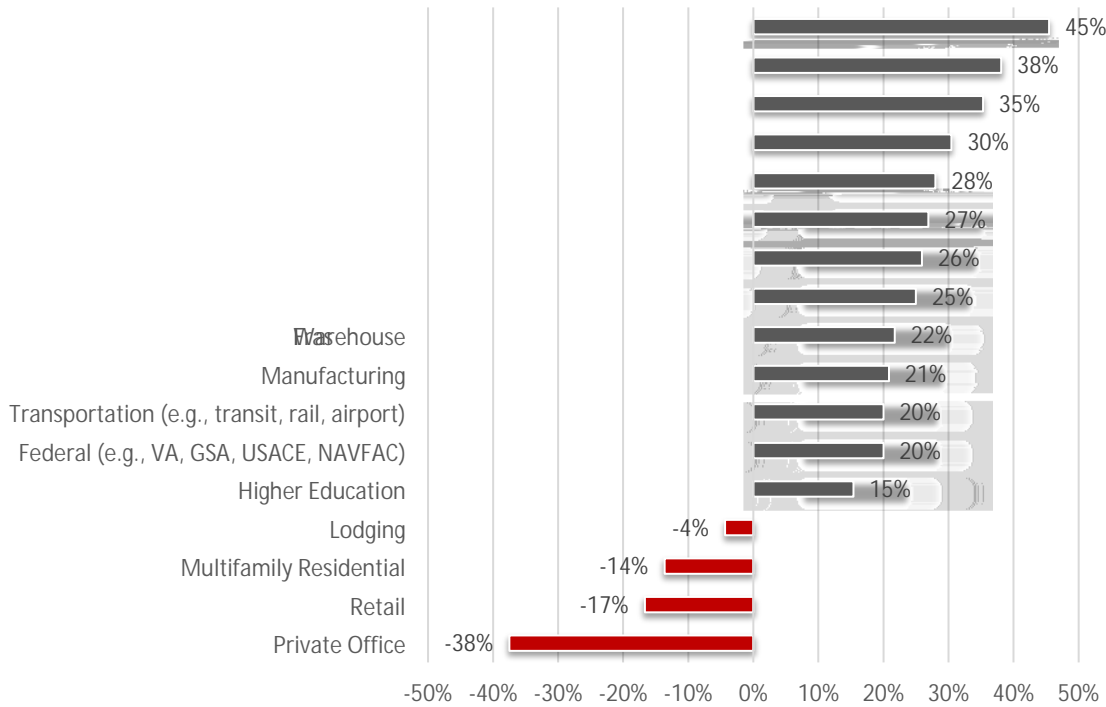




2024 Construction Outlook Virginia Survey Results

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

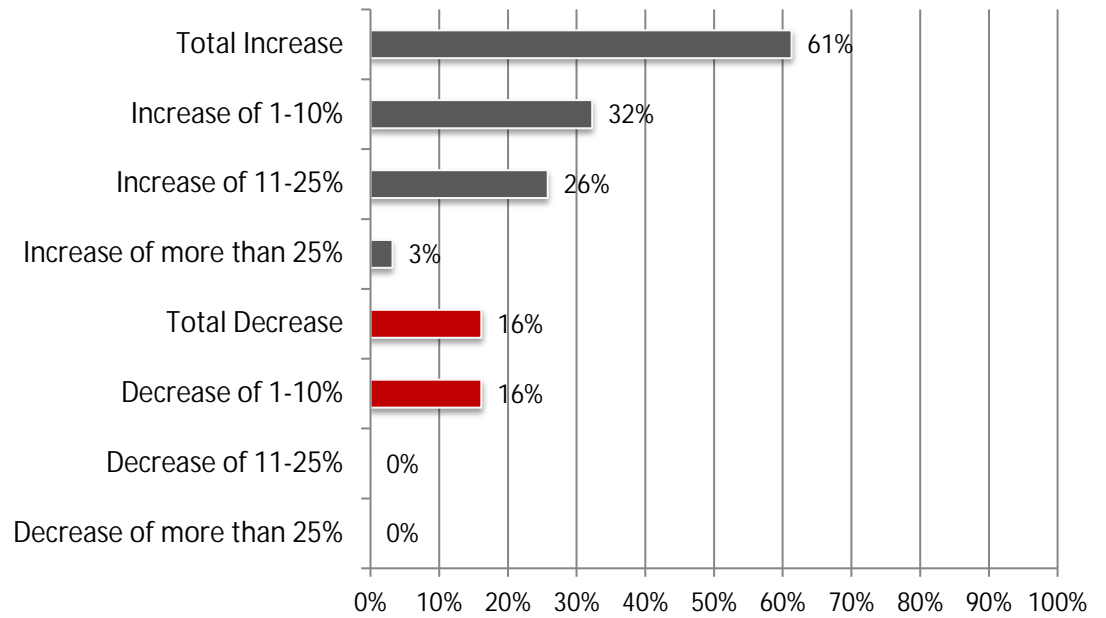


Market Area	Higher	Lower	Same
Warehouse	55%	9%	36%
Manufacturing	52%	14%	33%
Transportation (e.g., transit, rail, airport)	47%	12%	41%
Federal (e.g., VA, GSA, USACE, NAVFAC)	35%	4%	61%
Higher Education	48%	20%	32%
Lodging	42%	15%	42%
Multifamily Residential	44%	19%	37%
Retail	35%	10%	55%
Private Office	39%	17%	43%

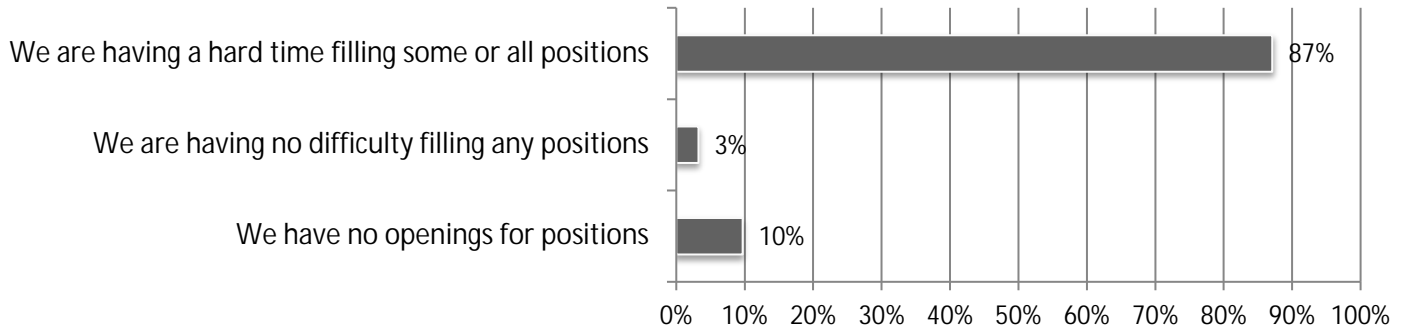
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**Net equals difference between number of "Higher" and "Lower" responses as percent of total.*

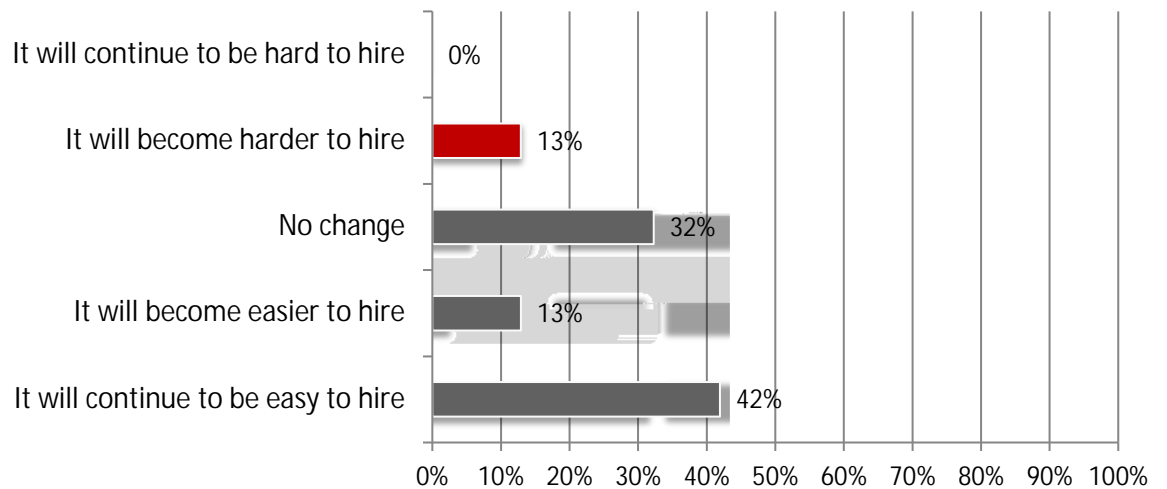
2. What percentage change do you expect in your headcount in 2024? Responses: 31



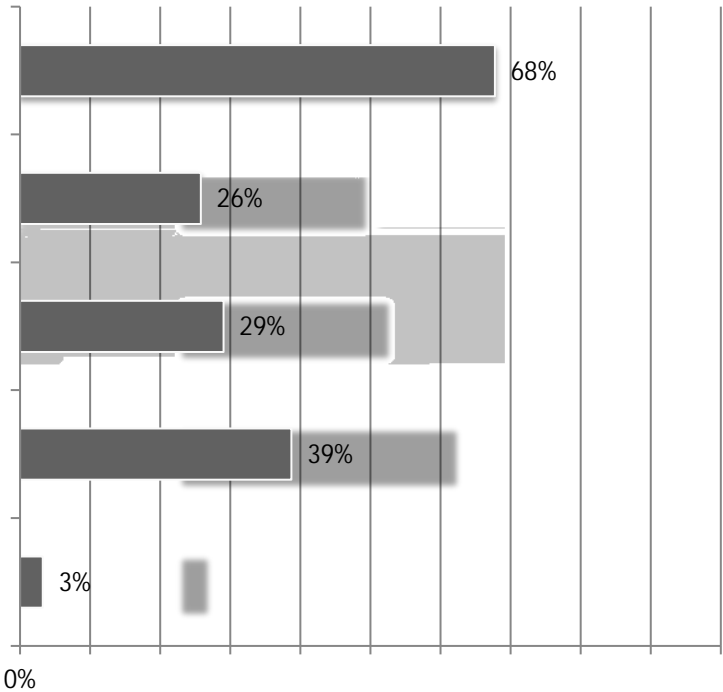
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 31



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

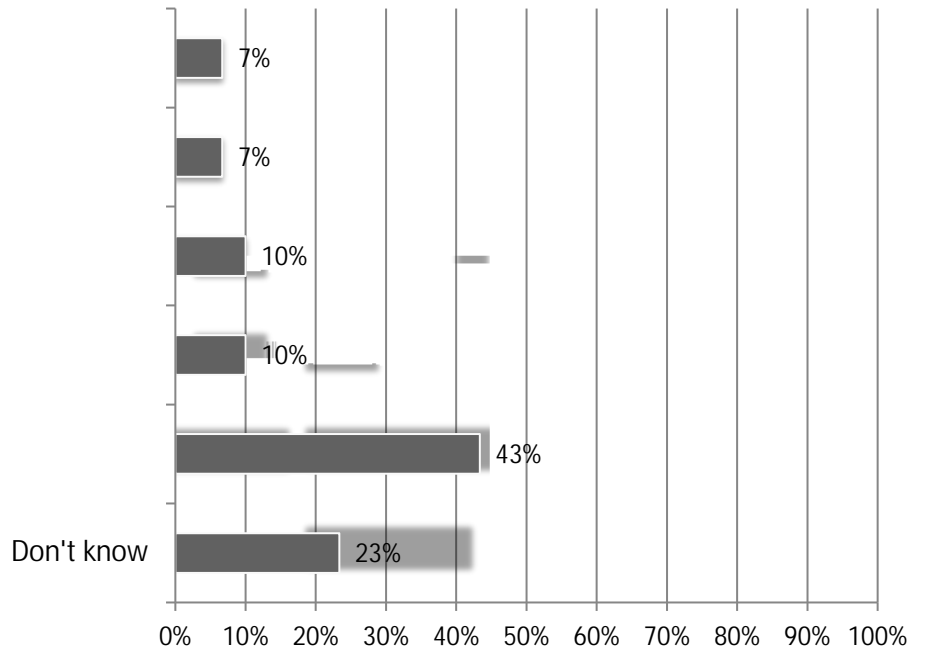


5. What changes did your firm make in pay or benefits in 2023? (mark all that apply) Responses: 31



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

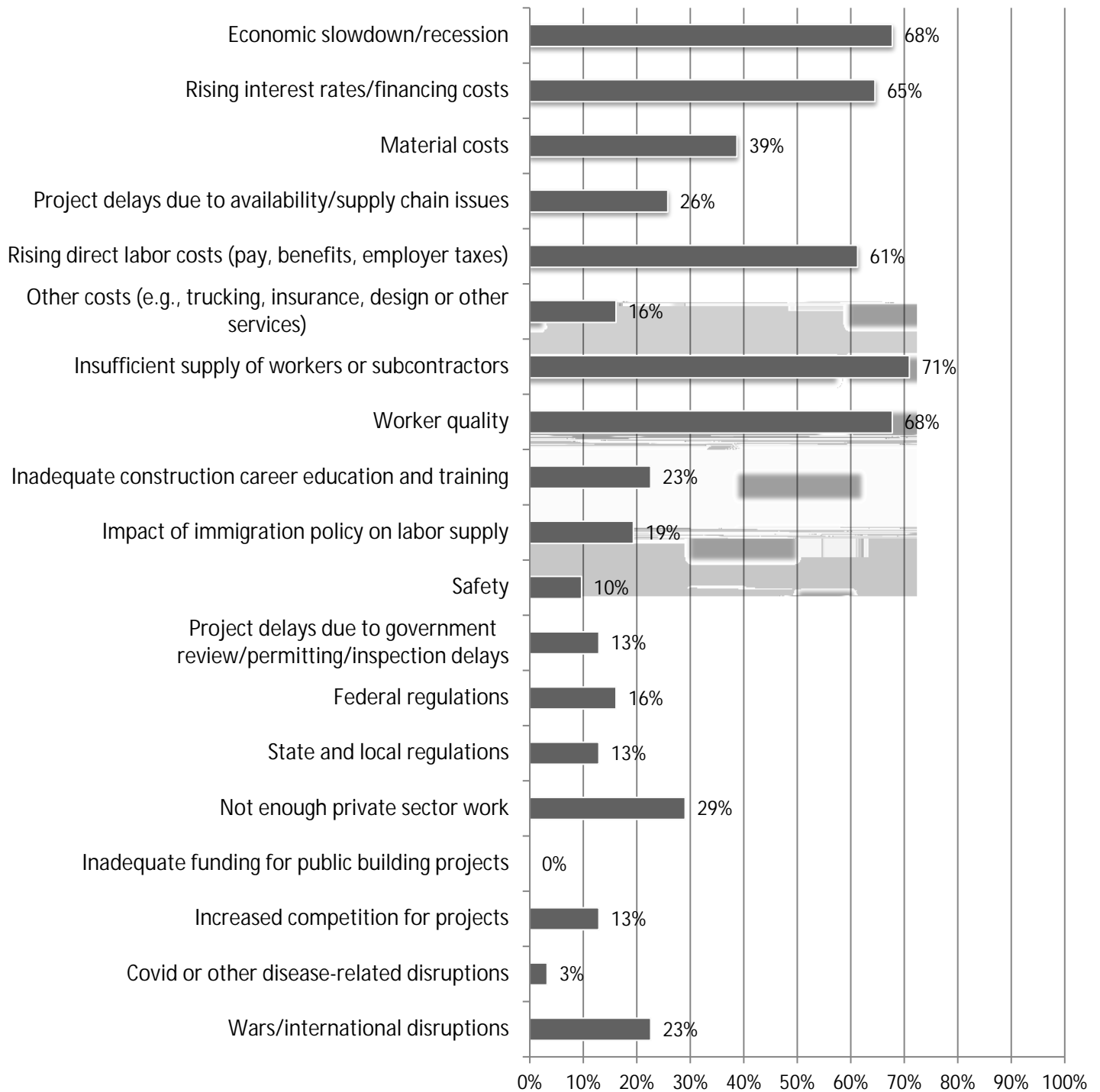
7. What difference, if any, has the Infrastructure Investment and Jobs Act (also known as the Bipartisan Infrastructure Law), made to your business? Responses: 30



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

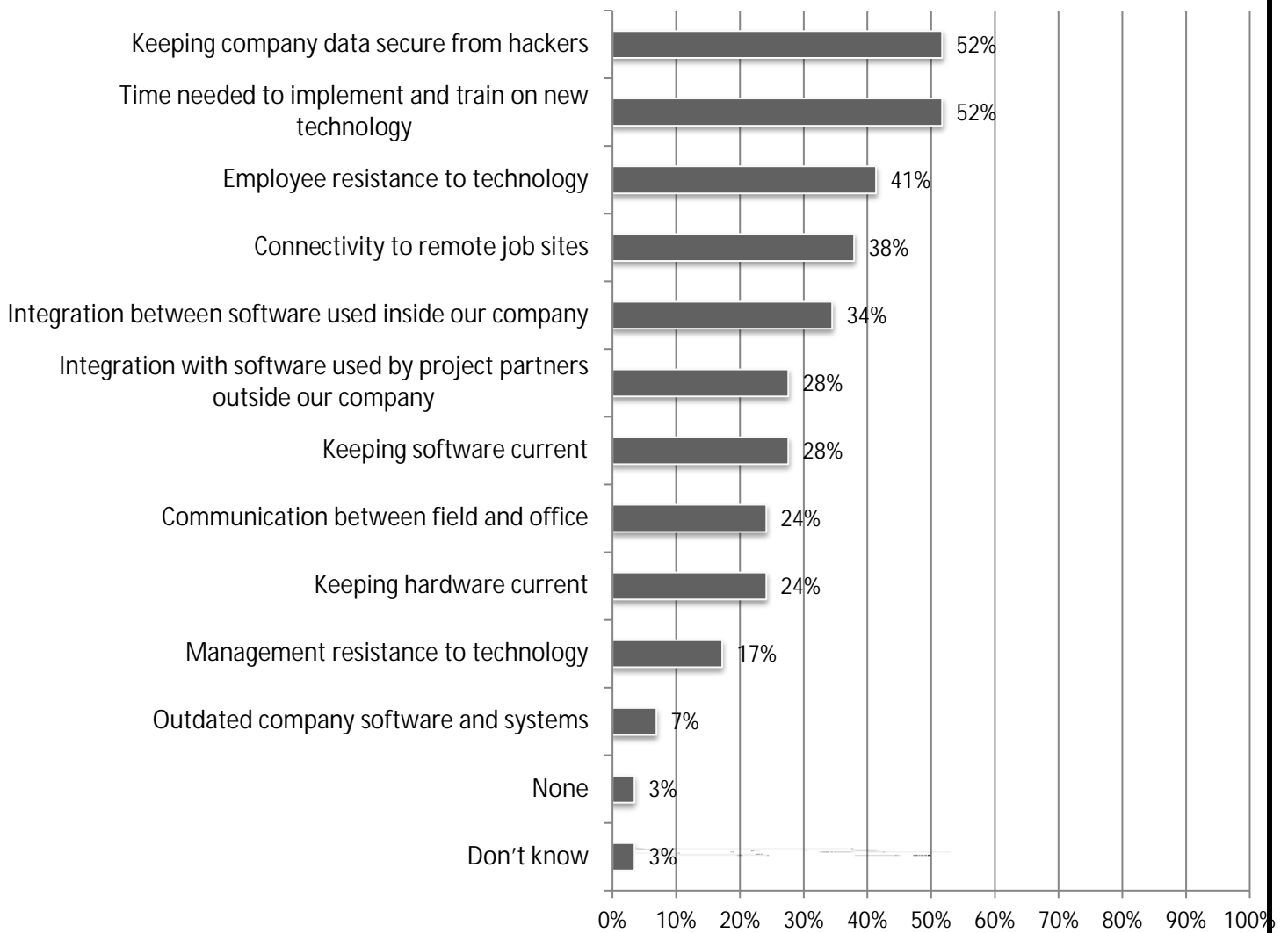
12. Does your company invest in: Responses: 29

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%

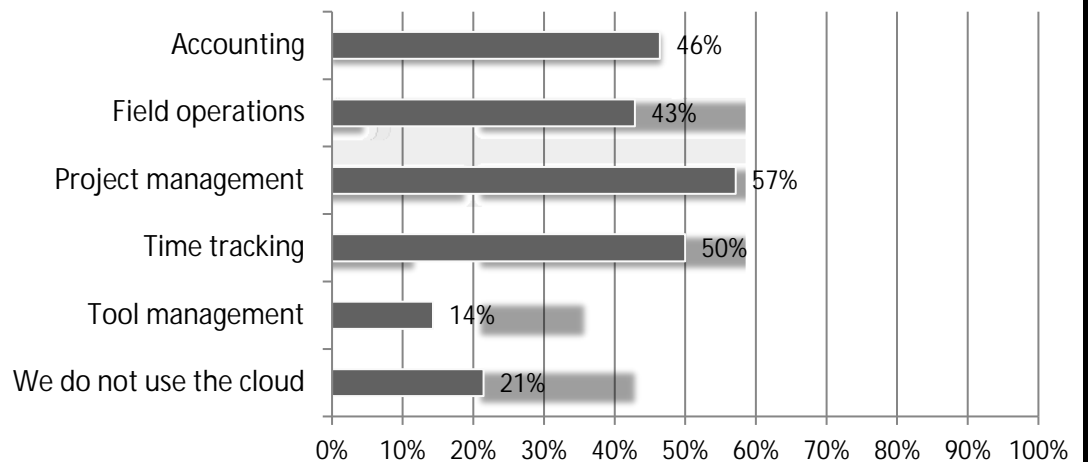
13. Compared to 2024, will your firm's 2023 investment in the following technologies change? (mark all that apply)

14. How does your company plan to use mobile software technology? (mark all thm do/395p (l)-8 (y)-8.2)4.

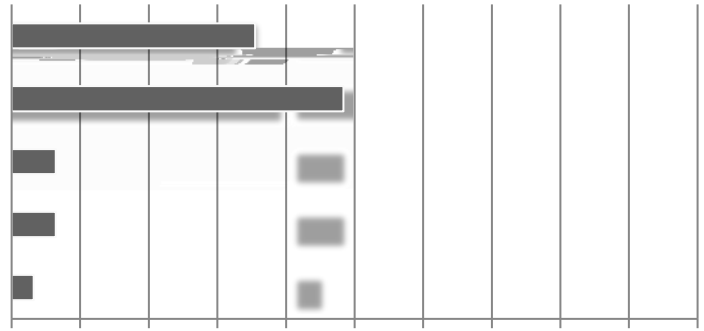
15. What are your biggest IT challenges (mark all that apply)? Responses: 29



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