2011 Construction Outlook Survey Results

VIRGINIA

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

- **Highway**
  - Higher: 0%
  - Same: 78%
  - Lower: 22%

- **Other Transportation**
  - Lower: 13%
  - Higher: 12%
  - Same: 75%

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

- **Power**
  - Lower: 12%
  - Higher: 13%
  - Same: 75%

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

- **Hospital/Higher Education**
  - Lower: 36%
  - Higher: 18%
  - Same: 46%

- **Retail, Warehouse, Lodging**
  - Lower: 41%
  - Higher: 14%
  - Same: 45%

- **Public Building**
  - Lower: 35%
  - Higher: 22%
  - Same: 43%

- **Private Office**
  - Lower: 38%
  - Higher: 8%
  - Same: 54%

- **K-12 School**
  - Lower: 5%
  - Higher: 5%
  - Same: 90%
2. Did you add or lay off employees in 2010?

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

   Average of 20 employees added, 14%

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

   Average of 85 employees laid off, 20%

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 17 employees plan to add, 5%

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

   Average of 12 employees plan to lay off, 15%

8. Did you purchase construction equipment in 2010?

   Average dollar value of construction equipment purchased: $2,280,000
9. Did you lease/rent construction equipment in 2010?

![Bar chart showing 50% yes and 50% no]

Average dollar value of construction equipment leased/rented: $1,771,750

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

![Bar chart showing 31% yes and 69% no]

Average dollar value of construction equipment plan to purchase: $2,286,111

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: $1,918,636

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

![Bar chart showing 40% yes and 60% no]

Average dollar value of all stimulus-funded contracts: $18,320,360

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

![Bar chart showing percentages]

Average number of staff involved in stimulus-funded work: 24
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: $38,500,000/ 30%

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: 0%
- The Same: 13%
- Smaller: 87%
- Now for a Loss: 0%

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

- Greater: 17%
- The Same: 66%
- Smaller: 17%
- Now for a Loss: 0%

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

- 2011: 13%
- 2012: 30%
- 2013: 50%
- 2014: 7%

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

11.5%

21. Do you expect this to increase in 2011?

- Yes: 100%
- No: 0%

If so, by what percentage? 19%
22. Do you expect this to decrease in 2011?

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Yes  No
0%   100%
0%  20%  40%  60%  80%  100%
```

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

17.57%

24. Do you expect this to increase in 2011?

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Yes  No
13%  87%
0%  20%  40%  60%  80%  100%
```

If so, by what percentage? 14%

25. Do you expect this to decrease in 2011?

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Yes  No
40%  60%
0%  20%  40%  60%  80%  100%
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If so, by what percentage? 12%

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

3.44

27. Do you expect this to increase in 2011?

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Yes  No
40%  60%
0%  20%  40%  60%  80%  100%
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If so, by what percentage? 40%
28. Do you expect this to decrease in 2011?

![Graph showing percentage distribution]

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

0.38

30. Do you expect this to increase in 2011?

If so, by what percentage? 15%

![Graph showing percentage distribution]

31. Do you expect this to decrease in 2011?

If so, by what percentage? 10%

![Graph showing percentage distribution]

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

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

- No – 50%
- Yes – 0%
- Maybe/Unsure – 50%