2011 Construction Outlook Survey Results
NEW MEXICO

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

Highway
- Higher: 11%
- Same: 22%
- Lower: 67%

Other Transportation
- Higher: 11%
- Same: 33%
- Lower: 56%

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

Power
- Higher: 43%
- Same: 14%
- Lower: 43%

Manufacturing
- Higher: 15%
- Same: 23%
- Lower: 62%

Hospital/Higher Education
- Higher: 8%
- Same: 8%
- Lower: 84%

Retail, Warehouse, Lodging
- Higher: 8%
- Same: 8%
- Lower: 84%

Private Office
- Higher: 0%
- Same: 38%
- Lower: 62%

K-12 School
- Higher: 0%
- Same: 38%
- Lower: 62%
2. Did you add or lay off employees in 2010?

3. Estimate the number of employees added and percentage of workforce:
   
   Average of 14 employees added, 22%

4. Estimate the number of employees laid off and percentage of workforce:
   
   Average of 53 employees laid off, 27%

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 4 employees plan to add, 18%

7. Estimate the number of employees you plan to lay off and percentage of workforce:
   
   Average of 25% of workforce

8. Did you purchase construction equipment in 2010?

   Average dollar value of construction equipment purchased: $465,643
9. Did you lease/rent construction equipment in 2010?

Yes: 55%
No: 45%

Average dollar value of construction equipment leased/rented: $477,000

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

Yes: 37%
No: 63%

Average dollar value of construction equipment plan to purchase: $223,571

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

Yes: 47%
No: 53%

Average dollar value of construction equipment plan to lease/rent: $390,500

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

Yes: 70%
No: 30%

Average dollar value of all stimulus-funded contracts: $4,730,000

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

- 0-25 percent: 13%
- 26-50 percent: 20%
- 51-75 percent: 67%
- 76-100 percent: 0%

Average number of staff involved in stimulus-funded work: 9
14. Did you purchase new construction equipment because of the stimulus?

Average dollar value of construction equipment purchased because of the stimulus: $3,750

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: $1,067,500/ 21%

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

Highway: Less 60%, More 30%, Same 10%
Building: Less 77%, More 8%, Same 15%
Utility: Less 62%, More 13%, Same 25%
Private Construction: Less 62%, More 15%, Same 23%
Water Resources: Less 78%, More 22%
Other Public Works: Less 60%, More 20%, Same 20%
17. Have you adjusted your bids in 2010 so that profits are:

- Greater: 0%
- The Same: 5%
- Smaller: 5%
- Now for a Loss: 90%

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

- Greater: 5%
- The Same: 40%
- Smaller: 50%
- Now for a Loss: 0%

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

- 2011: 0%
- 2012: 10%
- 2013: 40%
- 2014: 50%

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

- 9%

21. Do you expect this to increase in 2011?

- Yes: 100%
22. Do you expect this to decrease in 2011?

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

13.33%

24. Do you expect this to increase in 2011?

25. Do you expect this to decrease in 2011?

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

No: 0%
Yes: 100%

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

5.3

30. Do you expect this to increase in 2011?

No: 0%
Yes: 100%

31. Do you expect this to decrease in 2011?

No: 0%
Yes: 100%

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

No: 73%
Yes: 0%

If no, do you plan on implementing lean construction concepts into your business in 2011?
No – 0%
Yes – 100%
Maybe/Unsure – 0%