



AGC
THE CONSTRUCTION
ASSOCIATION

Sage

2023 Construction Outlook Washington Results

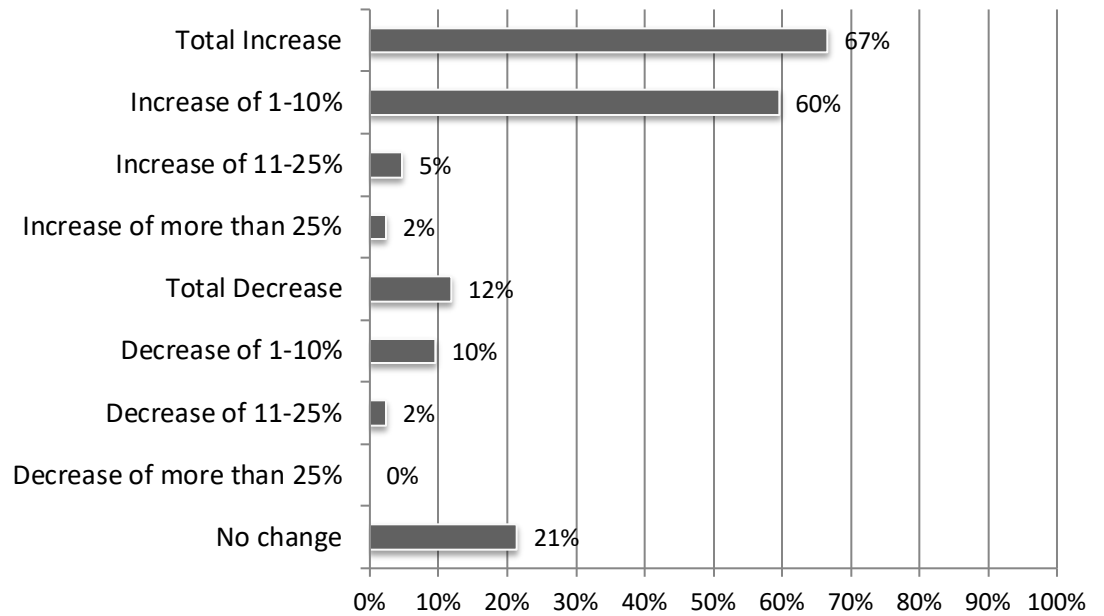
Total Responses: 42. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

- 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: 42

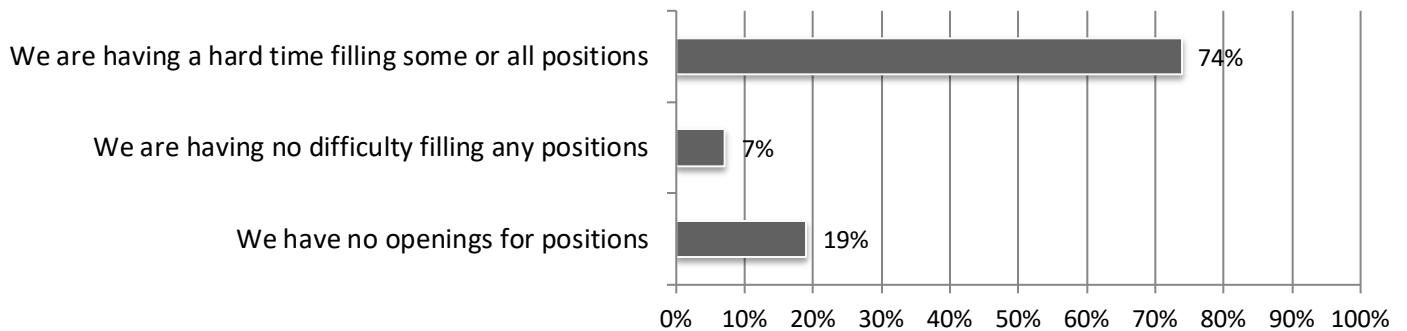
Market	Higher	Lower	Same	Net*	US Net
Power	52%	10%	38%	43%	28%
Bridge/Highway	52%	12%	36%	40%	42%
Transportation (e.g., transit, rail, airport)	46%	8%	46%	38%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	39%	14%	46%	25%	37%
Data Center	35%	15%	50%	20%	12%
Water/Sewer	35%	4%	62%	31%	38%
Public Building	33%	21%	46%	13%	23%
Manufacturing	30%	30%	39%	0%	14%
Warehouse	30%	26%	44%	4%	10%
Other Healthcare	29%	17%	54%	13%	28%
Hospital	26%	11%	63%	16%	23%
K-12 School	26%	35%	39%	-9%	16%
Multifamily Residential	24%	44%	32%	-20%	1%
Other	22%	11%	67%	11%	10%
Higher Education	18%	41%	41%	-23%	16%
Private Office	11%	48%	41%	-37%	-21%
Retail	8%	62%	31%	-54%	-22%
Lodging	5%	36%	59%	-32%	-4%

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

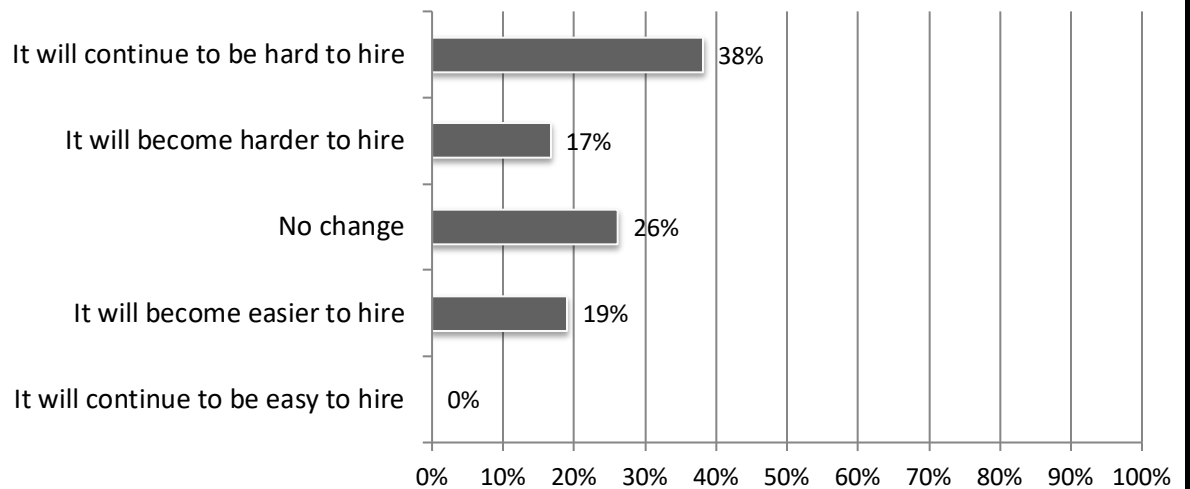
2. What percent change do you expect in your headcount in 2023? Responses: 42



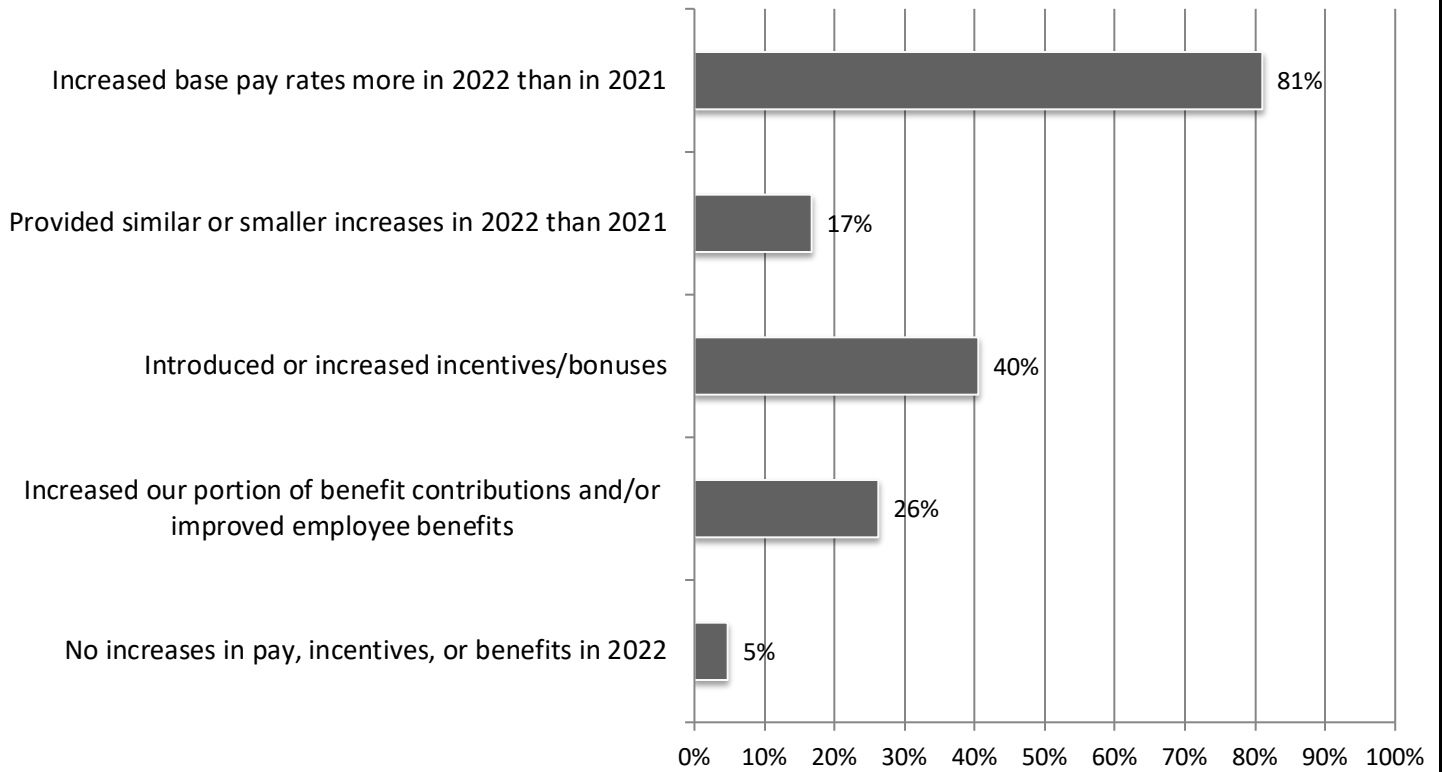
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 42



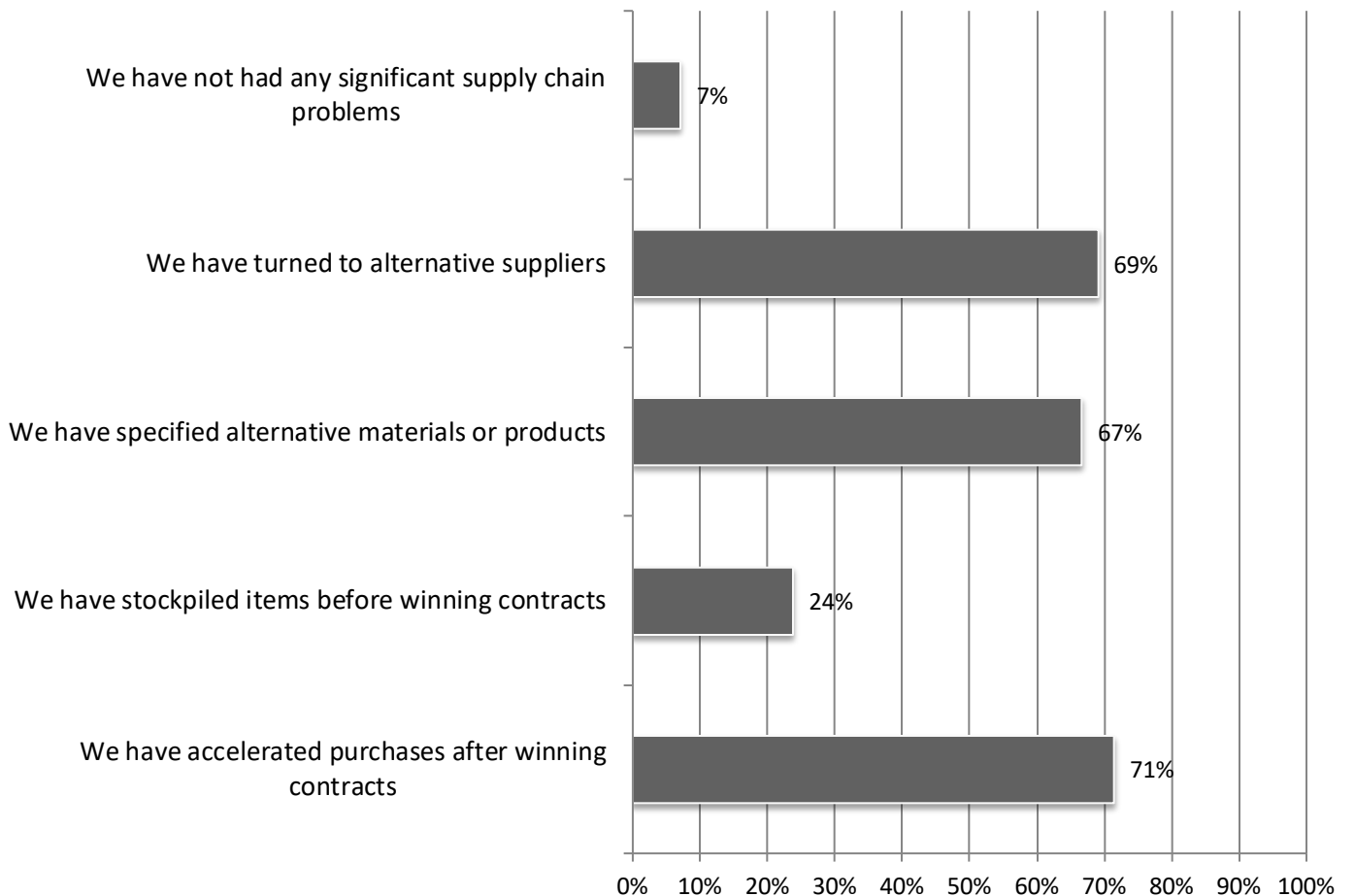
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 42



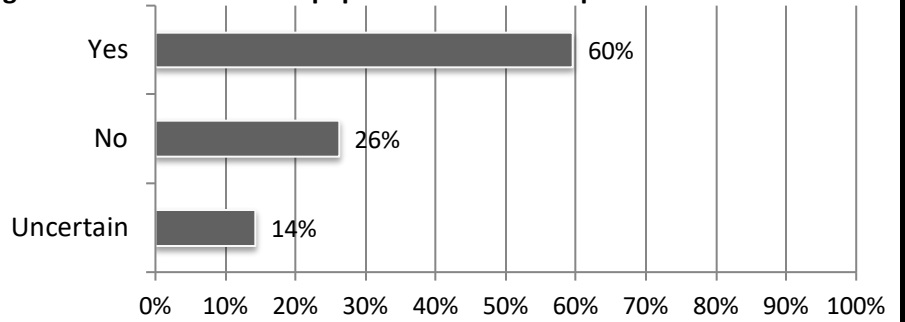
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 42



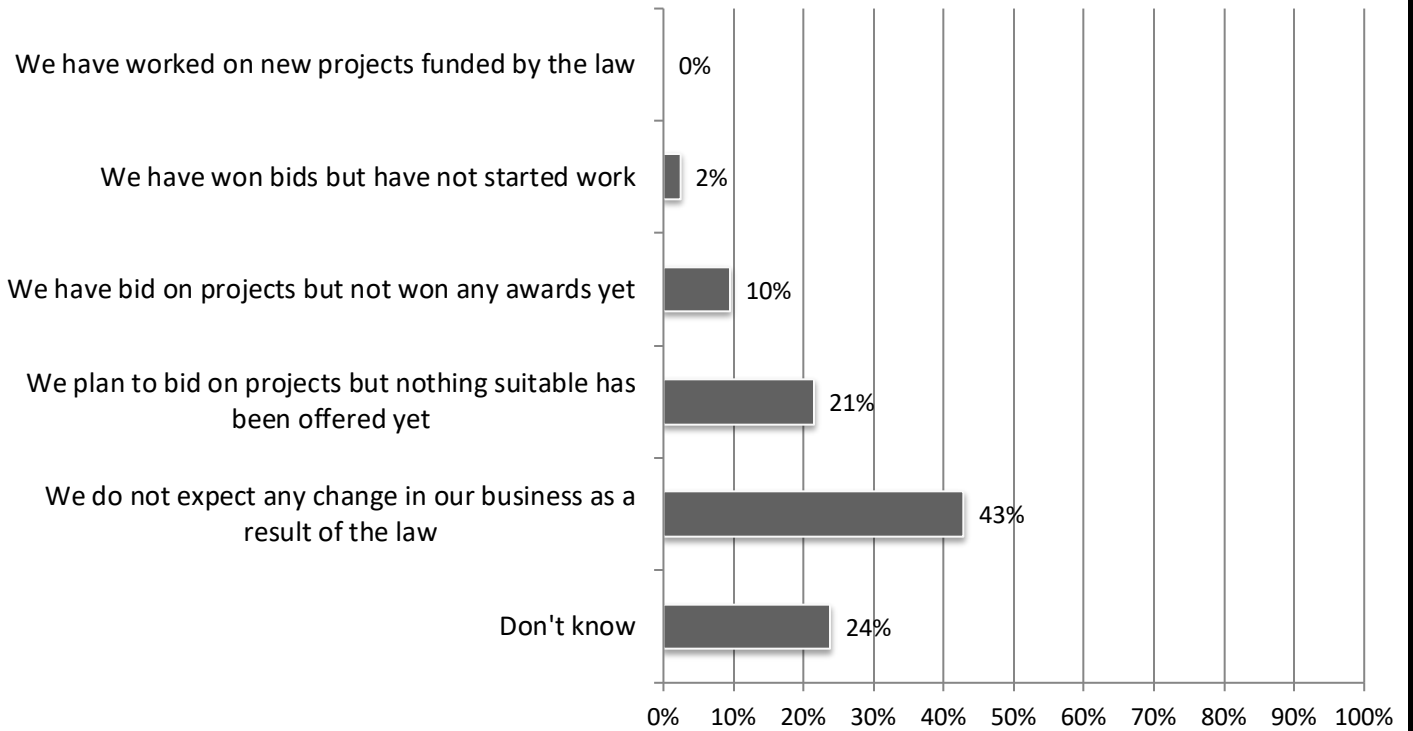
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 42



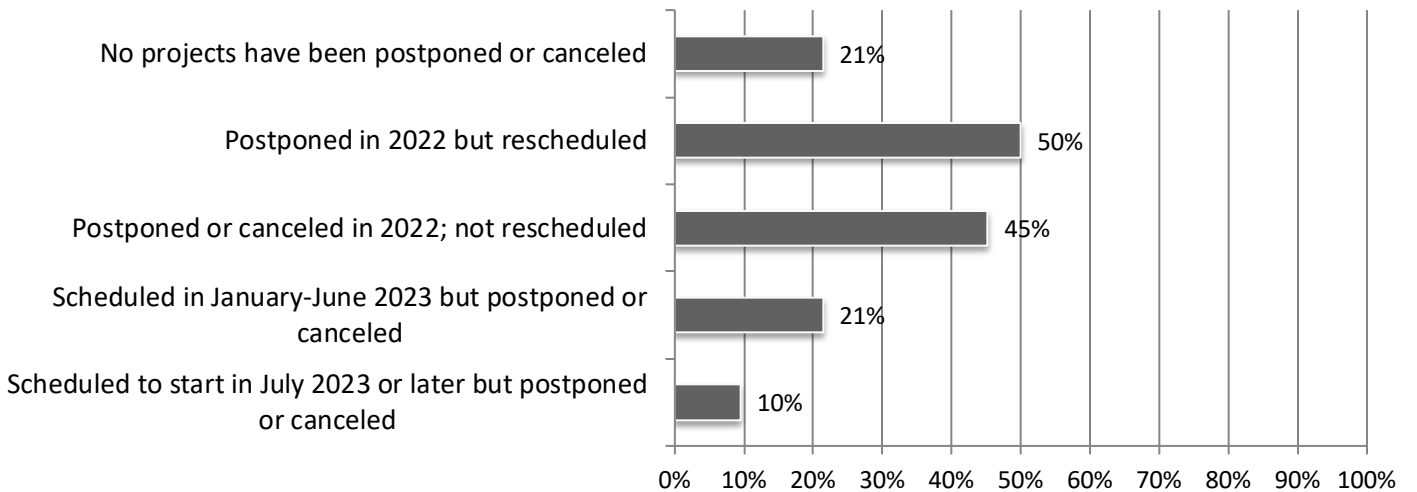
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 42



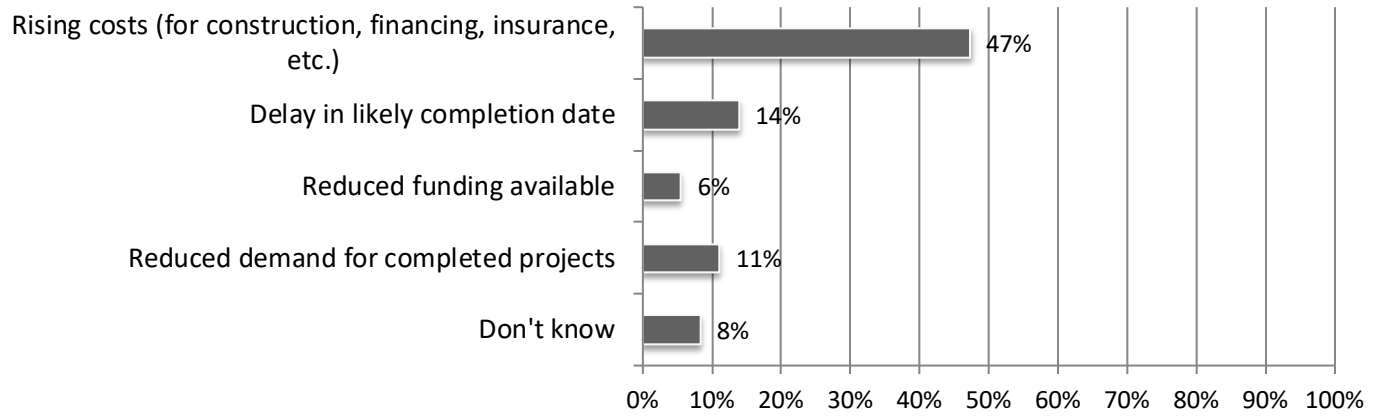
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 42



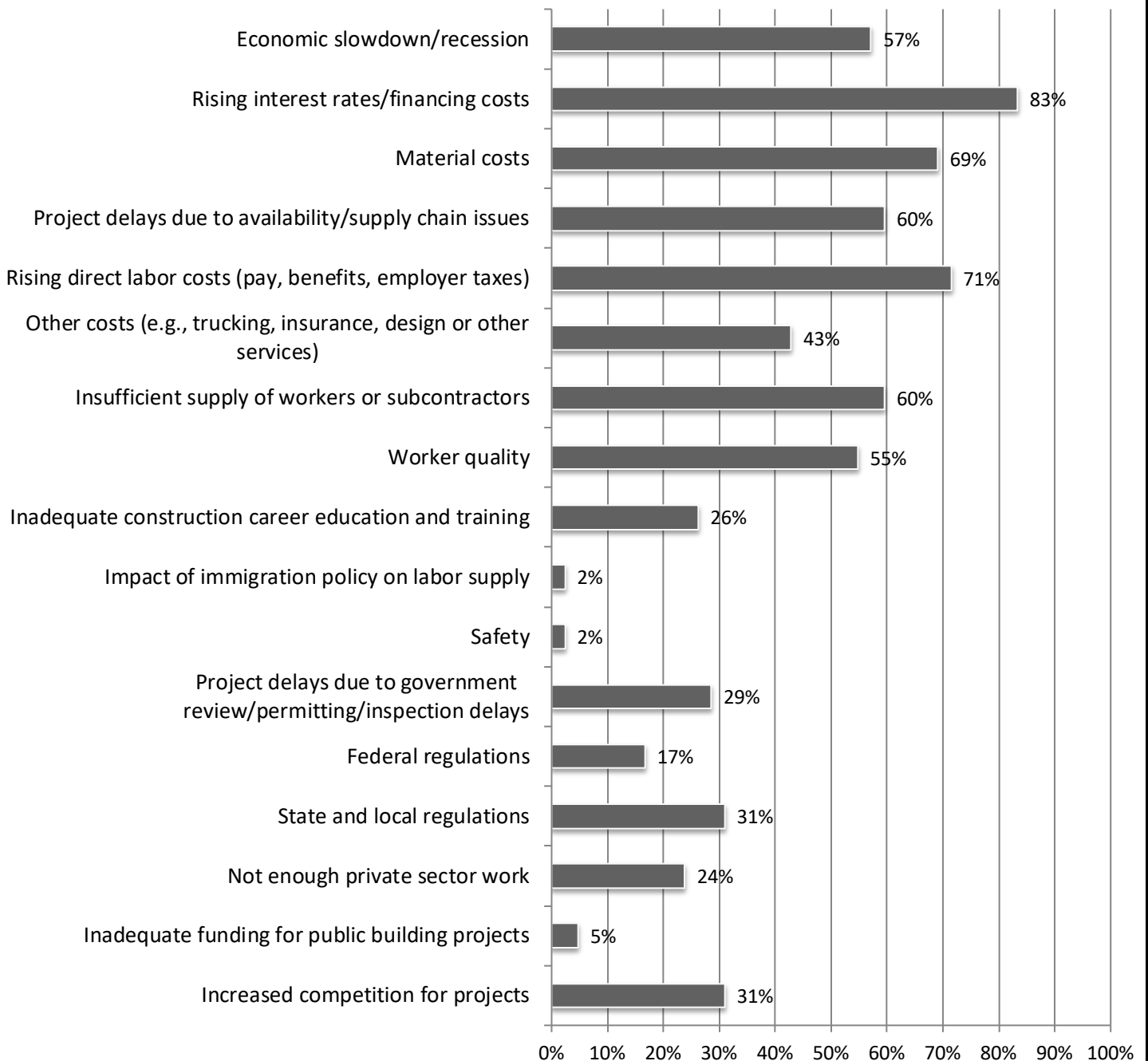
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 42



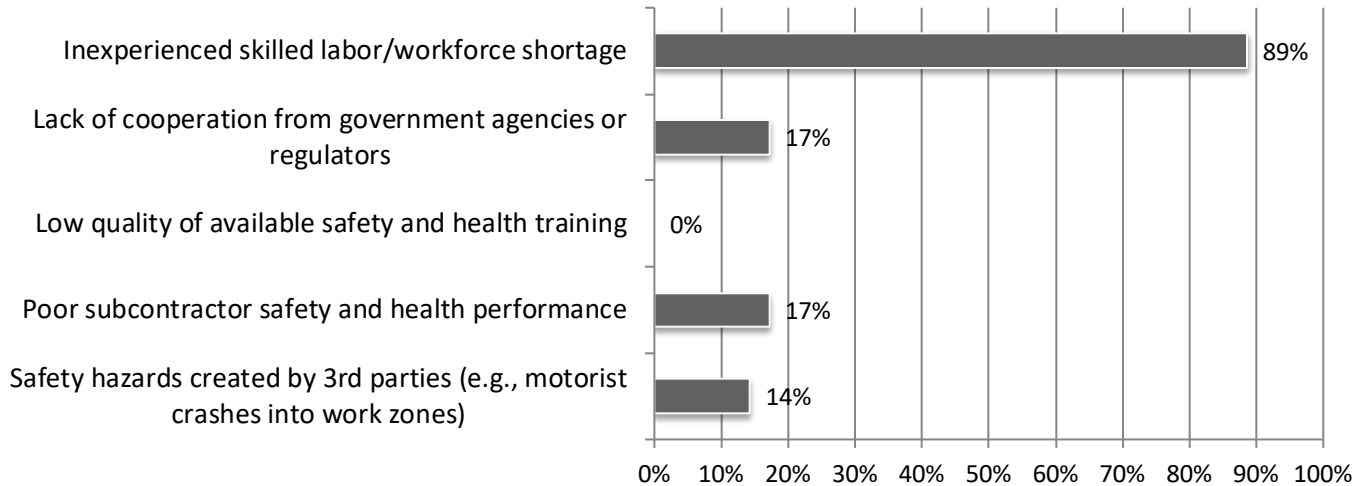
10. If projects were postponed or canceled, what was the main reason? Responses: 36



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 42



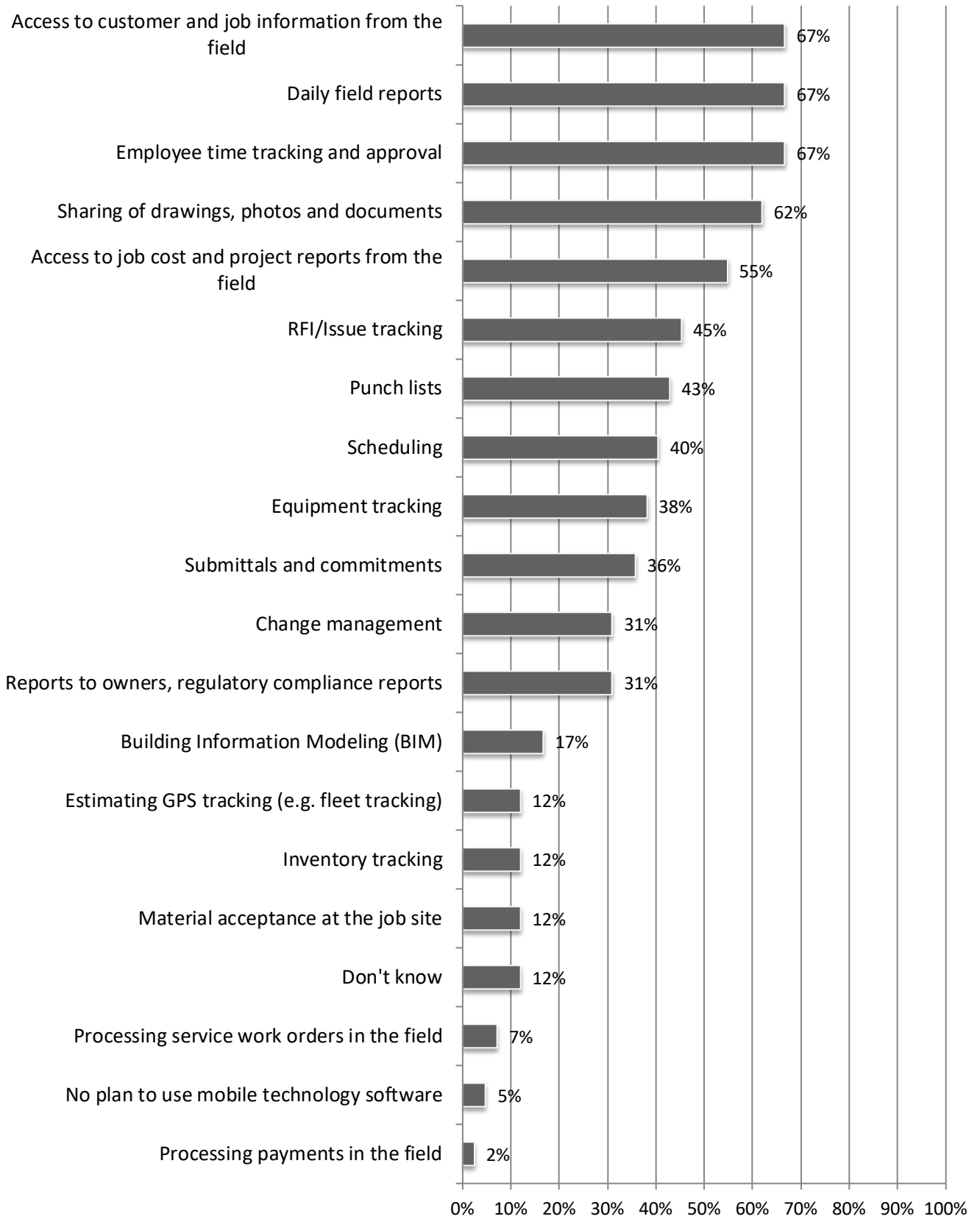
12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 35



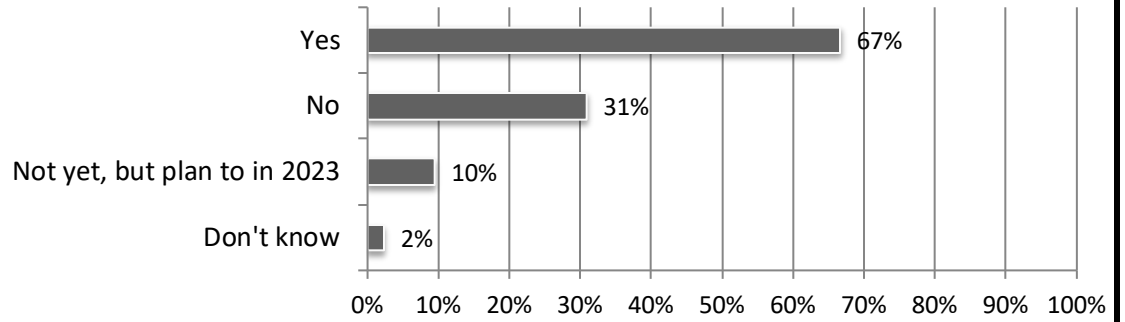
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 53

	Increase	Decrease	No change
Project management software	41%	0%	59%
Document management software	33%	0%	67%
Human resources (HR) software	31%	3%	67%
Tool/asset management/tracking	27%	3%	70%
Scheduling software	26%	0%	74%
Fleet tracking/management software	24%	0%	76%
Building Information Modeling (BIM)	22%	0%	78%
Accounting software	22%	2%	76%
Estimating software	21%	0%	79%
Payroll software	19%	3%	78%
Project collaboration software	18%	0%	82%
Client relationship management (CRM) software	11%	3%	86%
Subcontractor bid management/ITB software	5%	0%	95%
Prequalification software	3%	0%	97%
Service management software	3%	0%	97%

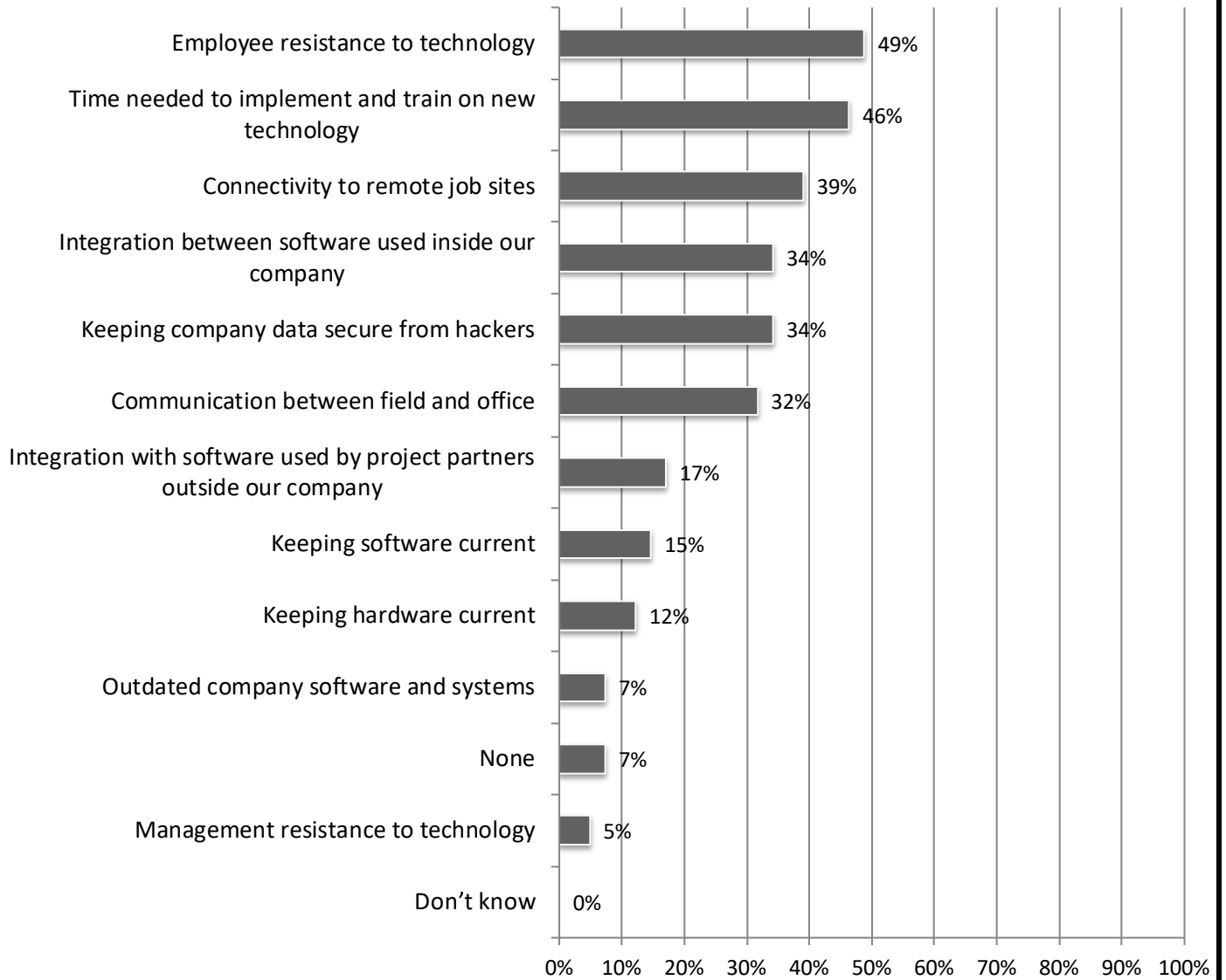
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 42



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 42

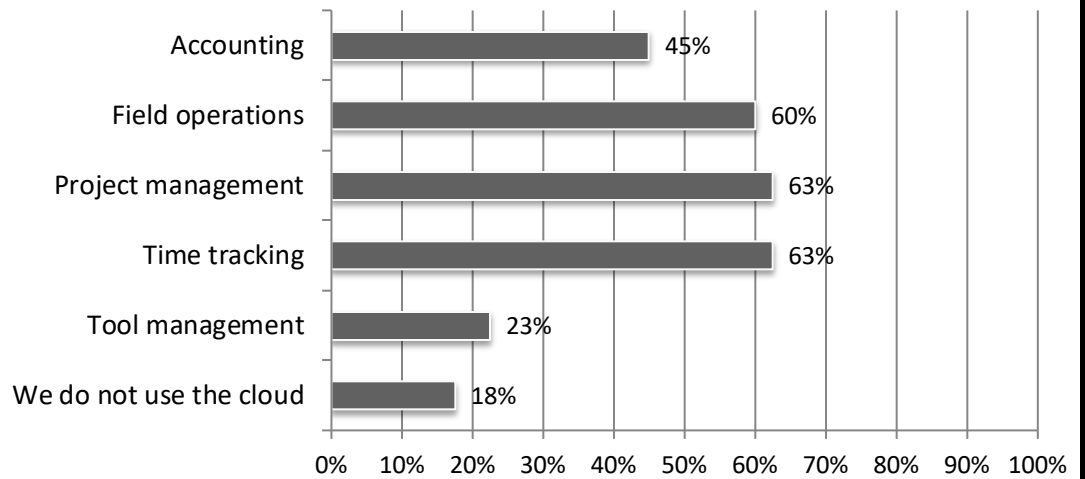


16. What are your biggest IT challenges (mark all that apply)? Responses: 41

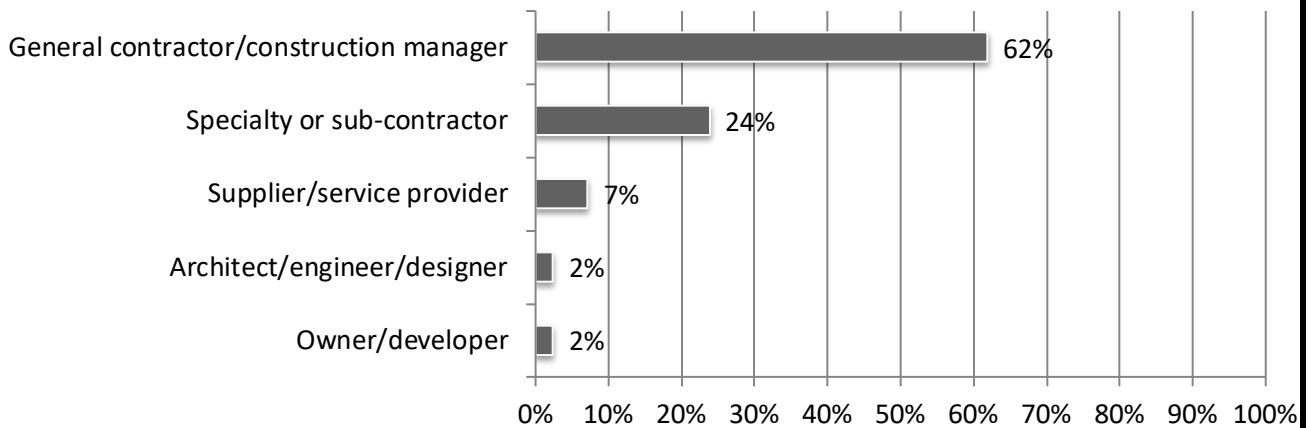


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 40

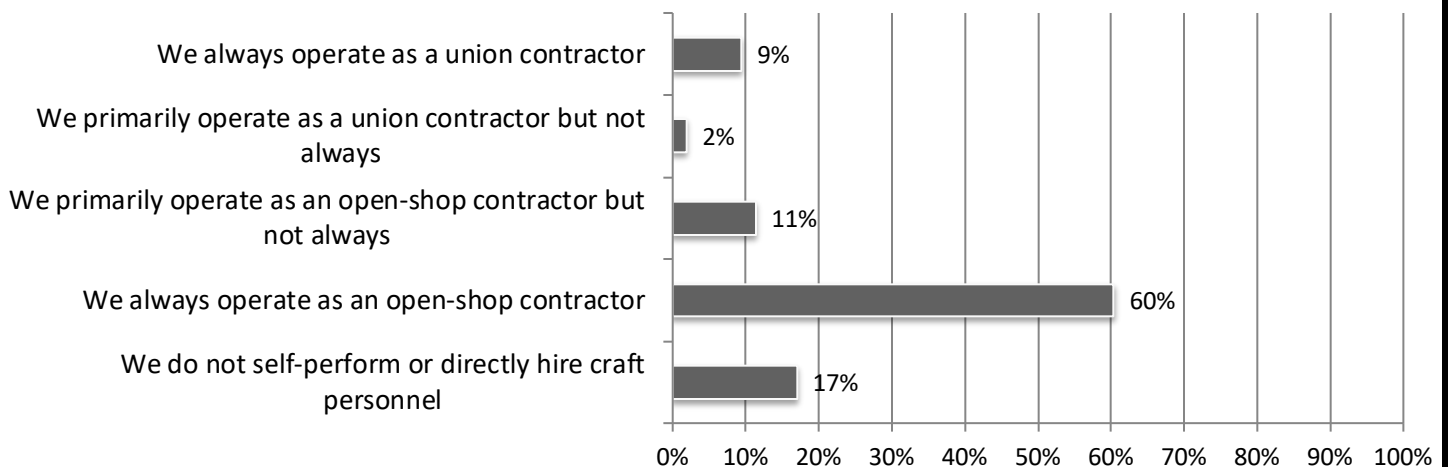


18. What best describes your firm? Responses: 42

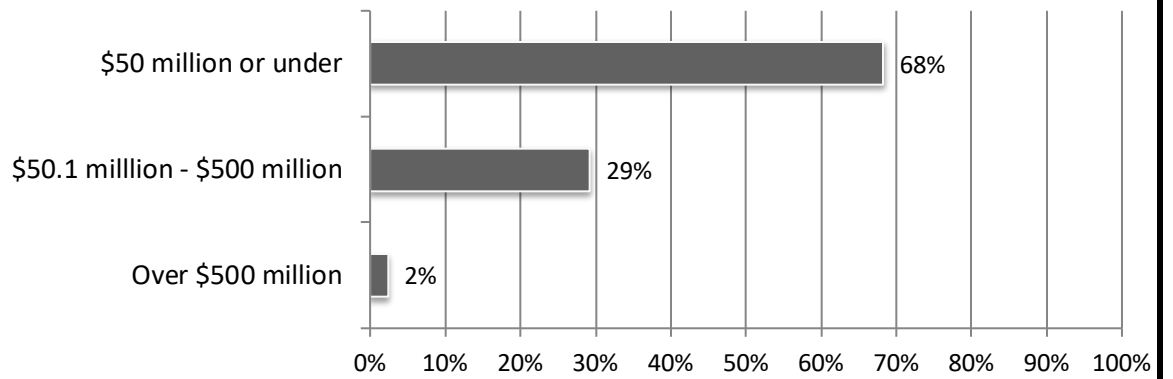


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 42



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 41



21. How many total employees does your firm employ at all of its locations? Responses: 42

