2011 Construction Outlook Survey Results
IOWA

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

- **Highway**
  - Higher: 0%
  - Same: 29%
  - Lower: 71%

- **Transportation**
  - Higher: 0%
  - Same: 50%
  - Lower: 50%

- **Water/Sewer**
  - Higher: 14%
  - Same: 43%
  - Lower: 43%

- **Power**
  - Higher: 14%
  - Same: 72%
  - Lower: 14%

- **Manufacturing**
  - Higher: 13%
  - Same: 60%
  - Lower: 27%

- **Hospital/Higher Education**
  - Higher: 33%
  - Same: 33%
  - Lower: 34%

- **Retail, Warehouse, Lodging**
  - Higher: 21%
  - Same: 37%
  - Lower: 42%

- **Public Building**
  - Higher: 25%
  - Same: 35%
  - Lower: 40%

- **Private Office**
  - Higher: 21%
  - Same: 32%
  - Lower: 47%

- **K-12 School**
  - Higher: 29%
  - Same: 42%
  - Lower: 29%
2. Did you add or lay off employees in 2010?

![Bar chart showing 32% added, 36% laid off, and 32% no change.]

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

Average of 21 employees added, 38%

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

Average of 32 employees laid off, 15%

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

![Bar chart showing 45% add, 5% lay off, 50% no change.]

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

Average of 5 employees plan to add, 21%

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

Average of 8 employees plan to lay off, 13%

8. Did you purchase construction equipment in 2010?

![Bar chart showing 50% yes, 50% no.]

Average dollar value of construction equipment purchased: $323,727
9. Did you lease/rent construction equipment in 2010?

- Yes: 62%
- No: 38%

Average dollar value of construction equipment leased/rented: $106,250

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

- Yes: 67%
- No: 33%

Average dollar value of construction equipment plan to purchase: $280,818

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

- Yes: 70%
- No: 30%

Average dollar value of construction equipment plan to lease/rent: $50,250

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

- Yes: 45%
- No: 55%

Average dollar value of all stimulus-funded contracts: $5,514,286

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

- 0-25 percent: 79%
- 26-50 percent: 7%
- 51-75 percent: 14%
- 76-100 percent: 0%

Average number of staff involved in stimulus-funded work: 39
14. Did you purchase new construction equipment because of the stimulus?

Average dollar value of construction equipment purchased because of the stimulus: $40,000

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: $1,925,000/ 20%

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

- **Highway**
  - More 0%
  - Less 100%
  - Same 0%

- **Building**
  - More 13%
  - Less 54%
  - Same 33%

- **Utility**
  - More 29%
  - Less 71%
  - Same 0%

- **Private Construction**
  - More 0%
  - Less 71%
  - Same 29%

- **Water Resources**
  - More 17%
  - Less 67%
  - Same 16%

- **Other Public Works**
  - More 25%
  - Less 58%
  - Same 17%
17. Have you adjusted your bids in 2010 so that profits are:

- Greater: 4%
- The Same: 23%
- Smaller: 9%
- Now for a Loss: 64%

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

- Greater: 18%
- The Same: 45%
- Smaller: 32%
- Now for a Loss: 5%

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

- 2011: 18%
- 2012: 54%
- 2013: 23%
- 2014: 5%

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

2.27%

21. Do you expect this to increase in 2011?

- Yes: 14%
- No: 86%

If so, by what percentage? 25%
22. Do you expect this to decrease in 2011?

![Bar Chart]

Yes: 0%
No: 100%

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

6%

24. Do you expect this to increase in 2011?

![Bar Chart]

Yes: 17%
No: 83%

25. Do you expect this to decrease in 2011?

If so, by what percentage? 10%

![Bar Chart]

Yes: 33%
No: 67%

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

0

27. Do you expect this to increase in 2011?

![Bar Chart]

Yes: 0%
No: 100%

If so, by what percentage? 10%
28. Do you expect this to decrease in 2011?

Yes: 0%
No: 100%

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

1.2

30. Do you expect this to increase in 2011?

Yes: 20%
No: 80%

If so, by what percentage? 10%

31. Do you expect this to decrease in 2011?

Yes: 0%
No: 100%

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

Yes: 67%
No: 33%

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

No – 100%
Yes – 0%
Maybe/Unsure – 0%