

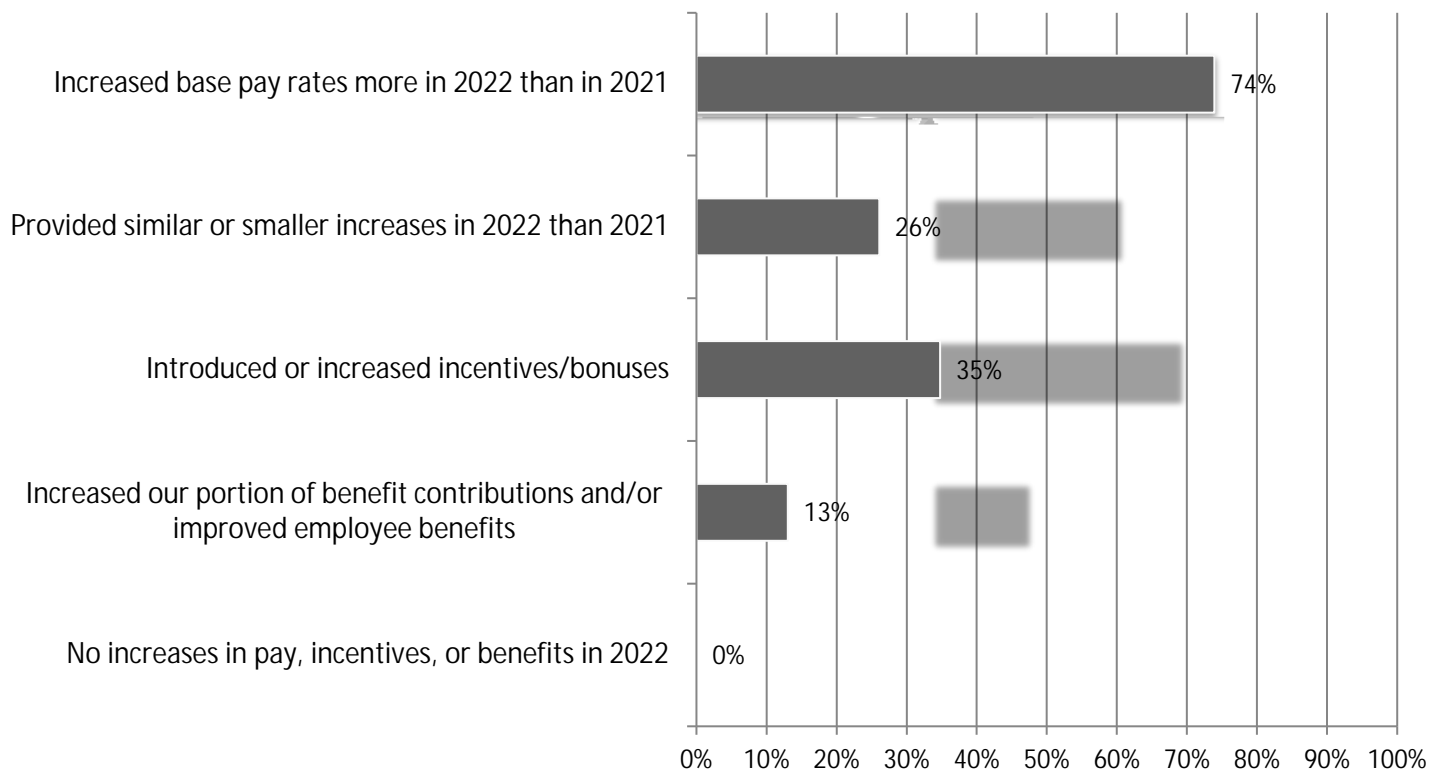
2023 Construction Outlook Pennsylvania Survey Results

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):

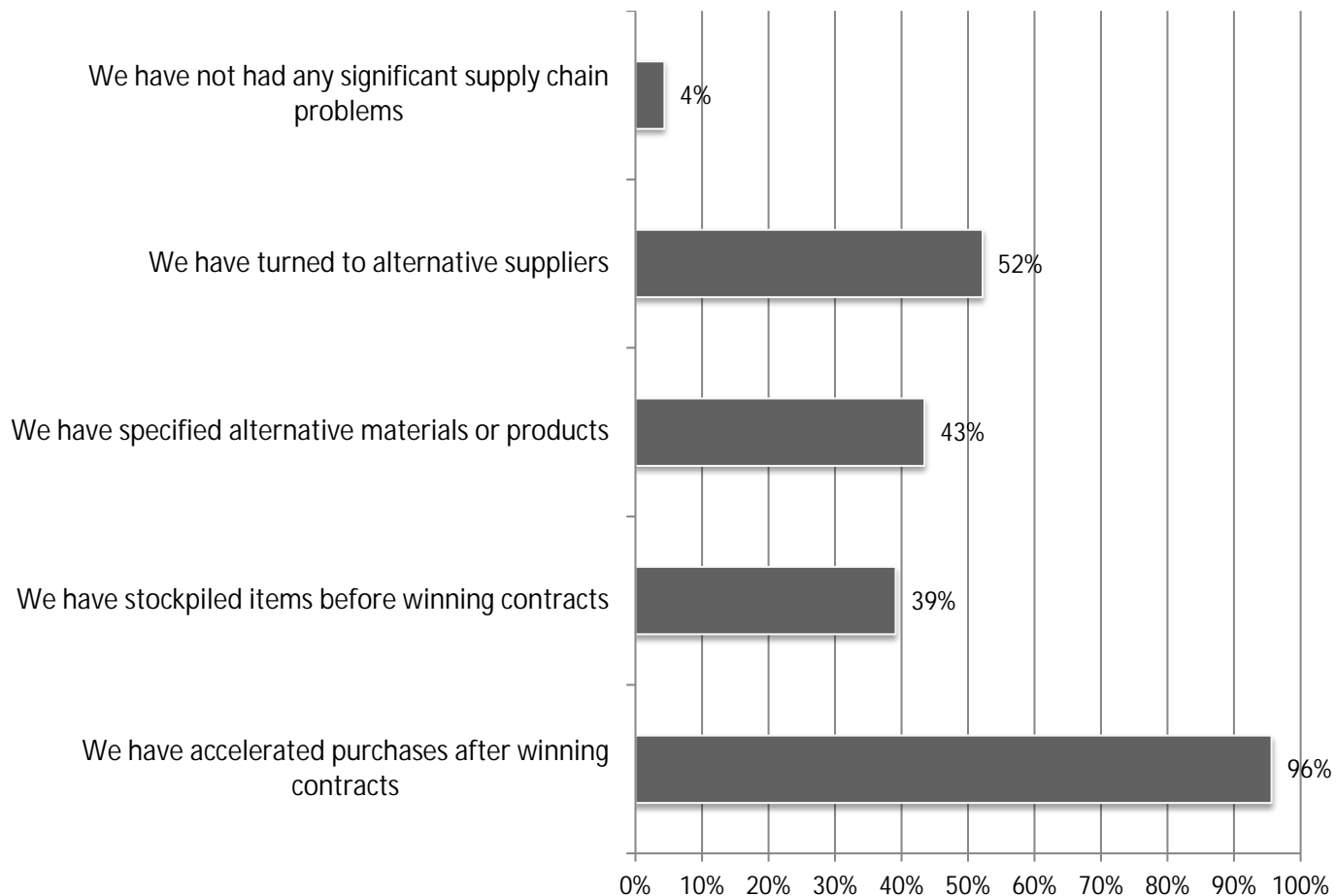
Responses: 23

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%

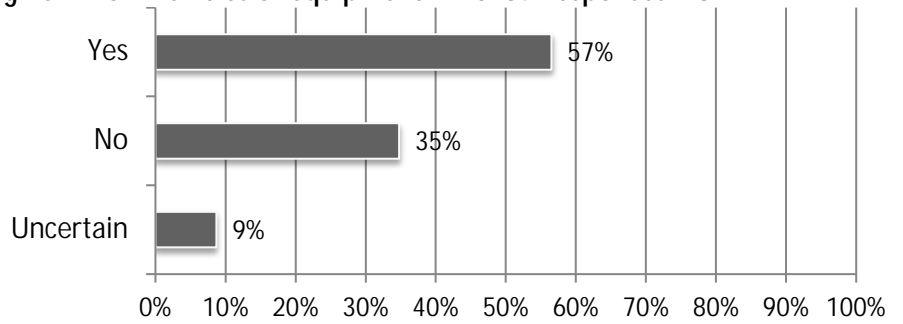
5. What changes did your firm make in pay or benefits in 2022? (mark all that apply) Responses: 23



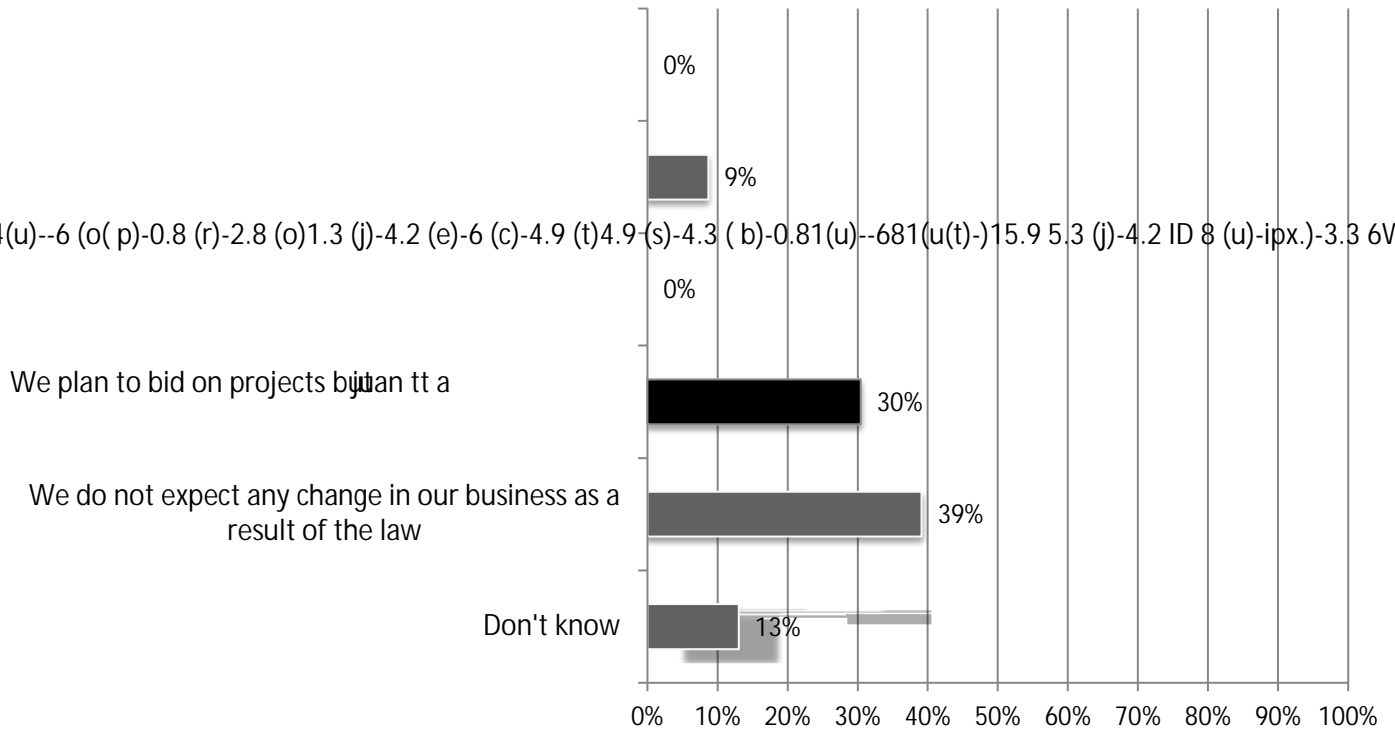
6. How has your firm responded to supply-chain issues in 2022, if any? (mark all that apply) Responses: 23



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

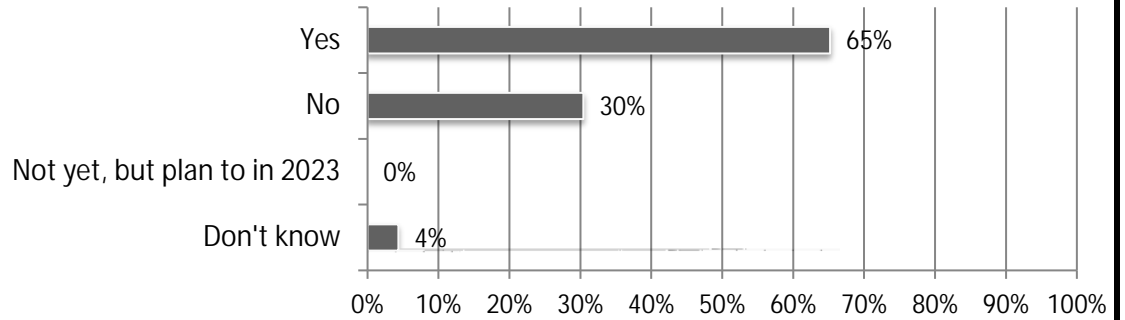
13. Compared to 2022, will your firm's 2023 investment in the following technologies change? (mark all that apply) Responses: 21

	Increase	Decrease	No change
Project management software	40%	0%	60%
Document management software	32%	0%	68%
Tool/asset management/tracking	29%	0%	71%
Scheduling software	28%	0%	72%
Estimating software	25%	0%	75%
Fleet tracking/management software	25%	0%	75%
Accounting software	20%	0%	80%
Human resources (HR) software	18%	0%	80357 -0 (

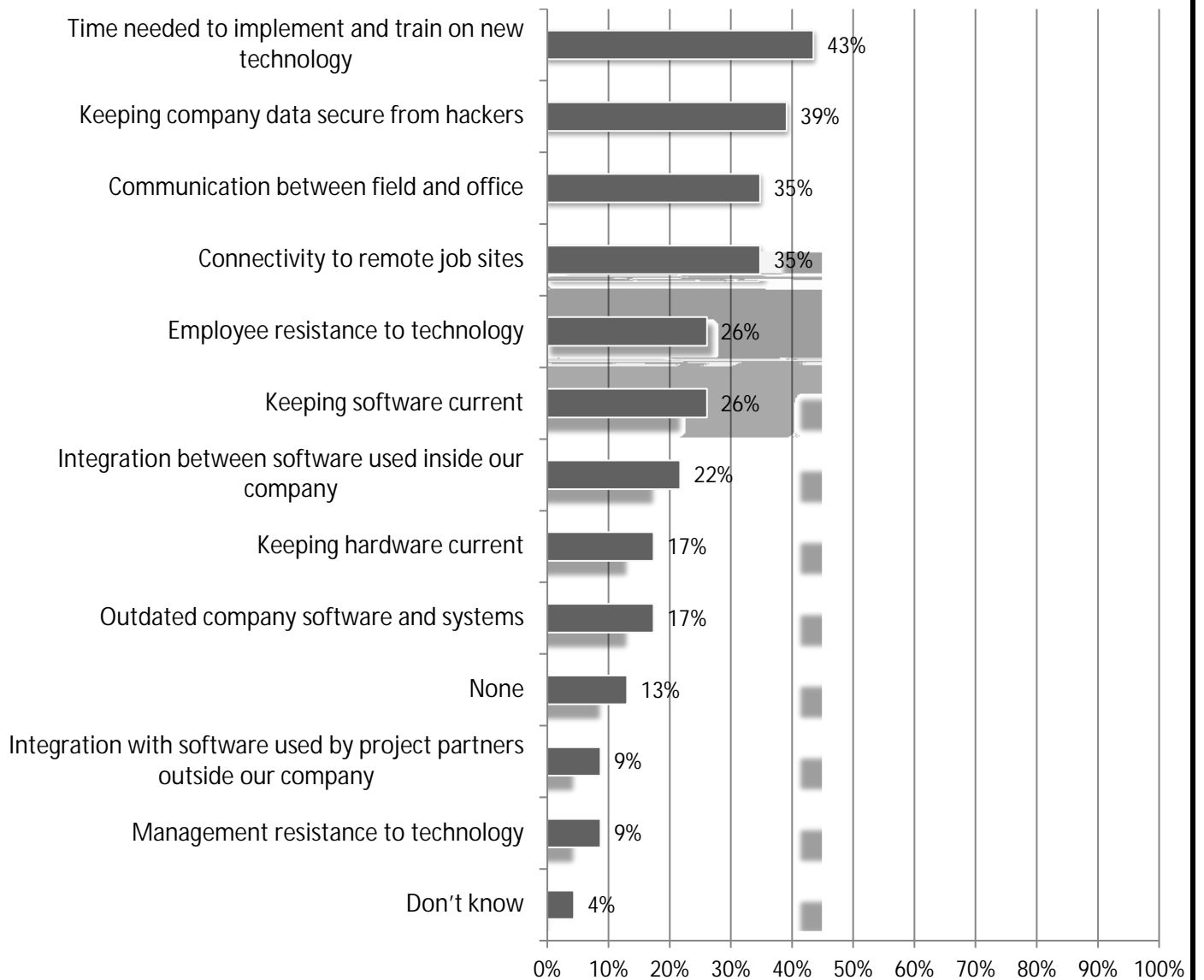
14. How does your company plan to use mobile software technology? (mark all that apply) Response: 6

Response	Count	Percentage
1. Improve efficiency of existing business processes	2	33%
2. Increase sales and revenue	3	50%
3. Increase customer loyalty	2	33%
4. Increase employee productivity	1	17%
5. Increase employee retention	0	0%
6. Increase brand awareness	1	17%
7. Increase brand loyalty	1	17%
8. Increase brand recognition	1	17%
9. Increase brand reputation	1	17%
10. Increase brand visibility	1	17%
11. Increase brand image	1	17%
12. Increase brand equity	1	17%
13. Increase brand value	1	17%
14. Increase brand awareness	1	17%
15. Increase brand loyalty	1	17%
16. Increase brand recognition	1	17%
17. Increase brand reputation	1	17%
18. Increase brand visibility	1	17%
19. Increase brand image	1	17%
20. Increase brand equity	1	17%
21. Increase brand value	1	17%

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

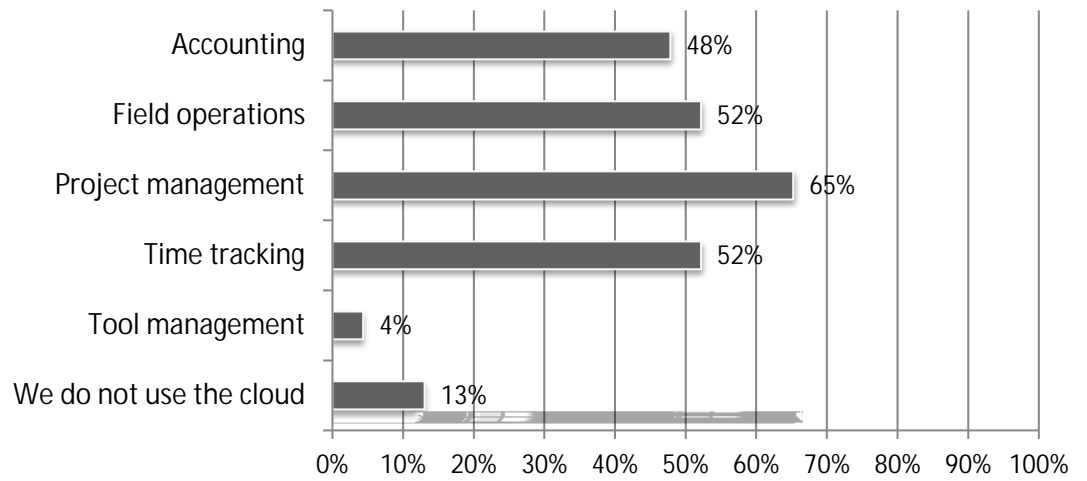


16. What are your biggest IT challenges (mark all that apply)? Responses: 23



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