

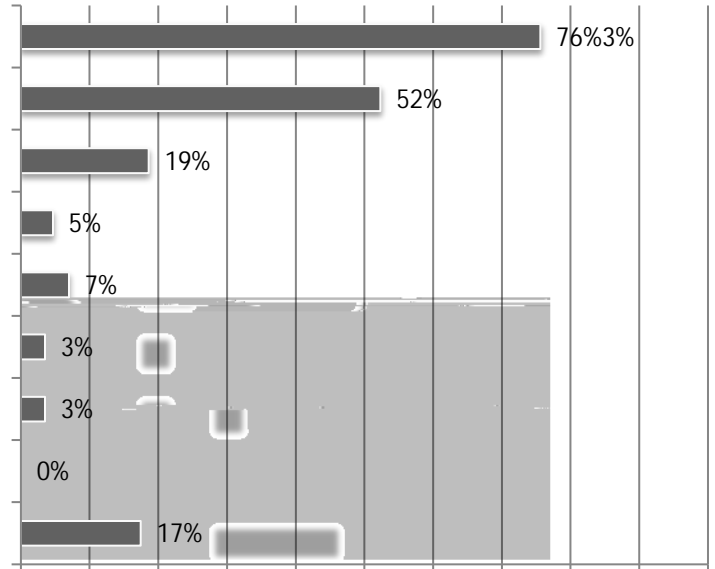
2023 Construction Outlook Northeast Survey Results

Total Responses: 86. 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: 86

Market	Higher	Lower	Same	Net*	US Net
Transportation (e.g., transit, rail, airport)	52%	11%	37%	41%	42%
Federal (e.g., VA, GSA, USACE, NAVFAC)	54%	13%	33%	40%	37%
Bridge/Highway	48%	13%	38%	35%	42%
Other	33%	0%	67%	33%	10%
Water/Sewer	43%	14%	43%	30%	38%
Power	38%	18%	44%	21%	28%
Other Healthcare	37%	18%	45%	20%	28%
Hospital	35%	18%	47%	18%	23%
Data Center	33%	17%	50%	17%	12%
Higher Education	40%	25%	35%	15%	16%
Public Building	30%	20%	50%	11%	23%
Manufacturing	35%	29%	35%	6%	14%
K-12 School	26%	26%	48%	0%	16%
Multifamily Residential	32%	43%	26%	-11%	14%
Lodging	18%	41%	41%	-23%	-4%
Warehouse	20%	44%	36%	-24%	10%
Private Office	14%	55%	31%	-41%	-21%
Retail	15%	66%	20%	-51%	-22%

2. What percent change do you expect in your headcount in 2023? Responses: 86



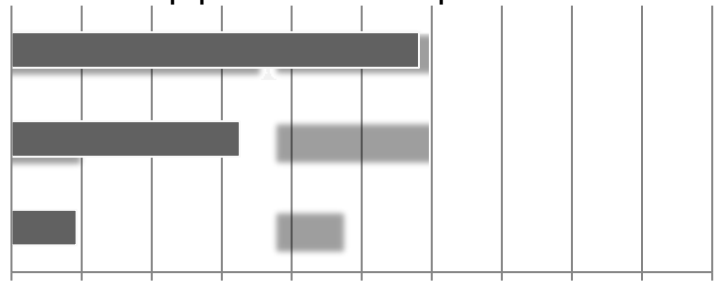
3. How would you describe your current situation in filling salaried and hourly craft positions? Responses: 86

4. Do you expect any changes in the availability of hourly craft or salaried personnel over the coming 12 months? Responses: 86

5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 86

6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 84

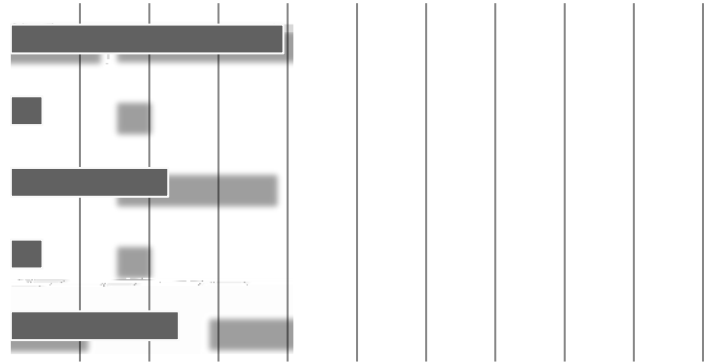
7. Do you anticipate purchasing/leasing new work vehicles or equipment in 2023? Responses: 86



8. What difference, if any, has the Infrastructure Investment and Jobs Act of 2021 (the "Bipartisan Infrastructure Law") made to your business? Responses: 86

9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 86

10. If projects were postponed or canceled, what was the main reason? Responses: 66



11. What are your biggest concerns for 2023? (mark all that apply) Responses: 86

12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 79

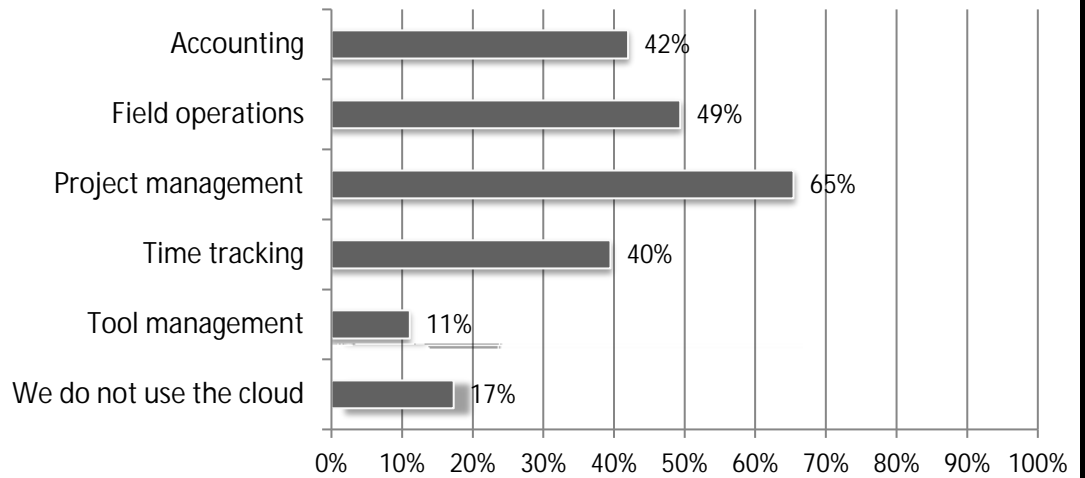
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 82

	Increase	Decrease	No change
Document management software	43%	1%	55%
Project management software	39%	1%	59%
Accounting software	32%	0%	68%
Estimating software	31%	0%	69%
Tool/asset management/tracking	29%	0%	71%
Scheduling software	28%	2%	71%
Human resources (HR) software	25%	0%	75%
Building Information Modeling (BIM)	24%	2%	75%
Fleet tracking/management software	23%	2%	75%
Client relationship management (CRM) software	23%	0%	77%
Payroll software	22%	0%	78%
Project collaboration software	21%	2%	78%
Prequalification software	15%	0%	85%
Subcontractor bid management/ITB software	10%	0%	90%
Service management software	7%	2%	91%

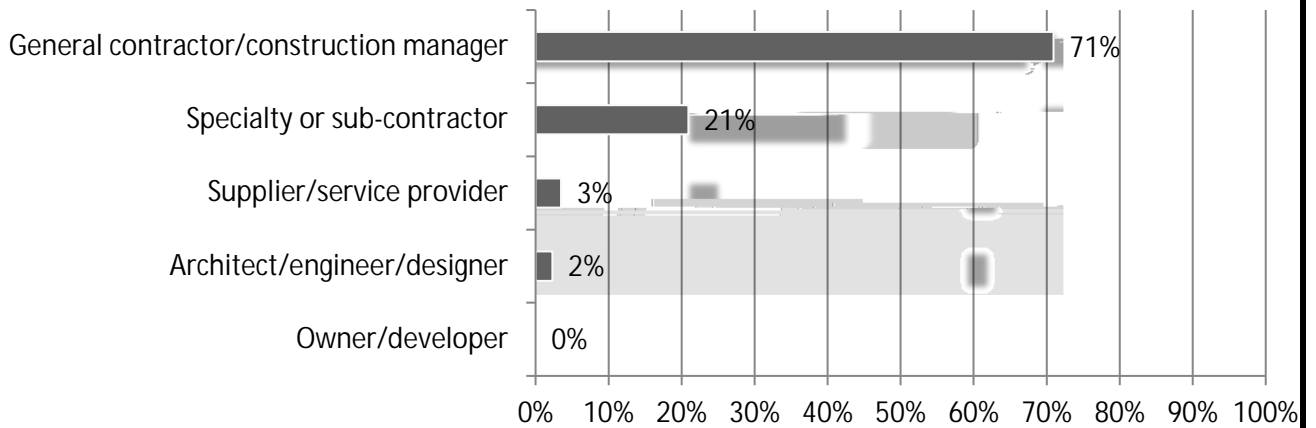
15. Does your firm currently have a formal IT plan to support your business objectives? Responses: 86

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

Responses: 81

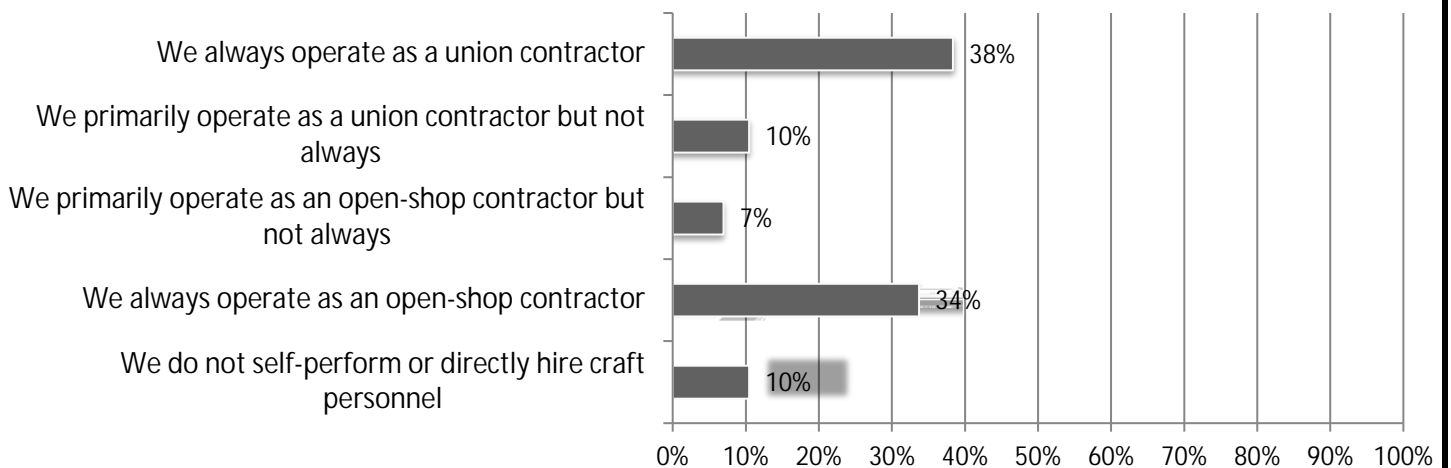


18. What best describes your firm? Responses: 86

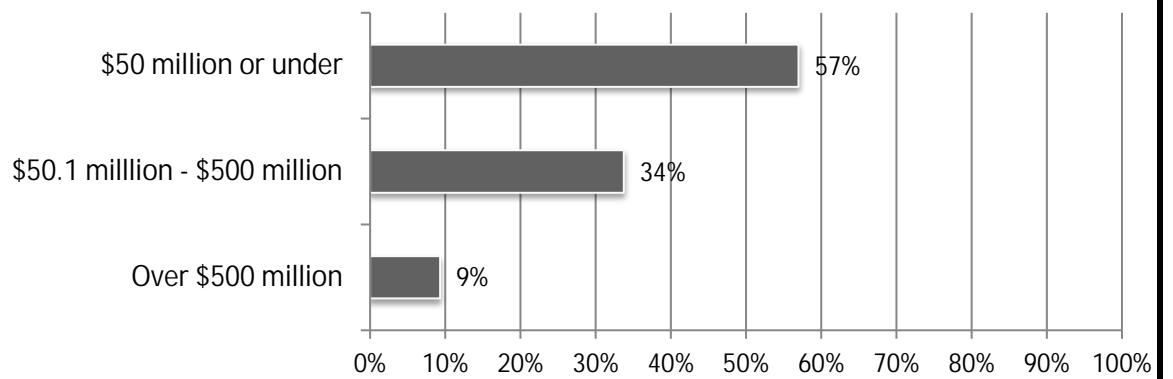


19. When you self-perform construction work, do you operate as a union contractor or an open-shop contractor?

Responses: 86



20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 86



21. How many total employees does your firm employ at all of its locations? Responses: 86

