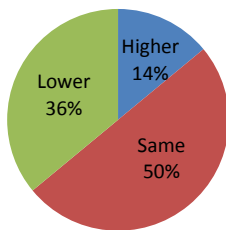




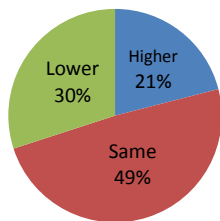
**2011 Construction Outlook Survey Results  
 CALIFORNIA**

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

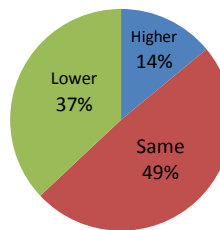
**Highway**



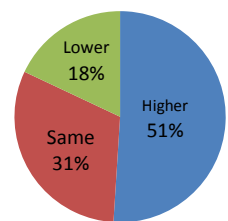
**Other Transportation**



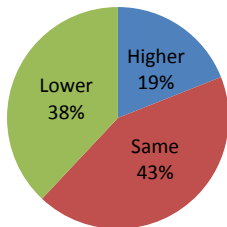
**Water/Sewer**



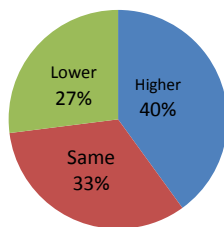
**Power**



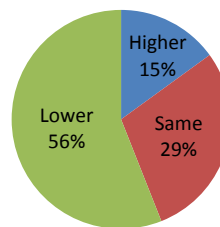
**Manufacturing**



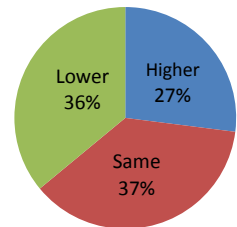
**Hospital/  
Higher Education**



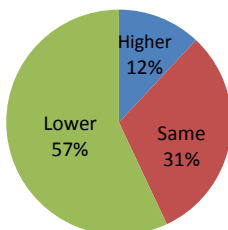
**Retail,  
Warehouse,  
Lodging**



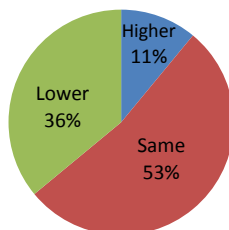
**Public Building**



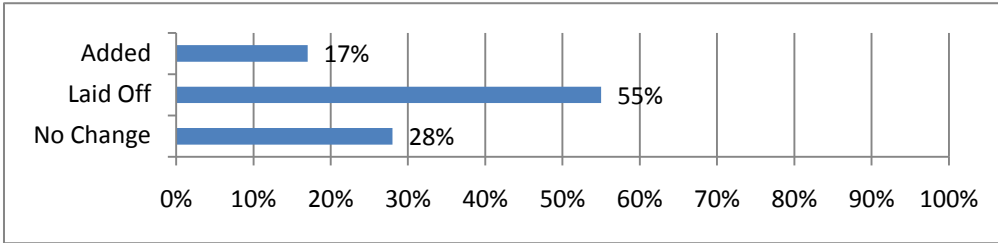
**Private Office**



**K-12 School**



**2. Did you add or lay off employees in 2010?**



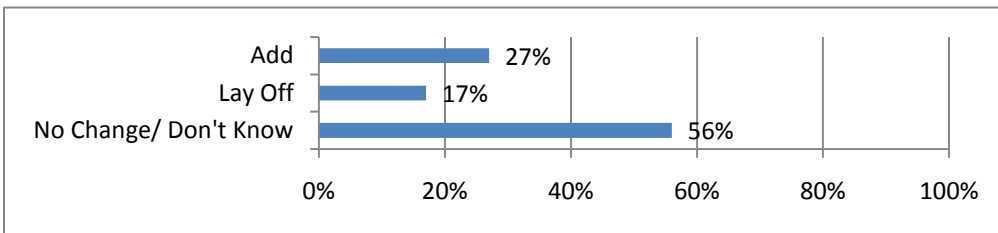
**3. Estimate the number of employees added and percentage of workforce:**

*Average of 10 employees added, 15%*

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

*Average of 29 employees laid off, 26%*

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



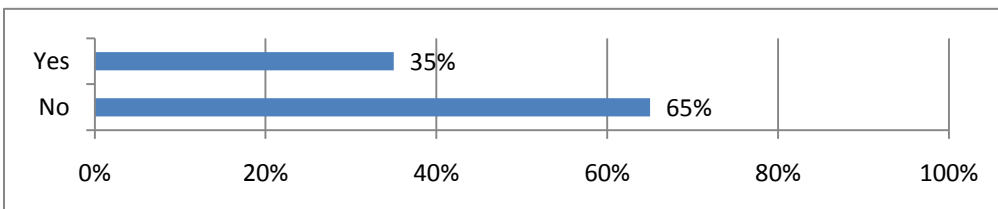
**6. Estimate the number of employees you plan to add and percentage of workforce:**

*Average of 13 employees plan to add, 17%*

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

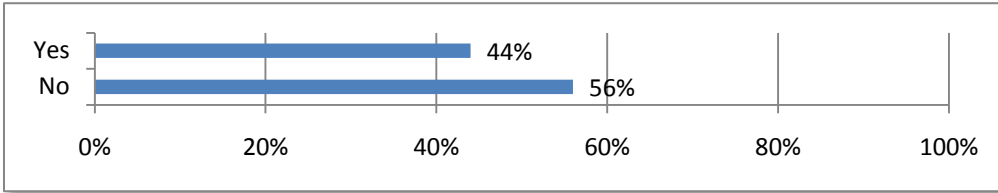
*Average of 12 employees plan to lay off, 14%*

**8. Did you purchase construction equipment in 2010?**



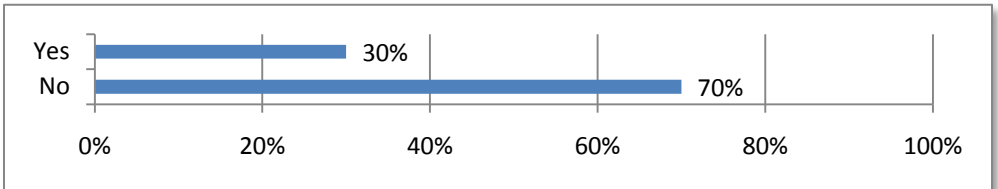
*Average dollar value of construction equipment purchased: \$357,692*

**9. Did you lease/rent construction equipment in 2010?**



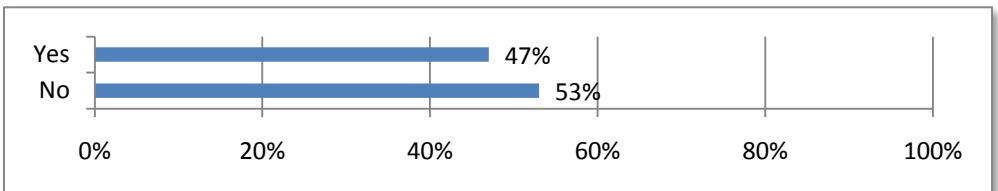
Average dollar value of construction equipment leased/rented: \$2,566,720

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



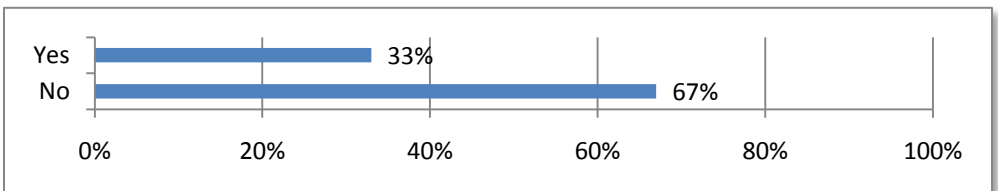
Average dollar value of construction equipment plan to purchase: \$945,652

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



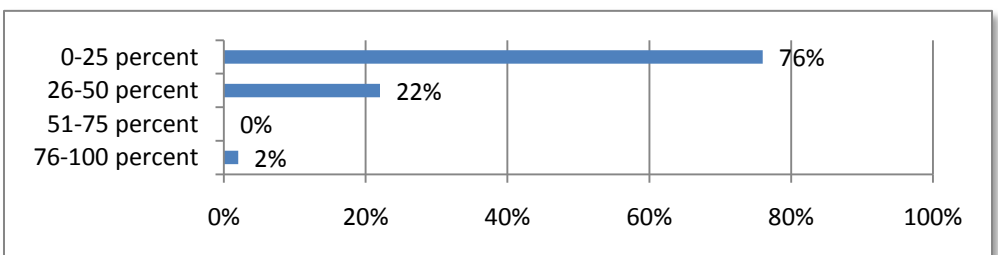
Average dollar value of construction equipment plan to lease/rent: \$2,593,448

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



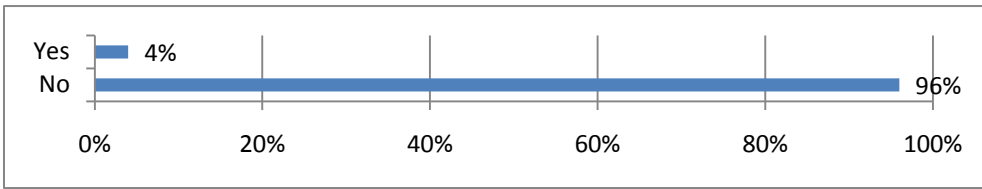
Average dollar value of all stimulus-funded contracts: \$33,662,389

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



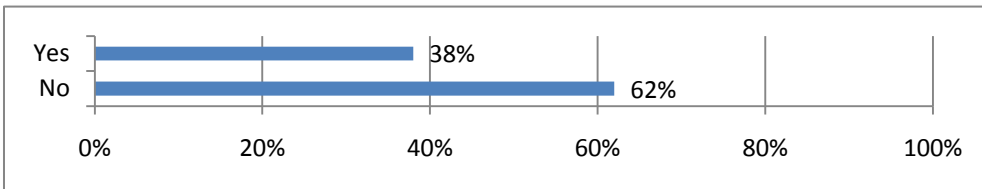
Average number of staff involved in stimulus-funded work: 27

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



Average dollar value of construction equipment purchased because of the stimulus: *\$100,000*

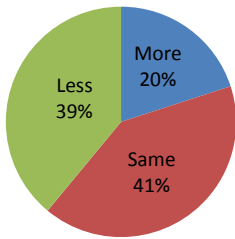
**15. Do you expect to perform stimulus-funded work in 2011?**



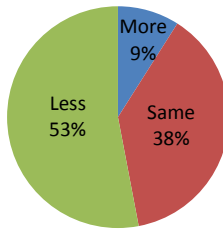
Average dollar value of stimulus-funded work you plan to perform in 2011/ percentage of your overall revenue: *\$28,741,636/ 18%*

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

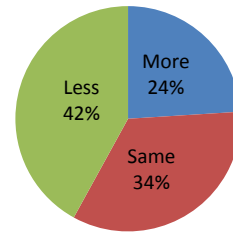
**Highway**



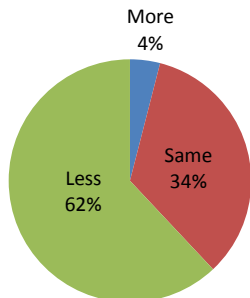
**Building**



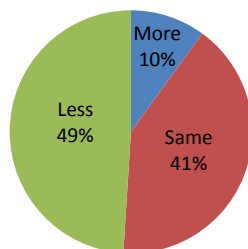
**Utility**



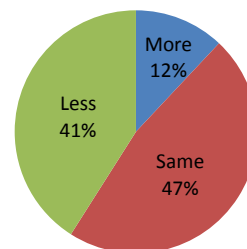
**Private Construction**



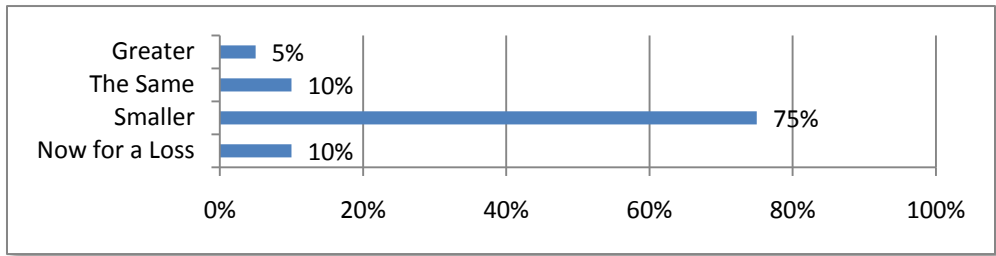
**Water Resources**



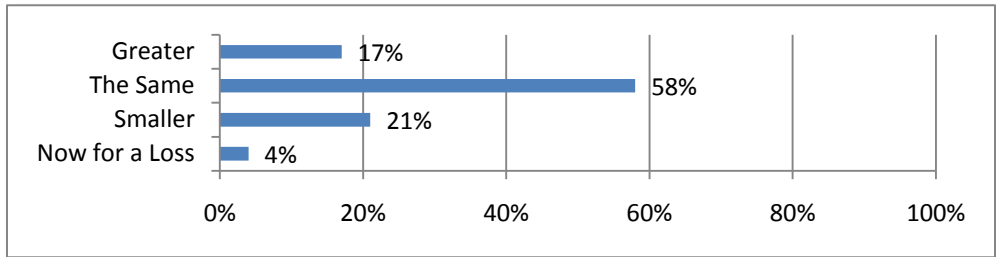
**Other Public Works**



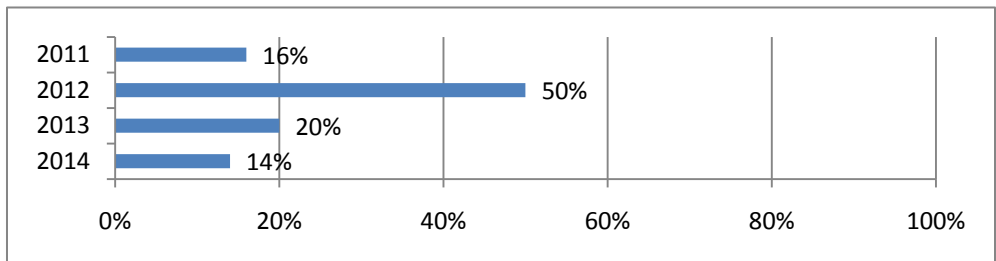
**17. Have you adjusted your bids in 2010 so that profits are:**



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



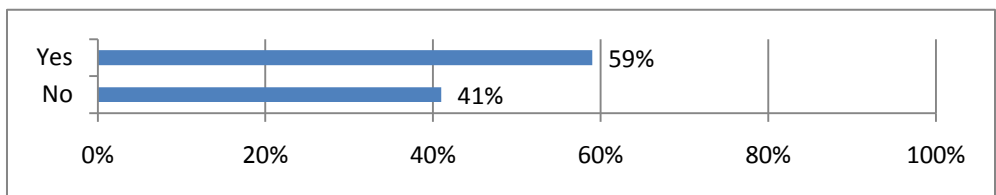
**19. When do you expect the construction market to again grow?**



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

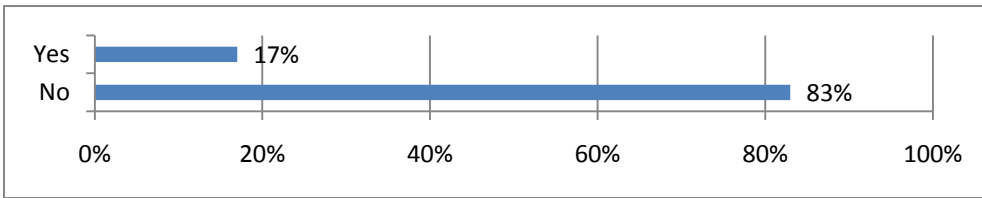
19%

**21. Do you expect this to increase in 2011?**



If so, by what percentage? 14%

**22. Do you expect this to decrease in 2011?**

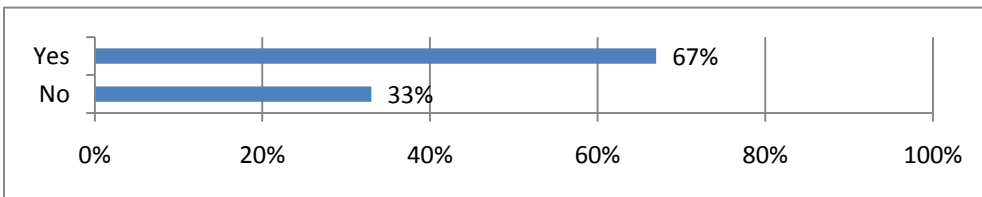


If so, by what percentage? 10%

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

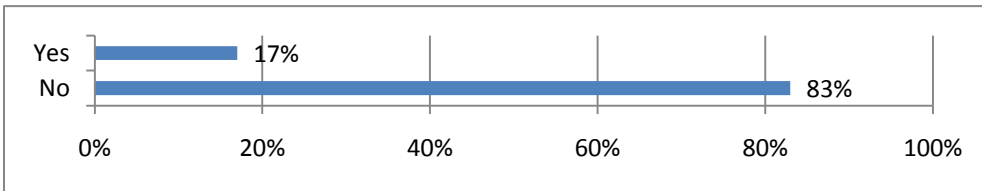
16%

**24. Do you expect this to increase in 2011?**



If so, by what percentage? 16%

**25. Do you expect this to decrease in 2011?**

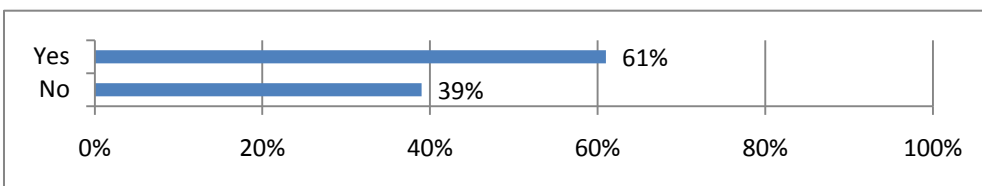


If so, by what percentage? 45%

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

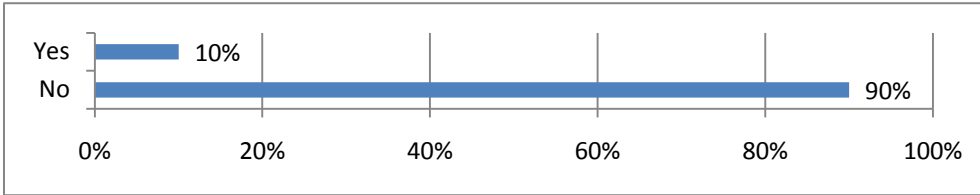
1.3

**27. Do you expect this to increase in 2011?**



If so, by what percentage? 36%

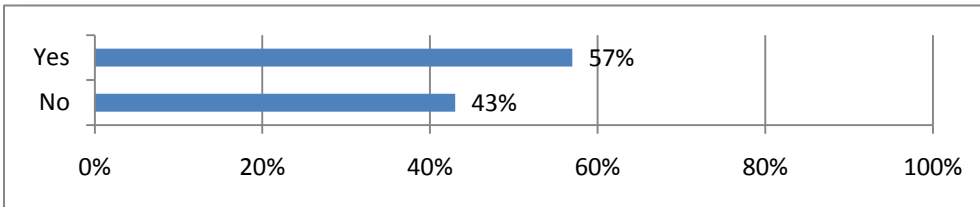
**28. Do you expect this to decrease in 2011?**



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

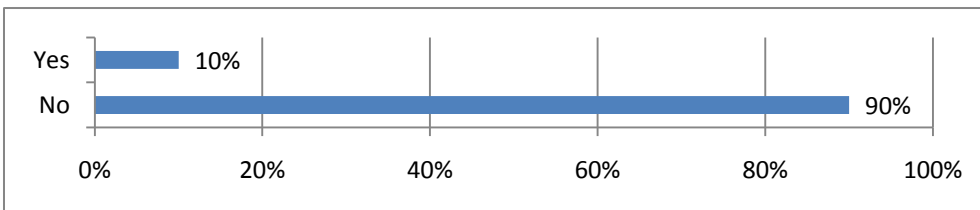
5.5

**30. Do you expect this to increase in 2011?**



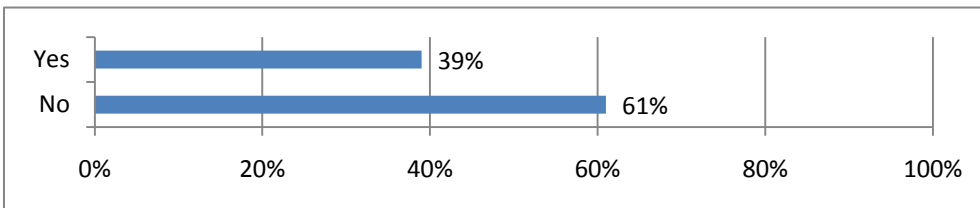
If so, by what percentage? 29%

**31. Do you expect this to decrease in 2011?**



If so, by what percentage? 45%

**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 – 67%

Yes – 33%

Maybe/Unsure – 0