# 2011 Construction Outlook Survey Results

**CALIFORNIA**

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Higher</th>
<th>Same</th>
<th>Lower</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highway</td>
<td>14%</td>
<td>50%</td>
<td>36%</td>
</tr>
<tr>
<td>Other Transportation</td>
<td>30%</td>
<td>49%</td>
<td>21%</td>
</tr>
<tr>
<td>Water/Sewer</td>
<td>37%</td>
<td>49%</td>
<td>14%</td>
</tr>
<tr>
<td>Power</td>
<td>18%</td>
<td>51%</td>
<td>31%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>19%</td>
<td>43%</td>
<td>38%</td>
</tr>
<tr>
<td>Hospital/Higher Education</td>
<td>27%</td>
<td>33%</td>
<td>40%</td>
</tr>
<tr>
<td>Retail, Warehouse, Lodging</td>
<td>56%</td>
<td>29%</td>
<td>15%</td>
</tr>
<tr>
<td>Public Building</td>
<td>36%</td>
<td>37%</td>
<td>27%</td>
</tr>
<tr>
<td>Private Office</td>
<td>12%</td>
<td>53%</td>
<td>36%</td>
</tr>
<tr>
<td>K-12 School</td>
<td>11%</td>
<td>31%</td>
<td>57%</td>
</tr>
</tbody>
</table>
2. Did you add or lay off employees in 2010?

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

   Average of 10 employees added, 15%

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

   Average of 29 employees laid off, 26%

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

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

   Average of 13 employees plan to add, 17%

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

   Average of 12 employees plan to lay off, 14%

8. Did you purchase construction equipment in 2010?

   Average dollar value of construction equipment purchased: $357,692
9. Did you lease/rent construction equipment in 2010?

![Bar chart showing 44% yes and 56% no]

Average dollar value of construction equipment leased/rented: $2,566,720

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

![Bar chart showing 30% yes and 70% no]

Average dollar value of construction equipment plan to purchase: $945,652

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

![Bar chart showing 47% yes and 53% no]

Average dollar value of construction equipment plan to lease/rent: $2,593,448

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

![Bar chart showing 33% yes and 67% no]

Average dollar value of all stimulus-funded contracts: $33,662,389

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

![Bar chart showing distribution of involvement]

Average number of staff involved in stimulus-funded work: 27
14. Did you purchase new construction equipment because of the stimulus?

![Chart showing the percentage of respondents who purchased new construction equipment because of the stimulus, with 96% responding no and 4% yes.]

Average dollar value of construction equipment purchased because of the stimulus: $100,000

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

![Chart showing the percentage of respondents who expect to perform stimulus-funded work in 2011, with 62% expecting more, 38% expecting the same, and 0% expecting less.]

Average dollar value of stimulus-funded work you plan to perform in 2011/ percentage of your overall revenue: $28,741,636/ 18%

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

- **Highway**
  - More: 9%
  - Same: 38%
  - Less: 53%

- **Building**
  - More: 10%
  - Same: 41%
  - Less: 49%

- **Utility**
  - More: 24%
  - Same: 34%
  - Less: 42%

- **Private Construction**
  - More: 4%
  - Same: 34%
  - Less: 62%

- **Water Resources**
  - More: 12%
  - Same: 41%
  - Less: 47%

- **Other Public Works**
  - More: 12%
  - Same: 47%
17. Have you adjusted your bids in 2010 so that profits are:

- Greater: 5%
- The Same: 10%
- Smaller: 10%
- Now for a Loss: 75%

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

- Greater: 17%
- The Same: 58%
- Smaller: 21%
- Now for a Loss: 4%

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

- 2011: 16%
- 2012: 20%
- 2013: 20%
- 2014: 14%

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

19%

21. Do you expect this to increase in 2011?

- Yes: 59%
- No: 41%

If so, by what percentage? 14%
22. Do you expect this to decrease in 2011?

If so, by what percentage? 10%

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

16%

24. Do you expect this to increase in 2011?

If so, by what percentage? 16%

25. Do you expect this to decrease in 2011?

If so, by what percentage? 45%

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

1.3

27. Do you expect this to increase in 2011?

If so, by what percentage? 36%
28. Do you expect this to decrease in 2011?

No - 90%
Yes - 10%

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

5.5

30. Do you expect this to increase in 2011?

Yes - 57%
No - 43%

If so, by what percentage? 29%

31. Do you expect this to decrease in 2011?

Yes - 10%
No - 90%

If so, by what percentage? 45%

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

No - 61%
Yes - 39%

If no, do you plan on implementing lean construction concepts into your business in 2011?

No - 67%
Yes - 33%
Maybe/Unsure - 0