2011 Construction Outlook Survey Results
WASHINGTON

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

**Highway**
- Higher: 10%
- Same: 58%
- Lower: 32%

**Other Transportation**
- Higher: 6%
- Same: 47%
- Lower: 47%

**Water/Sewer**
- Lower: 33%
- Same: 50%
- Higher: 17%

**Power**
- Lower: 18%
- Same: 64%
- Higher: 18%

**Hospital/Higher Education**
- Lower: 34%
- Same: 35%
- Higher: 31%

**Retail, Warehouse, Lodging**
- Lower: 38%
- Same: 31%
- Higher: 14%

**Public Building**
- Lower: 23%
- Same: 35%
- Higher: 27%

**Private Office**
- Lower: 67%
- Same: 23%
- Higher: 10%

**K-12 School**
- Lower: 46%
- Same: 42%
- Higher: 12%
2. Did you add or lay off employees in 2010?

- **Added**: 19%
- **Laid Off**: 67%
- **No Change**: 14%

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 30 employees laid off, 29%*

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

- **Add**: 26%
- **Lay Off**: 16%
- **No Change/ Don't Know**: 58%

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

   *Average of 12 employees plan to add, 29%*

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

   *Average of 13 employees plan to lay off, 14%*

8. Did you purchase construction equipment in 2010?

- **Yes**: 29%
- **No**: 71%

*Average dollar value of construction equipment purchased: $382,083*
9. Did you lease/rent construction equipment in 2010?

Average dollar value of construction equipment leased/rented: $161,867

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

Average dollar value of construction equipment plan to purchase: $897,500

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

Average dollar value of construction equipment plan to lease/rent: $154,231

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

Average dollar value of all stimulus-funded contracts: $6,633,880

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

![Bar chart showing 100% purchase of new construction equipment due to stimulus.]

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

![Pie chart showing 44% expecting stimulus work in 2011 and 56% not expecting.]

Average dollar value of stimulus-funded work you plan to perform in 2011/ percentage of your overall revenue: $6,958,333/26%

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

<table>
<thead>
<tr>
<th>Category</th>
<th>More</th>
<th>Same</th>
<th>Less</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highway</td>
<td>19%</td>
<td>37%</td>
<td>44%</td>
</tr>
<tr>
<td>Building</td>
<td>13%</td>
<td>35%</td>
<td>52%</td>
</tr>
<tr>
<td>Utility</td>
<td>14%</td>
<td>53%</td>
<td>33%</td>
</tr>
<tr>
<td>Private Construction</td>
<td>8%</td>
<td>32%</td>
<td>60%</td>
</tr>
<tr>
<td>Water Resources</td>
<td>20%</td>
<td>45%</td>
<td>35%</td>
</tr>
<tr>
<td>Other Public Works</td>
<td>40%</td>
<td>36%</td>
<td>24%</td>
</tr>
</tbody>
</table>
17. Have you adjusted your bids in 2010 so that profits are:

- Greater: 2%
- The Same: 7%
- Smaller: 7%
- Now for a Loss: 84%

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

- Greater: 9%
- The Same: 33%
- Smaller: 33%
- Now for a Loss: 0%

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

- 2011: 14%
- 2012: 34%
- 2013: 45%
- 2014: 7%

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

15.11%

21. Do you expect this to increase in 2011?

- Yes: 36%
- No: 64%

If so, by what percentage? 13%
22. Do you expect this to decrease in 2011?

If so, by what percentage? 46%

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

19%

24. Do you expect this to increase in 2011?

If so, by what percentage? 15%

25. Do you expect this to decrease in 2011?

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

0.25

27. Do you expect this to increase in 2011?

If so, by what percentage? 30%
28. Do you expect this to decrease in 2011?

![Bar Chart]

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

1.31

30. Do you expect this to increase in 2011?

![Bar Chart]

If so, by what percentage? 8%

31. Do you expect this to decrease in 2011?

![Bar Chart]

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

![Bar Chart]

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

No – 80%

Yes – 0%

Maybe/Unsure – 20%