2011 Construction Outlook Survey Results
MINNESOTA

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

- **Highway**
  - Higher: 13%
  - Same: 62%
  - Lower: 25%

- **Other Transportation**
  - Higher: 13%
  - Same: 37%
  - Lower: 50%

- **Water/Sewer**
  - Higher: 13%
  - Same: 37%
  - Lower: 50%

- **Power**
  - Higher: 11%
  - Same: 44%
  - Lower: 45%

- **Hospital/Higher Education**
  - Higher: 8%
  - Same: 31%
  - Lower: 61%

- **Retail, Warehouse, Lodging**
  - Higher: 14%
  - Same: 22%
  - Lower: 64%

- **Public Building**
  - Higher: 19%
  - Same: 12%
  - Lower: 69%

- **Manufacturing**
  - Higher: 20%
  - Same: 20%
  - Lower: 60%

- **Private Office**
  - Higher: 24%
  - Same: 35%
  - Lower: 41%

- **K-12 School**
  - Higher: 0%
  - Same: 21%
  - Lower: 79%
2. Did you add or lay off employees in 2010?

![Graph showing the distribution of employees added or laid off.]

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

*Average of 12 employees added, 25%*

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

*Average of 8 employees laid off, 18%*

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

![Graph showing the distribution of planned employee additions and layoffs.]

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

*Average of 4 employees plan to add, 7%*

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

*Average of 8 employees plan to lay off, 21%*

8. Did you purchase construction equipment in 2010?

![Graph showing the distribution of responses to the purchase question.]

*Average dollar value of construction equipment purchased: $802,500*
9. Did you lease/rent construction equipment in 2010?

![Bar chart]

Average dollar value of construction equipment leased/rented: $185,385

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

![Bar chart]

Average dollar value of construction equipment plan to purchase: $860,000

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

![Bar chart]

Average dollar value of construction equipment plan to lease/rent: $230,000

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

![Bar chart]

Average dollar value of all stimulus-funded contracts: $5,743,750

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: 10
14. Did you purchase new construction equipment because of the stimulus?

Yes: 0%
No: 100%

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

Yes: 17%
No: 83%

Average dollar value of stimulus-funded work you plan to perform in 2011/ percentage of your overall revenue: $1,000,000/ 6%

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

**Highway**
- Less: 50%
- Same: 20%
- More: 30%

**Building**
- Less: 61%
- Same: 31%
- More: 8%

**Utility**
- Less: 56%
- Same: 33%
- More: 11%

**Private Construction**
- Less: 53%
- Same: 47%
- More: 0%

**Water Resources**
- Less: 56%
- Same: 44%
- More: 0%

**Other Public Works**
- Less: 55%
- Same: 36%
- More: 9%
17. Have you adjusted your bids in 2010 so that profits are:

- Greater: 0%
- The Same: 15%
- Smaller: 0%
- Now for a Loss: 85%

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

- Greater: 0%
- The Same: 55%
- Smaller: 45%
- Now for a Loss: 0%

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

- 2011: 6%
- 2012: 28%
- 2013: 44%
- 2014: 22%

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

- 14.62%

21. Do you expect this to increase in 2011?

- Yes: 43%
- No: 57%

If so, by what percentage? 20%
22. Do you expect this to decrease in 2011?

![Bar chart]

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

14.64%

24. Do you expect this to increase in 2011?

![Bar chart]

If so, by what percentage? 38%

25. Do you expect this to decrease in 2011?

![Bar chart]

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

0.08

27. Do you expect this to increase in 2011?

![Bar chart]
28. Do you expect this to decrease in 2011?

![Graph showing 100% No and 0% Yes]

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

0.36

30. Do you expect this to increase in 2011?

![Graph showing 100% No and 0% Yes]

31. Do you expect this to decrease in 2011?

![Graph showing 100% No and 0% Yes]

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

![Graph showing 57% No, 43% Yes]

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

No – 100%

Yes – 0%

Maybe/Unsure – 0%