

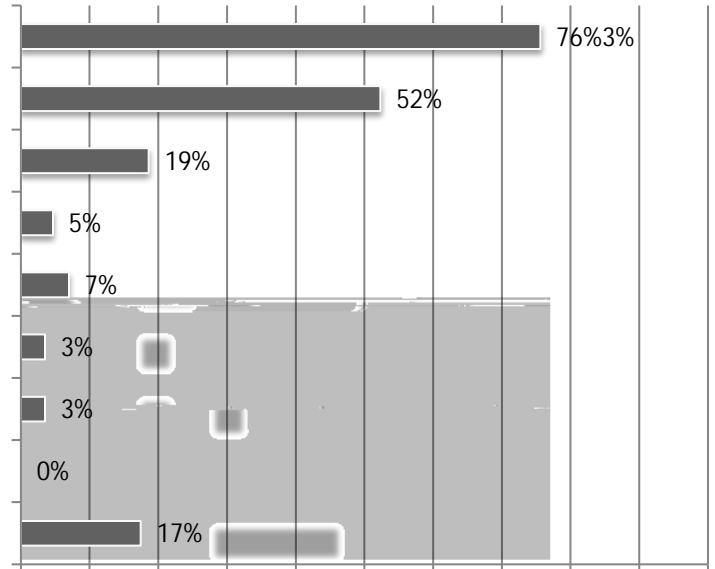
## 2023 Construction Outlook Northeast Survey Results

*Total Responses: 86. 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: 86

Market	Higher	Lower	Same	Net*	US Net
Transportation (e.g., transit, rail, airport)	52%	11%	37%	41%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	54%	13%	33%	40%	37%
Bridge/Highway	48%	13%	38%	35%	42%
Other	33%	0%	67%	33%	10%
Water/Sewer	43%	14%	43%	30%	38%
Power	38%	18%	44%	21%	28%
Other Healthcare	37%	18%	45%	20%	28%
Hospital	35%	18%	47%	18%	23%
Data Center	33%	17%	50%	17%	12%
Higher Education	40%	25%	35%	15%	16%
Public Building	30%	20%	50%	11%	23%
Manufacturing	35%	29%	35%	6%	14%
K-12 School	26%	26%	48%	0%	16%
Multifamily Residential	32%	43%	26%	-11%	14%
Lodging	18%	41%	41%	-23%	-4%
Warehouse	20%	44%	36%	-24%	10%
Private Office	14%	55%	31%	-41%	-21%
Retail	15%	66%	20%	-51%	-22%

2. What percent change do you expect in your headcount in 2023? Responses: 86



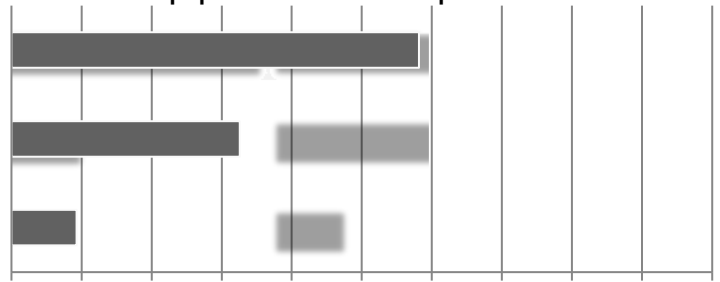
3. How would you describe your current situation in filling salaried and hourly craft positions?  
Responses: 86

4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 86

5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 86

6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 84

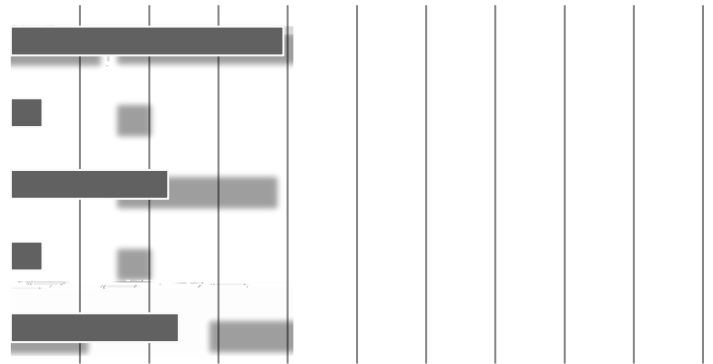
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 86



8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 86

9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 86

10. If projects were postponed or canceled, what was the main reason? Responses: 66



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 86

12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 79

13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 82

	Increase	Decrease	No change
Document management software	43%	1%	55%
Project management software	39%	1%	59%
Accounting software	32%	0%	68%
Estimating software	31%	0%	69%
Tool/asset management/tracking	29%	0%	71%
Scheduling software	28%	2%	71%
Human resources (HR) software	25%	0%	75%
Building Information Modeling (BIM)	24%	2%	75%
Fleet tracking/management software	23%	2%	75%
Client relationship management (CRM) software	23%	0%	77%
Payroll software	22%	0%	78%
Project collaboration software	21%	2%	78%
Prequalification software	15%	0%	85%
Subcontractor bid management/ITB software	10%	0%	90%
Service management software	7%	2%	91%

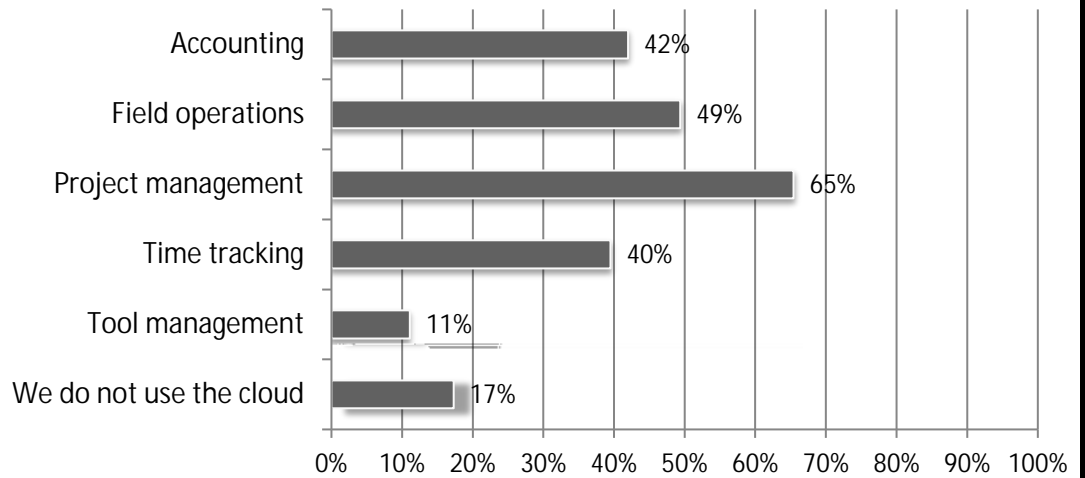


15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 86

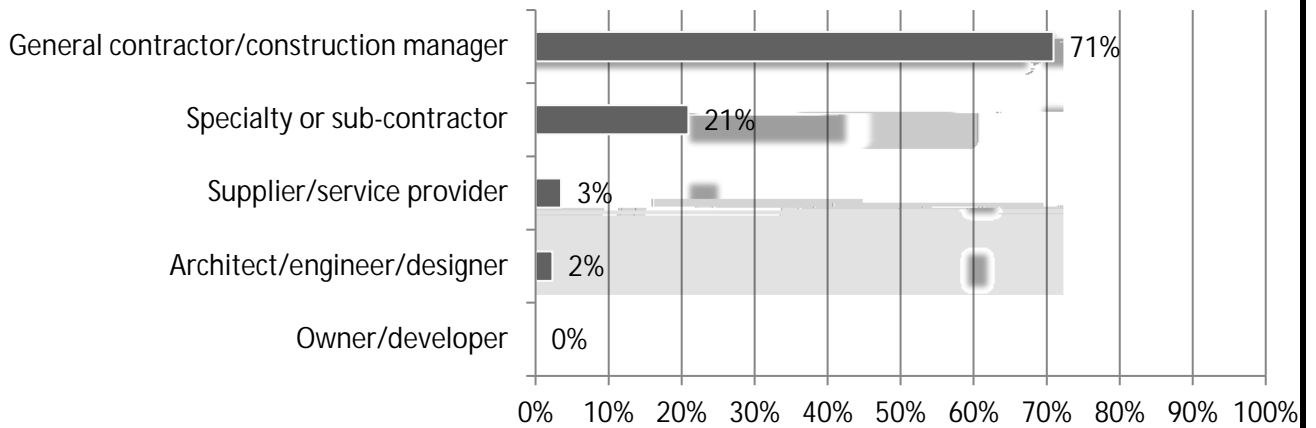


17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)?

Responses: 81

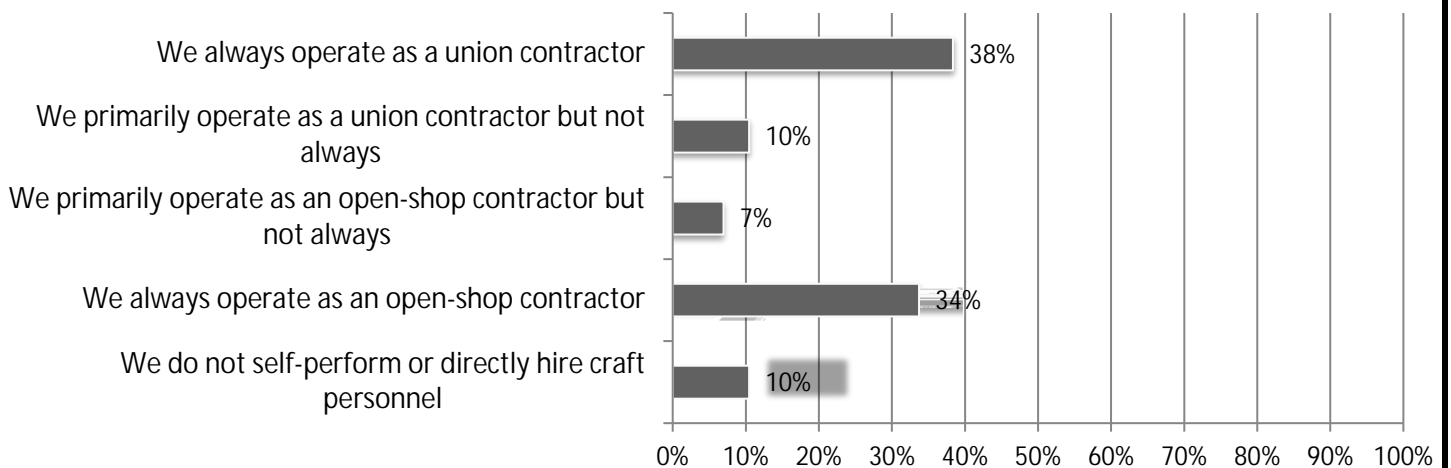


18. What best describes your firm? Responses: 86

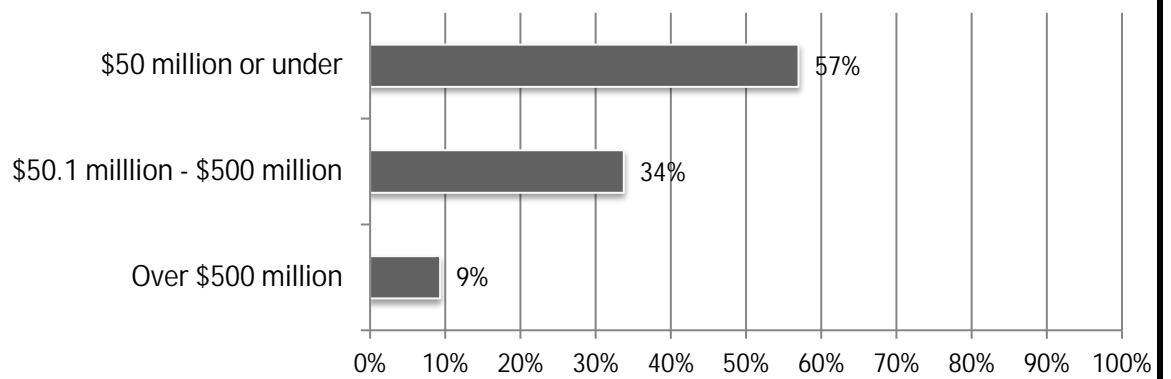


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 86



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 86



21. How many total employees does your firm employ at all of its locations? Responses: 86

