2023 Construction Outlook Virginia Results

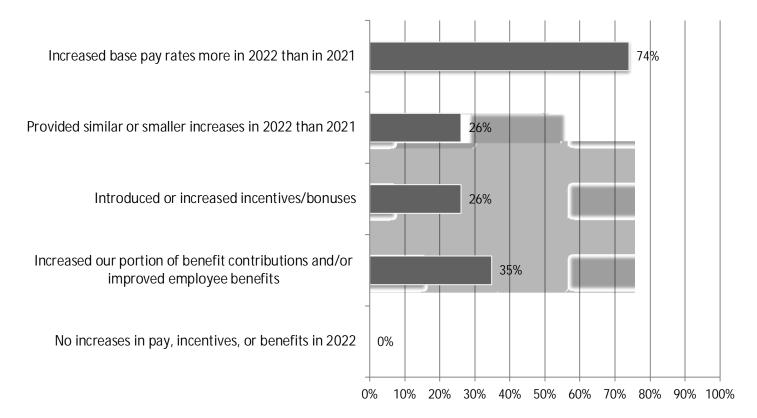
Total Responses: 23. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

1.

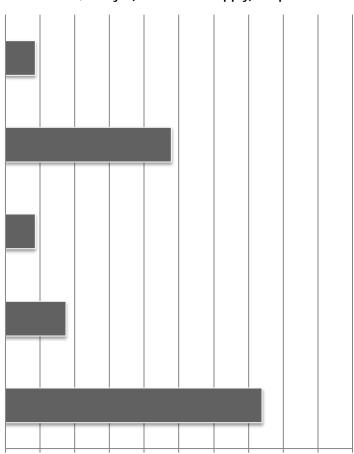
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Water/Sewer	50%	0%	50%		
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				33%	37%
Transportation (e.g., transit, rail, airport)	30%	0%	70%	30%	42%
Manufacturing	29%	29%	43%	0%	14%
K-12 School	27%	20%	53%	7%	16%
Power	25%	13%	63%	13%	28%
Warehouse	23%	15%	62%	8%	10%
Lodging	20%	50%	30%	-30%	-4%
Multifamily Residential	18%	55%	27%	-36%	1%
Retail	17%	67%	17%	-50%	-22%
Private Office	7%	57%	36%	-50%	-21%
Other	0%	0%	100%	0%	10%

2.	What percent change do you expect in your headcount in 2023? Responses: 23
3.	How would you describe your current situation in filling salaried and hourly craft positions?
J .	Responses: 23
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4.	
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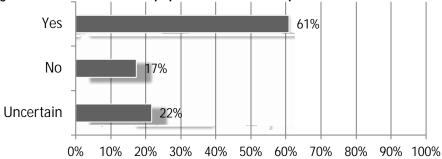
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 23



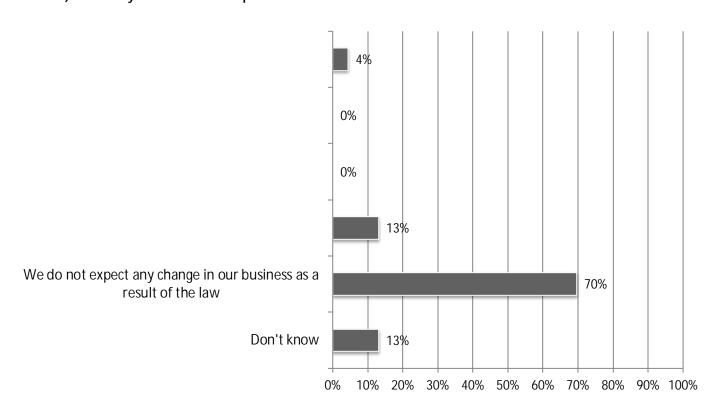
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 23



7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 23



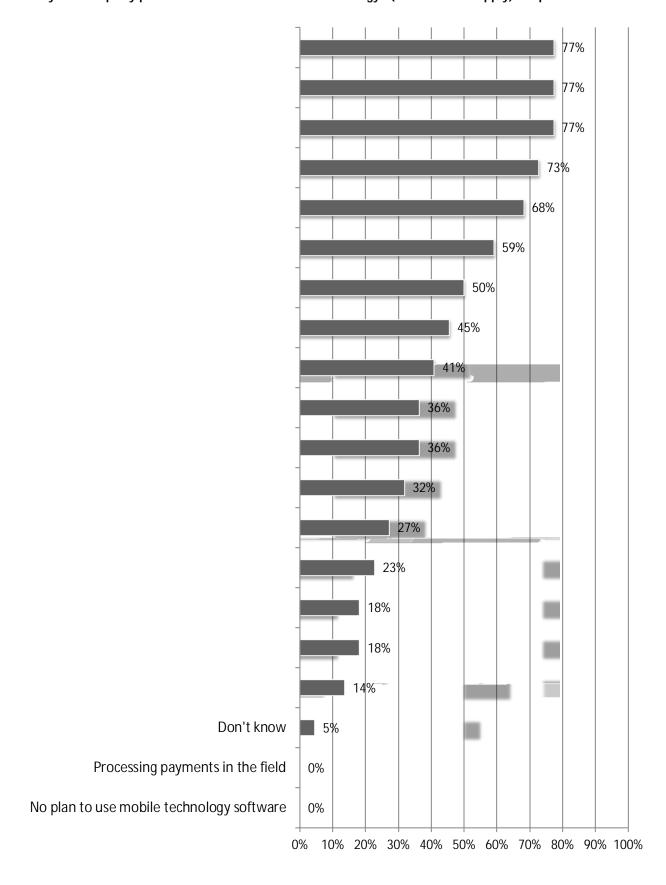
8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 23



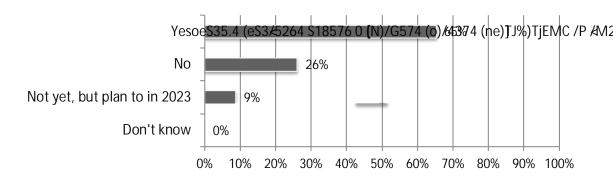
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 23

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

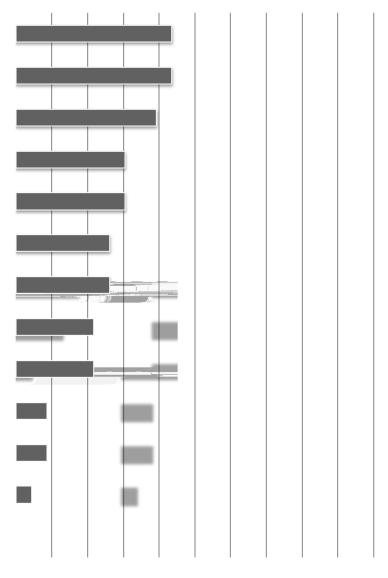
14. How does your company plan to use mobile software technology? (mark all that apply) Responses: 22



15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 23



16. What are your biggest IT challenges (mark all that apply)? Responses: 23



17. Does your firm use cloud-hosted technology in any of the following ways (mark all that apply)? Responses: 22	
18. What best describes your firm? Responses: 23	
10. When you self perform construction work, do you energte as a union contractor or an enen shop contract.	ora
19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor Responses: 23	Л:

20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 22
21. How many total employees does your firm employ at all of its locations? Responses: 23