



AGC
THE CONSTRUCTION
ASSOCIATION

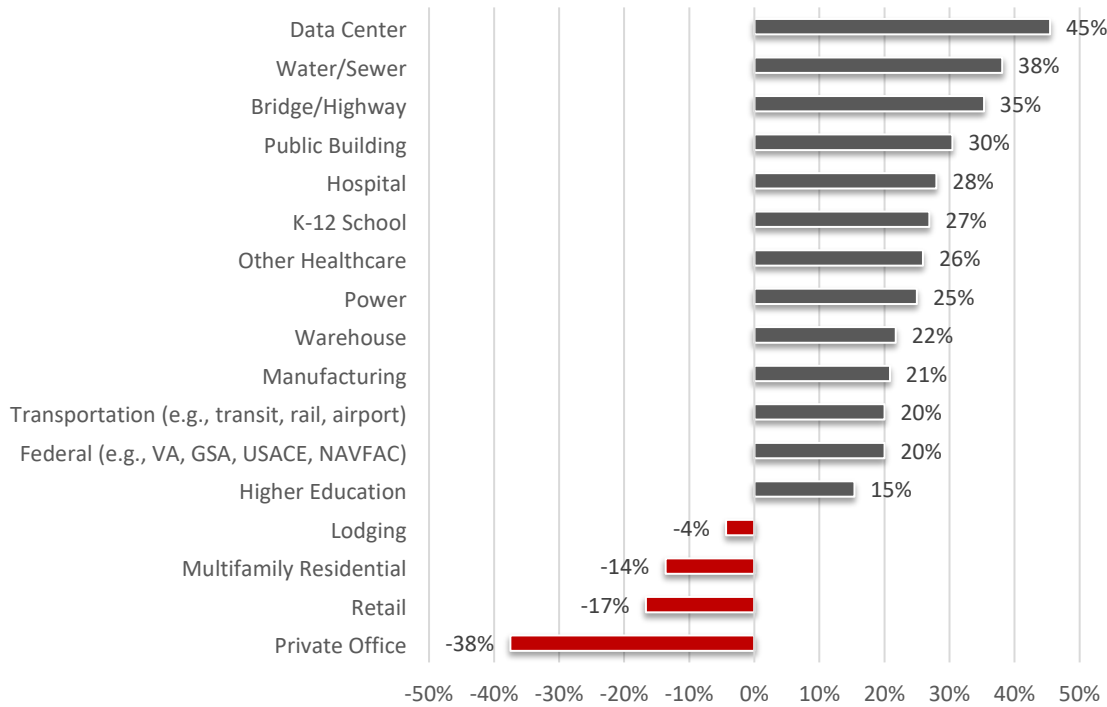
Sage

2024 Construction Outlook Virginia Survey Results

Total Responses: 31. 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: 30

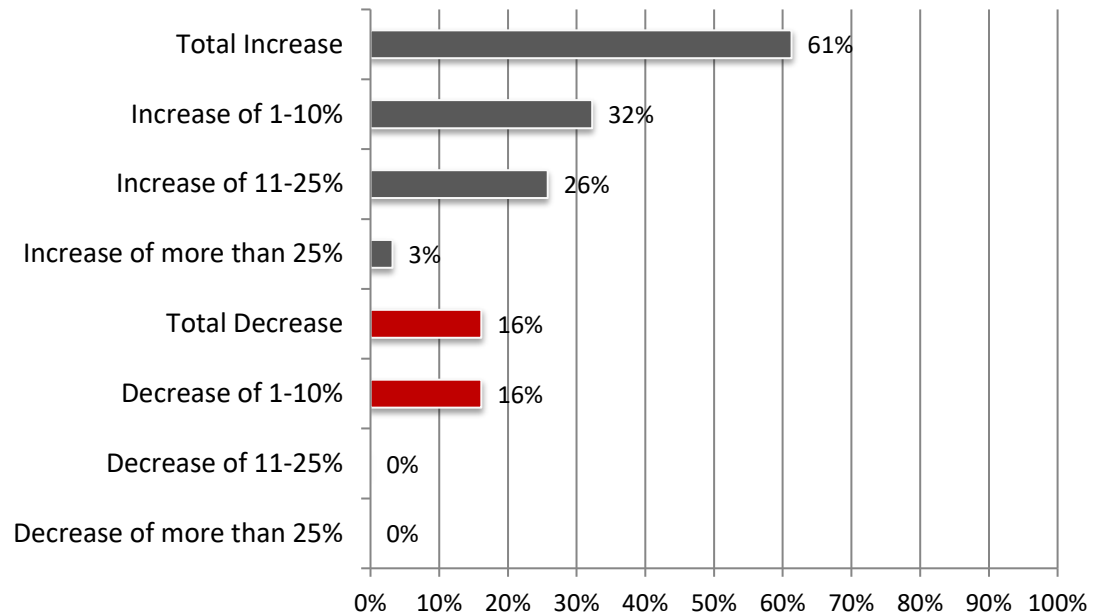
Net % expecting 2024 value of projects to be Higher or Lower than 2023



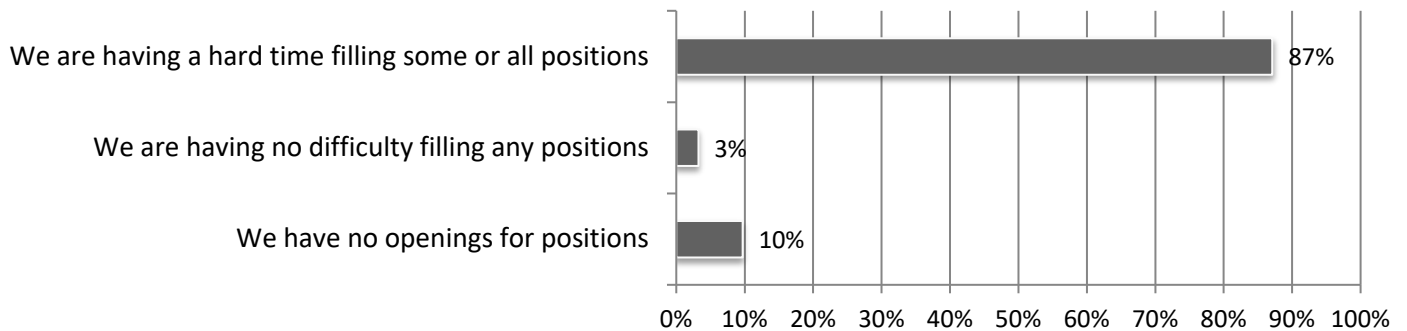
Higher	Lower	Same
55%	9%	36%
52%	14%	33%
47%	12%	41%
35%	4%	61%
48%	20%	32%
42%	15%	42%
44%	19%	37%
35%	10%	55%
39%	17%	43%
42%	21%	38%
40%	20%	40%
28%	8%	64%
38%	23%	38%
22%	26%	52%
23%	36%	41%
25%	42%	33%
13%	50%	38%

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

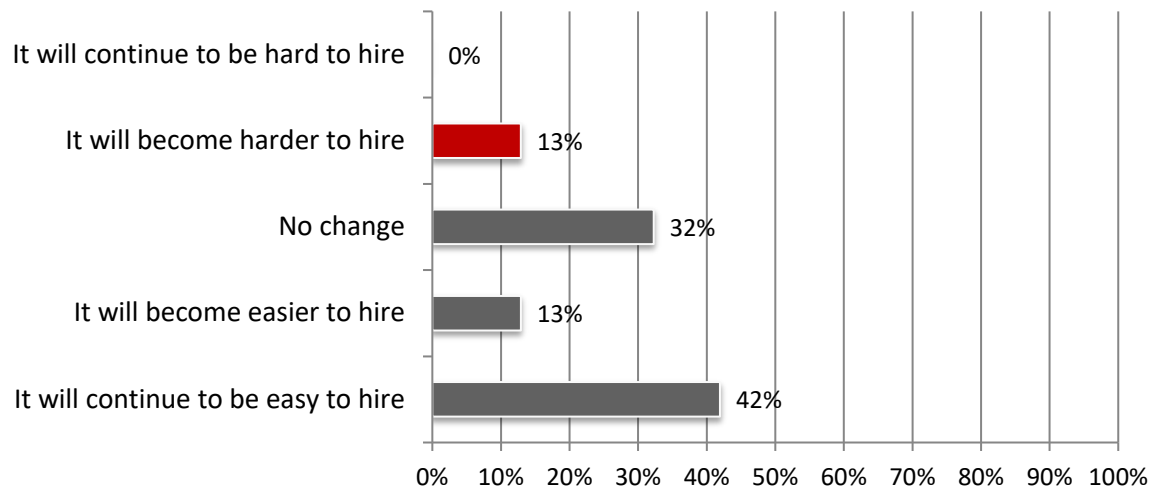
2. What percentage change do you expect in your headcount in 2024? Responses: 31



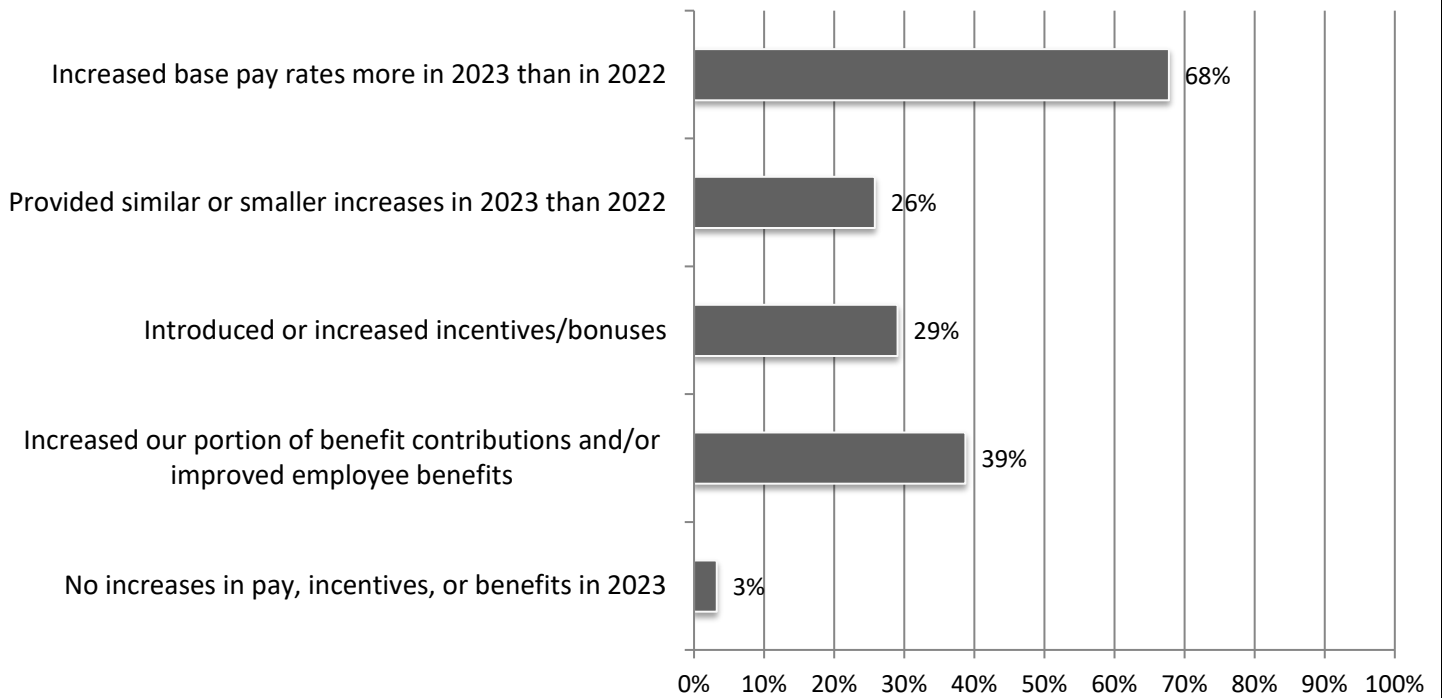
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 31



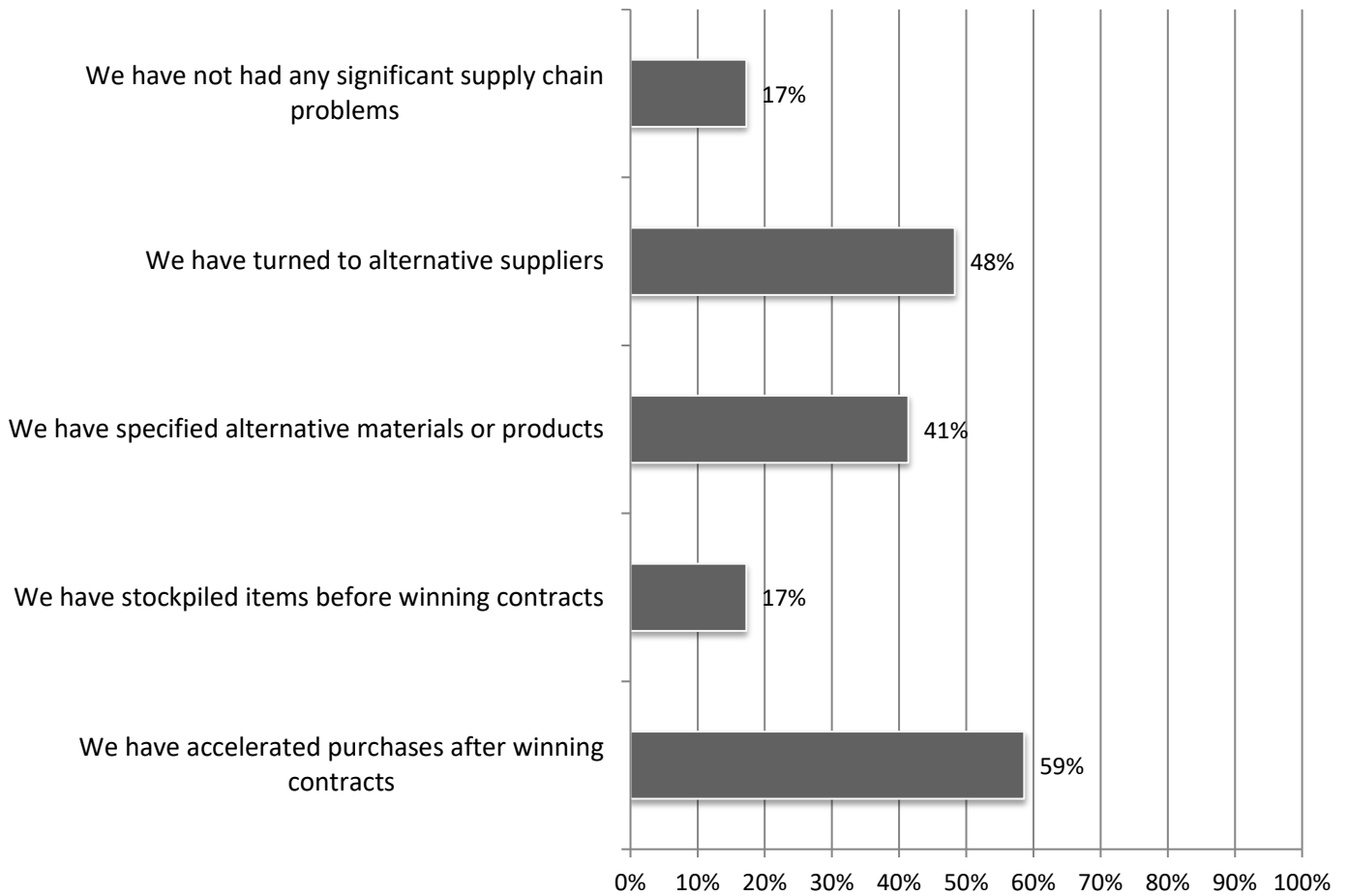
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 31



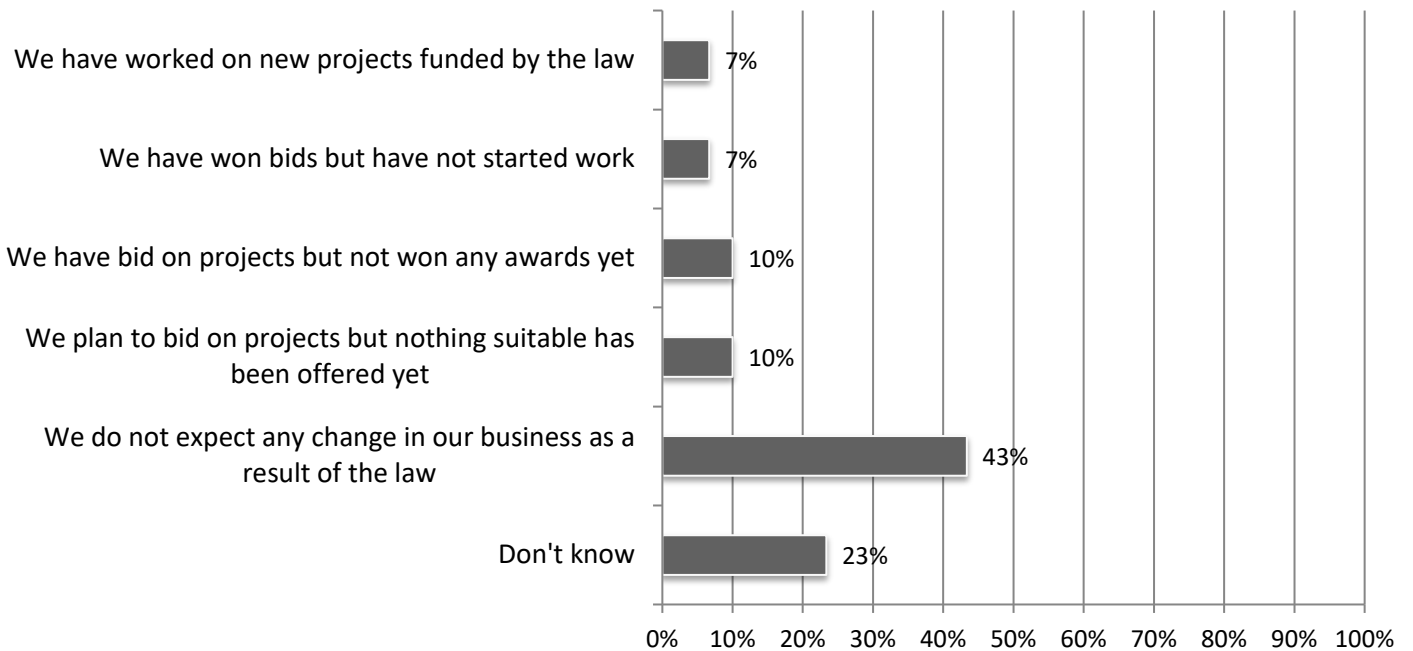
5. What changes did your firm make in pay or benefits in 2023? (mark all that apply) Responses: 31



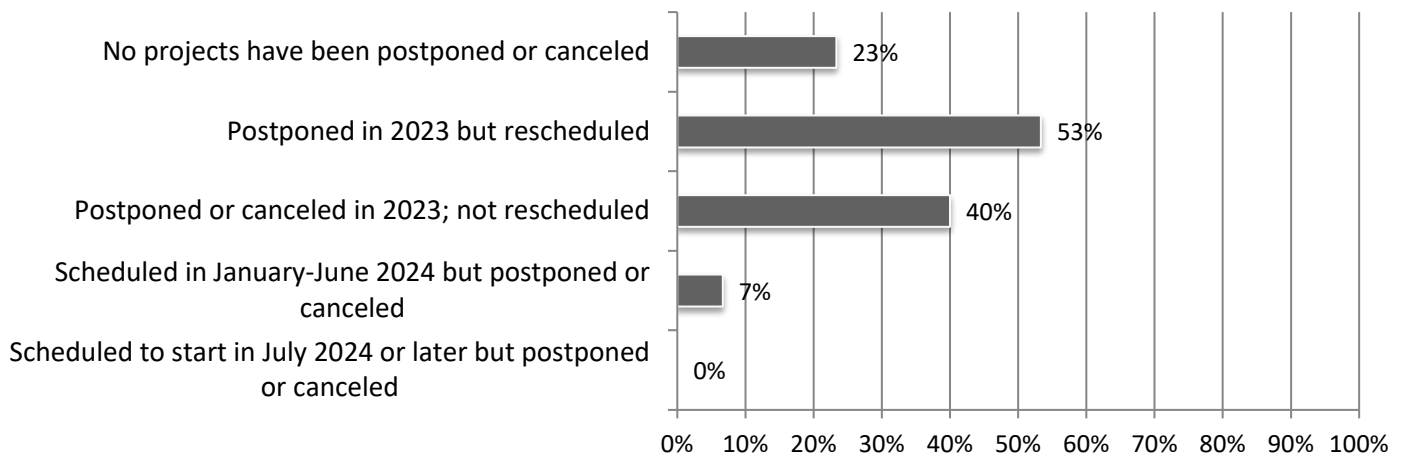
6. How has your firm responded to supply-chain issues, if any? (mark all that apply) Responses: 29



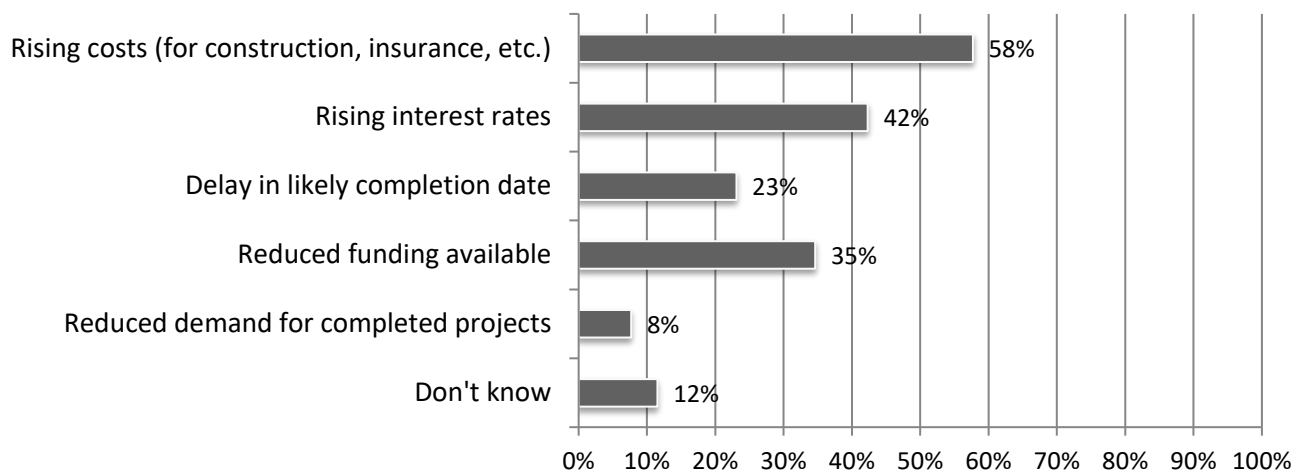
7. What difference, if any, has the Infrastructure Investment and Jobs Act (also known as the Bipartisan Infrastructure Law), made to your business? Responses: 30



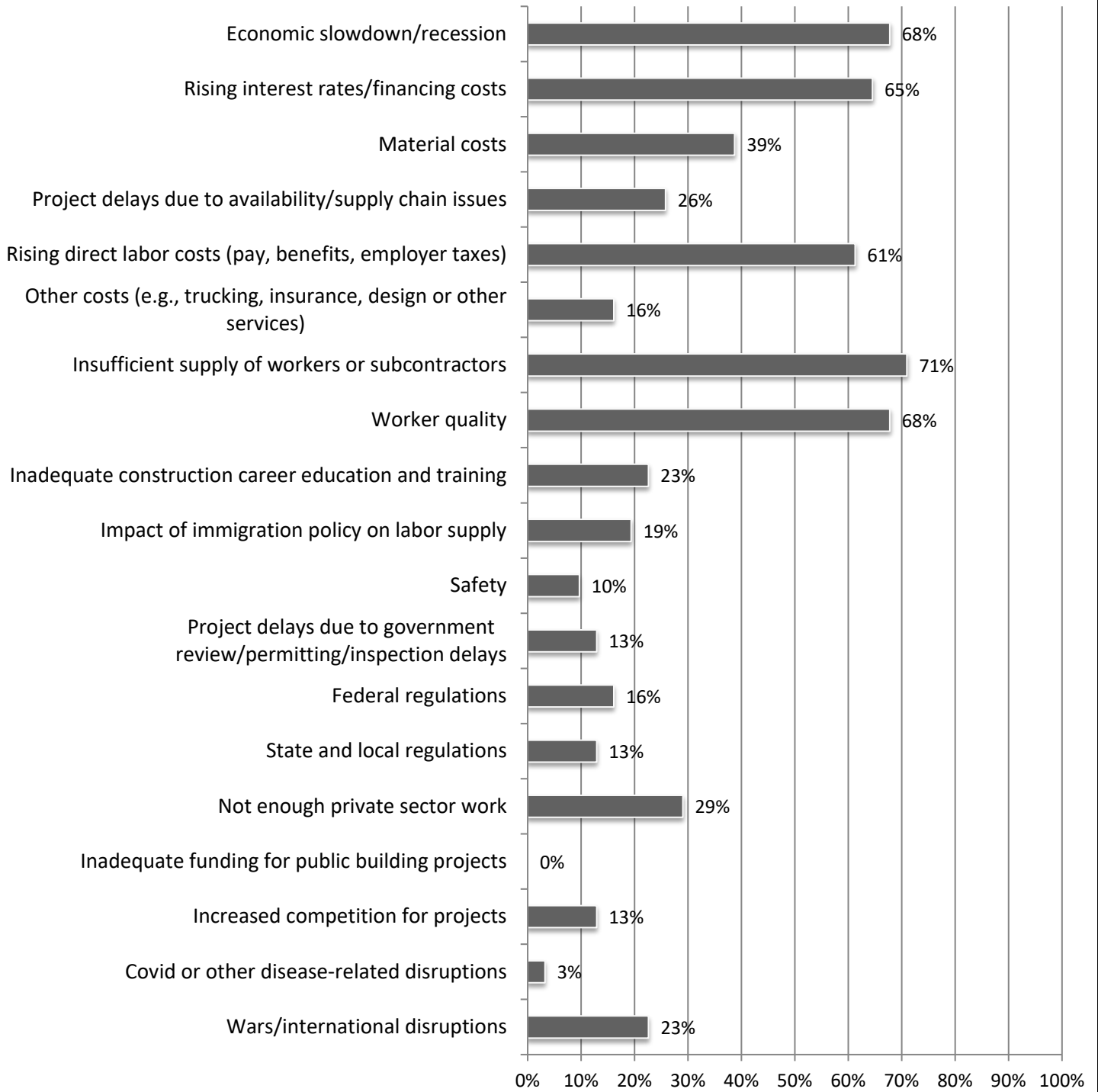
8. Did an owner postpone or cancel any projects that were scheduled to start in 2023 or 2024? (mark all that apply) Responses: 30



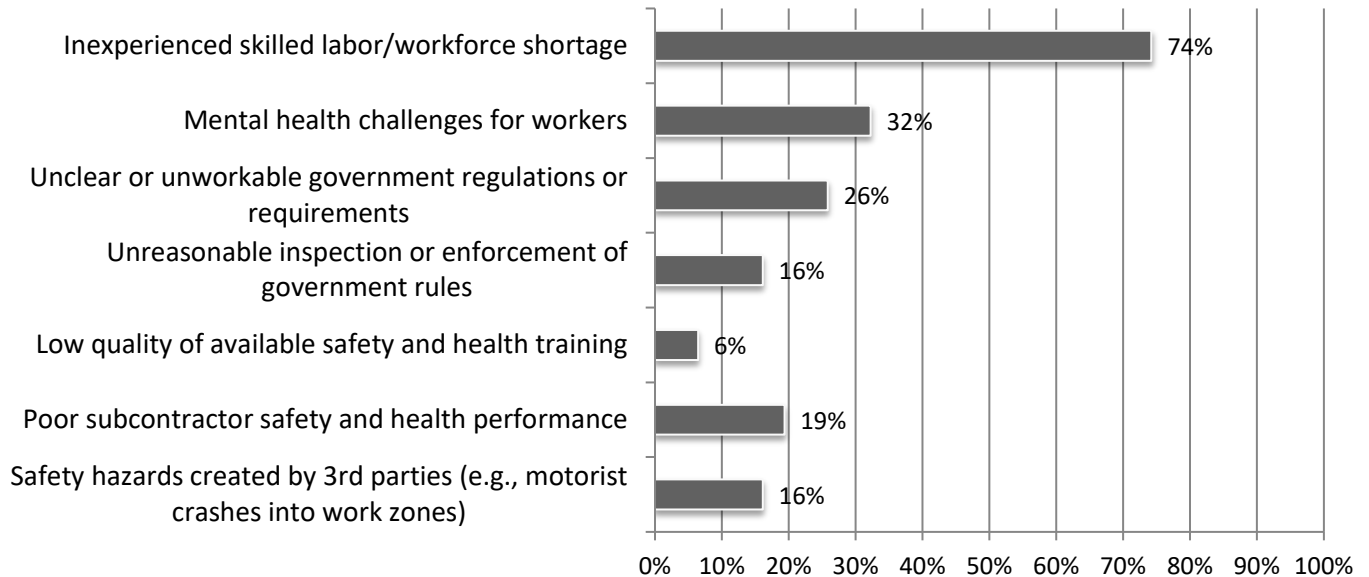
9. If projects were postponed or canceled, what was the main reason? Responses: 26



10. What are your biggest concerns for 2024? (mark all that apply) Responses: 31



11. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 31



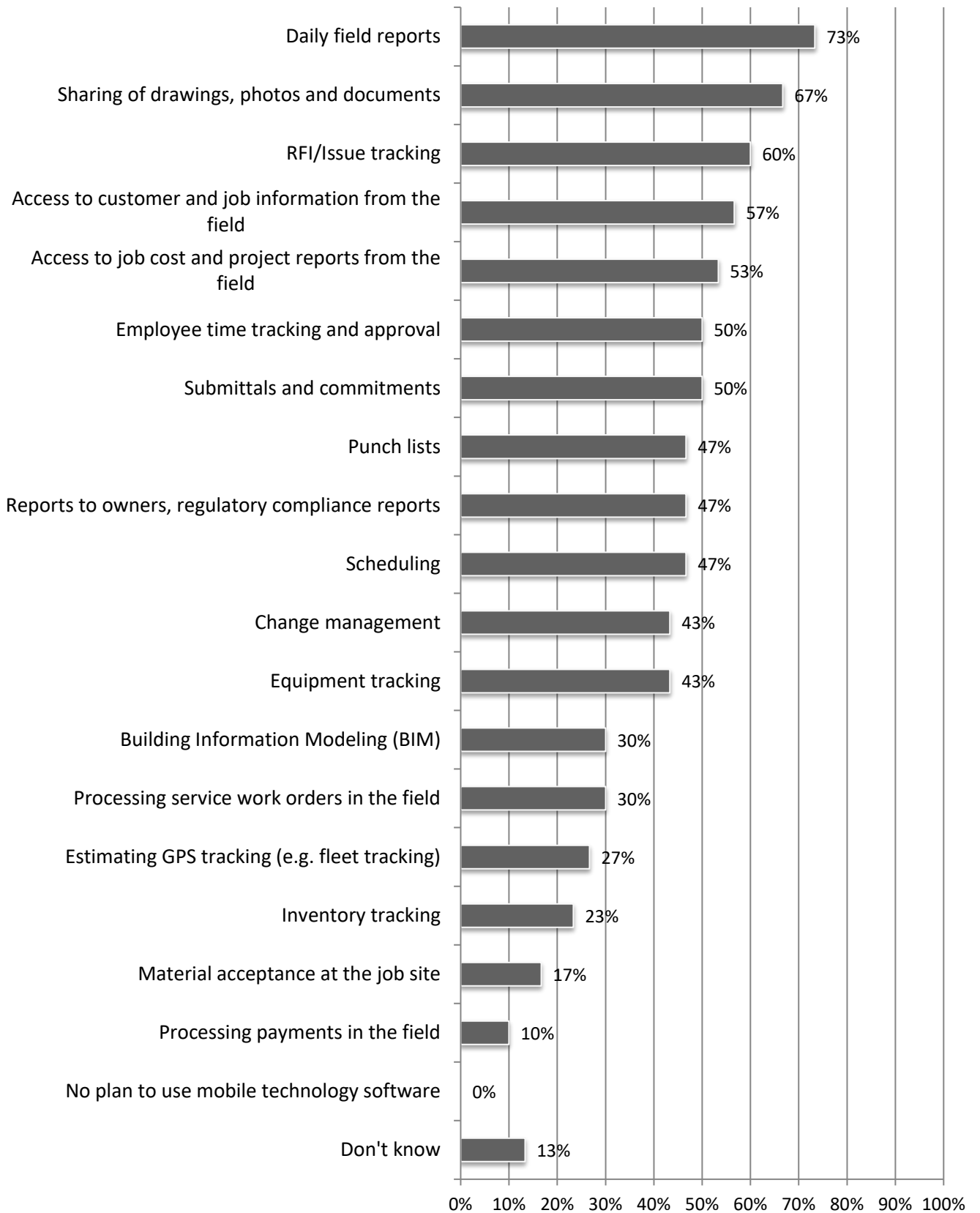
12. Does your company invest in: Responses: 29

	Initial Investment	Increased Investment	Decreased Investment	No Investment
Artificial intelligence	15%	7%	0%	78%
Robotics	0%	11%	4%	85%
Drones	7%	28%	3%	62%
Autonomous equipment or vehicles	4%	8%	0%	89%
3-D printing	4%	4%	0%	93%
Offsite production	4%	26%	0%	70%

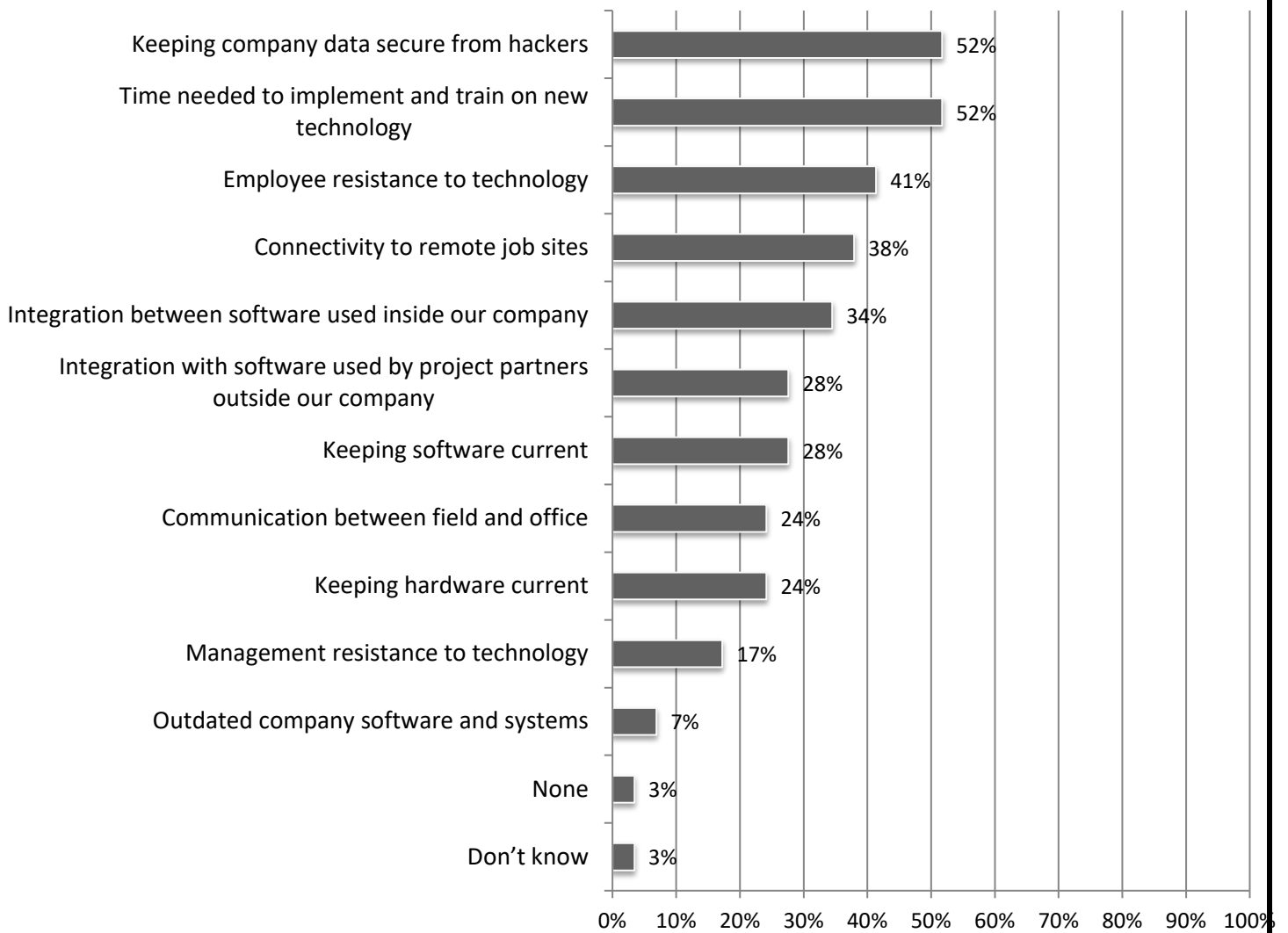
13. Compared to 2024, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 31

	Increase	Decrease	No change
Accounting software	50%	0%	50%
Estimating software	48%	3%	48%
Project management software	39%	0%	61%
Fleet tracking/management software	31%	0%	69%
Document management software	30%	0%	70%
Client relationship management (CRM) software	28%	0%	72%
Building Information Modeling (BIM)	23%	0%	77%
Project collaboration software	22%	0%	78%
Scheduling software	22%	0%	78%
Tool/asset management/tracking	20%	0%	80%
Subcontractor bid management/ITB software	19%	0%	81%
Payroll software	18%	4%	79%
Service management software	16%	0%	84%
Human resources (HR) software	14%	0%	86%
Prequalification software	10%	0%	90%

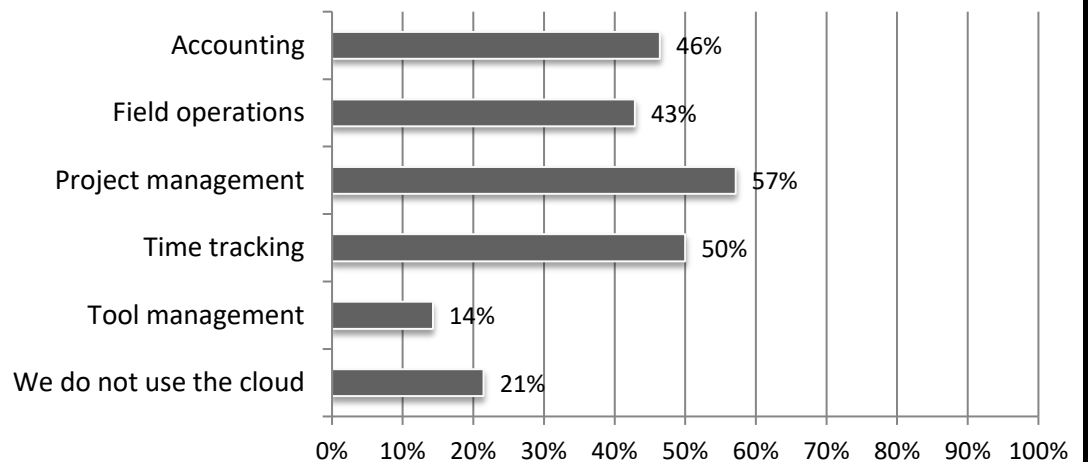
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 30



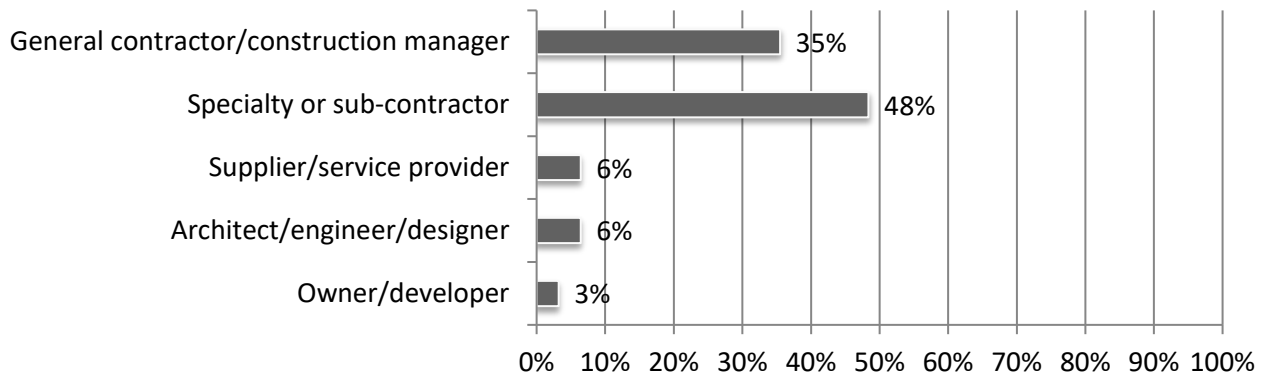
15. What are your biggest IT challenges (mark all that apply)? Responses: 29



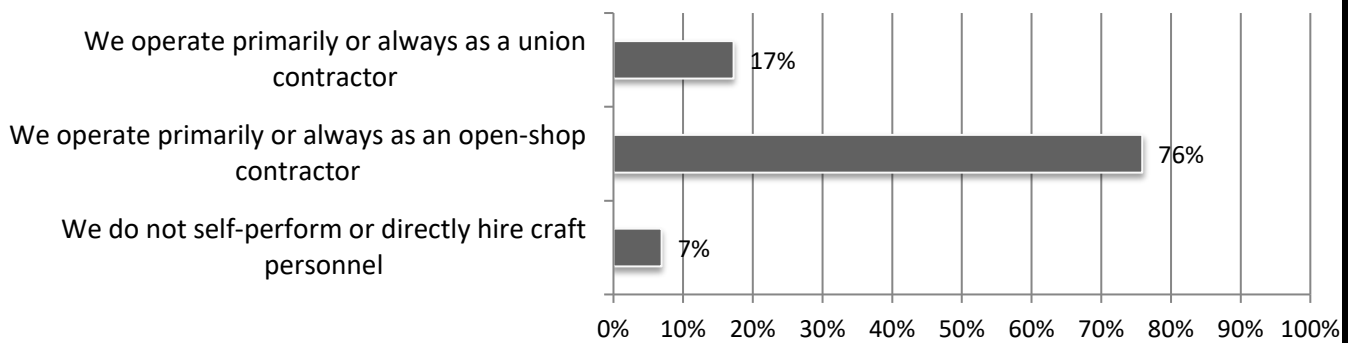
16. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)? Responses: 28



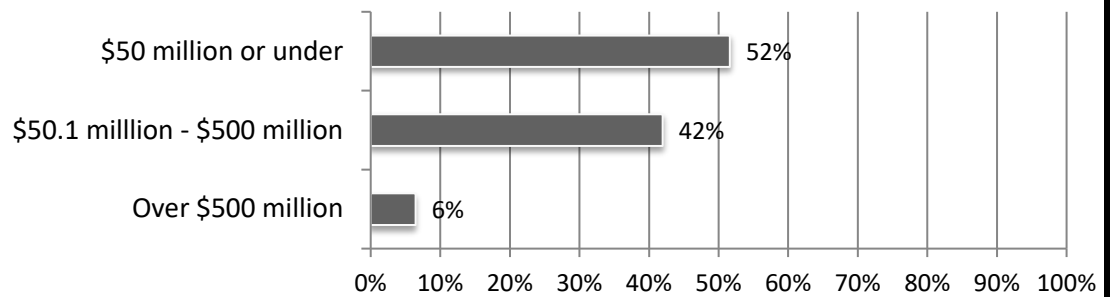
17. What best describes your firm? Responses: 31



18. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor? Responses: 29



19. Estimate the total dollar amount of work your firm performed in 2023. Responses: 31



20. How many total employees does your firm employ at all of its locations? Responses: 31

