

2023 Construction Outlook Pennsylvania Survey Results

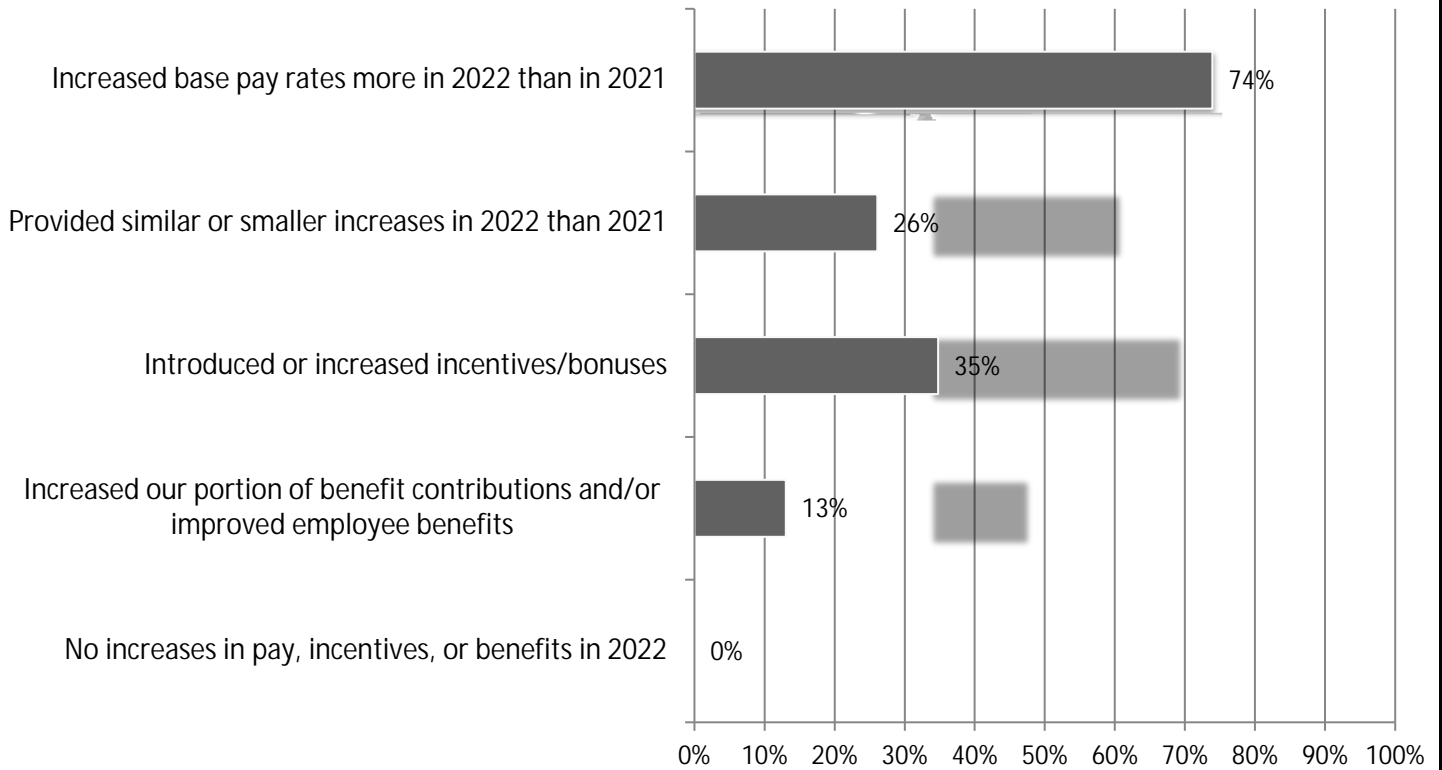
Total Responses: 23. Responses varied for some questions. Percentages are based on responses to each question and may not sum to 100 due to rounding.

1. 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):

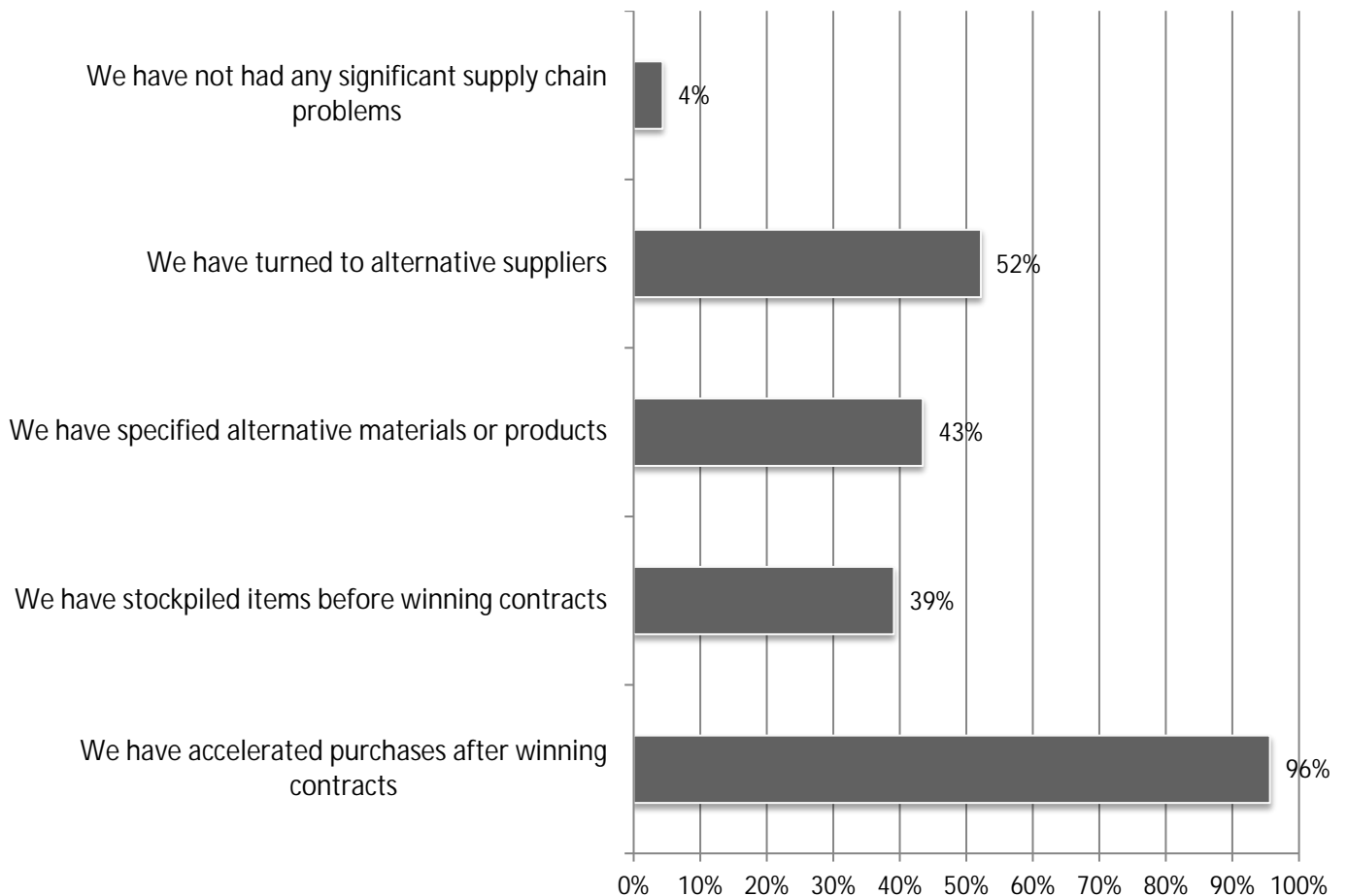
Responses: 23

Market	Higher	Lower	Same	Net*	US Net
Other Healthcare	64%	7%	29%	57%	28%
Federal (e.g., VA, GSA, USACE, NAVFAC)	43%	7%	50%	36%	37%
Hospital	47%	13%	40%	33%	23%
Transportation (e.g., transit, rail, airport)	38%	8%	54%	31%	42%
Bridge/Highway	41%	12%	47%	29%	42%
Higher Education	43%	14%	43%	29%	16%
Manufacturing	36%	14%	50%	21%	14%
Power	36%	18%	45%	18%	28%
Water/Sewer	23%	15%	62%	8%	38%
K-12 School	33%	33%	33%	0%	16%
Other	0%	0%	100%	0%	10%
Public Building	18%	27%	55%	-9%	23%
Data Center	20%	30%	50%	-10%	12%
Warehouse	17%	33%	50%	-17%	10%
Lodging	0%	60%	40%	-60%	-4%
Private Office	8%	69%	23%	-62%	-21%
Multifamily Residential	0%	64%	36%	-64%	1%
Retail	0%	82%	18%	-82%	-22%

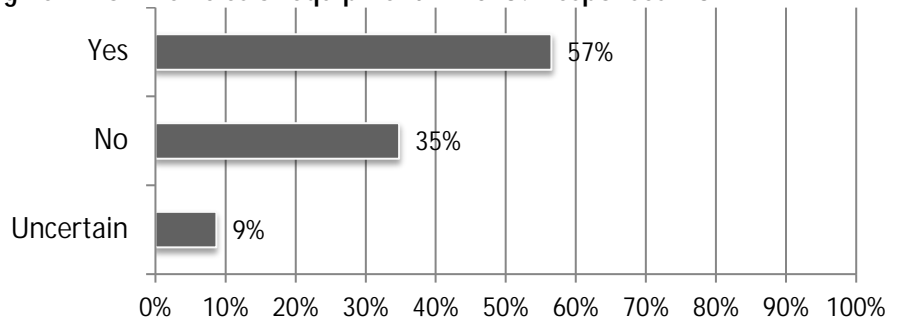
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 23



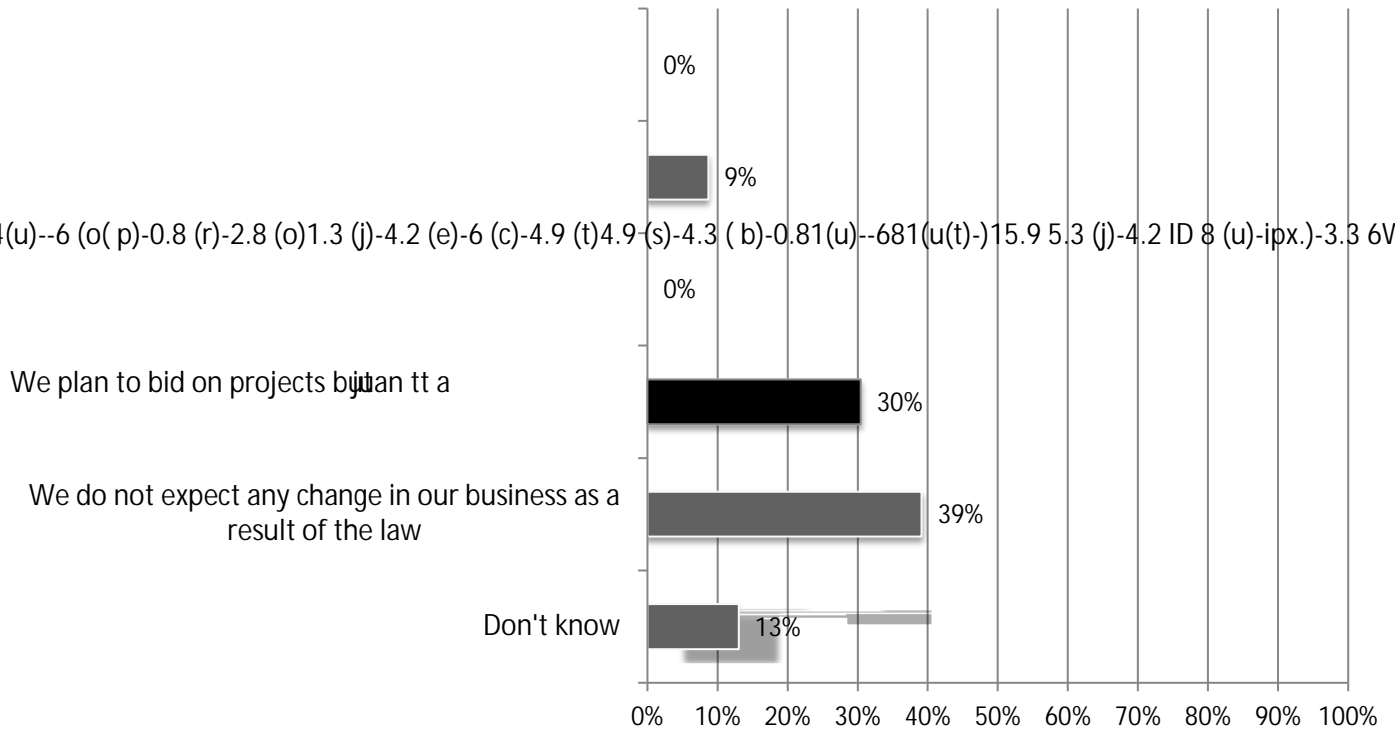
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 23



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



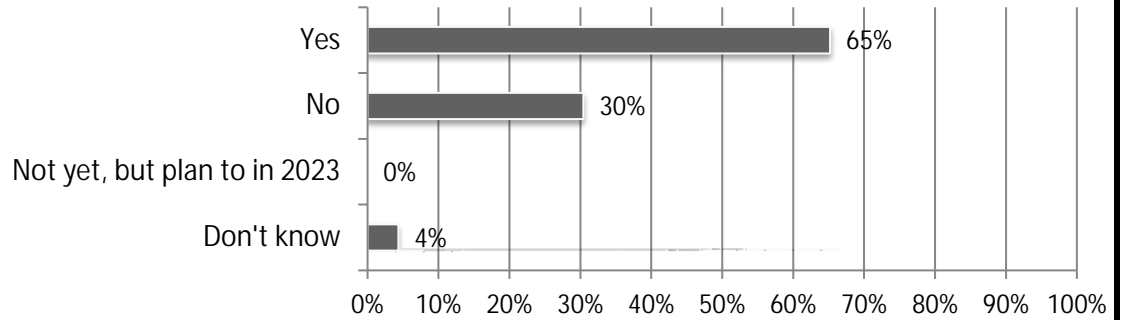
9. Did an owner postpone or cancel any projects that were scheduled to start in 2022 or 2023? (mark all that apply) Responses: 23

12. What challenges, if any, do you see regarding the safety and health of your firm's workers? (mark all that apply) Responses: 22

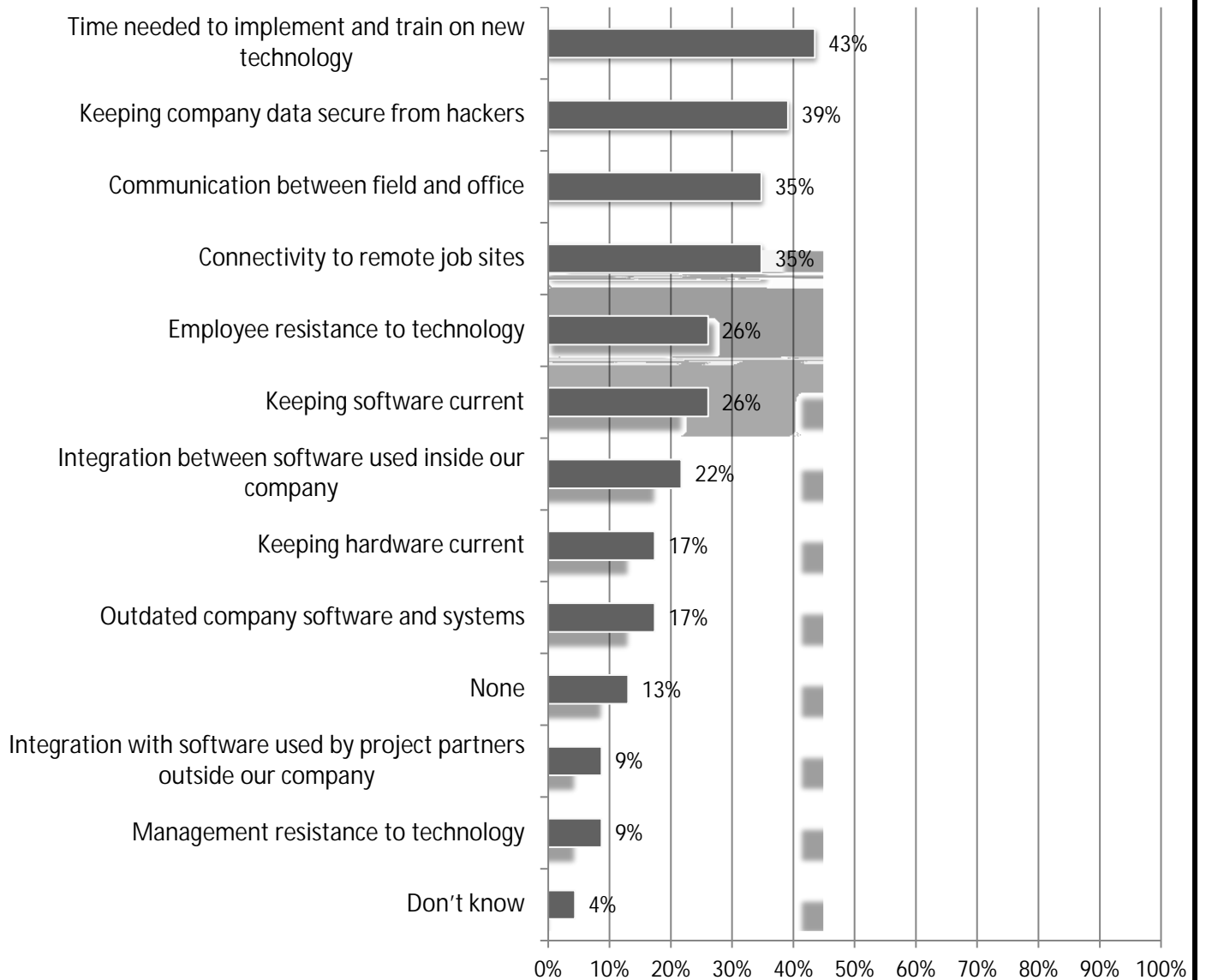
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 21

Increase

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

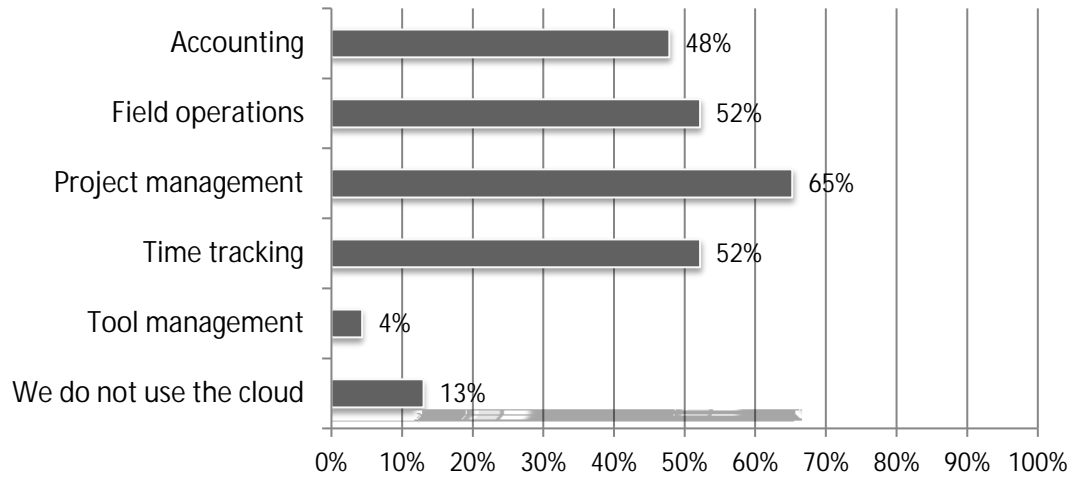


16. What are your biggest IT challenges (mark all that apply)? Responses: 23



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

Responses: 23



18. What best describes your firm? Responses: 23

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

Responses: 23

20. Estimate the total dollar amount of work your firm performed in 2022. Responses: 23

21. How many total employees does your firm employ at all of its locations? Responses: 23