



AGC
THE CONSTRUCTION
ASSOCIATION

Sage

2023 Construction Outlook Virginia 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.

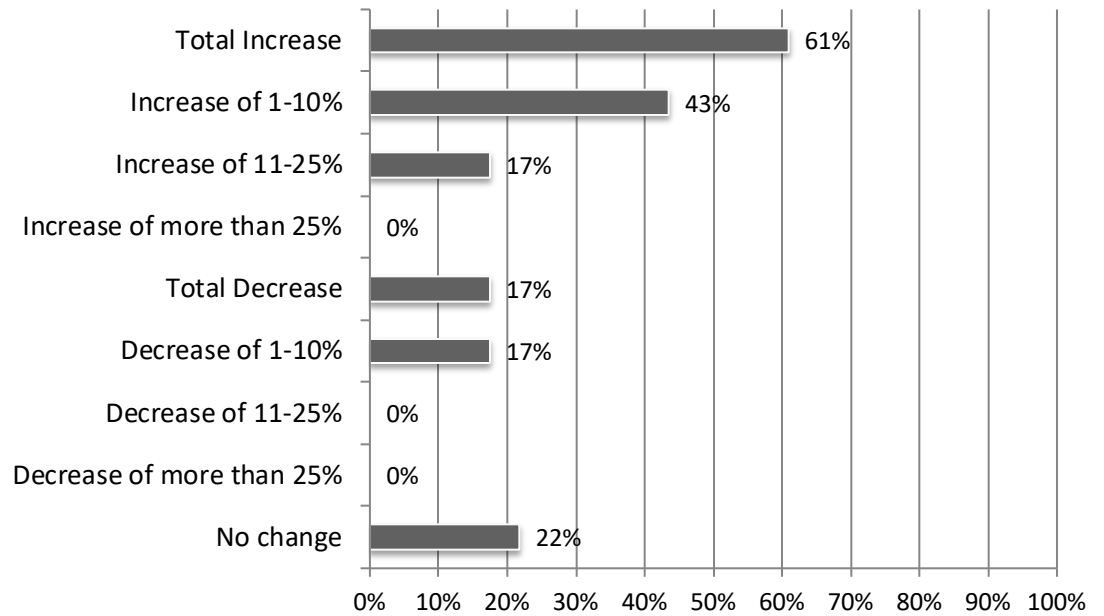
- 1. Compared to 2022, do you expect the available dollar value of projects you compete for in 2023 to be higher/lower/about the same (answer for all market areas in which your business operates):**

Responses: 22

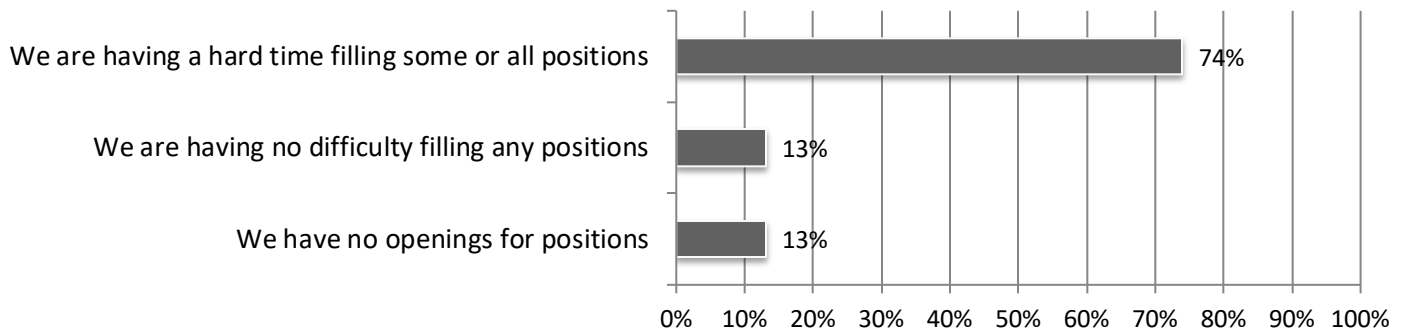
Market	Higher	Lower	Same	Net*	US Net
Hospital	59%	12%	29%	47%	23%
Other Healthcare	56%	13%	31%	44%	28%
Higher Education	50%	6%	44%	44%	16%
Bridge/Highway	50%	0%	50%	50%	42%
Data Center	50%	20%	30%	30%	12%
Water/Sewer	50%	0%	50%	50%	38%
Public Building	41%	12%	47%	29%	23%
Federal (e.g., VA, GSA, USACE, NAVFAC)	40%	7%	53%	33%	37%
Transportation (e.g., transit, rail, airport)	30%	0%	70%	30%	42%
Manufacturing	29%	29%	43%	0%	14%
K-12 School	27%	20%	53%	7%	16%
Power	25%	13%	63%	13%	28%
Warehouse	23%	15%	62%	8%	10%
Lodging	20%	50%	30%	-30%	-4%
Multifamily Residential	18%	55%	27%	-36%	1%
Retail	17%	67%	17%	-50%	-22%
Private Office	7%	57%	36%	-50%	-21%
Other	0%	0%	100%	0%	10%

**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



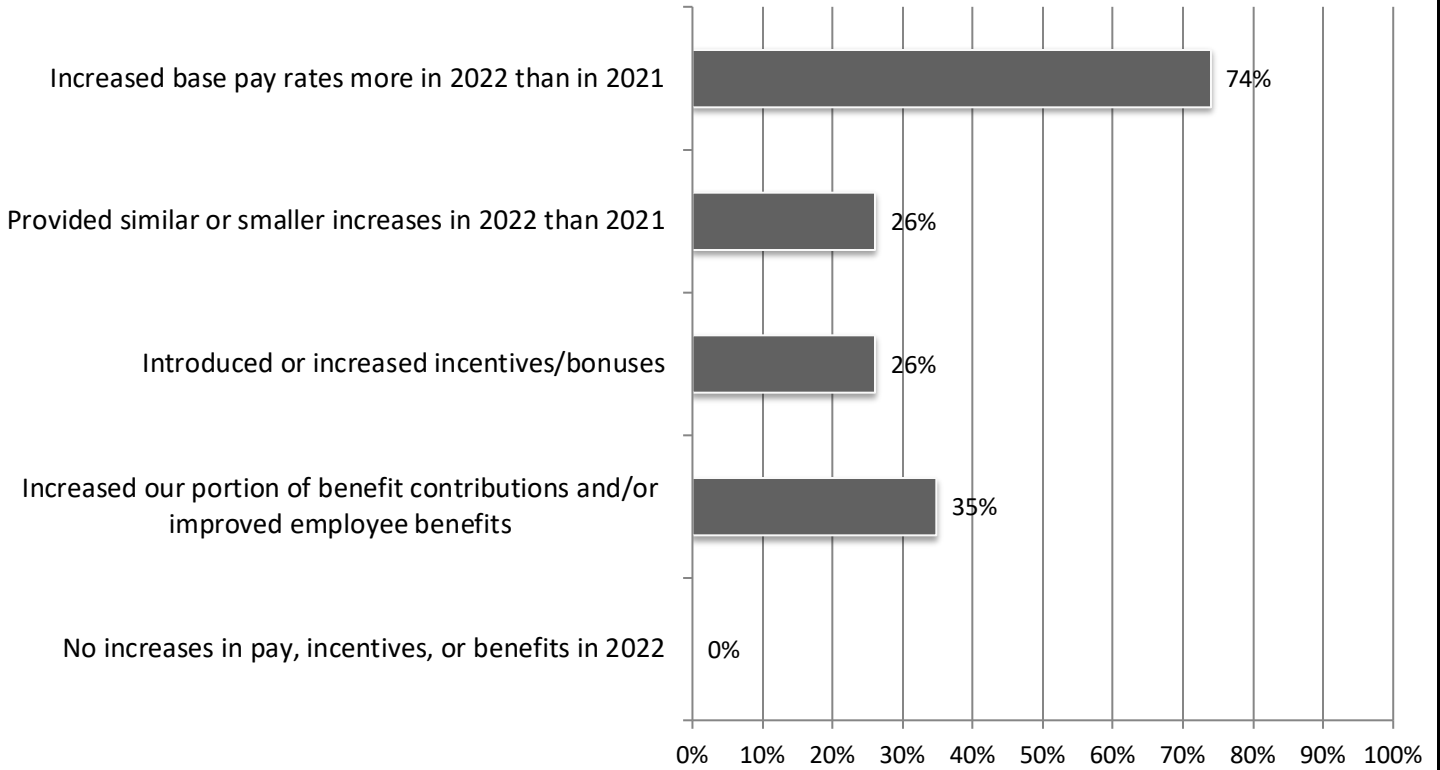
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 23



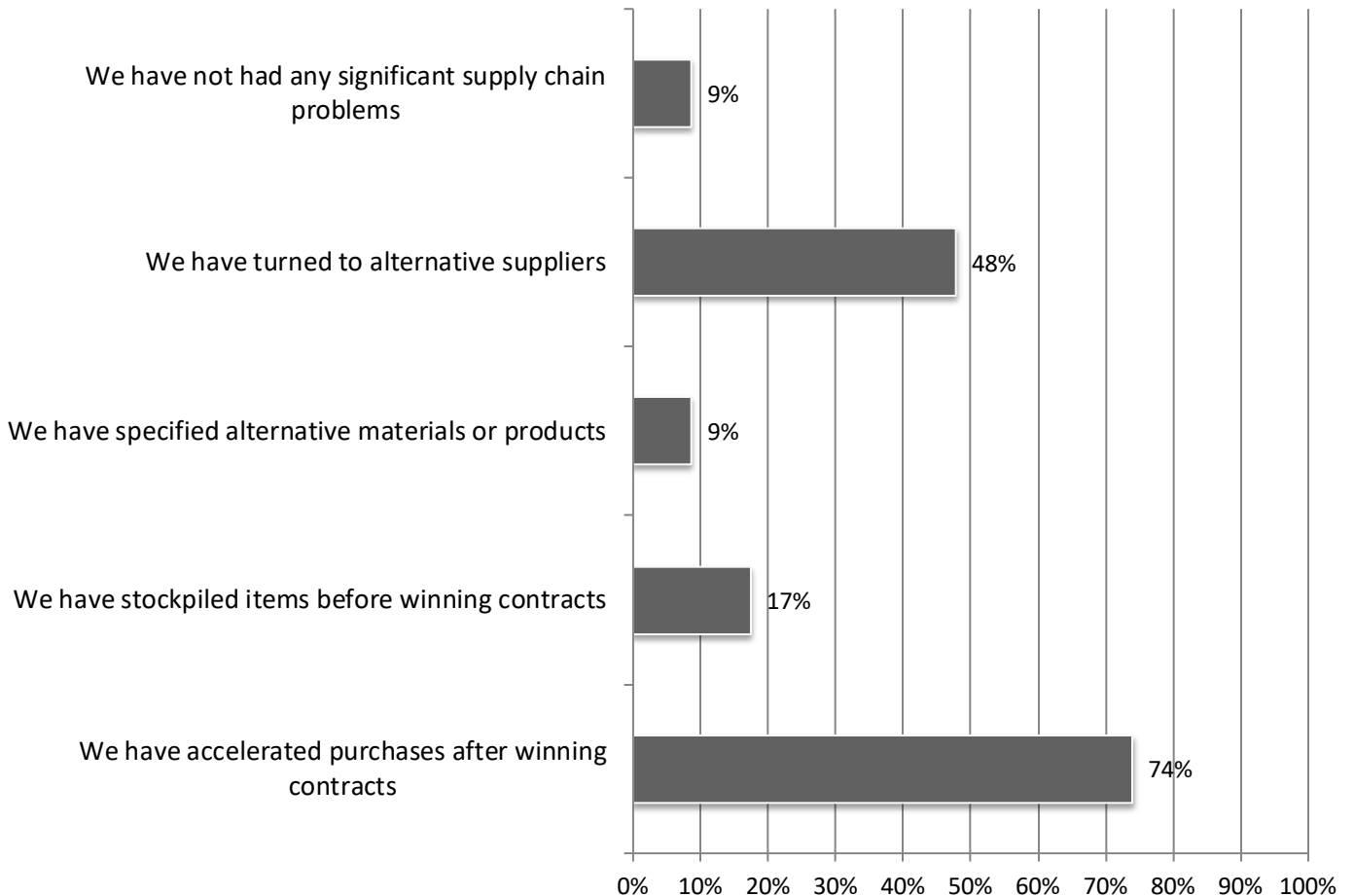
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 23



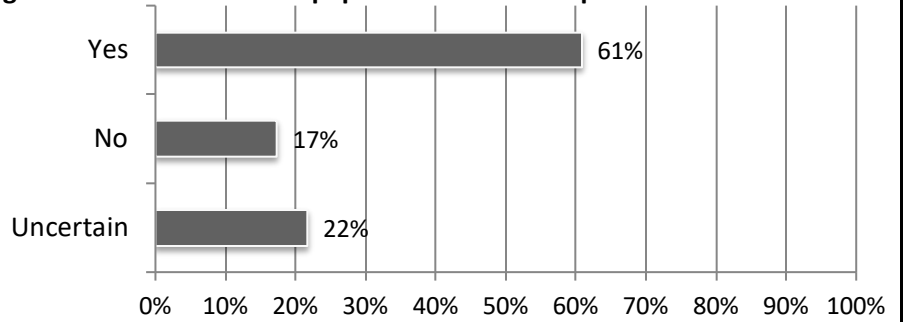
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 23



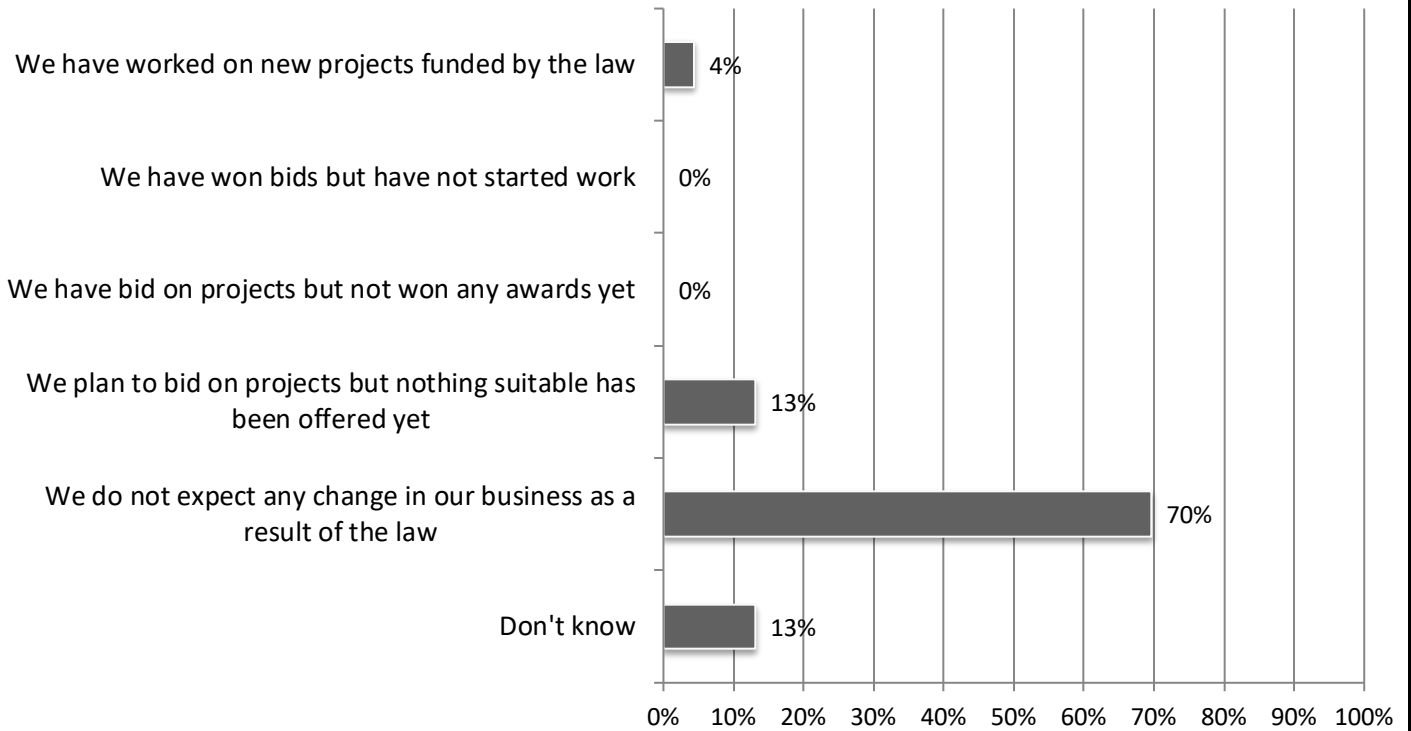
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 23



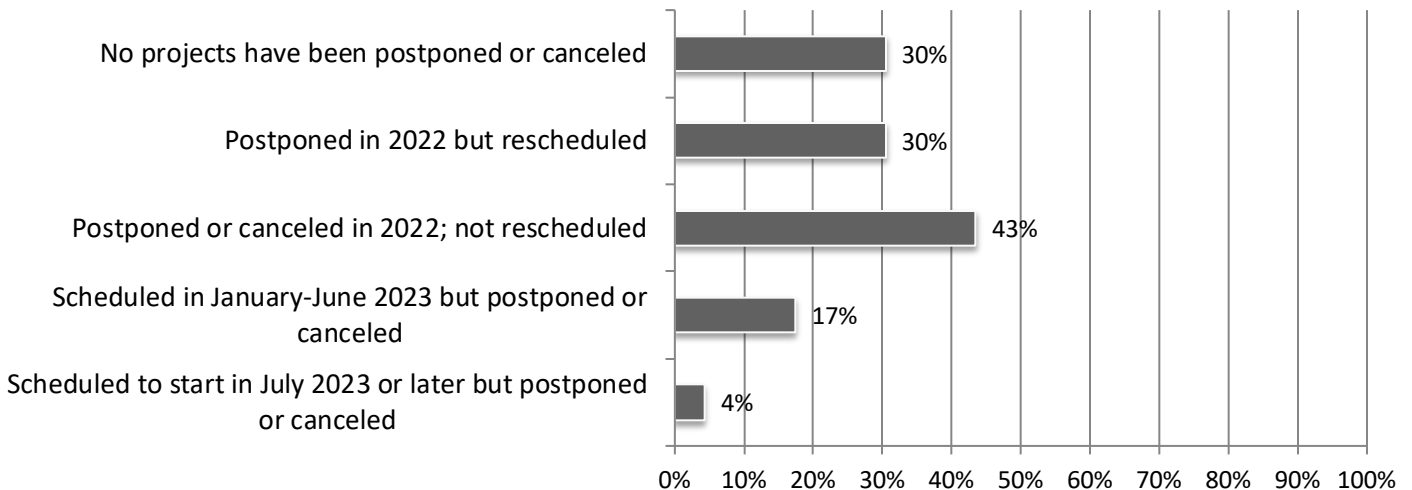
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 23



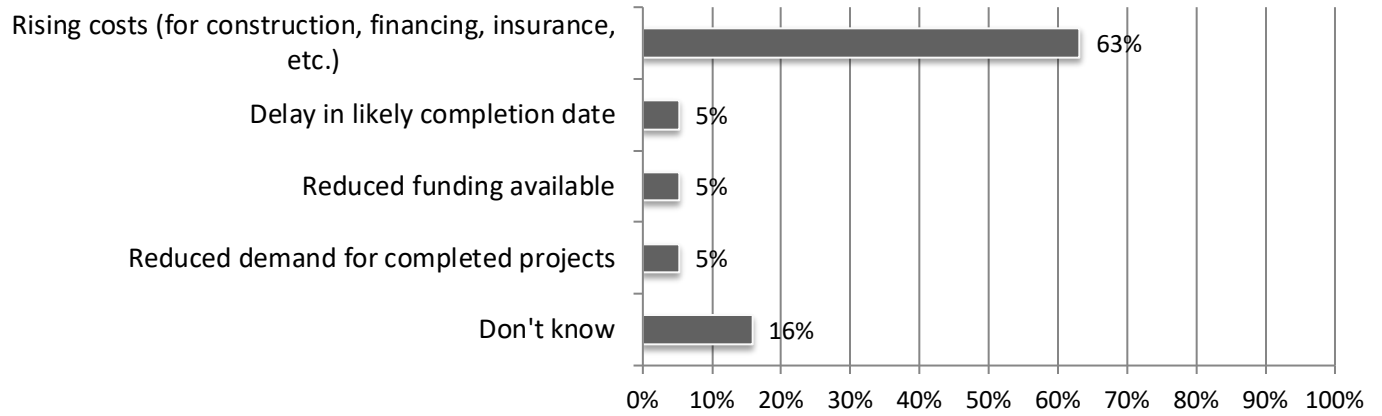
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 23



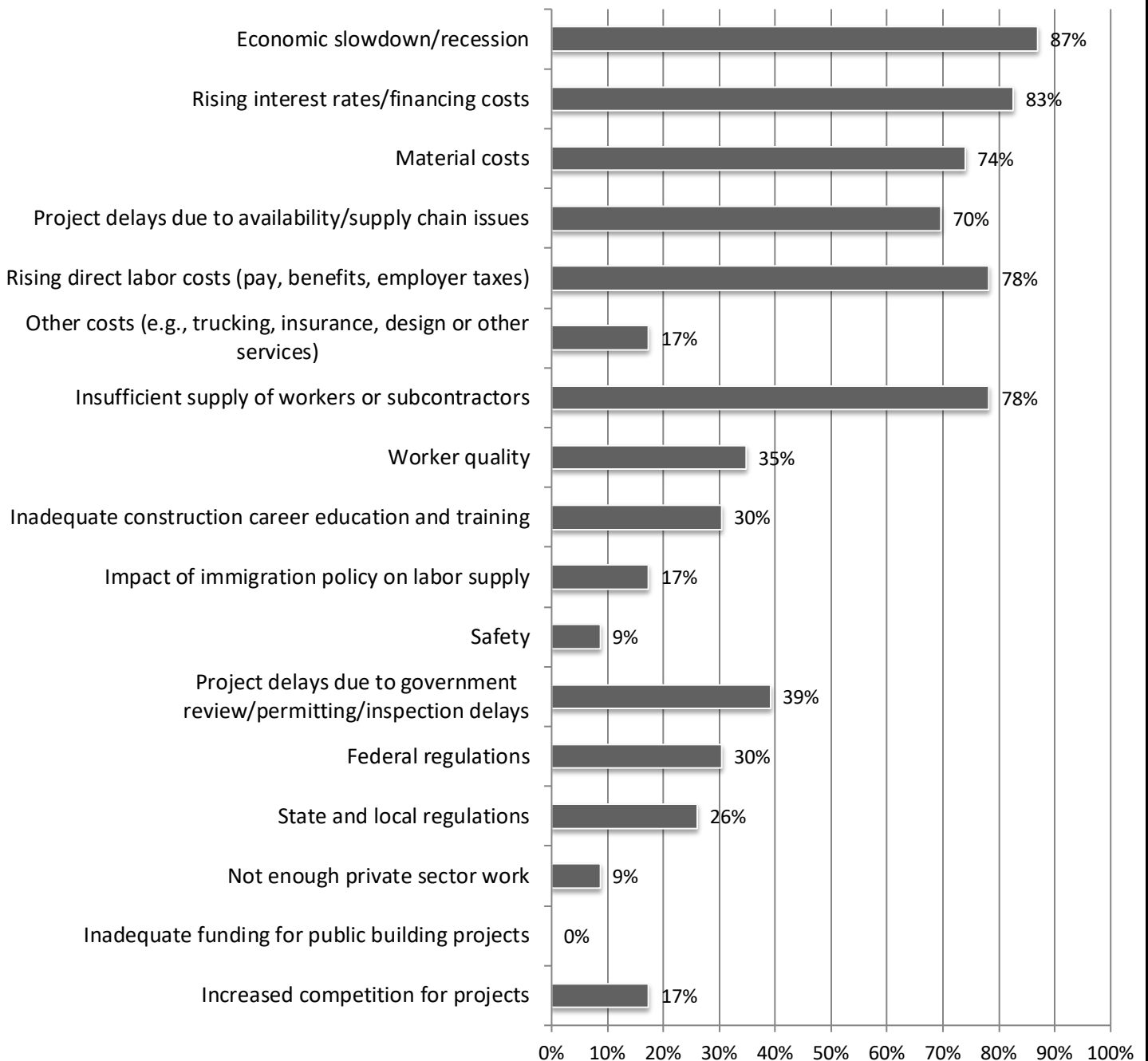
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 23



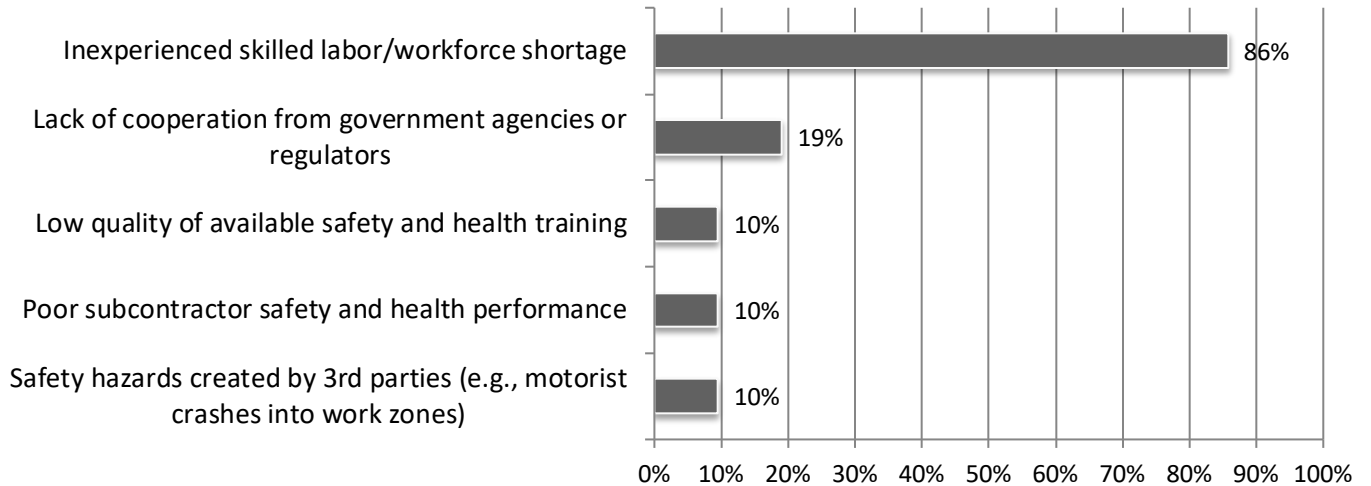
10. If projects were postponed or canceled, what was the main reason? Responses: 19



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



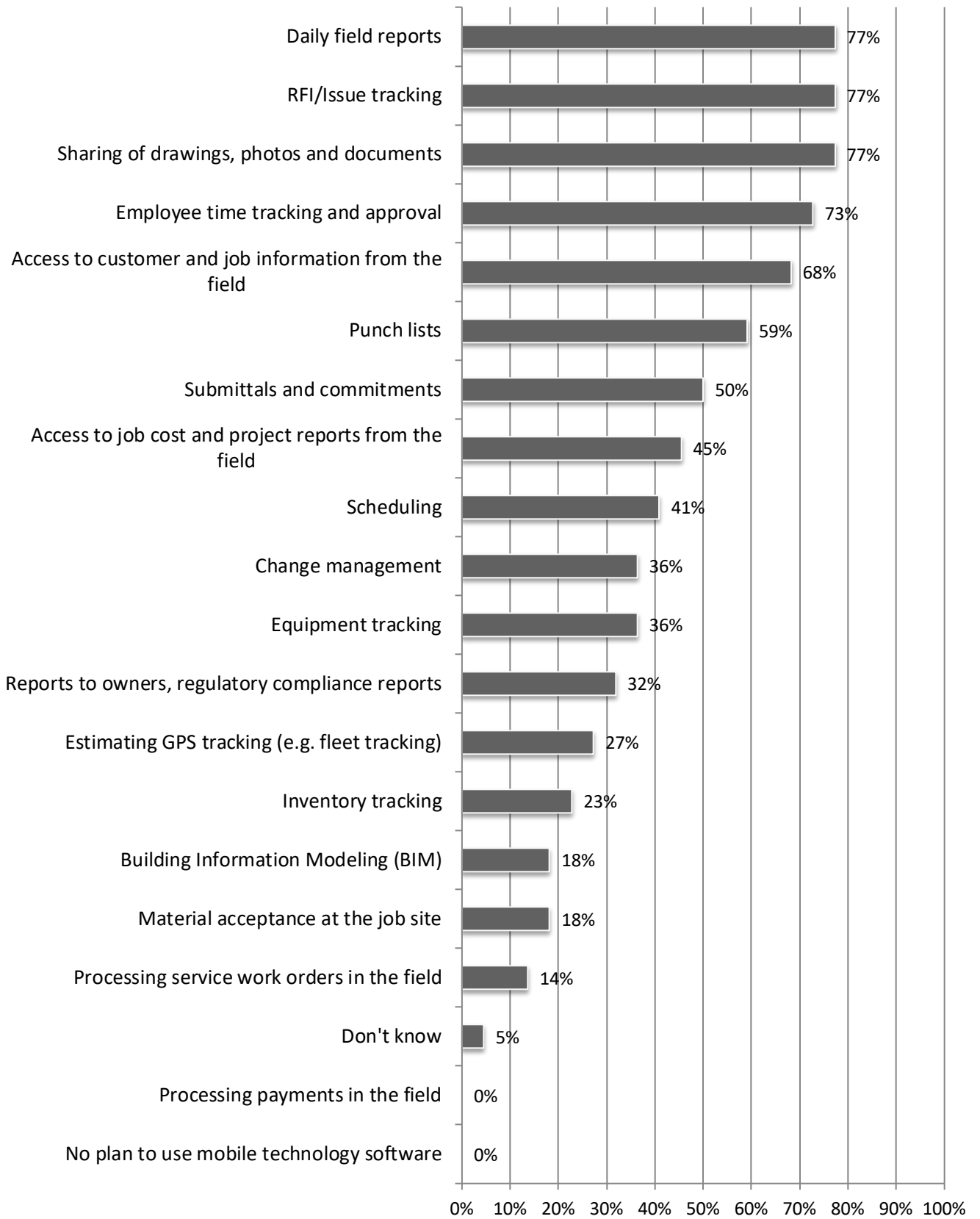
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 21



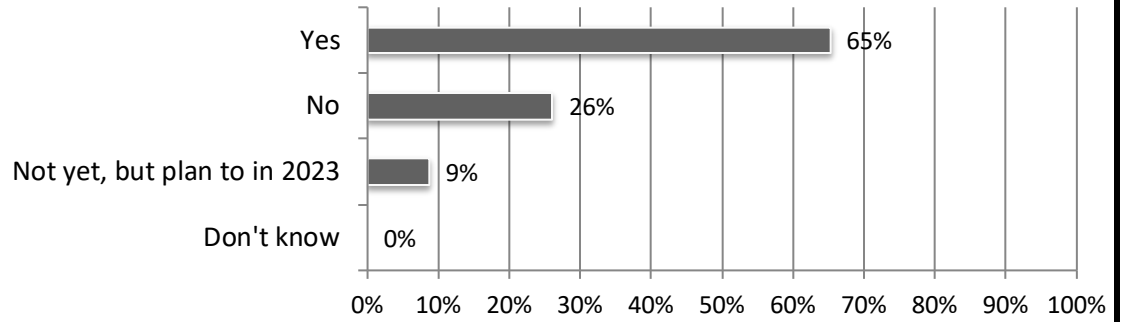
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 22

	Increase	Decrease	No change
Document management software	32%	0%	68%
Accounting software	23%	0%	77%
Project management software	18%	0%	82%
Tool/asset management/tracking	18%	0%	82%
Estimating software	14%	0%	86%
Human resources (HR) software	14%	0%	86%
Payroll software	14%	0%	86%
Project collaboration software	14%	0%	86%
Client relationship management (CRM) software	9%	0%	91%
Fleet tracking/management software	9%	0%	91%
Prequalification software	9%	0%	91%
Service management software	9%	0%	91%
Building Information Modeling (BIM)	5%	0%	95%
Scheduling software	5%	0%	95%
Subcontractor bid management/ITB software	5%	0%	95%

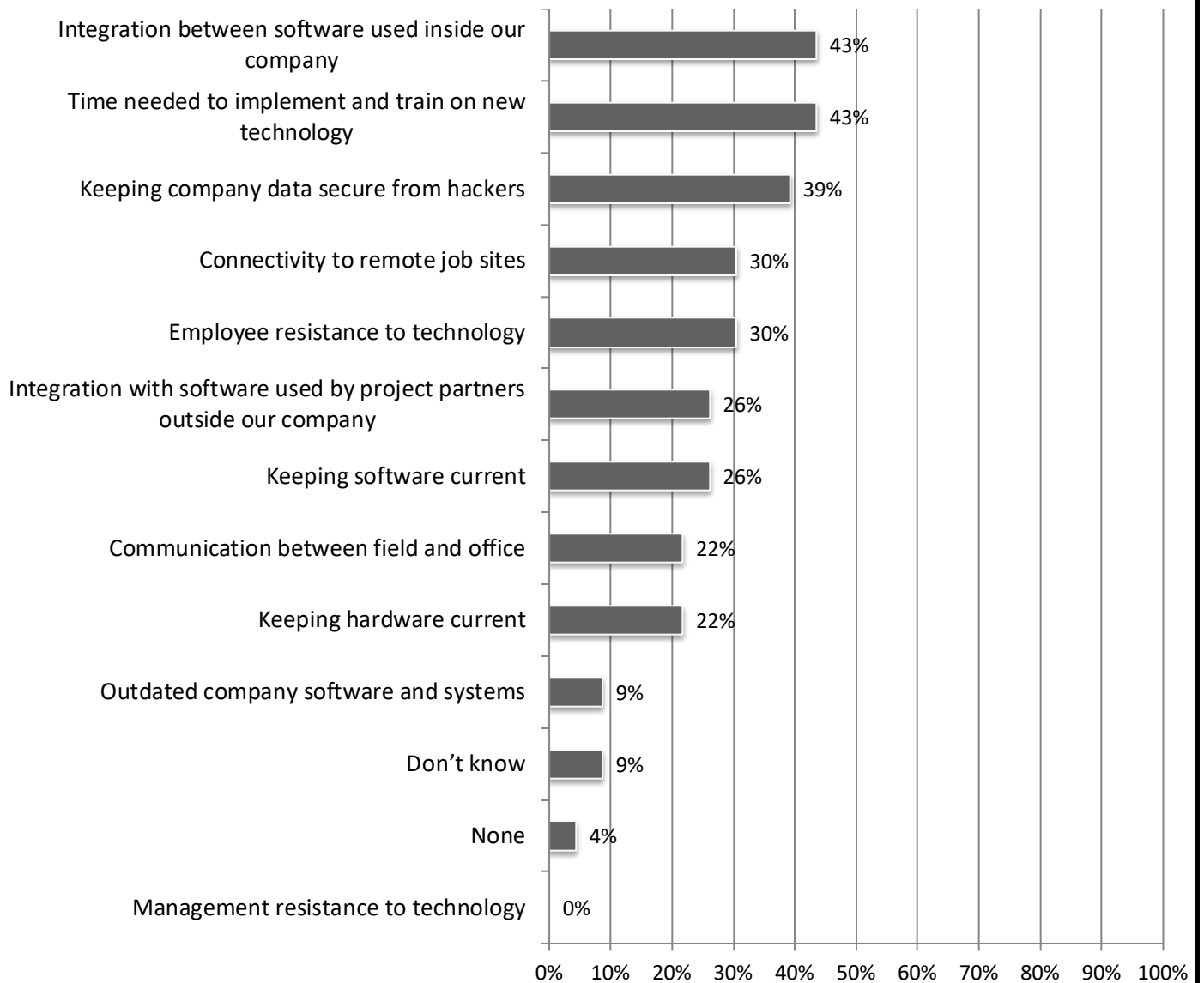
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 22



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

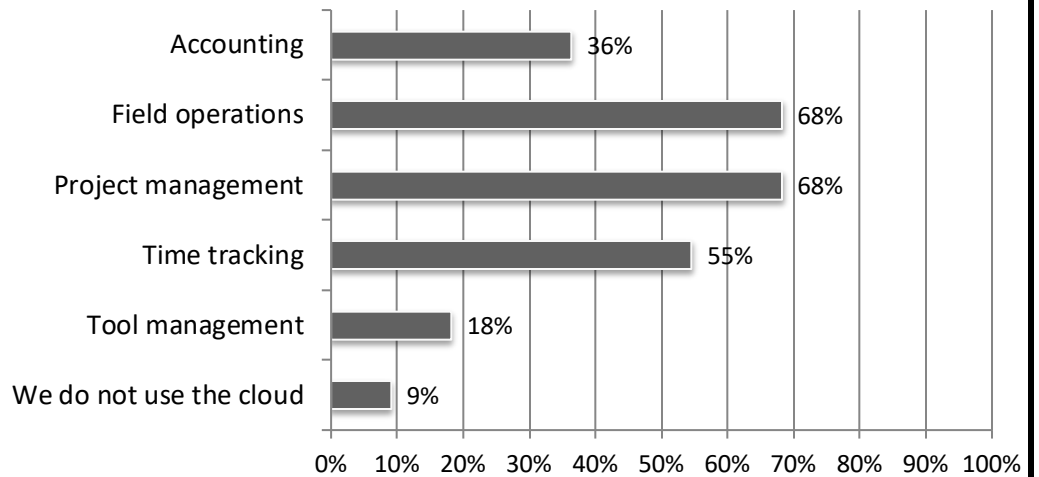


16. What are your biggest IT challenges (mark all that apply)? Responses: 23

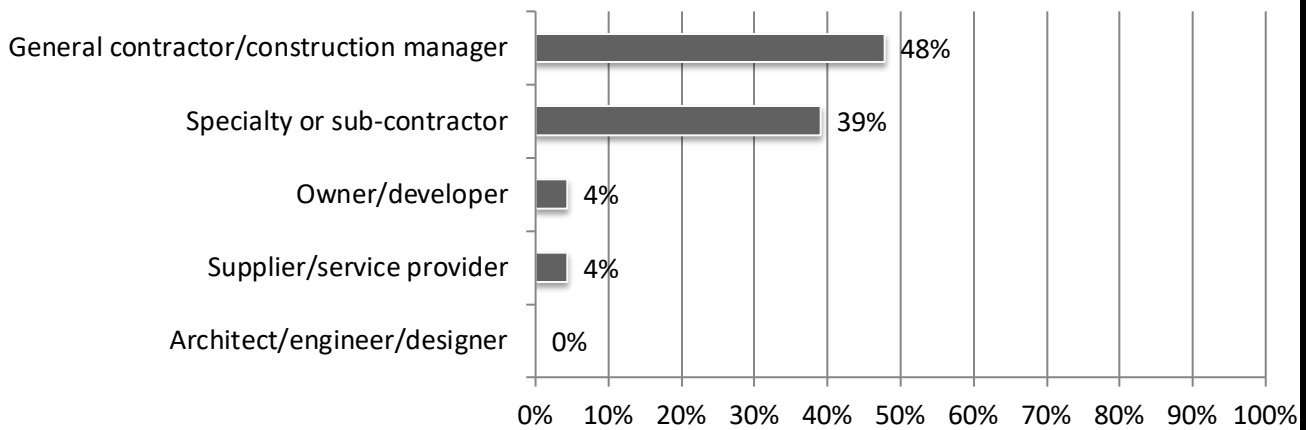


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 22

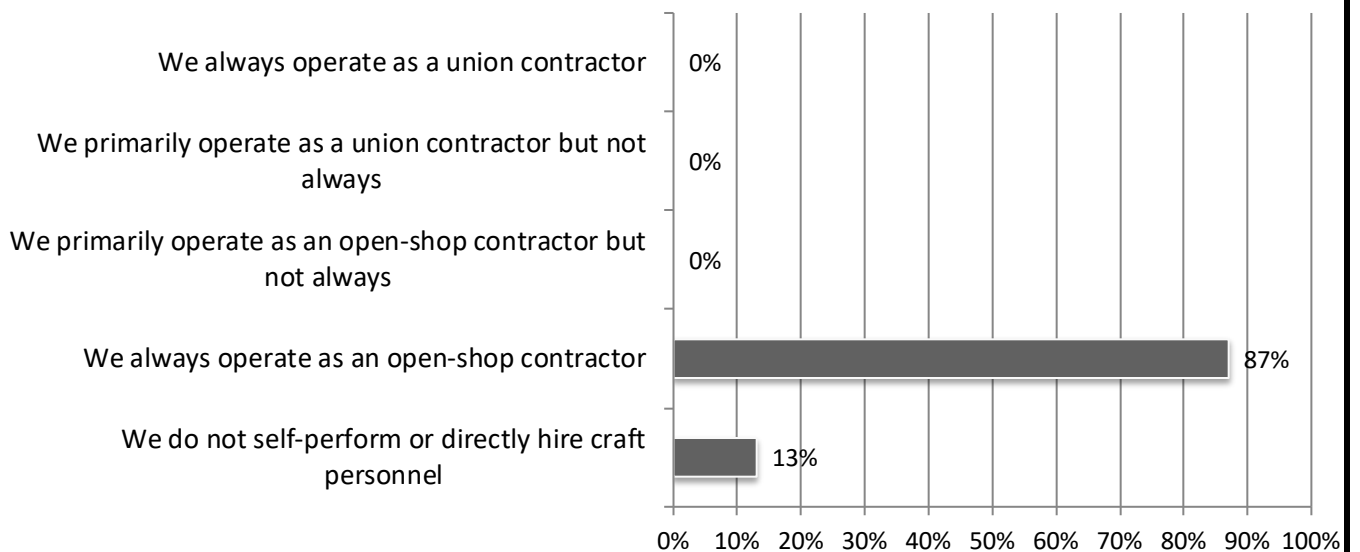


18. What best describes your firm? Responses: 23

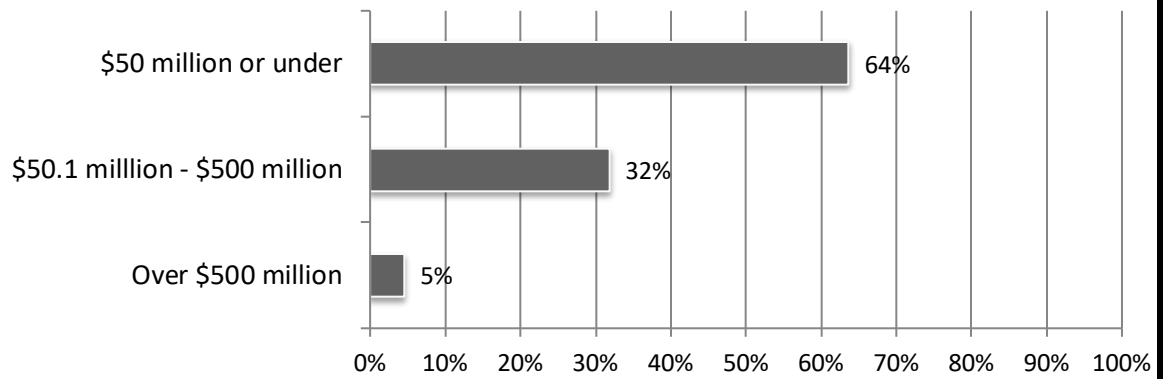


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 23



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 22



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

