1. Compared to 2010, do you expect the available dollar volume of projects you compete for in 2011 to be:

**Highway**
- Higher: 5%
- Same: 40%
- Lower: 55%

**Other Transportation**
- Higher: 5%
- Same: 37%
- Lower: 58%

**Water/Sewer**
- Higher: 11%
- Same: 21%
- Lower: 68%

**Power**
- Higher: 27%
- Same: 27%
- Lower: 46%

**Manufacturing**
- Higher: 6%
- Same: 50%
- Lower: 44%

**Hospital/Higher Education**
- Higher: 9%
- Same: 18%
- Lower: 73%

**Retail, Warehouse, Lodging**
- Higher: 9%
- Same: 18%
- Lower: 73%

**Public Building**
- Higher: 20%
- Same: 30%

**Private Office**
- Higher: 5%
- Same: 26%
- Lower: 67%

**K-12 School**
- Higher: 16%
- Same: 26%
- Lower: 58%
2. Did you add or lay off employees in 2010?

<table>
<thead>
<tr>
<th>Added</th>
<th>Laid Off</th>
<th>No Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>20%</td>
<td>62%</td>
<td>18%</td>
</tr>
</tbody>
</table>

3. Estimate the number of employees added and percentage of workforce:

*Average of 138 employees added, 16%*

4. Estimate the number of employees laid off and percentage of workforce:

*Average of 61 employees laid off, 23%*

5. Do you plan to add or lay off workers in 2011?

<table>
<thead>
<tr>
<th>Add</th>
<th>Lay Off</th>
<th>No Change/ Don't Know</th>
</tr>
</thead>
<tbody>
<tr>
<td>27%</td>
<td>32%</td>
<td>41%</td>
</tr>
</tbody>
</table>

6. Estimate the number of employees you plan to add and percentage of workforce:

*Average of 20 employees plan to add, 16%*

7. Estimate the number of employees you plan to lay off and percentage of workforce:

*Average of 18 employees plan to lay off, 28%*

8. Did you purchase construction equipment in 2010?

<table>
<thead>
<tr>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>21%</td>
<td>79%</td>
</tr>
</tbody>
</table>

*Average dollar value of construction equipment purchased: $1,218,143*
9. Did you lease/rent construction equipment in 2010?

![Bar chart]

Average dollar value of construction equipment leased/rented: $2,120,645

10. Do you plan to buy construction equipment in 2011?

![Bar chart]

Average dollar value of construction equipment plan to purchase: $506,167

11. Do you plan to lease/rent construction equipment in 2011?

![Bar chart]

Average dollar value of construction equipment plan to lease/rent: $1,195,645

12. To date, has your company been awarded at least one stimulus-funded contract?

![Bar chart]

Average dollar value of all stimulus-funded contracts: $35,929,167

13. What percentage of your employees was involved in one capacity or another on the stimulus-funded project(s)?

![Bar chart]

Average number of staff involved in stimulus-funded work: 69
14. Did you purchase new construction equipment because of the stimulus?

Average dollar value of construction equipment purchased because of the stimulus: $442,500

15. Do you expect to perform stimulus-funded work in 2011?

Average dollar value of stimulus-funded work you plan to perform in 2011/percentage of your overall revenue: $15,285,714/28%

16. Do you expect more or less stimulus funds to be available for bid in 2011?

- Highway:
  - Less: 72%
  - More: 16%
  - Same: 12%

- Building:
  - Less: 88%
  - More: 6%
  - Same: 6%

- Utility:
  - Less: 80%
  - More: 10%
  - Same: 10%

- Private Construction:
  - Less: 90%
  - More: 5%
  - Same: 5%

- Water Resources:
  - Less: 76%
  - More: 6%
  - Same: 18%

- Other Public Works:
  - Less: 78%
  - More: 11%
  - Same: 11%
17. Have you adjusted your bids in 2010 so that profits are:

- Greater: 3%
- The Same: 15%
- Smaller: 12%
- Now for a Loss: 70%

18. Do you plan to adjust your bids in 2011 so that profits are:

- Greater: 6%
- The Same: 23%
- Smaller: 12%
- Now for a Loss: 59%

19. When do you expect the construction market to again grow?

- 2011: 0%
- 2012: 41%
- 2013: 35%
- 2014: 24%

20. In 2010, what percentage of your work did you use Building Information Modeling (BIM)?

13.87%

21. Do you expect this to increase in 2011?

- Yes: 50%
- No: 50%

If so, by what percentage? 27%
22. Do you expect this to decrease in 2011?

- Yes: 14%
- No: 86%

If so, by what percentage? 0%

23. What percentage of your work in 2010 was Leadership in Energy and Environmental Design (LEED) registered?

37%

24. Do you expect this to increase in 2011?

- Yes: 67%
- No: 33%

If so, by what percentage? 73%

25. Do you expect this to decrease in 2011?

- Yes: 25%
- No: 75%

If so, by what percentage? 2%

26. In 2010, how many Integrated Project Delivery (IPD) projects were you contracted to perform on?

0.23

27. Do you expect this to increase in 2011?

- Yes: 50%
- No: 50%

If so, by what percentage? 55%
28. Do you expect this to decrease in 2011?

If so, by what percentage? 0%

29. In 2010, how many Public Private Partnership (PPP) projects were you contracted to perform on?

0.14

30. Do you expect this to increase in 2011?

If so, by what percentage? 55%

31. Do you expect this to decrease in 2011?

If so, by what percentage? 0

32. Have you implemented any lean Construction Concepts into your business?

If no, do you plan on implementing lean construction concepts into your business in 2011?
No – 80%
Yes – 0%
Maybe/Unsure – 20%