2011 Construction Outlook Survey Results
MASSACHUSETTS

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

- Highway
  - Higher: 37%
  - Same: 50%
  - Lower: 13%

- Other Transportation
  - Higher: 22%
  - Same: 67%
  - Lower: 11%

- Water/Sewer
  - Higher: 25%
  - Same: 62%
  - Lower: 13%

- Power
  - Higher: 40%
  - Same: 40%
  - Lower: 20%

- Manufacturing
  - Higher: 18%
  - Same: 36%
  - Lower: 46%

- Hospital/Higher Education
  - Higher: 53%
  - Same: 26%
  - Lower: 21%

- Retail, Warehouse, Lodging
  - Higher: 33%
  - Same: 27%
  - Lower: 40%

- Public Building
  - Higher: 38%
  - Same: 39%
  - Lower: 23%

- Private Office
  - Higher: 44%
  - Same: 31%
  - Lower: 25%

- K-12 School
  - Higher: 29%
  - Same: 57%
  - Lower: 14%
2. Did you add or lay off employees in 2010?

![Bar chart showing percentage of employees added, laid off, and no change.]

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

Average of 16 employees added, 22%

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

Average of 5 employees laid off, 16%

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

![Bar chart showing percentage of workers added, laid off, and no change in plan.]

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

Average of 47 employees plan to add, 11%

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

Average of 1 employees plan to lay off, 3%

8. Did you purchase construction equipment in 2010?

Average dollar value of construction equipment purchased: $909,375
9. Did you lease/rent construction equipment in 2010?

Average dollar value of construction equipment leased/rented: $2,471,429

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

Average dollar value of construction equipment plan to purchase: $576,000

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

Average dollar value of construction equipment plan to lease/rent: $2,280,833

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

Average dollar value of all stimulus-funded contracts: $45,556,375

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

Average number of staff involved in stimulus-funded work: 13
14. Did you purchase new construction equipment because of the stimulus?

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: $19,300,000/ 2%

16. Do you expect more or less stimulus funds to be available for bid in 2011?
17. Have you adjusted your bids in 2010 so that profits are:

- Greater: 8%
- The Same: 32%
- Smaller: 60%
- Now for a Loss: 0%

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

- Greater: 20%
- The Same: 56%
- Smaller: 4%
- Now for a Loss: 20%

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

- 2011: 16%
- 2012: 24%
- 2013: 52%
- 2014: 8%

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

10.125%

21. Do you expect this to increase in 2011?

- Yes: 73%
- No: 27%

If so, by what percentage? 21%
22. Do you expect this to decrease in 2011?

Yes 0%
No 100%

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

15.33%

24. Do you expect this to increase in 2011?

Yes 57%
No 43%

If so, by what percentage? 18%

25. Do you expect this to decrease in 2011?

Yes 0%
No 100%

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?

Yes 38%
No 62%

If so, by what percentage? 18%
28. Do you expect this to decrease in 2011?

[Bar graph showing 100% No, 0% Yes]

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?

[Bar graph showing 38% Yes, 62% No]

If so, by what percentage? 28%

31. Do you expect this to decrease in 2011?

[Bar graph showing 100% No, 0% Yes]

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

[Bar graph showing 43% Yes, 57% No]

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

No – 75%
Yes – 25%
Maybe/Unsure – 0%