

2023 Construction Outlook Union Survey Results

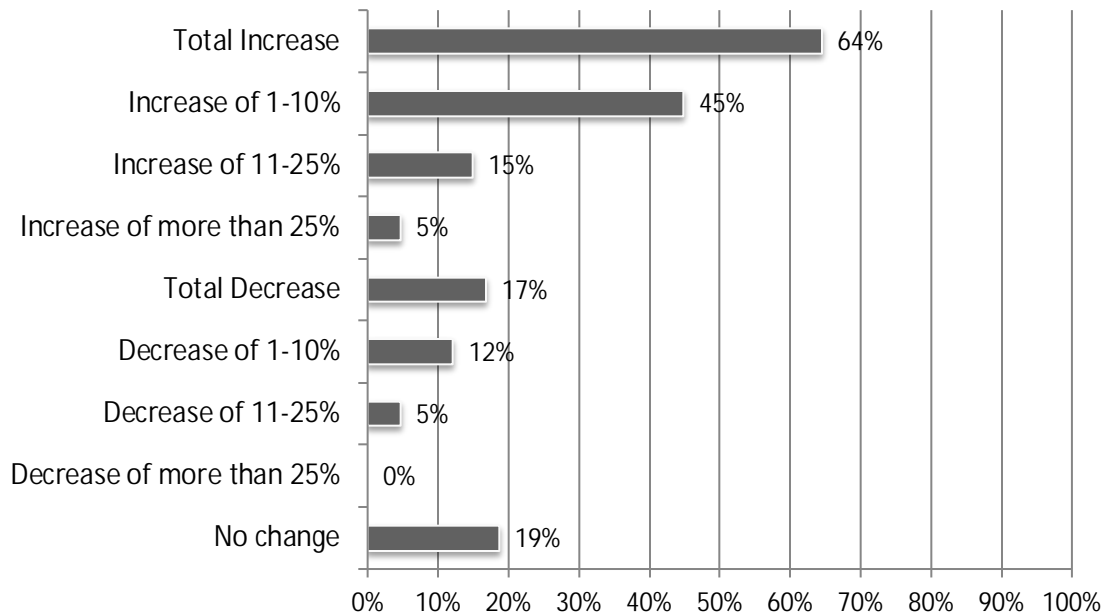
Total Responses: 214. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

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: 213

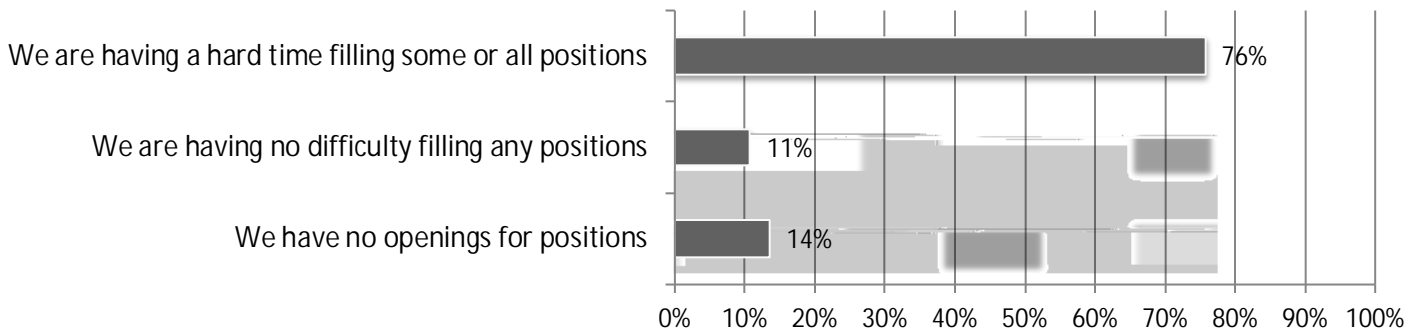
Market	Higher	Lower	Same	Net*	US Net
Transportation (e.g., transit, rail, airport)	51%	9%	40%	43%	42%
Bridge/Highway	52%	9%	39%	42%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	50%	11%	40%	39%	37%
Water/Sewer	47%	9%	44%	38%	38%
Power	46%	11%	43%	35%	28%
Other Healthcare	42%	15%	43%	27%	28%
Higher Education	40%	15%	45%	26%	16%
Hospital	39%	19%	42%	19%	23%
Public Building	36%	21%	44%	15%	23%
Manufacturing	36%	23%	41%	13%	14%
Data Center	32%	22%	45%	10%	12%
Other	17%	9%	74%	9%	10%
K-12 School	31%	28%	41%	4%	16%
Warehouse	31%	32%	37%	-1%	10%
Multifamily Residential	28%	34%	38%	-5%	1%
Lodging	21%	34%	45%	-13%	-4%
Private Office	17%	47%	37%	-30%	-21%
Retail	16%	51%	33%	-35%	-22%

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

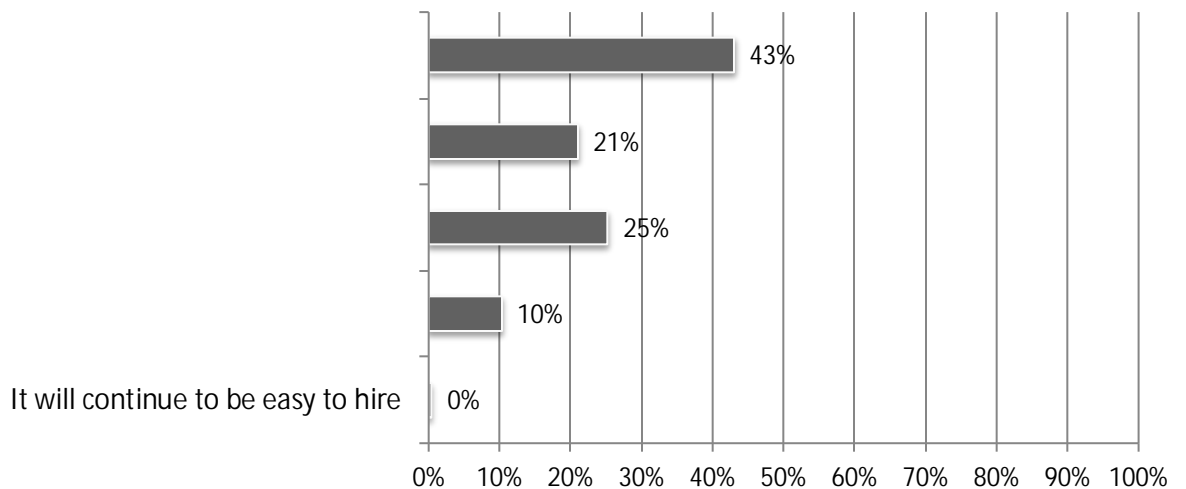
2. What percent change do you expect in your headcount in 2023? Responses: 214



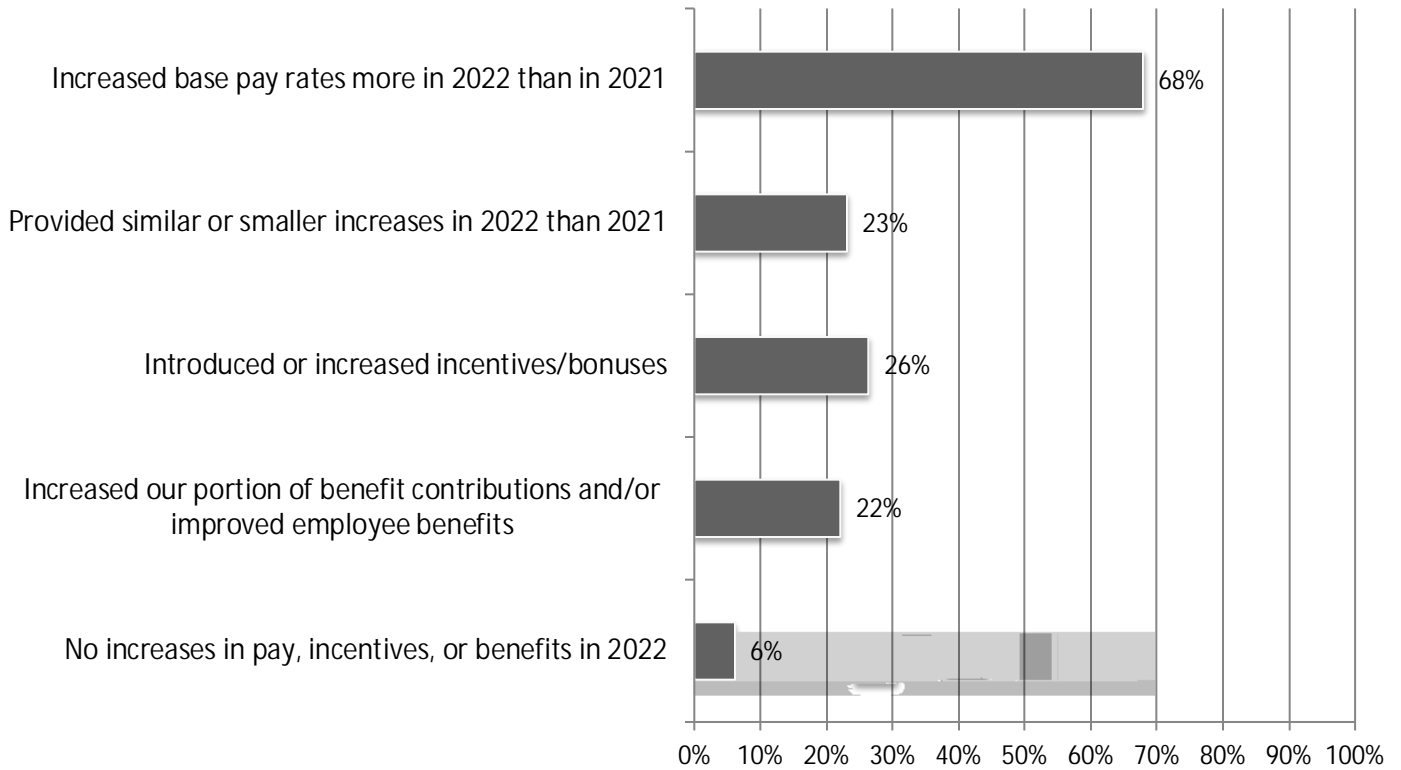
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 214



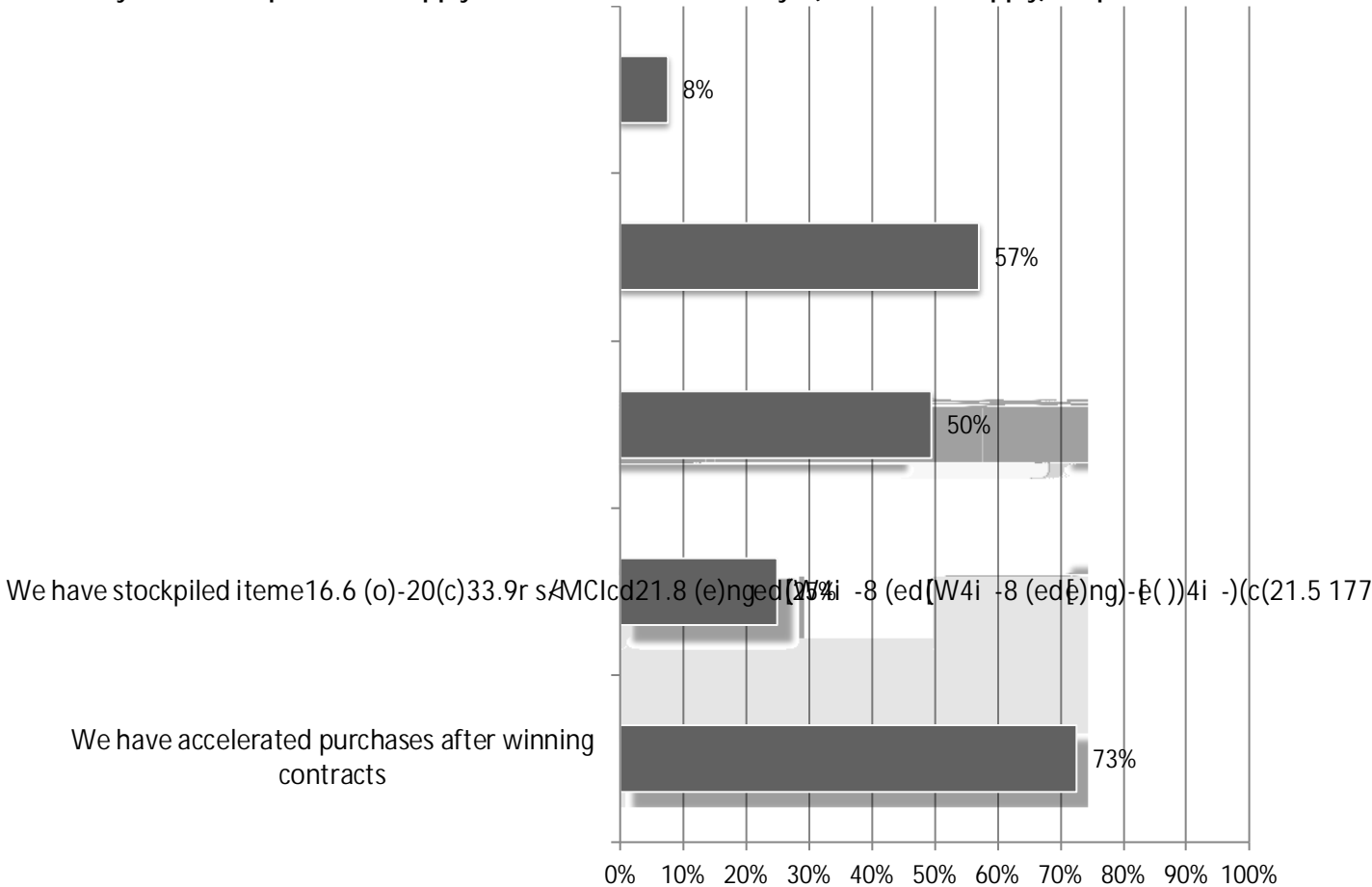
4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 214



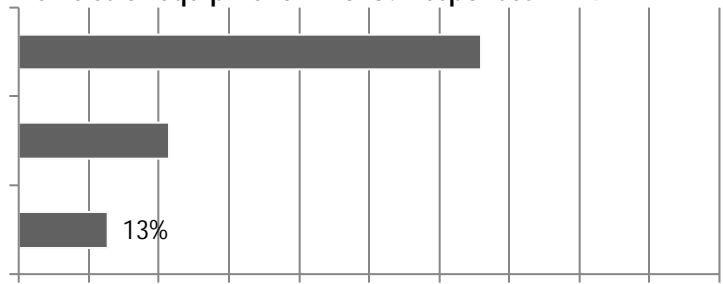
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 212



6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 212



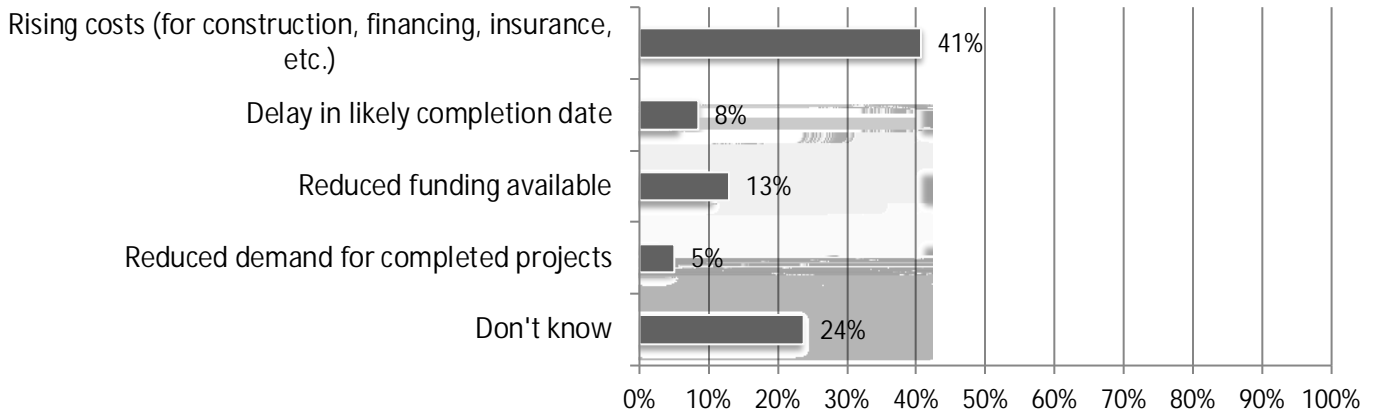
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 214



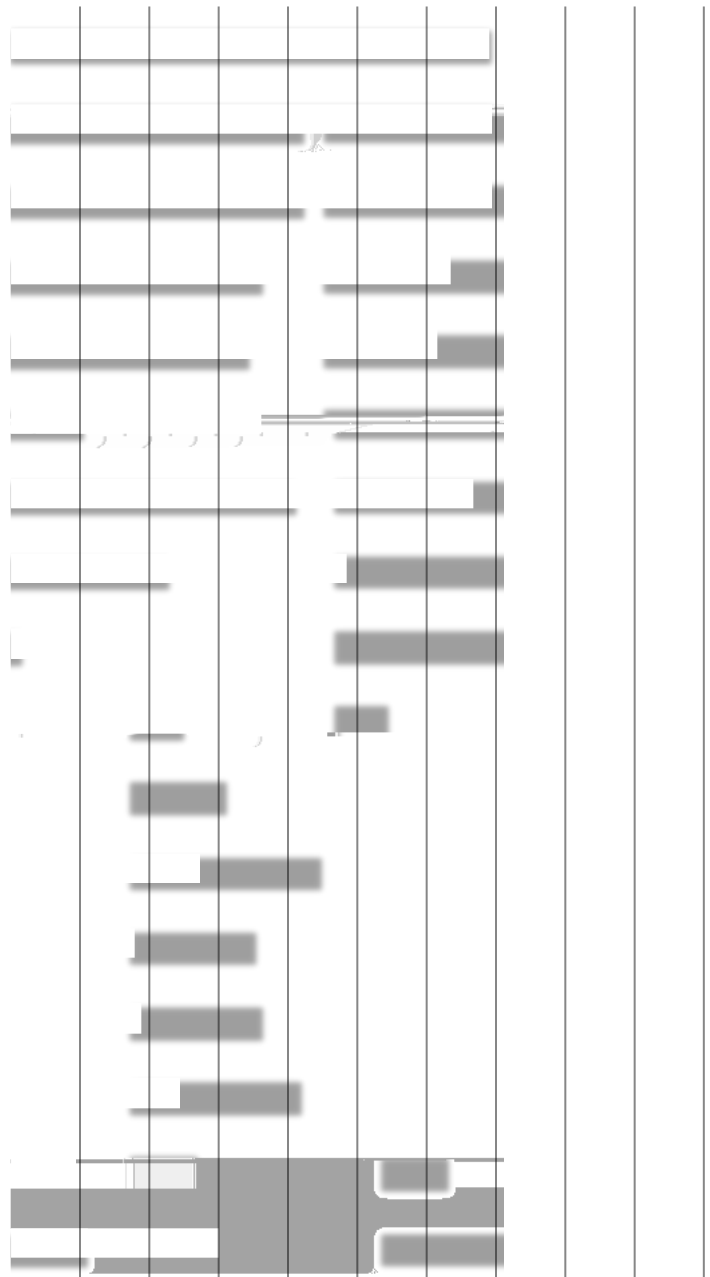
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 214

9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 214

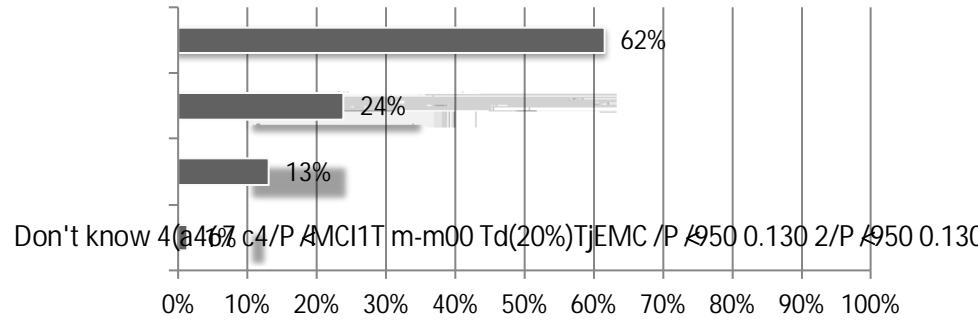
10. If projects were postponed or canceled, what was the main reason? Responses: 177



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 213



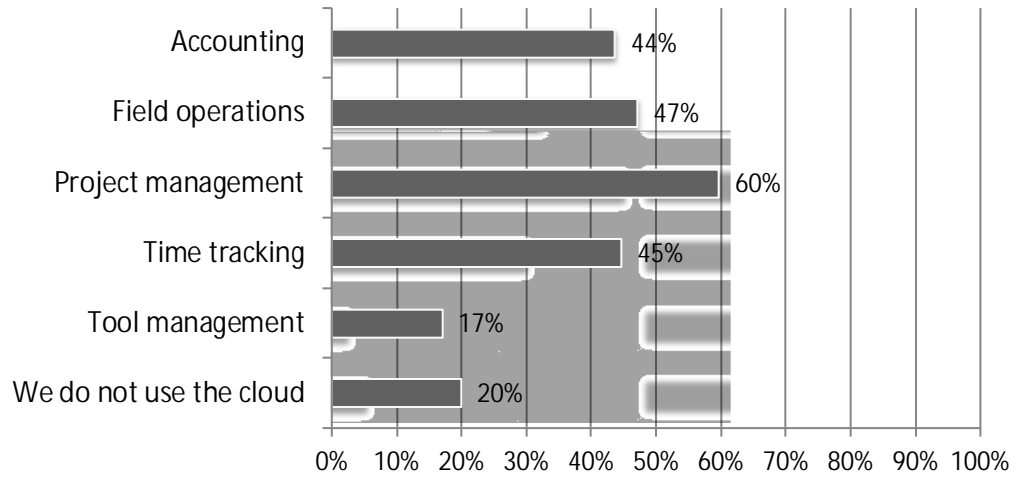
15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 213



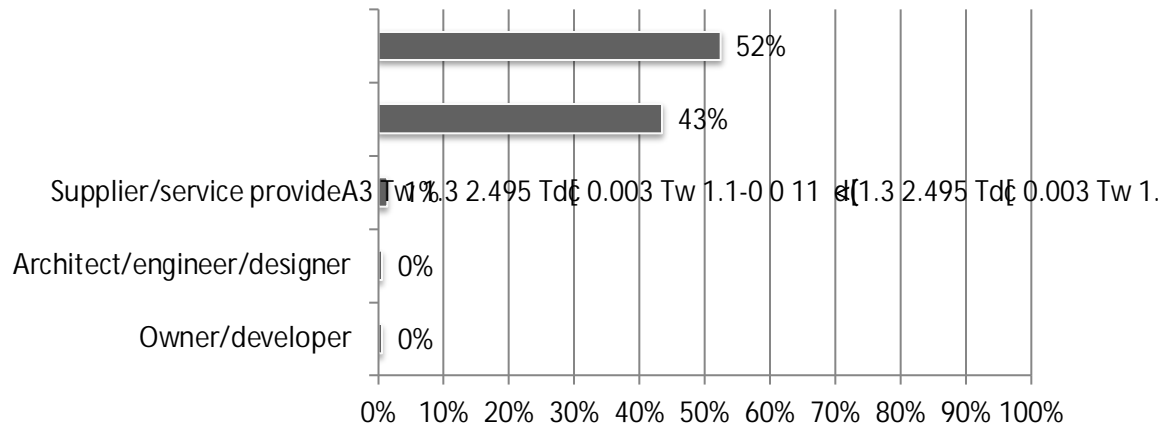
16. What are your biggest IT challenges (mark all that apply)? Responses: 210

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

Responses: 206



18. What best describes your firm? Responses: 214



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

Responses: 214

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