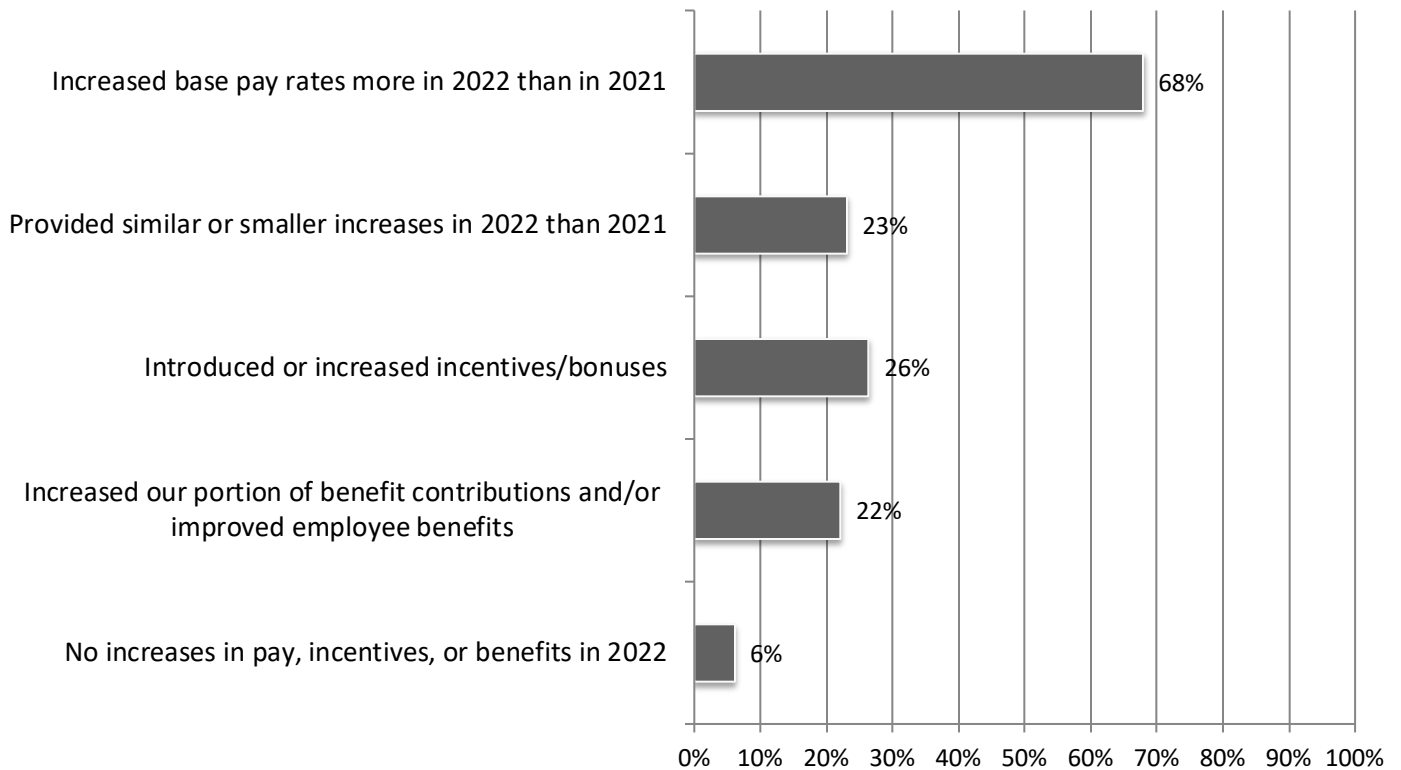
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 214



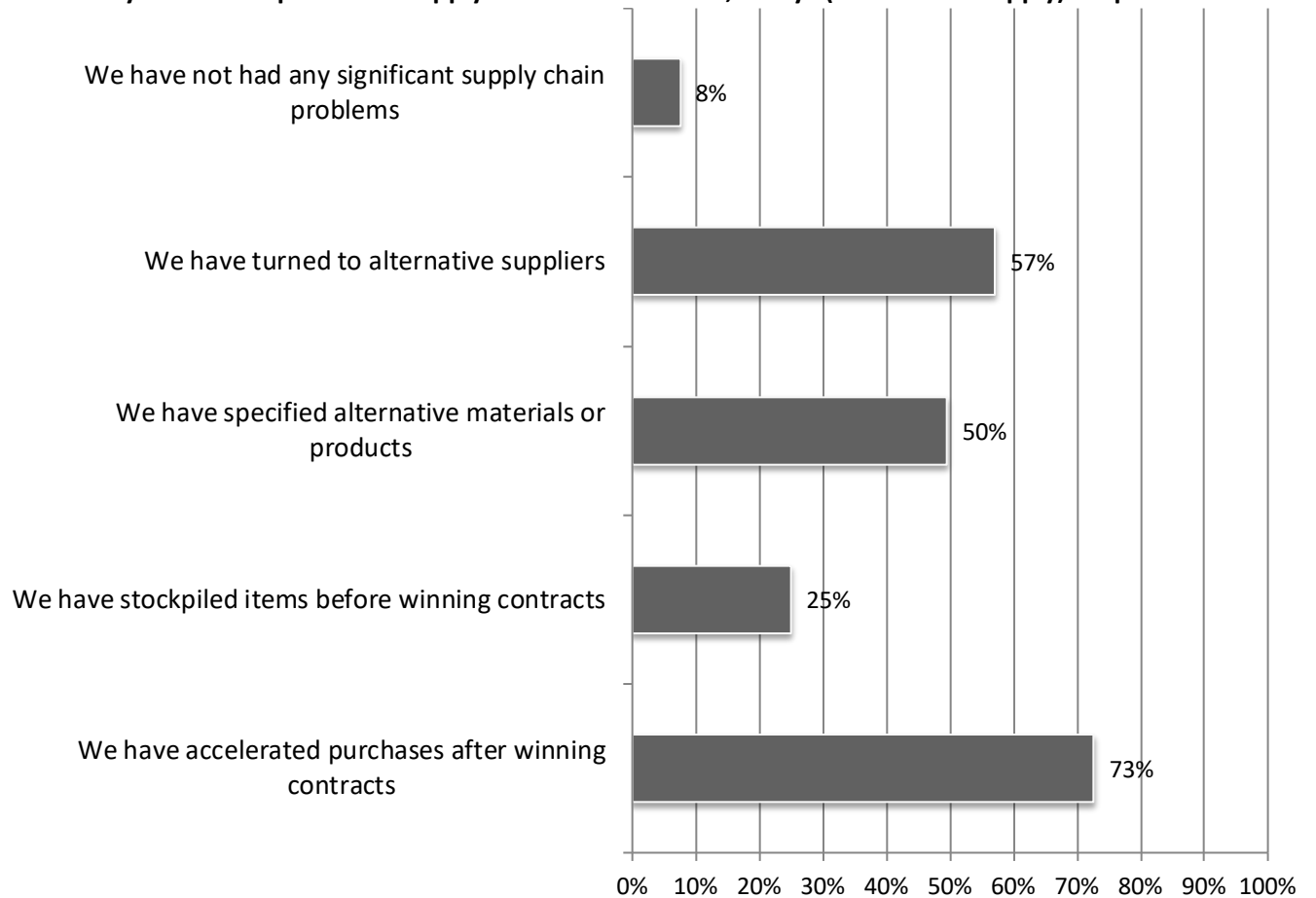
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 214



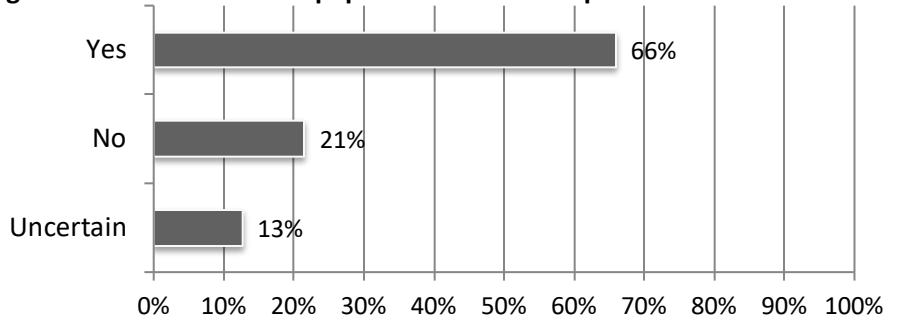
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 212



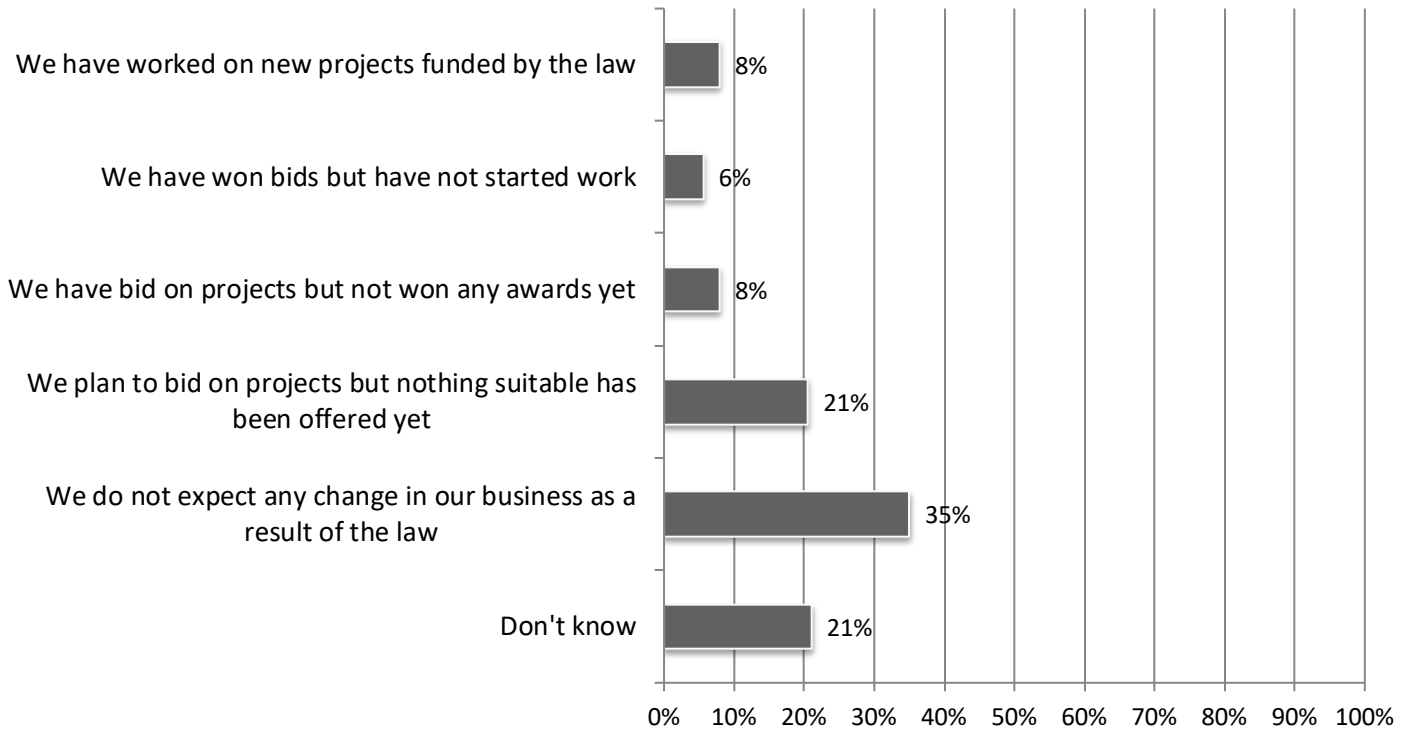
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 212



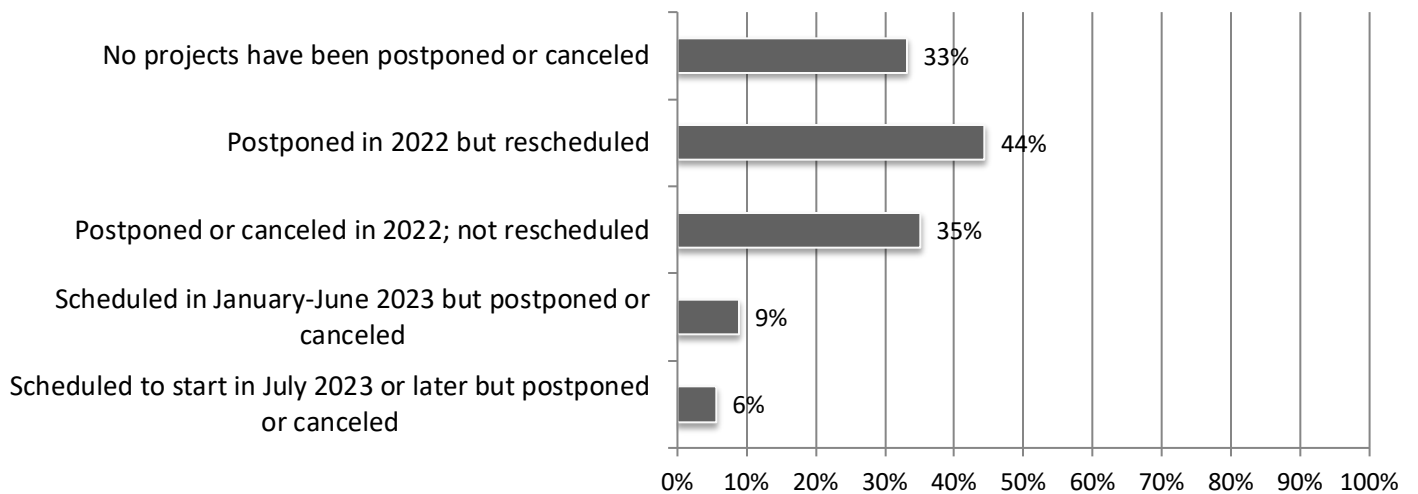
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 214



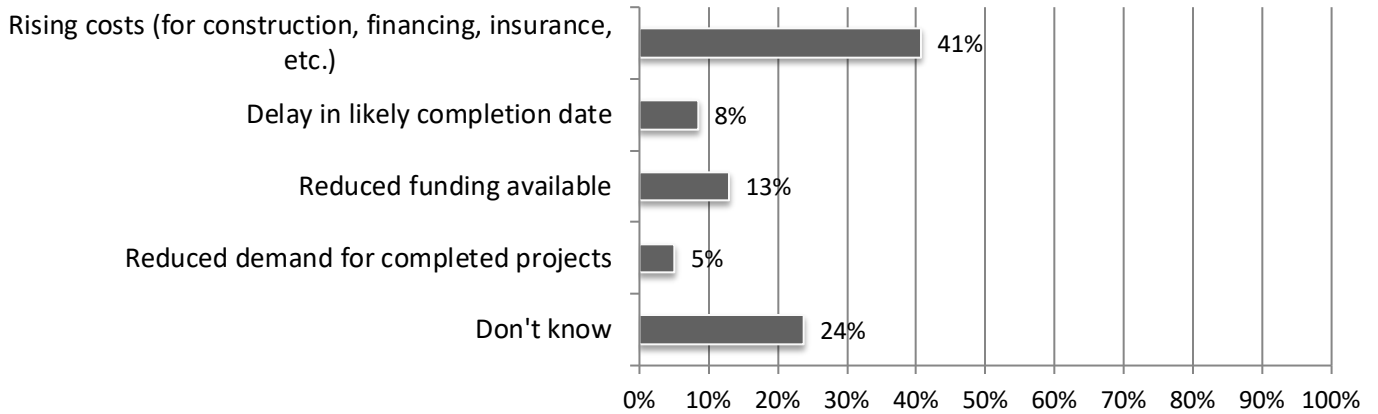
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 214



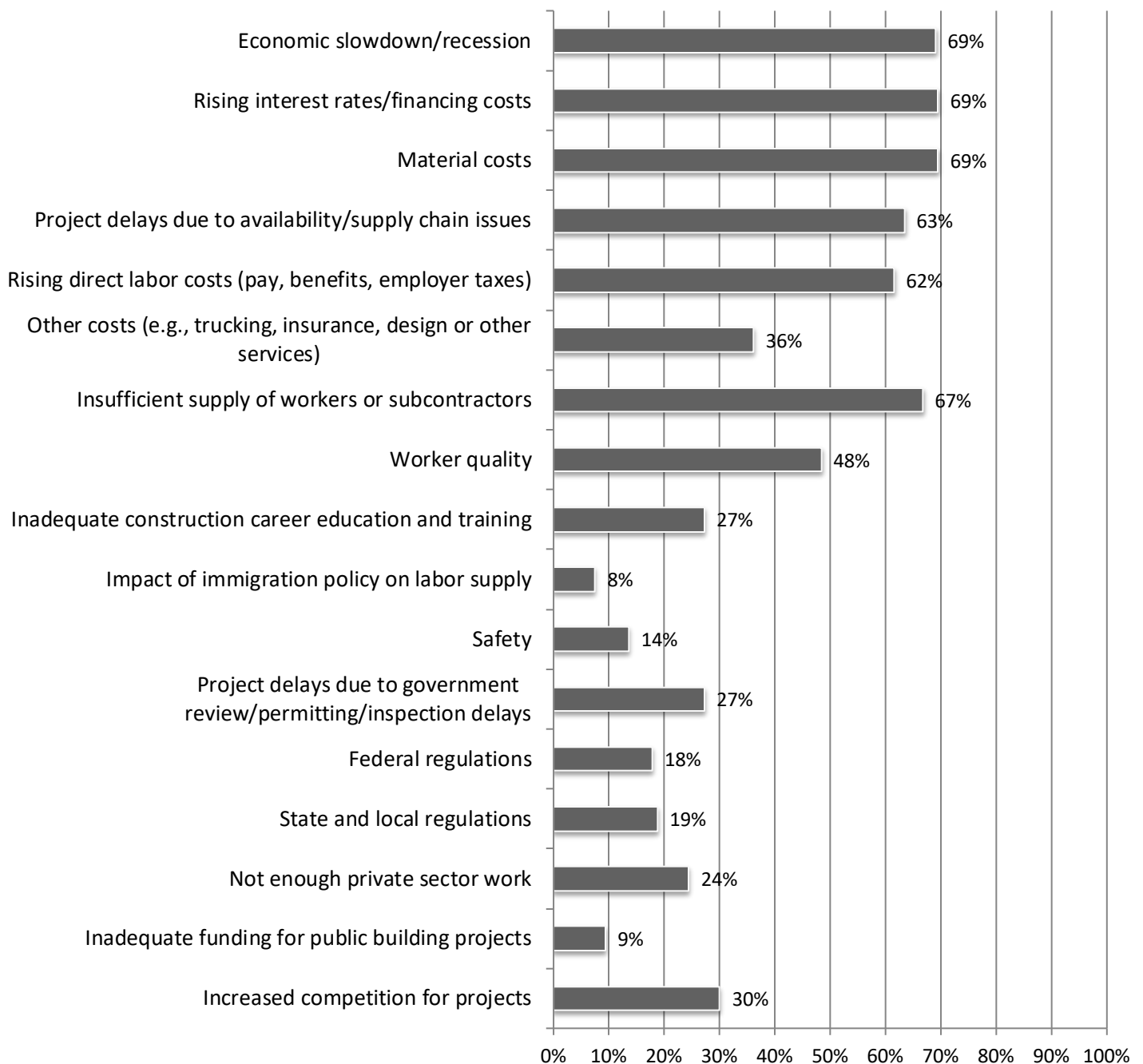
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 214



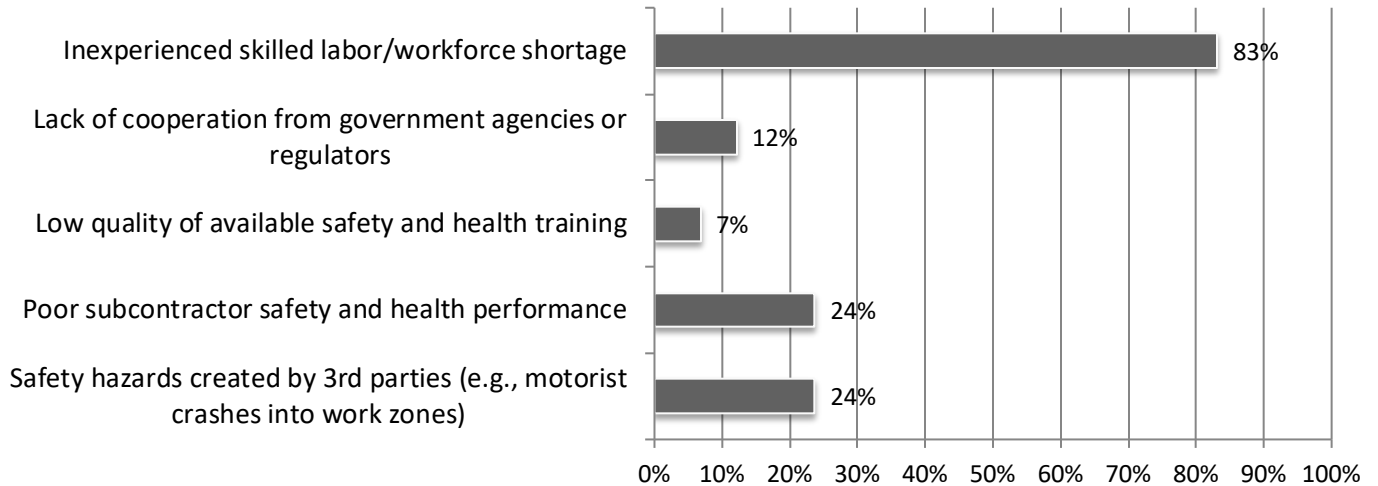
10. If projects were postponed or canceled, what was the main reason? Responses: 177



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 213



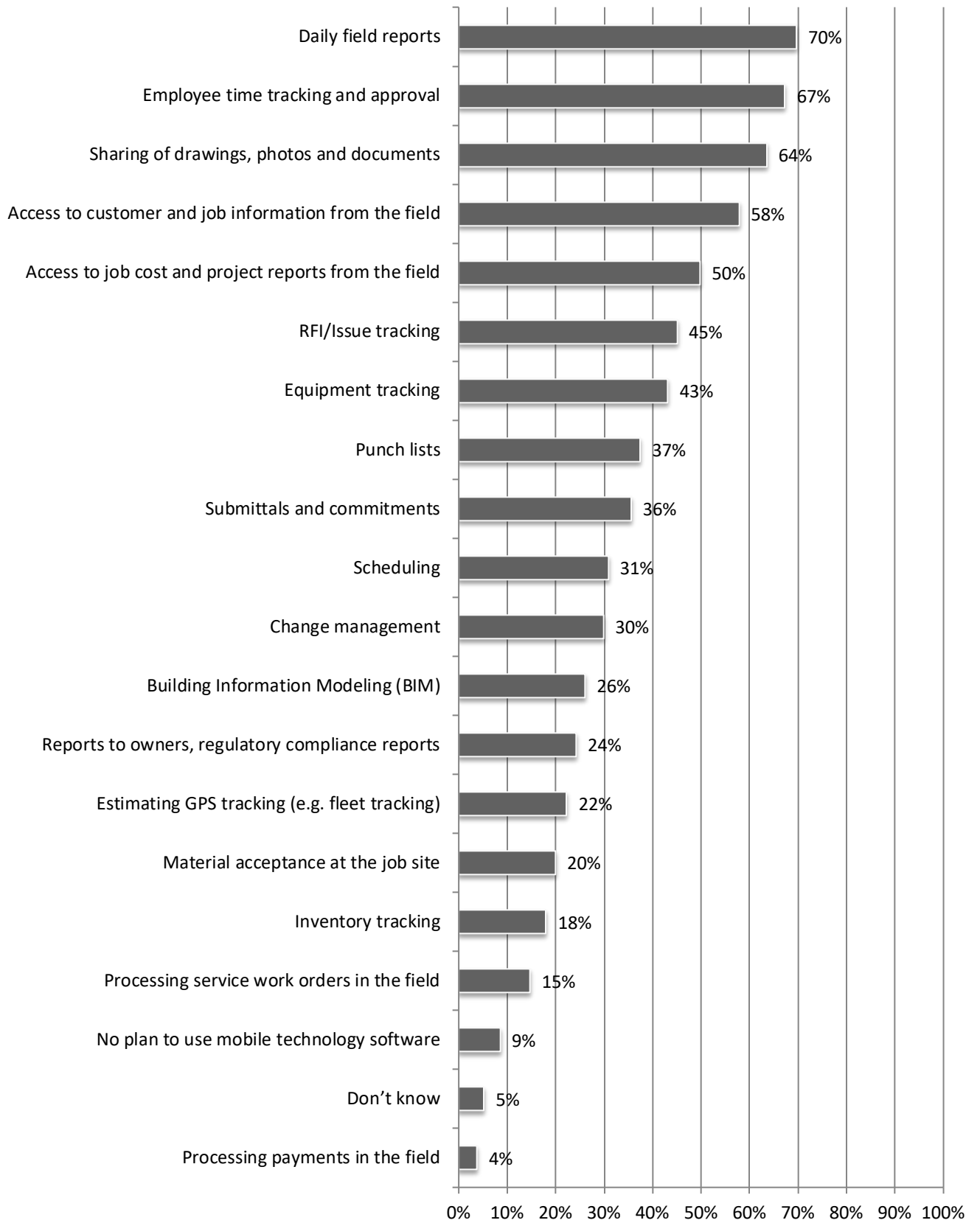
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 190



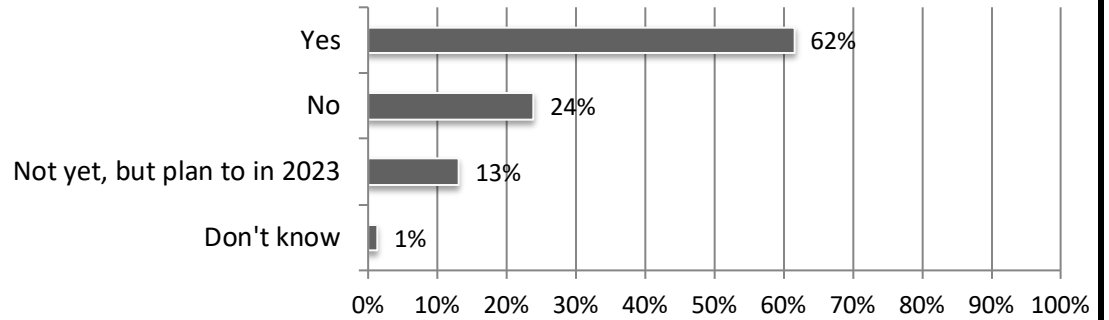
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 208

	Increase	Decrease	No change
Document management software	39%	1%	60%
Project management software	37%	3%	60%
Estimating software	32%	1%	68%
Accounting software	30%	2%	68%
Tool/asset management/tracking	28%	3%	69%
Fleet tracking/management software	26%	2%	72%
Human resources (HR) software	24%	1%	75%
Payroll software	22%	2%	76%
Scheduling software	22%	2%	77%
Building Information Modeling (BIM)	20%	2%	78%
Project collaboration software	20%	2%	79%
Client relationship management (CRM) software	19%	2%	79%
Prequalification software	13%	1%	86%
Subcontractor bid management/ITB software	12%	2%	86%
Service management software	9%	3%	89%

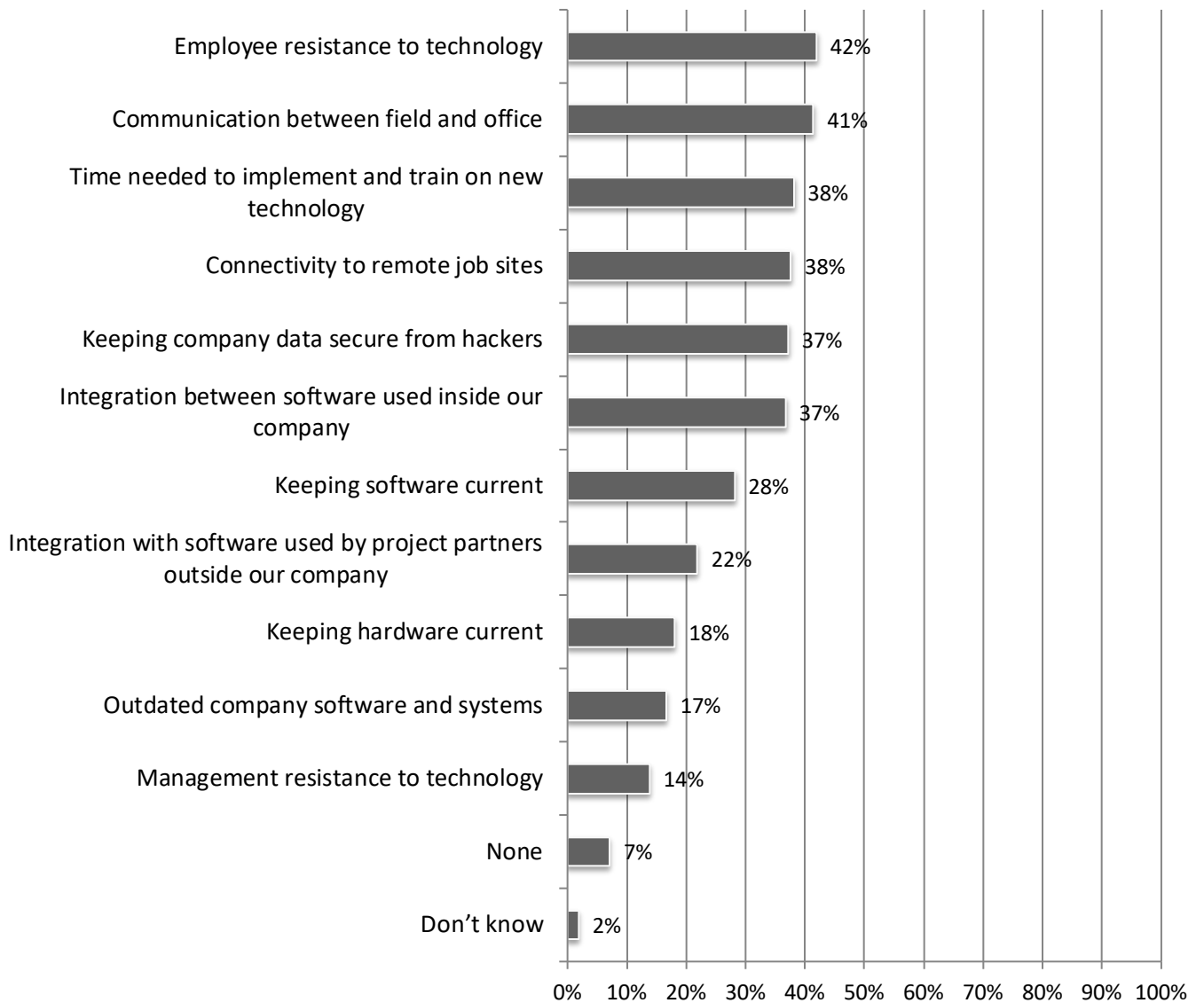
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 211



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 213

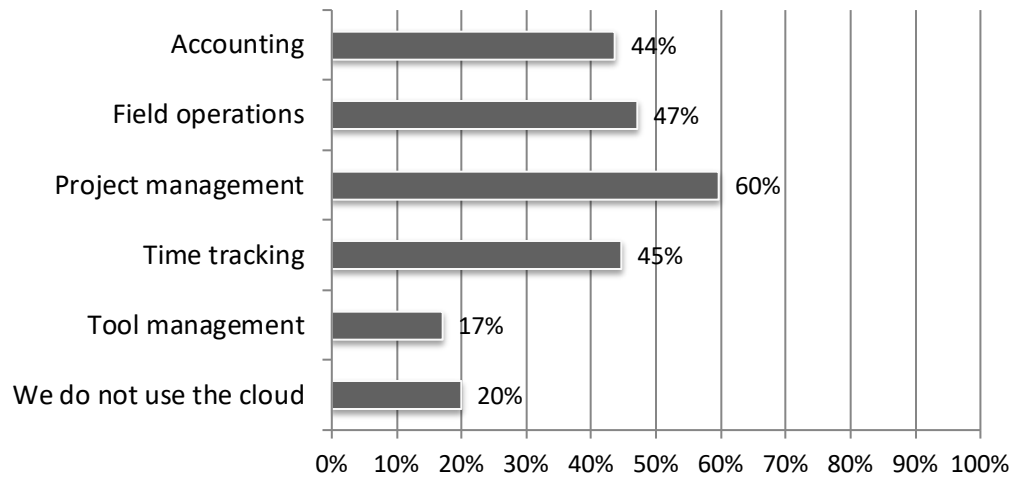


16. What are your biggest IT challenges (mark all that apply)? Responses: 210

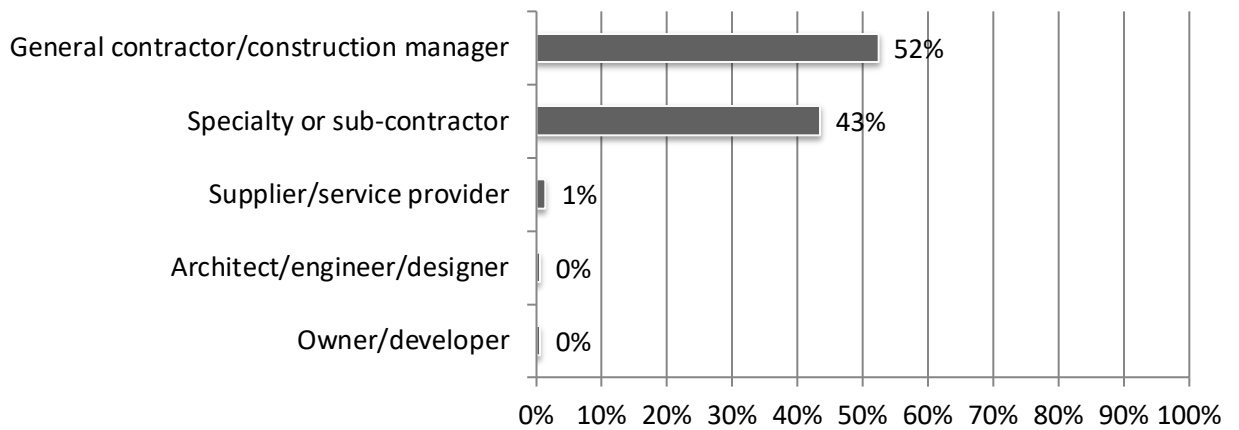


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 206

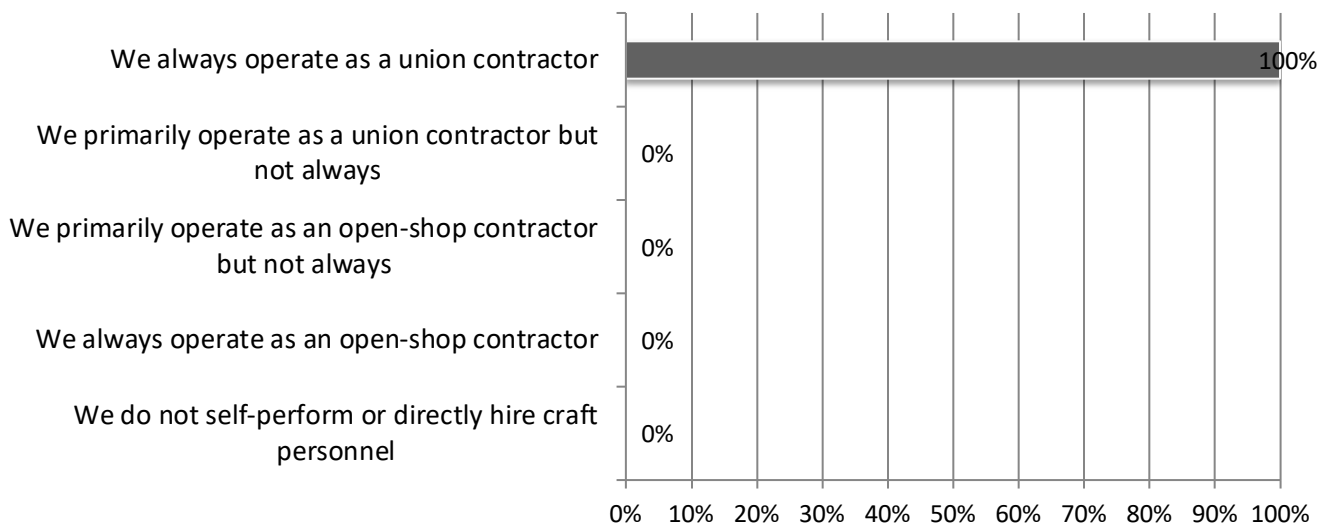


18. What best describes your firm? Responses: 214

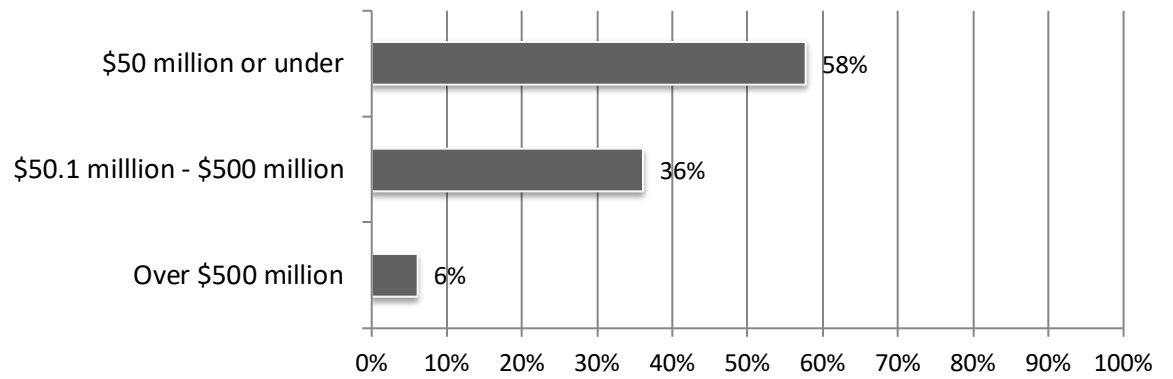


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 214



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 213



21. How many total employees does your firm employ at all of its locations? Responses: 214

