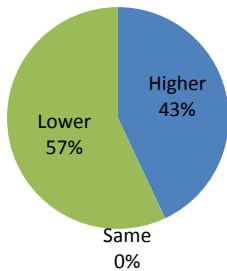




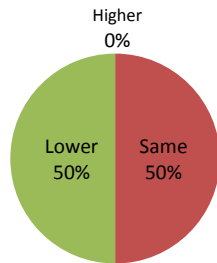
**2011 Construction Outlook Survey Results  
 KANSAS**

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

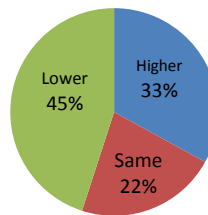
**Highway**



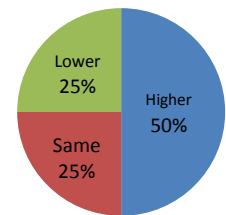
**Other Transportation**



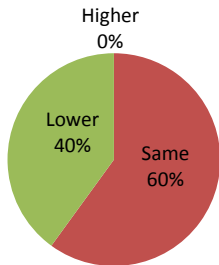
**Water/Sewer**



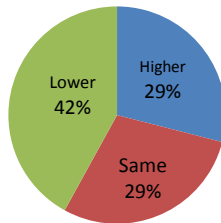
**Power**



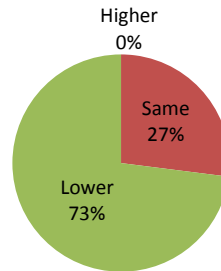
**Manufacturing**



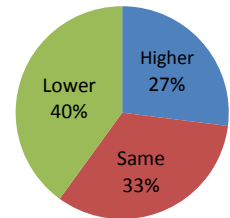
**Hospital/  
Higher Education**



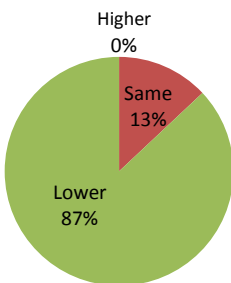
**Retail,  
Warehouse,  
Lodging**



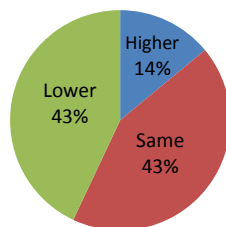
**Public Building**



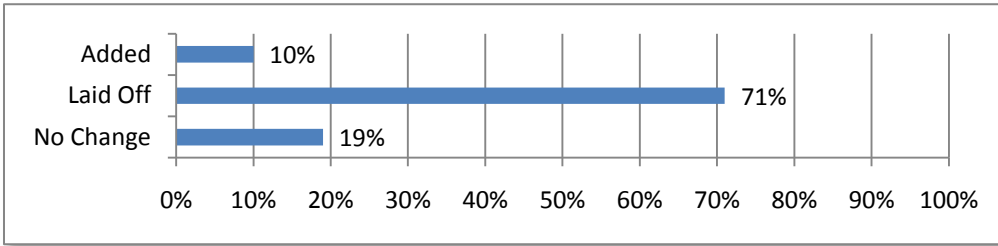
**Private Office**



**K-12 School**



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



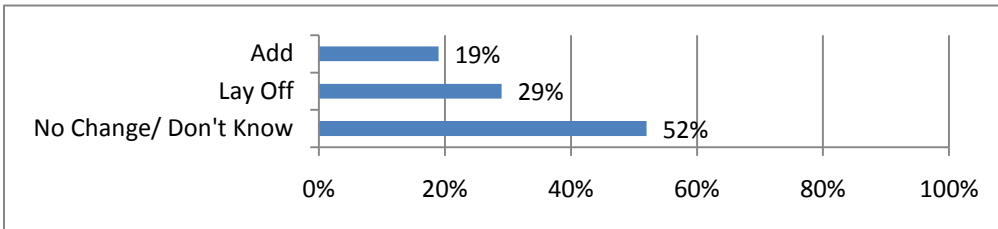
**3. Estimate the number of employees added and percentage of workforce:**

*Average of 5 employees added, 9%*

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

*Average of 26 employees laid off, 22%*

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



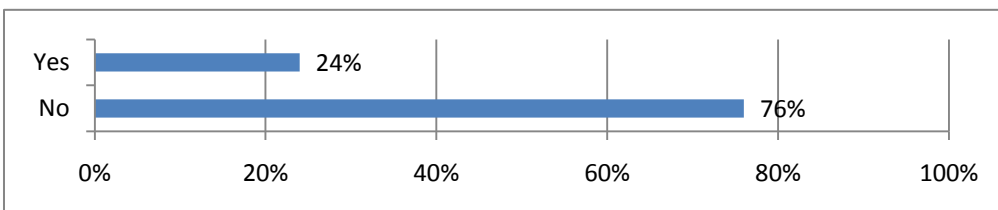
**6. Estimate the number of employees you plan to add and percentage of workforce:**

*Average of 15 employees plan to add, 17%*

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

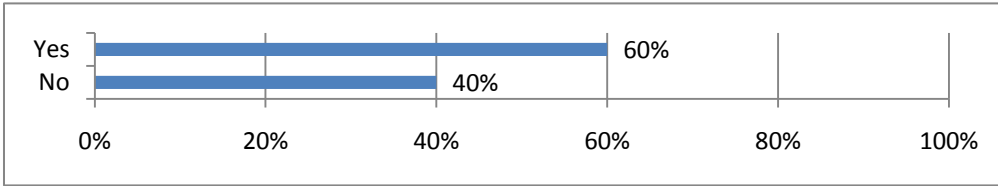
*Average of 6 employees plan to lay off, 12%*

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



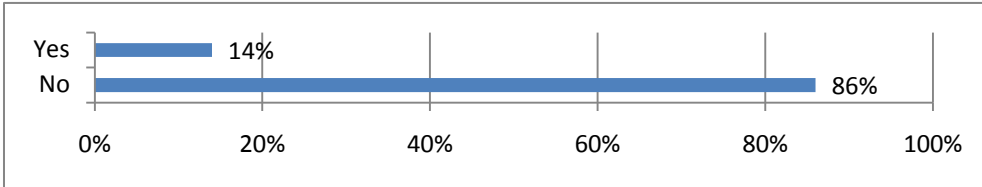
*Average dollar value of construction equipment purchased: \$211,600*

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



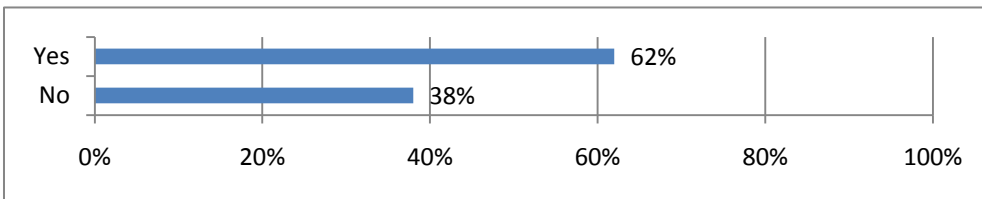
Average dollar value of construction equipment leased/rented: \$265,222

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



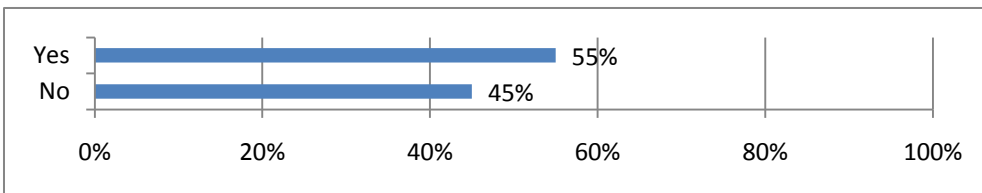
Average dollar value of construction equipment plan to purchase: \$705,000

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



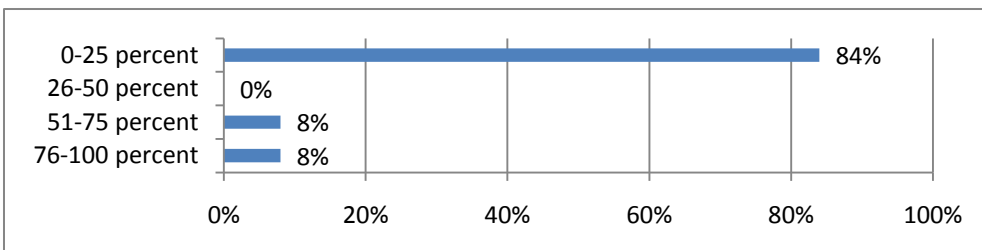
Average dollar value of construction equipment plan to lease/rent: \$185,556

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



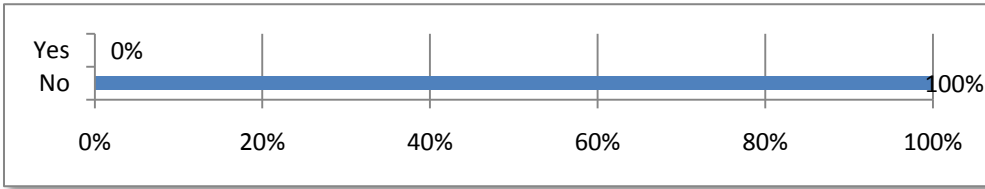
Average dollar value of all stimulus-funded contracts: \$3,837,250

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

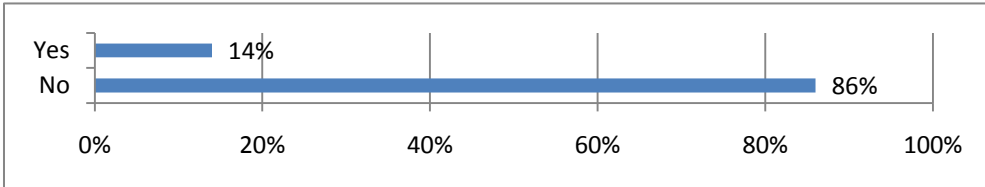


Average number of staff involved in stimulus-funded work: 8

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



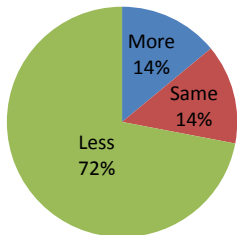
**15. Do you expect to perform stimulus-funded work in 2011?**



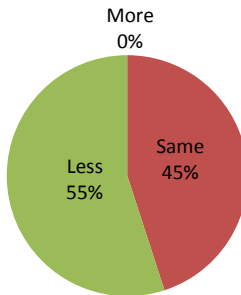
Average dollar value of stimulus-funded work you plan to perform in 2011/ percentage of your overall revenue: \$2,100,000/ 50%

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

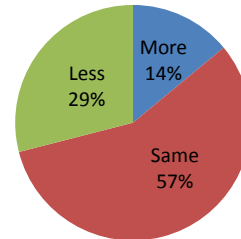
**Highway**



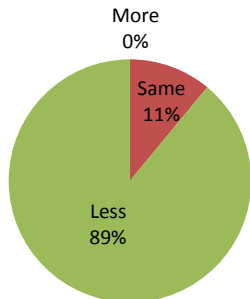
**Building**



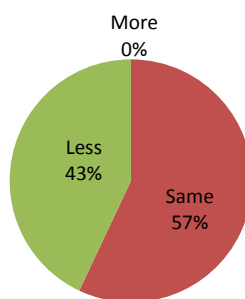
**Utility**



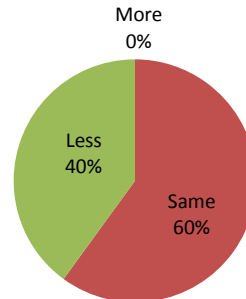
**Private Construction**



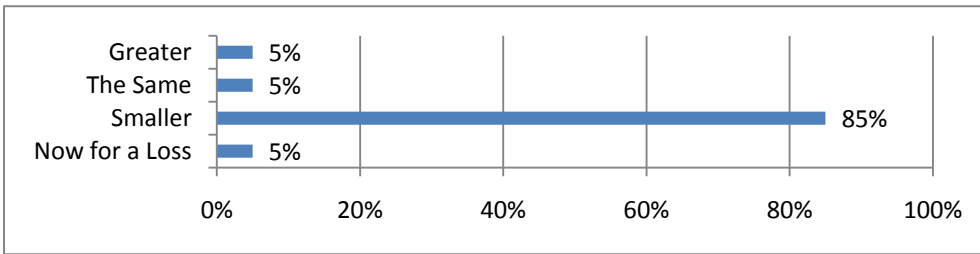
**Water Resources**



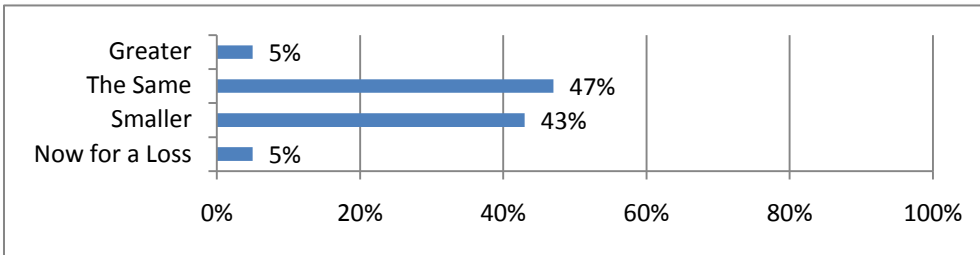
**Other Public Works**



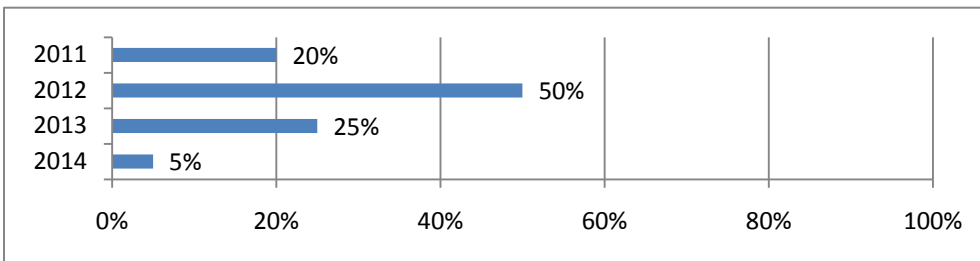
**17. Have you adjusted your bids in 2010 so that profits are:**



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



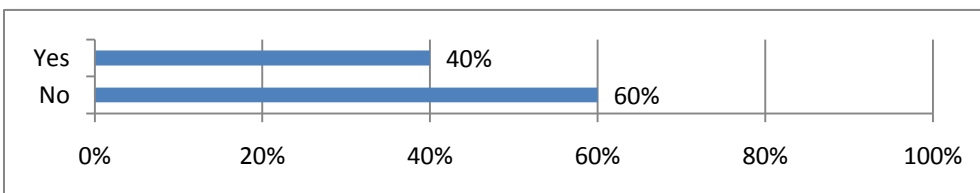
**19. When do you expect the construction market to again grow?**



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

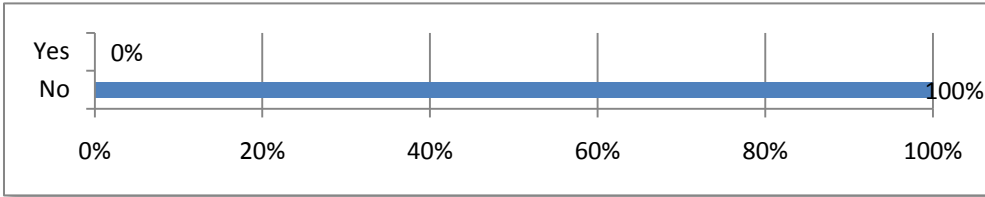
3.27%

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



If so, by what percentage? 35%

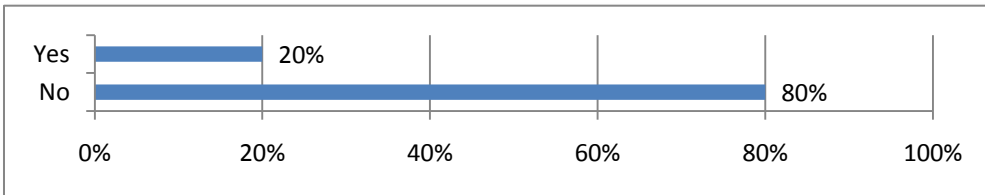
**22. Do you expect this to decrease in 2011?**



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

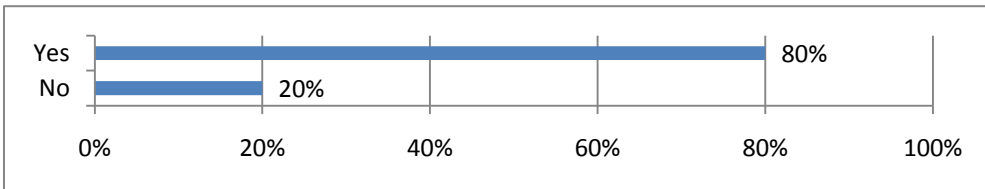
4.9%

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



If so, by what percentage? 5%

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

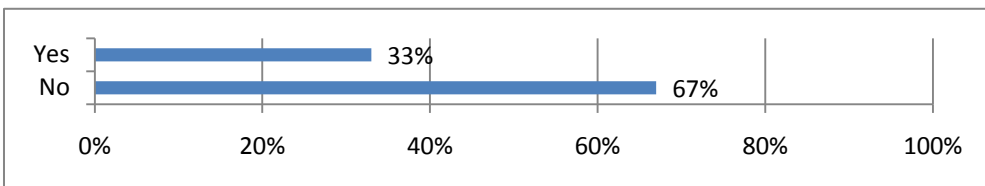


If so, by what percentage? 68%

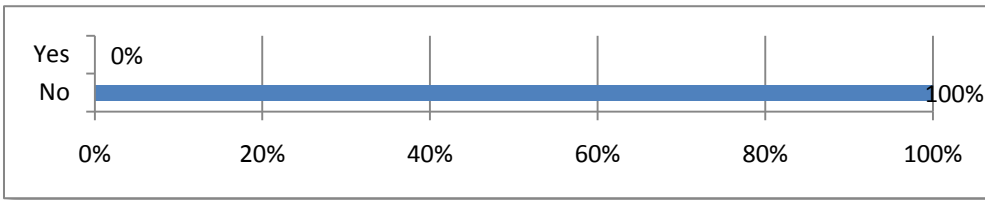
**26. In 2010, how many Integrated Project Delivery (IPD) projects were you contracted to perform on?**

0

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



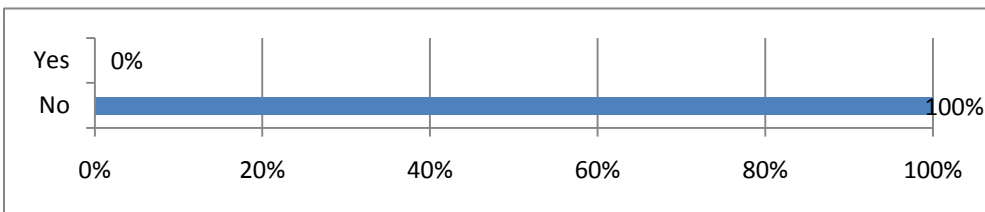
**28. Do you expect this to decrease in 2011?**



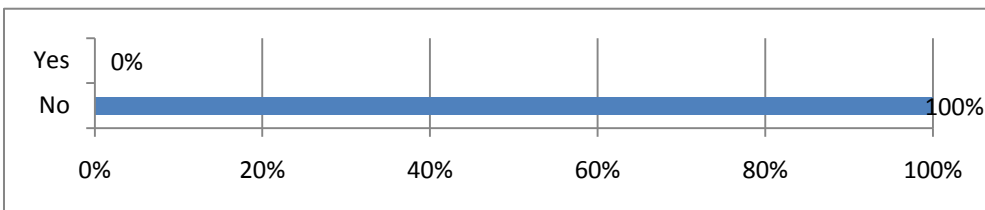
**29. In 2010, how many Public Private Partnership (PPP) projects were you contracted to perform on?**

0.125

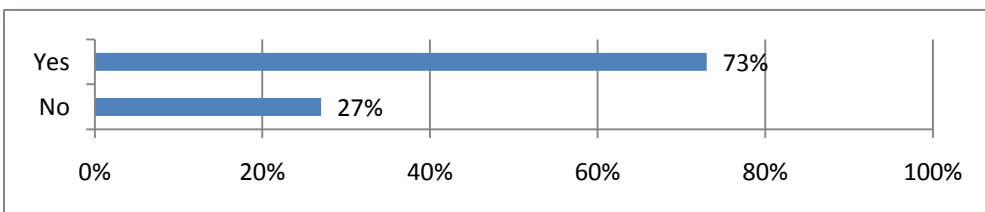
**30. Do you expect this to increase in 2011?**



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



**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 – 0%

Yes – 0%

Maybe/Unsure – 100%