

## 2023 Construction Outlook Tennessee Survey Results

Total Responses: 22 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

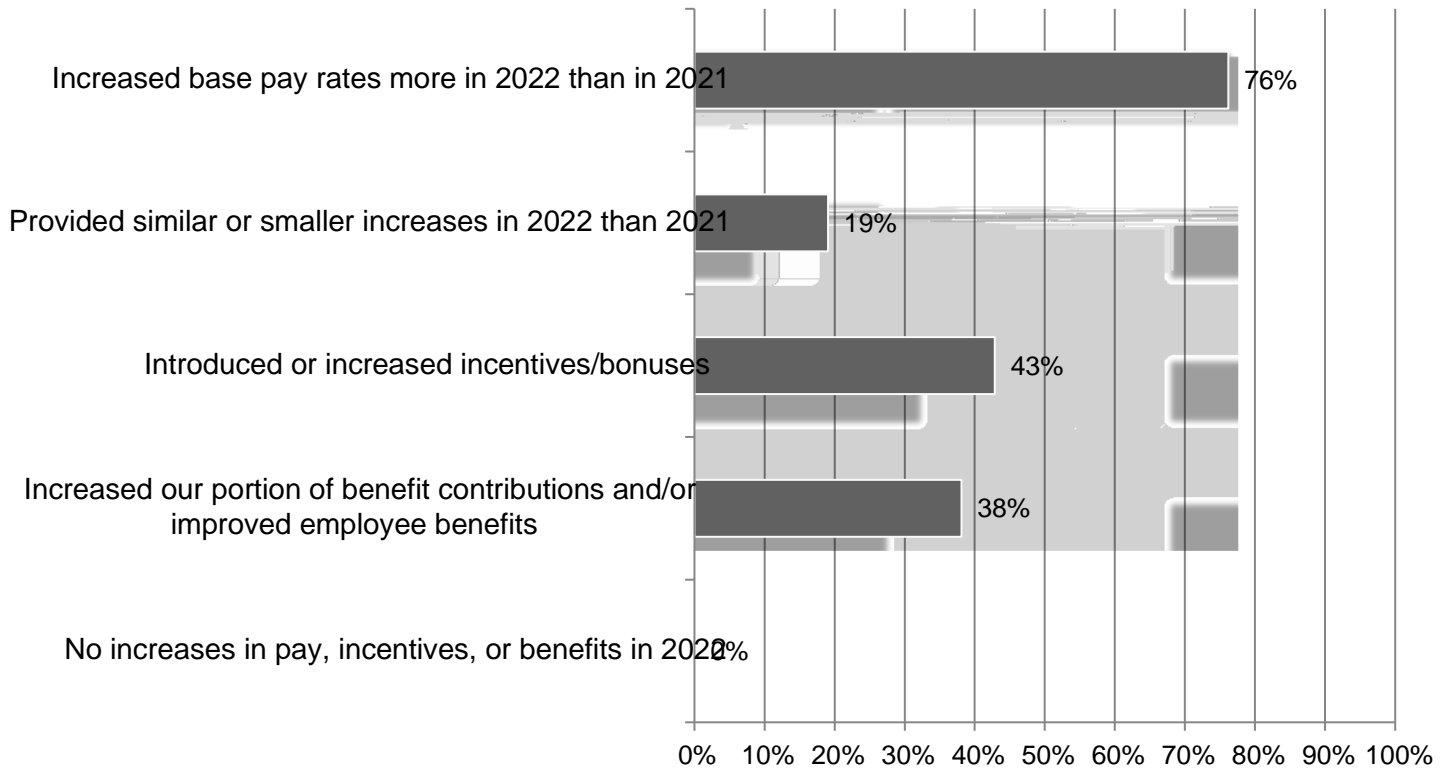
Market	Higher	Lower	Same	Net*	US Net
Water/Sewer	44%	13%	44%	31%	38%
Bridge/Highway	40%	27%	33%	13%	42%
Transportation (e.g., transit, rail, airport)	31%	25%	44%	6%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	29%	24%	47%	6%	37%
Other Healthcare	29%	24%	47%	6%	28%
Public Building	29%	24%	47%	6%	23%
Warehouse	37%	32%	32%	5%	10%
K-12 School	20%	20%	60%	0%	16%
Manufacturing	33%	33%	33%	0%	14%
Multifamily Residential	26%	26%	47%	0%	1%
Hospital	25%	31%	44%	-6%	23%
Lodging	27%	33%	40%	-7%	-4%
Private Office	26%	37%	37%	-11%	-21%
Higher Education	24%	35%	41%	-12%	16%
Power	21%	36%	43%	-14%	28%
Retail	21%	37%	42%	-16%	-22%
Data Center	31%	50%	19%	-19%	12%
Other	0%	67%	33%	-67%	10%

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

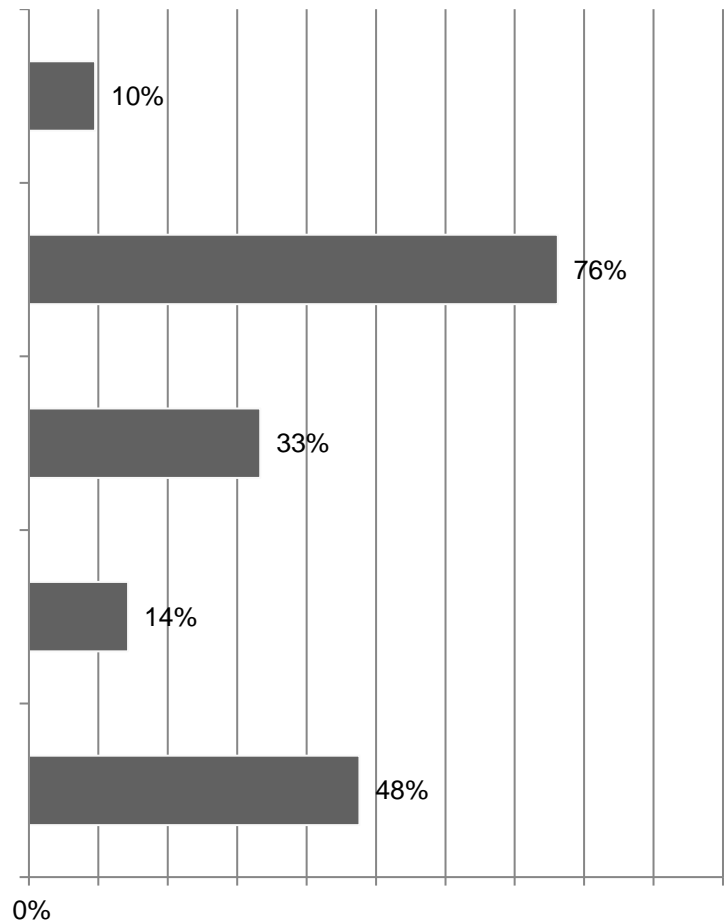
2. What percent change do you expect in your headcount in 2023? Responses 21

3.

5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 21

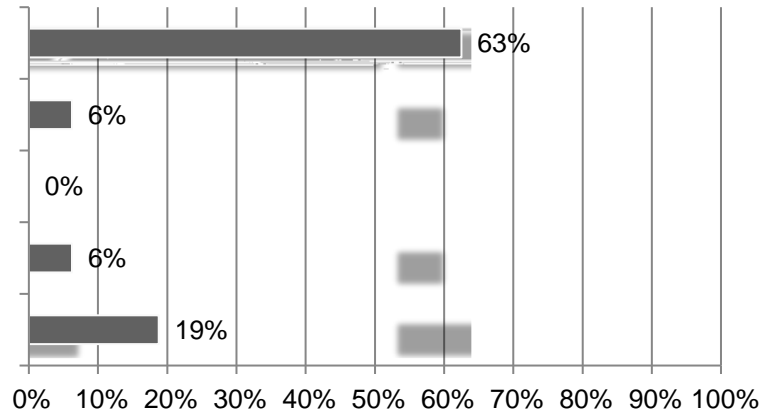


6. How has your firm responded to supply chain issues in 2022, if any? (mark all that apply) Responses: 21





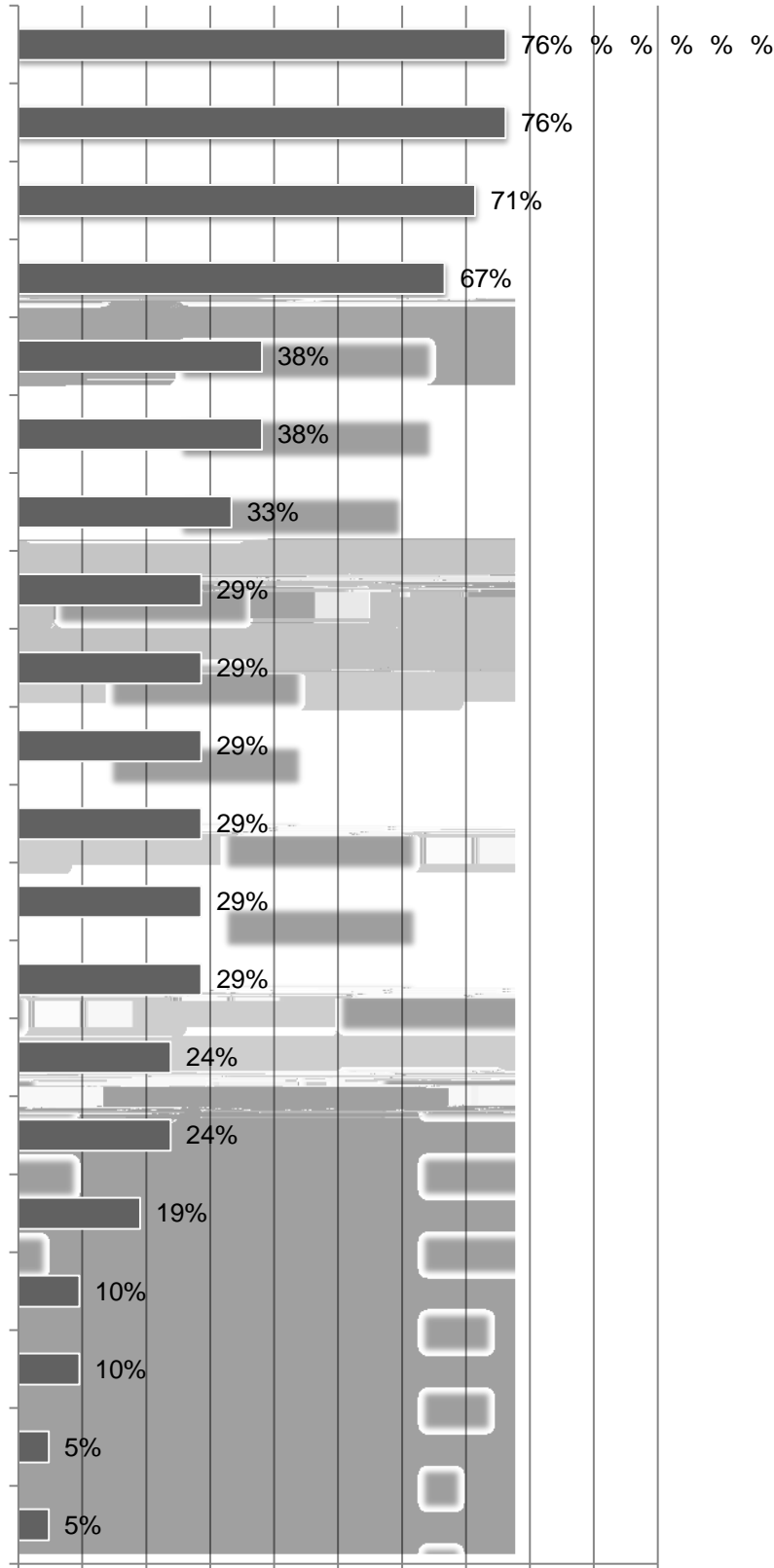
10. If projects were postponed or canceled, what was the main reason? Responses: 16



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 21



14. How does your company plan to use mobile software technology? (mark all that apply) 21 responses



15. Does your firm currently have a formal IT plan to support your



17. Does your firm use cloud

