



2023 Construction Outlook Georgia Survey Results

Total Responses 33 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 33

Market	Higher	Lower	Same	Net*	US Net
Other Healthcare	57%	0%	43%	57%	28%
Hospital	44%	0%	56%	44%	23%
Water/Sewer	50%	7%	43%	43%	38%
Data Center	48%	10%	43%	38%	12%
Federal (e.g., VA, GSA, USACE, NAVFAC)	44%	6%	50%	38%	37%
Transportation (e.g., transit, rail, airport)	47%	12%	41%	35%	42%
K-12 School	42%	11%	47%	32%	16%
Public Building	43%	19%	38%	24%	23%
Higher Education	36%	16%	48%	20%	16%
Bridge/Highway	14%	0%	86%	14%	42%
Manufacturing	44%	33%	22%	11%	14%
Other	22%	11%	67%	11%	10%
Lodging	42%	32%	26%	11%	Wur
		40%	25%	-5%	-22%
Multifamily Residential	35%	41%	24%	-6%	1%
Private Office	23%	45%	32%	-23%	-21%

*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 33

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

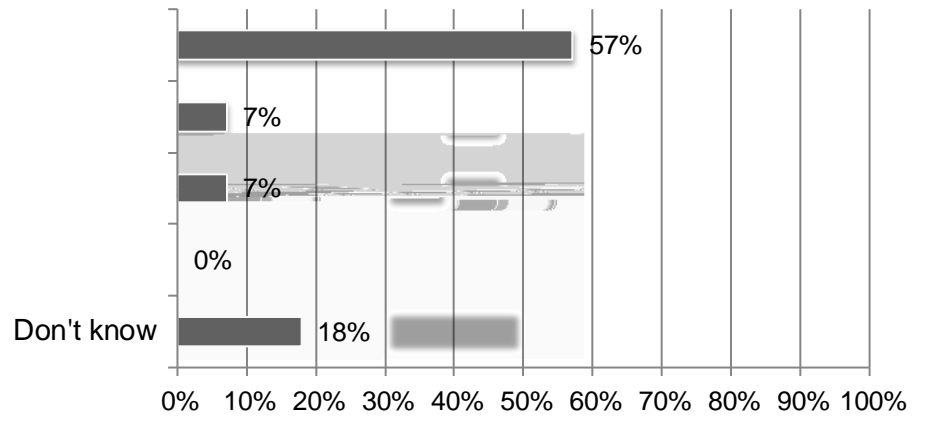
5. What

7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses 33

8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses 33

9. Did an owner

10. If projects were postponed or canceled, what was the main reason? Responses: 28



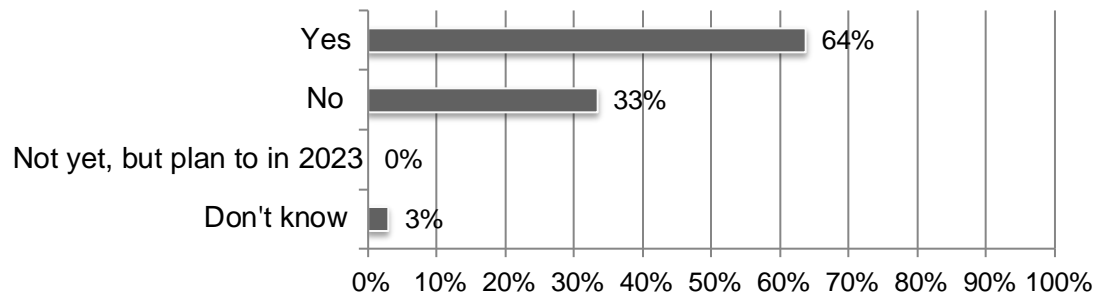
11. What are your biggest concerns for 2023? (mark all that apply) Responses: 33

12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses31

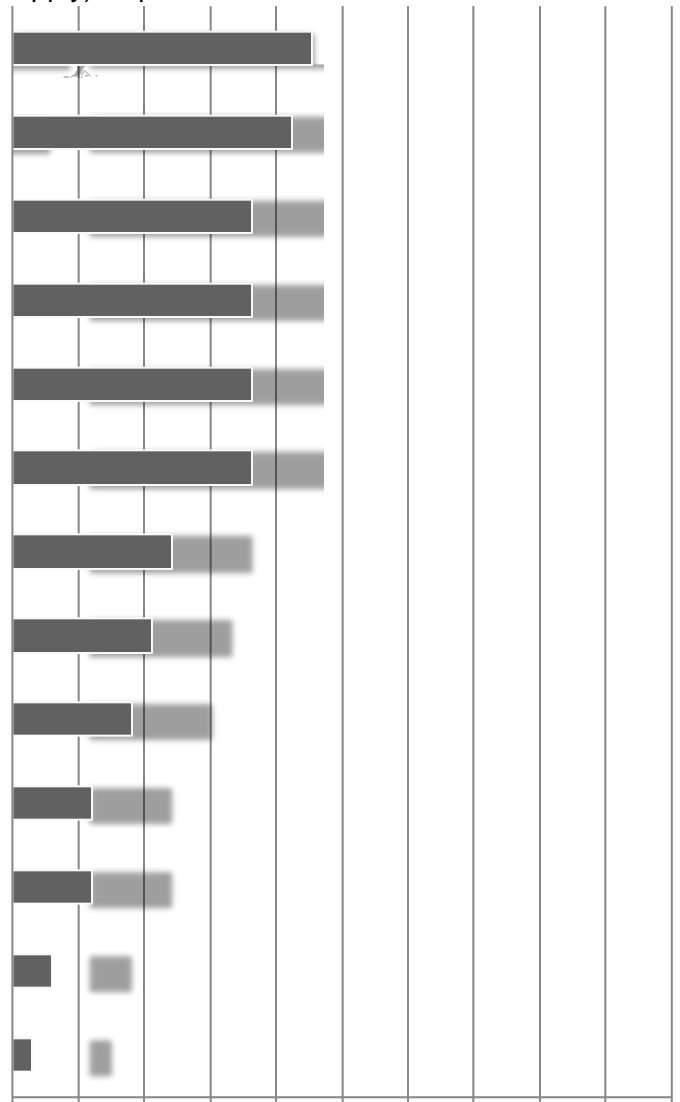
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses33

	Increase	Decrease	No change
Building Information Modeling (BIM)	30%	3%	67%
Project management software	25%	3%	72%
Estimating software	24%	0%	76%
Accounting software	21%	3%	76%
Scheduling software	20%	0%	80%
Payroll software	17%	3%	80%
Project collaboration software	16%	10%	74%
Document management software	16%	3%	81%
Human resources (HR) software	14%	7%	79%
Client relationship management (CRM) software	14%	6%	81%
Fleet tracking/management software	11%	4%	86%
Prequalification software	10%	0%	90%
Subcontractor bid management/ITB software	10%	0%	90%
Tool/asset management/tracking	7%	0%	93%
Service management software	4%	0%	96%

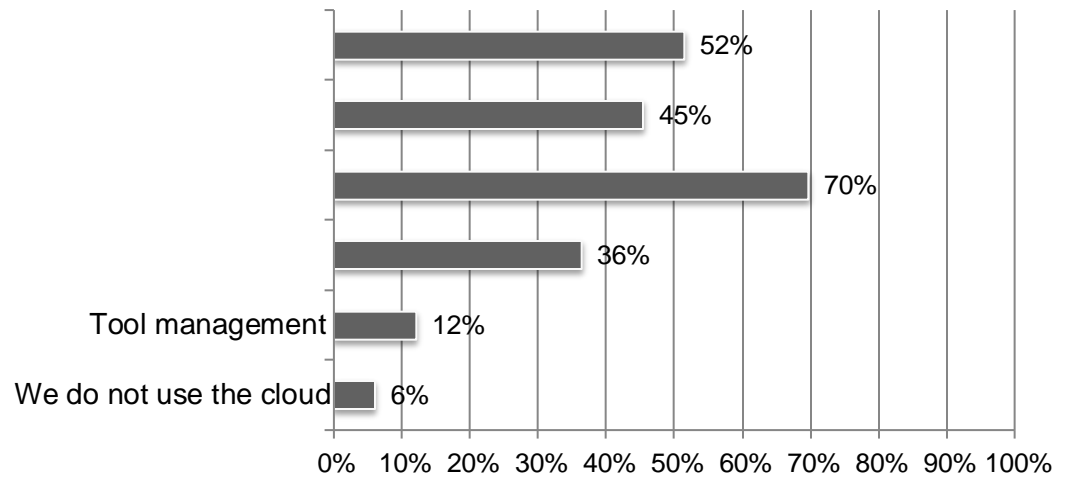
15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 33



16. What are your biggest IT challenges? (Mark all that apply) Responses: 33



17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)
Responses: 33



18. What best describes your firm
Responses: 33

19. When you self-perform construction work, do you operate as a union contractor or an open shop contractor?
Responses: 33

