



**AGC**  
THE CONSTRUCTION  
ASSOCIATION

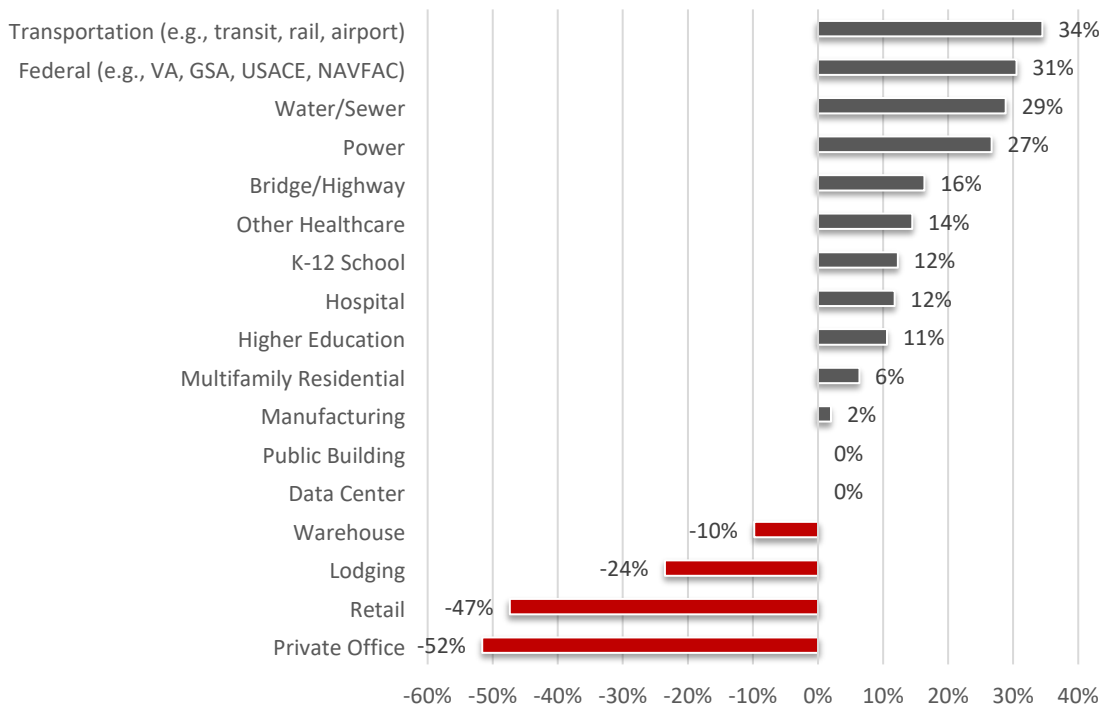
**Sage**

## 2024 Construction Outlook Northeast Survey Results

Total Responses: 101. 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 2023, do you expect the available dollar value of projects you compete for in 2024 to be higher/lower/about the same (answer for all market areas in which your business operates)**  
Responses: 100

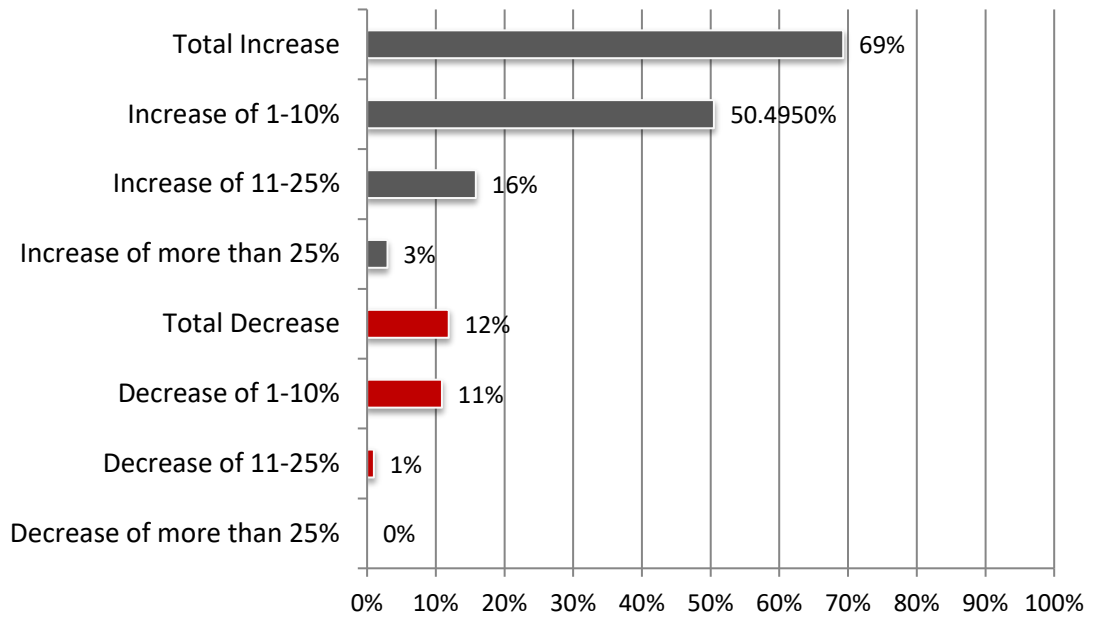
Net % expecting 2024 value of projects to be Higher or Lower than 2023



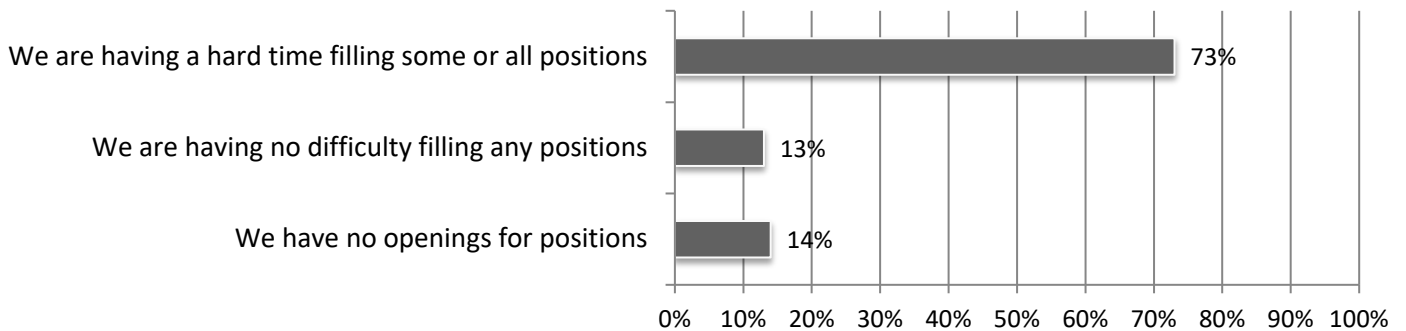
Higher	Lower	Same
52%	17%	31%
41%	10%	49%
42%	13%	44%
40%	13%	47%
36%	20%	44%
36%	22%	42%
35%	23%	42%
34%	22%	44%
35%	24%	41%
38%	32%	30%
30%	28%	42%
29%	29%	41%
26%	26%	49%
29%	39%	31%
20%	43%	37%
12%	60%	28%
11%	63%	26%

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

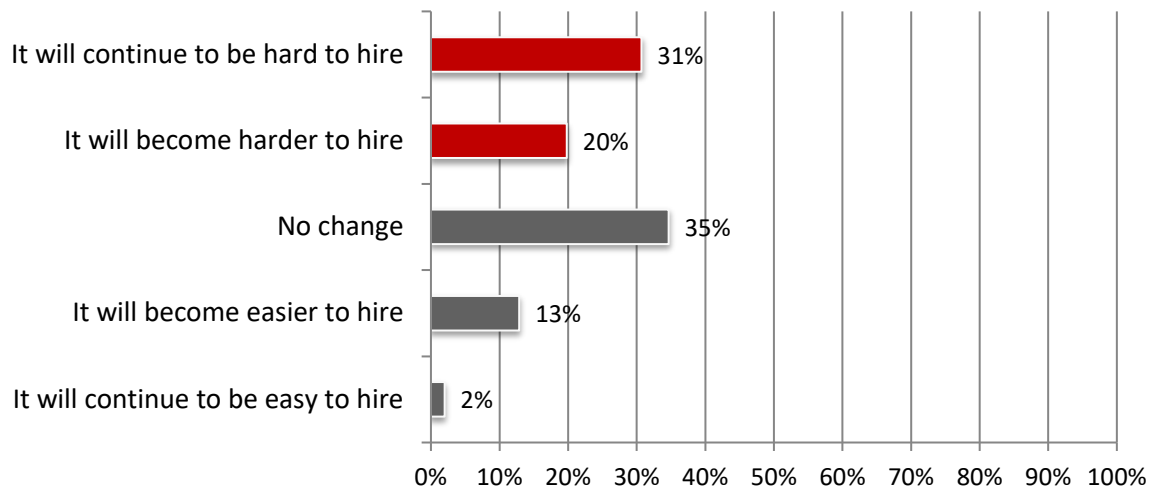
**2. What percentage change do you expect in your headcount in 2024? Responses: 101**



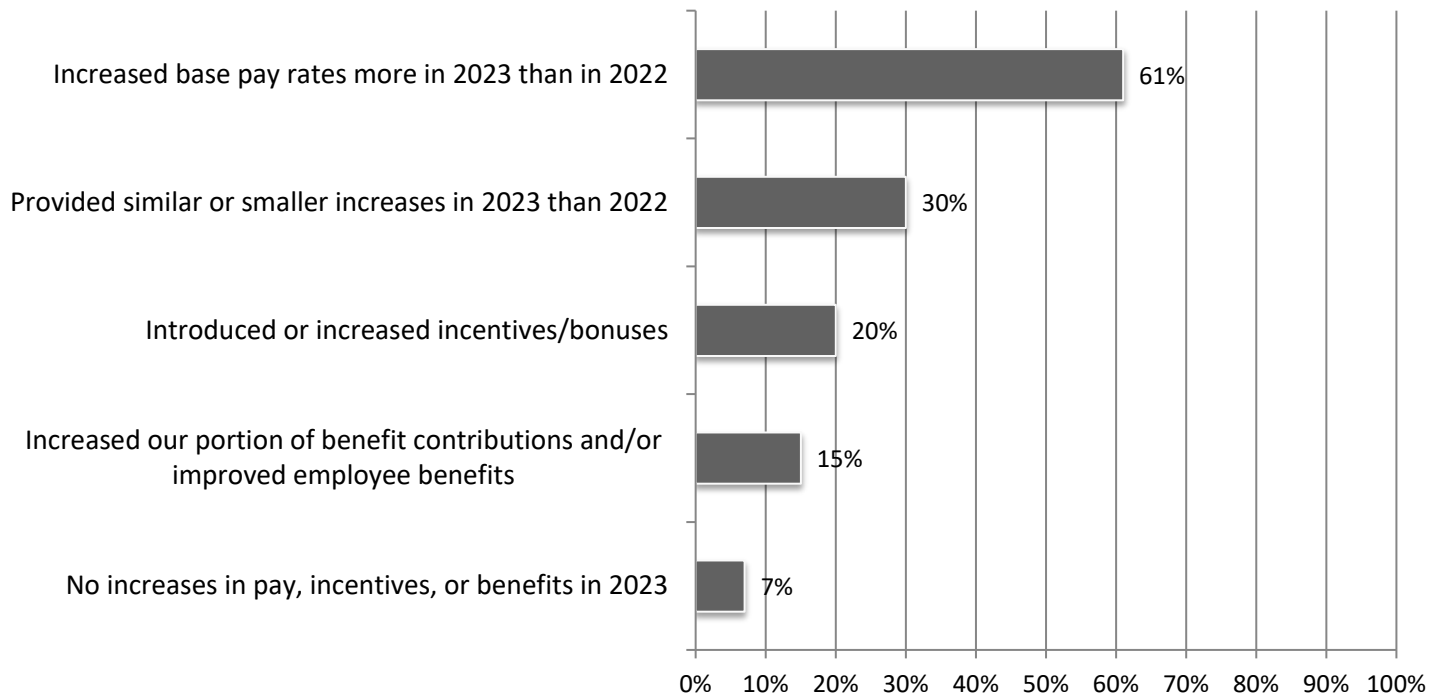
**3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 100**



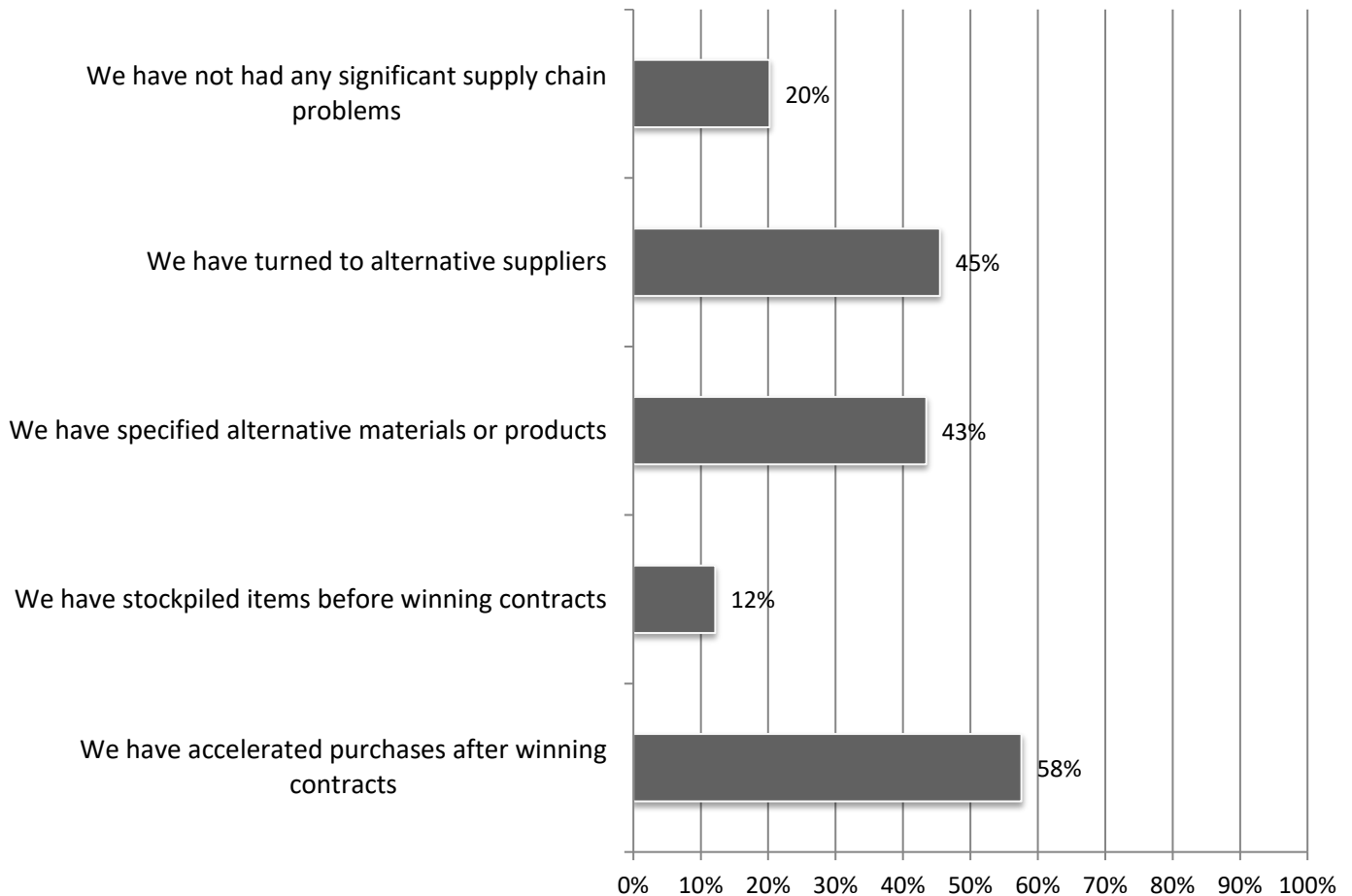
**4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 101**



**5. What changes did your firm make in pay or benefits in 2023? (mark all that apply) Responses: 100**

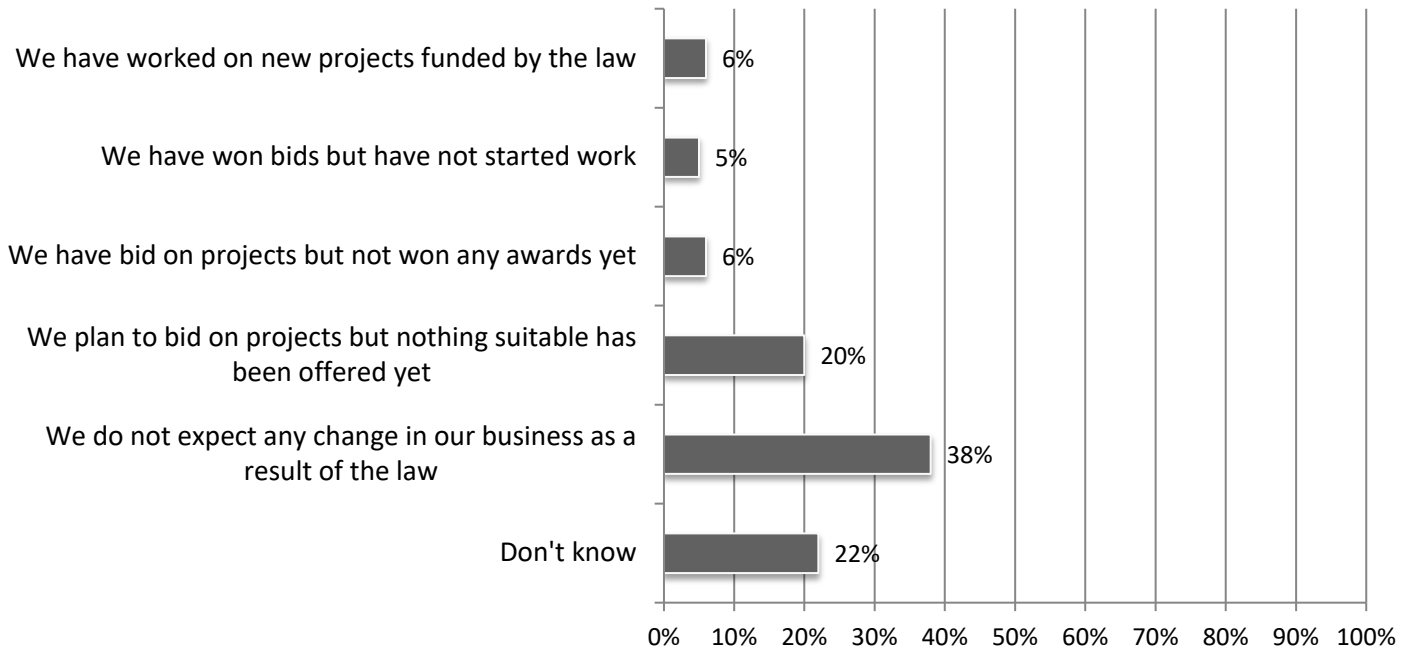


**6. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 99**

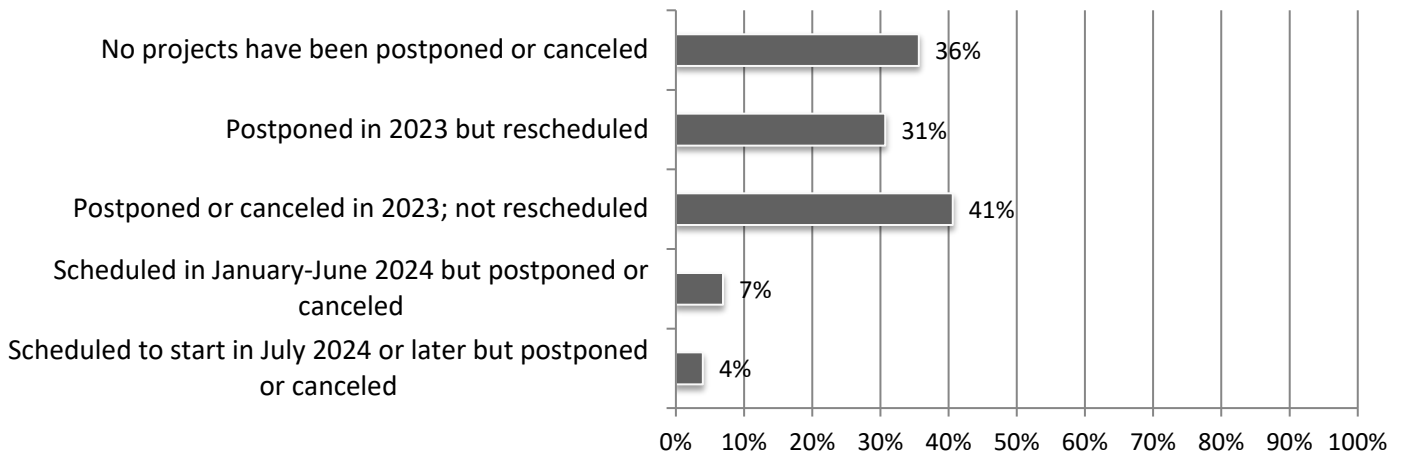


**7. What difference, if any, has the Infrastructure Investment and Jobs Act (also known as the Bipartisan**

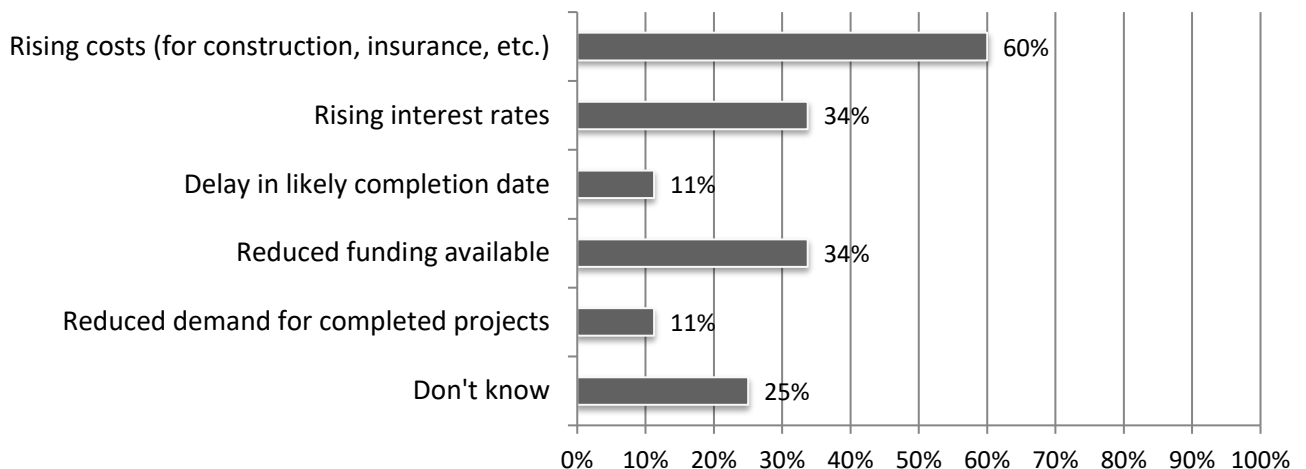
**Infrastructure Law), made to your business? Responses: 100**



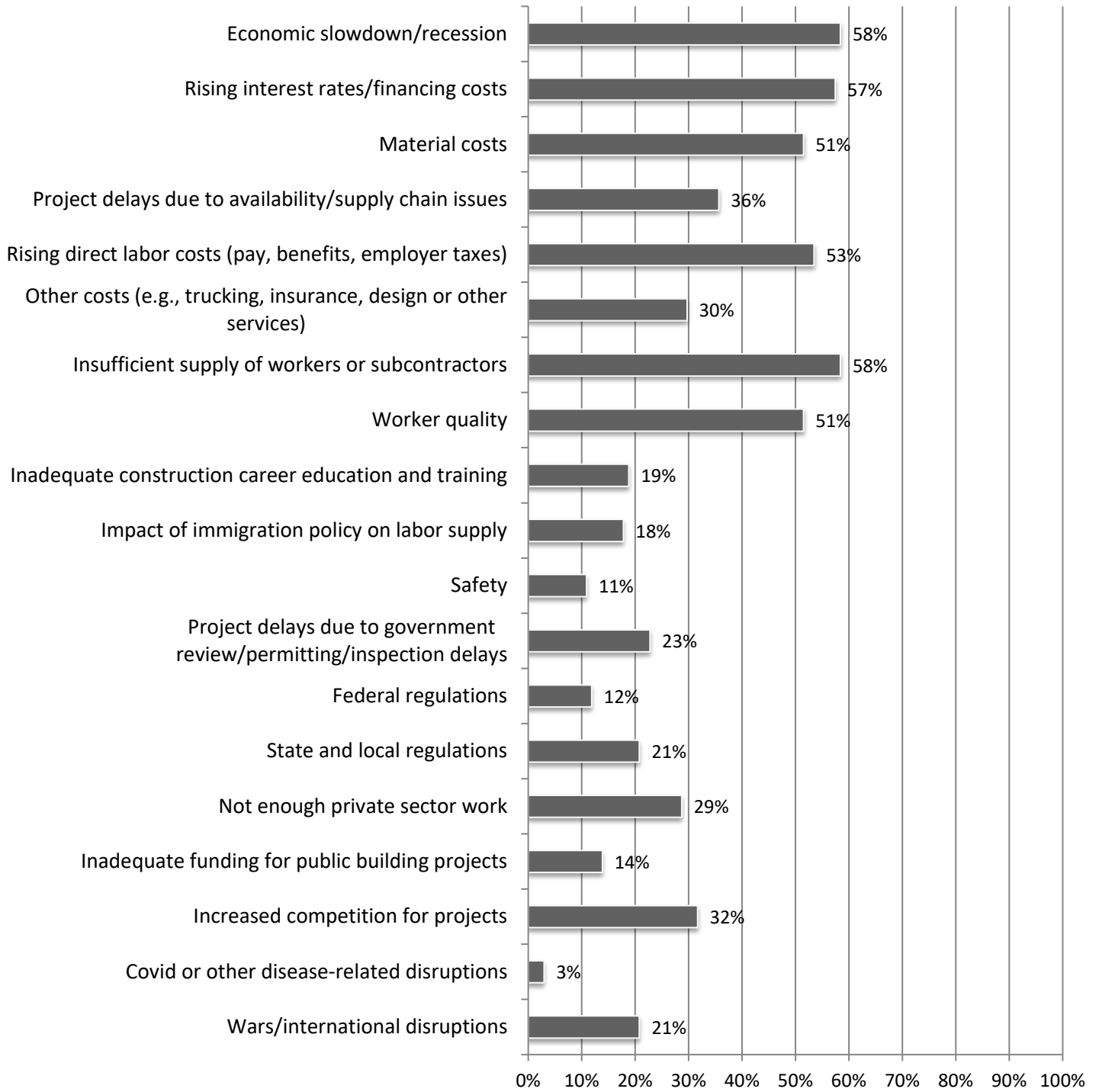
**8. Did an owner postpone or cancel any projects that were scheduled to start in 2023 or 2024? (mark all that apply) Responses: 101**



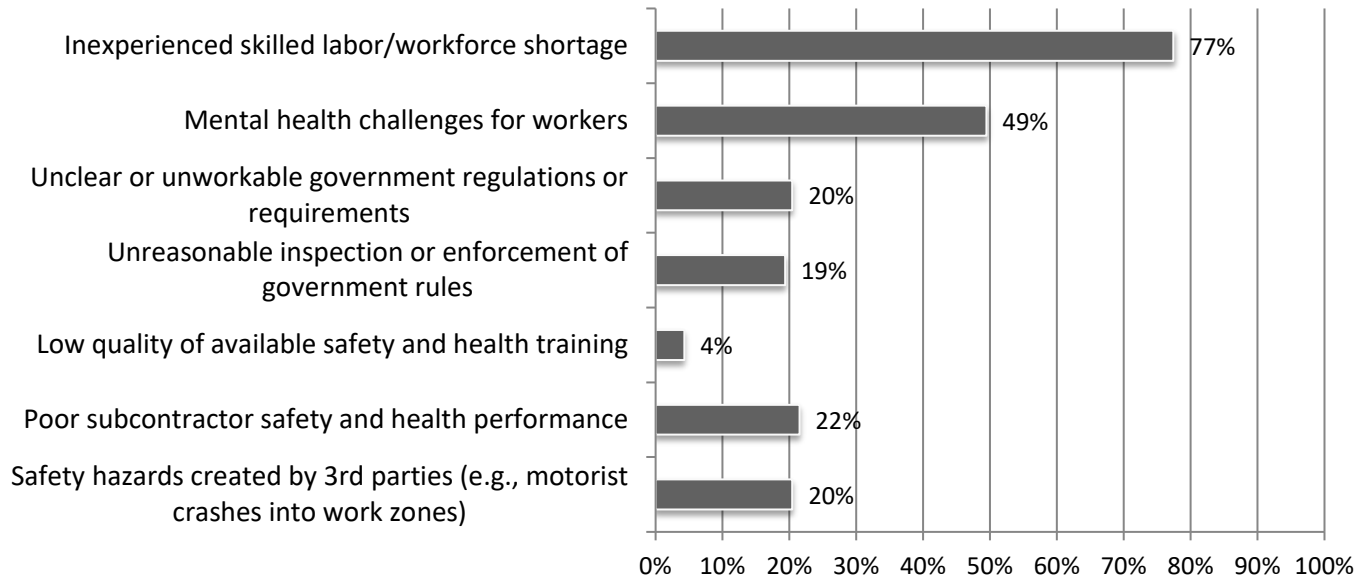
**9. If projects were postponed or canceled, what was the main reason? Responses: 80**



**10. What are your biggest concerns for 2024? (mark all that apply) Responses: 101**



**11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 93**



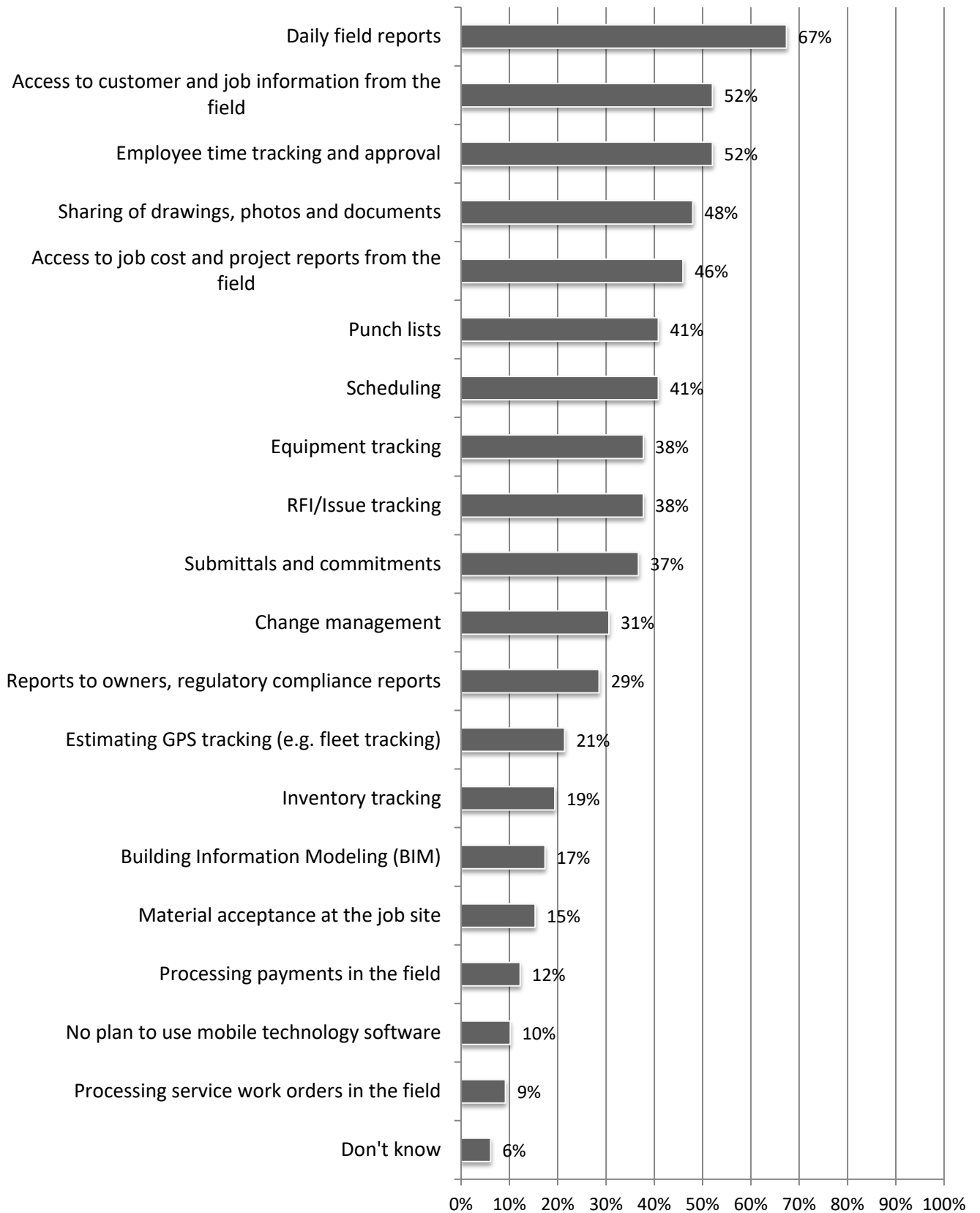
**12. Does your company invest in: Responses: 98**

	Initial Investment	Increased Investment	Decreased Investment	No Investment
Artificial intelligence	20%	6%	0%	73%
Robotics	8%	7%	1%	84%
Drones	11%	23%	2%	64%
Autonomous equipment or vehicles	3%	9%	1%	86%
3-D printing	7%	3%	1%	89%
Offsite production	8%	26%	2%	64%

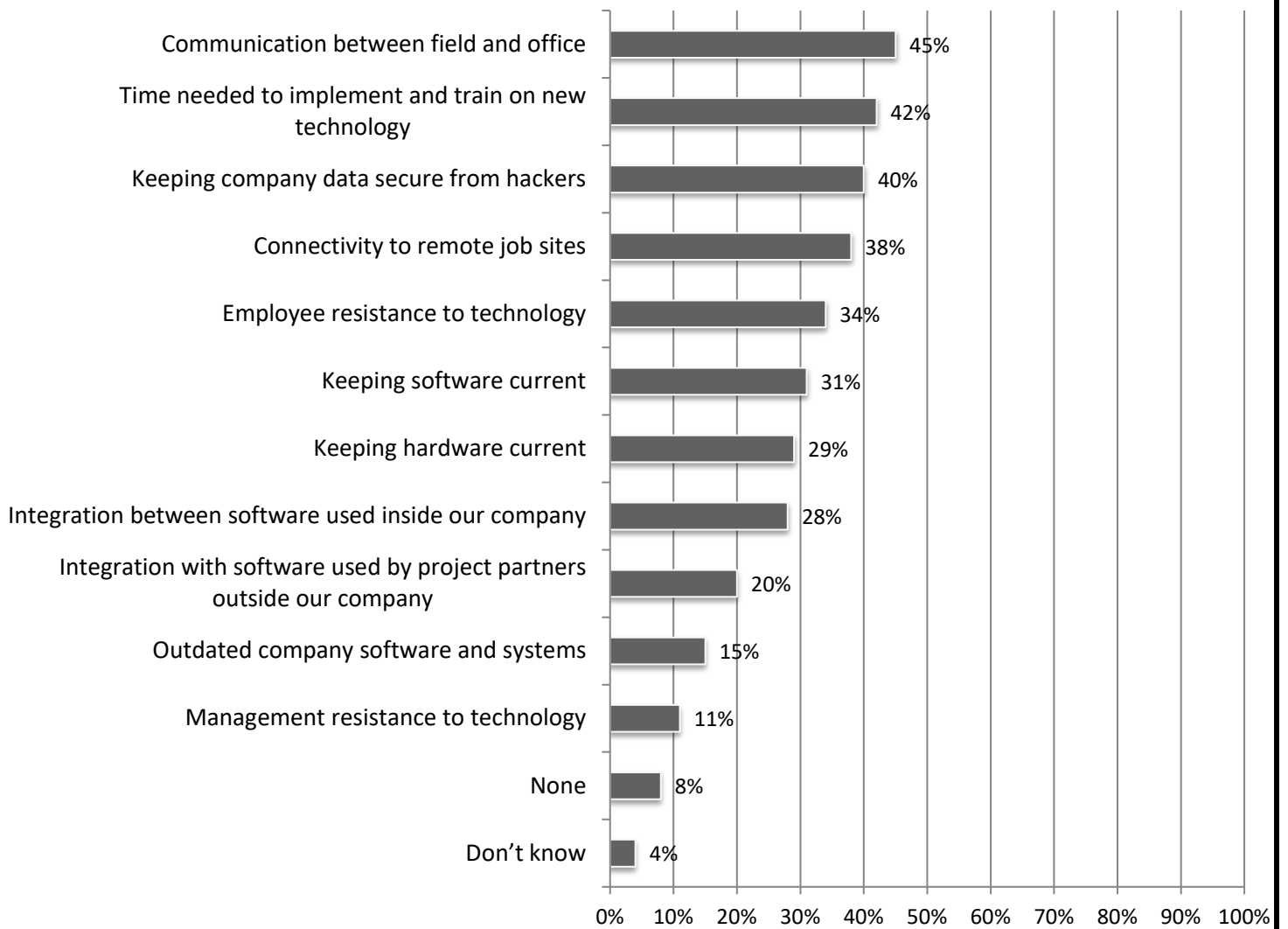
**13. Compared to 2024, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 101**

	Increase	Decrease	No change
Accounting software	37%	3%	60%
Document management software	35%	1%	64%
Project management software	34%	0%	66%
Estimating software	31%	0%	69%
Tool/asset management/tracking	27%	1%	72%
Client relationship management (CRM) software	25%	1%	74%
Human resources (HR) software	24%	0%	76%
Building Information Modeling (BIM)	23%	0%	77%
Fleet tracking/management software	22%	1%	77%
Scheduling software	21%	0%	79%
Payroll software	20%	1%	78%
Project collaboration software	16%	0%	84%
Subcontractor bid management/ITB software	16%	0%	84%
Prequalification software	9%	0%	91%
Service management software	9%	0%	91%

14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 98

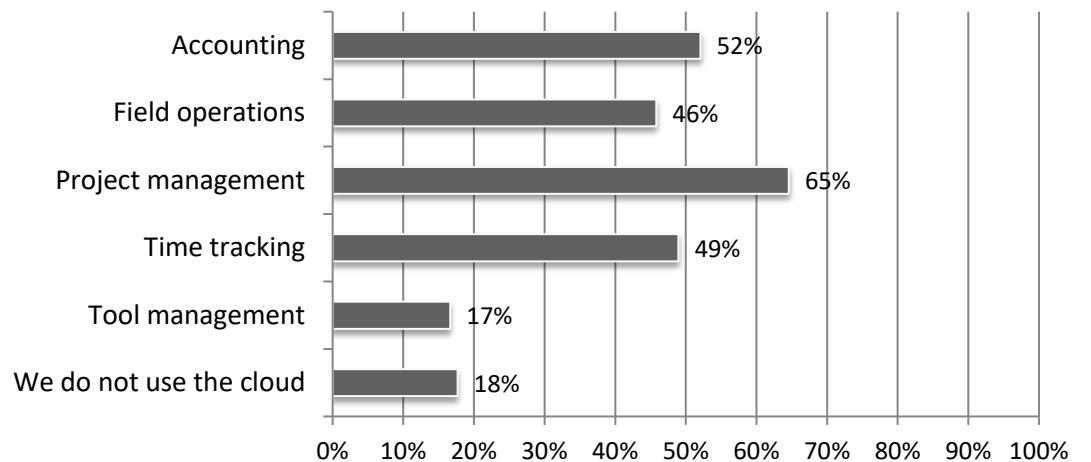


**15. What are your biggest IT challenges (mark all that apply)? Responses: 100**



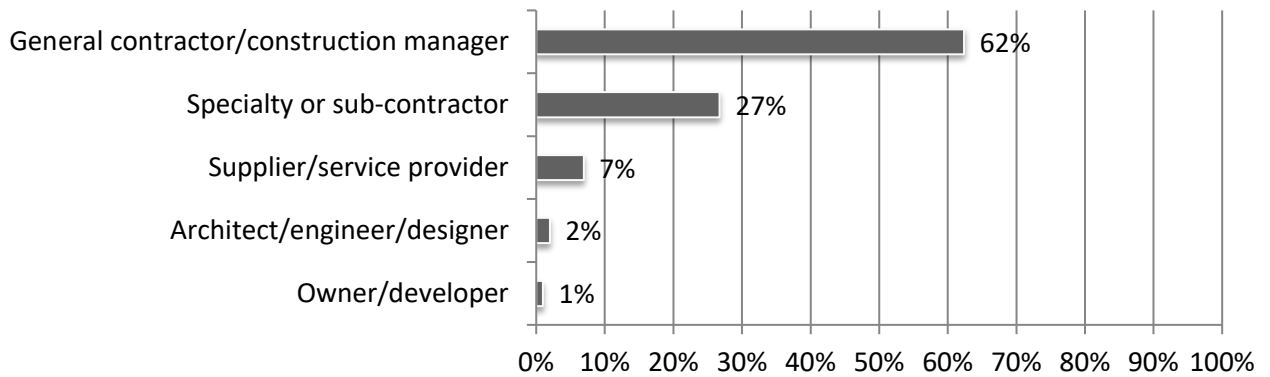
**16. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?**

**Responses: 96**

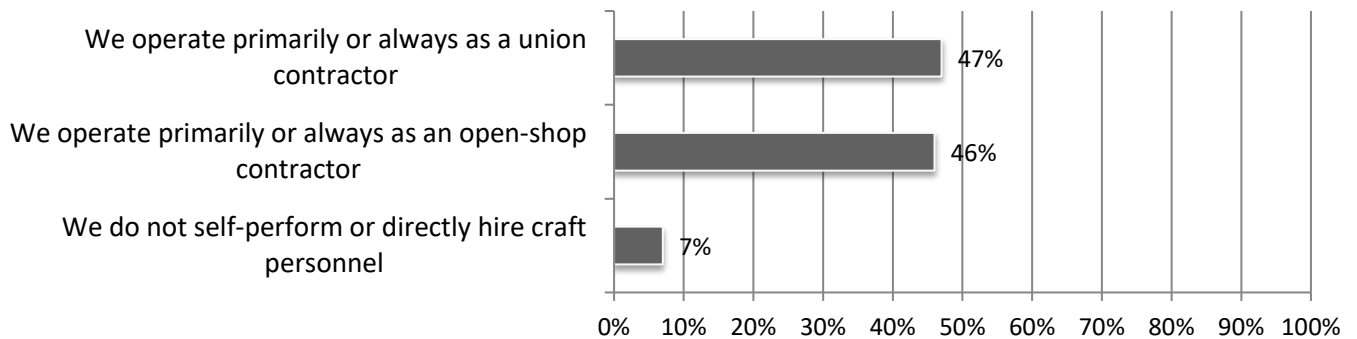




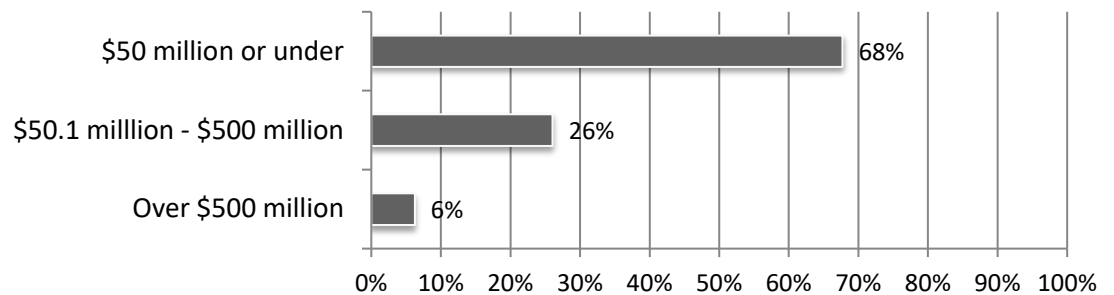
**17. What best describes your firm? Responses: 101**



**18. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor? Responses: 100**



**19. Estimate the total dollar amount of work your firm performed in 2023. Responses: 96**



**20. How many total employees does your firm employ at all of its locations? Responses: 98**

