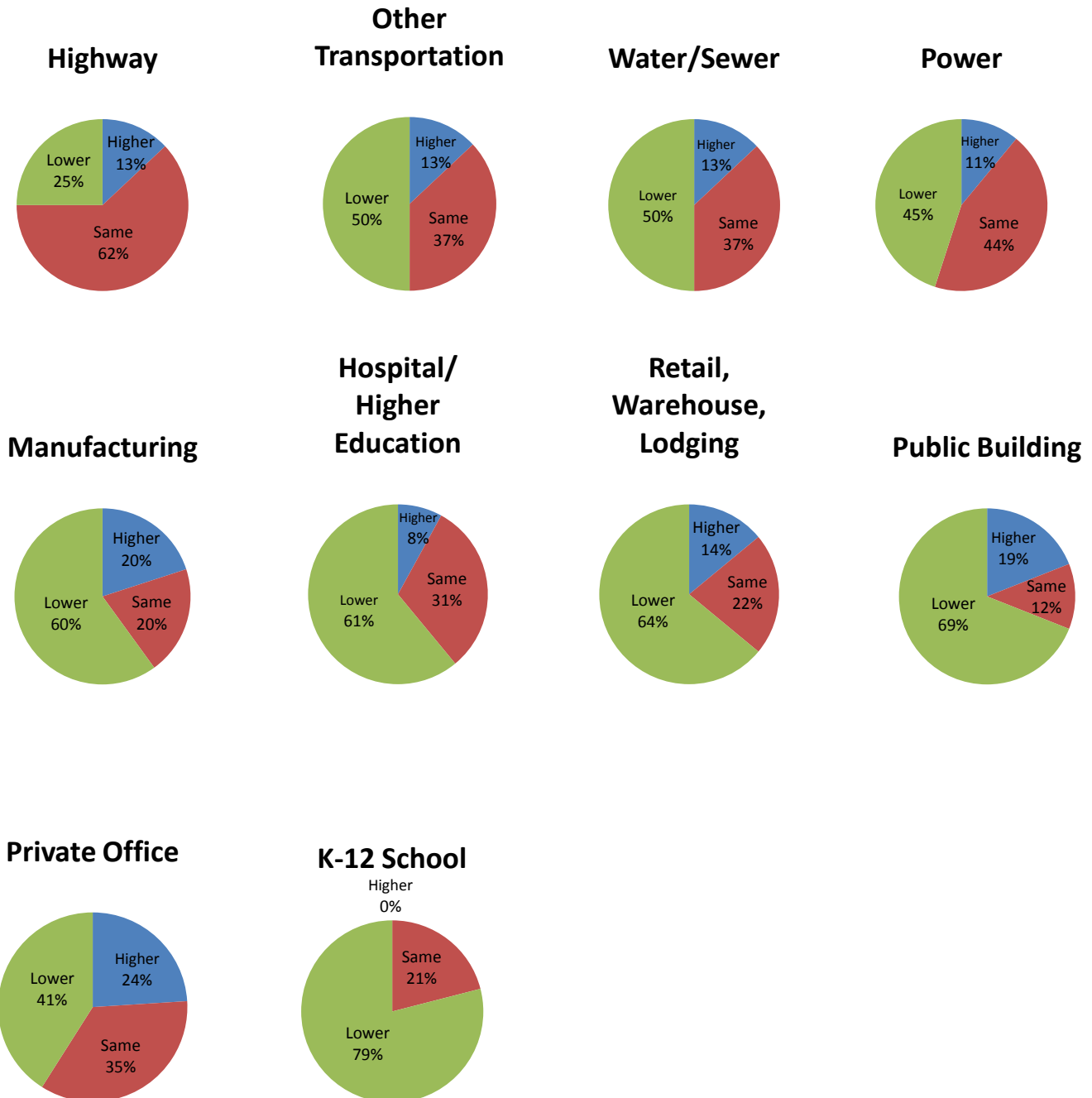


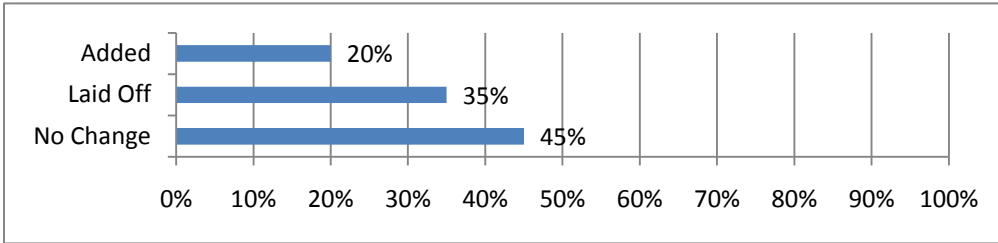


**2011 Construction Outlook Survey Results  
 MINNESOTA**

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



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



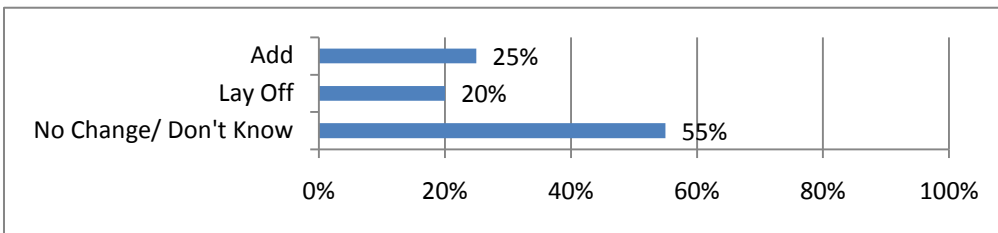
**3. Estimate the number of employees added and percentage of workforce:**

*Average of 12 employees added, 25%*

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

*Average of 8 employees laid off, 18%*

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



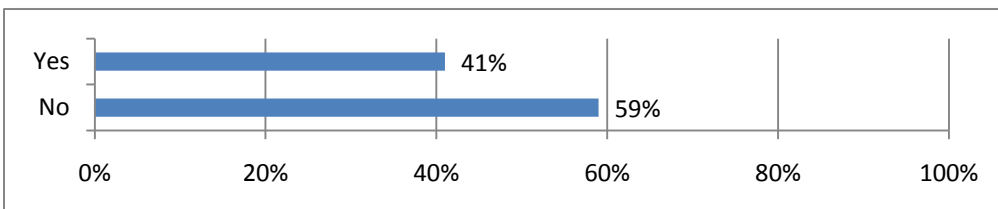
**6. Estimate the number of employees you plan to add and percentage of workforce:**

*Average of 4 employees plan to add, 7%*

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

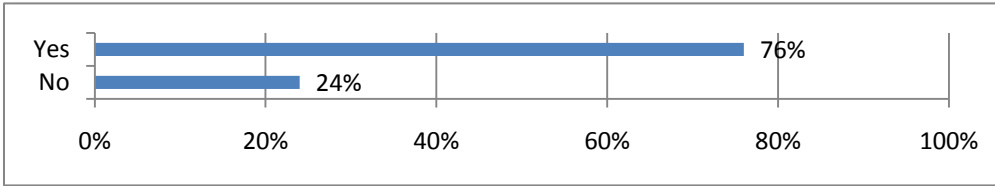
*Average of 8 employees plan to lay off, 21%*

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



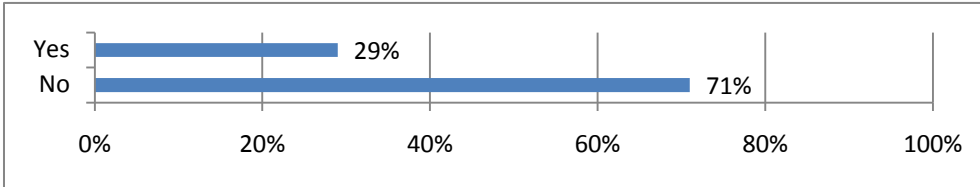
*Average dollar value of construction equipment purchased: \$802,500*

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



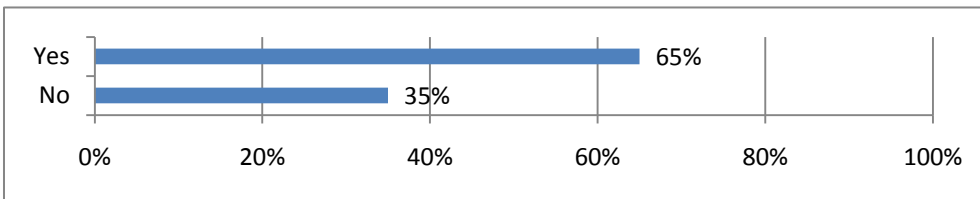
Average dollar value of construction equipment leased/rented: *\$185,385*

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



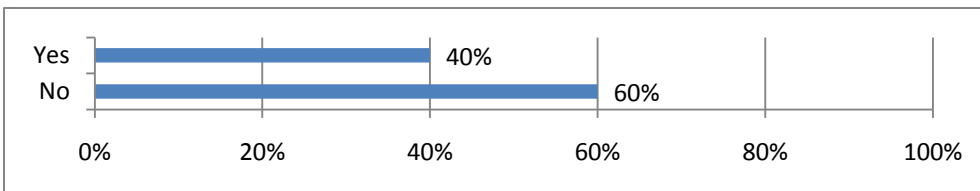
Average dollar value of construction equipment plan to purchase: *\$860,000*

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



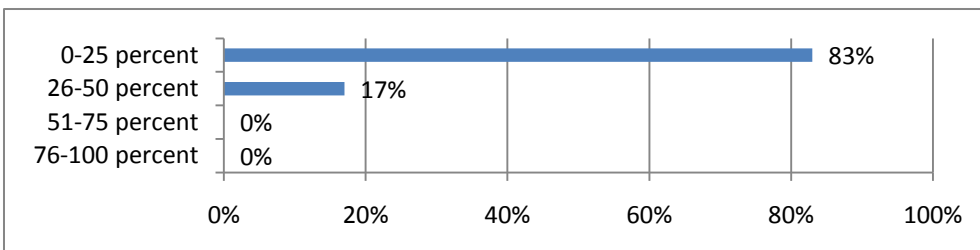
Average dollar value of construction equipment plan to lease/rent: *\$230,000*

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



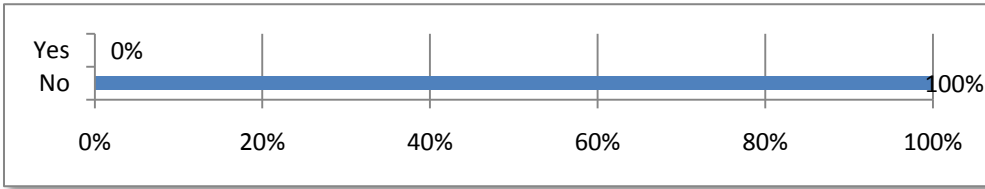
Average dollar value of all stimulus-funded contracts: *\$5,743,750*

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

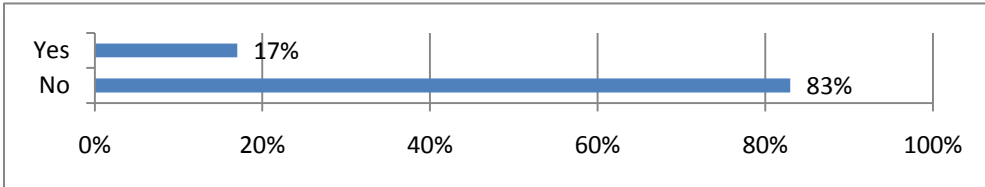


Average number of staff involved in stimulus-funded work: *10*

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



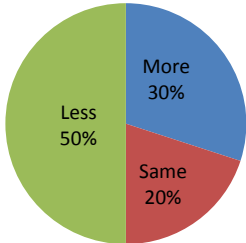
**15. Do you expect to perform stimulus-funded work in 2011?**



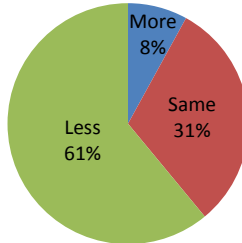
Average dollar value of stimulus-funded work you plan to perform in 2011/ percentage of your overall revenue: \$1,000,000/ 6%

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

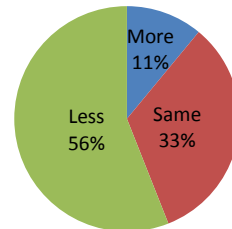
**Highway**



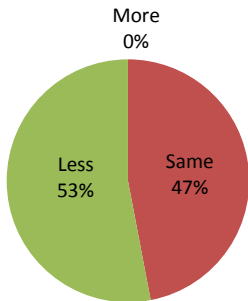
**Building**



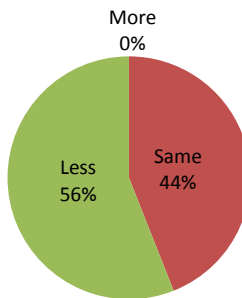
**Utility**



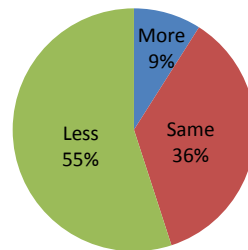
**Private Construction**



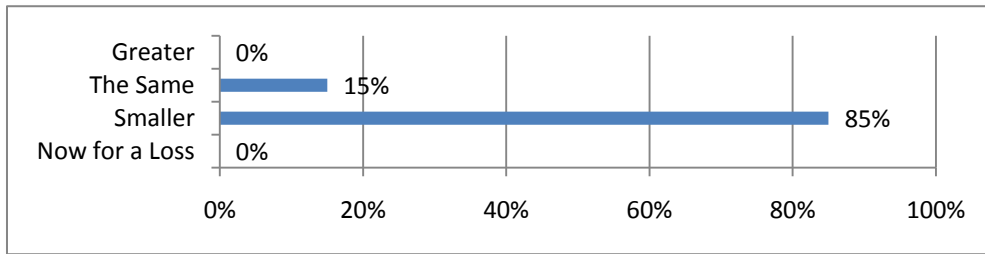
**Water Resources**



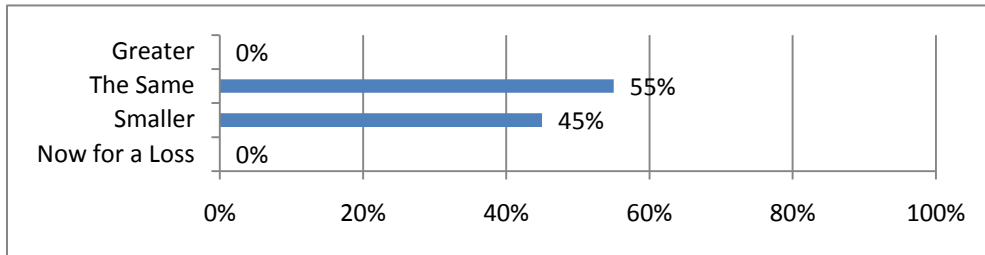
**Other Public Works**



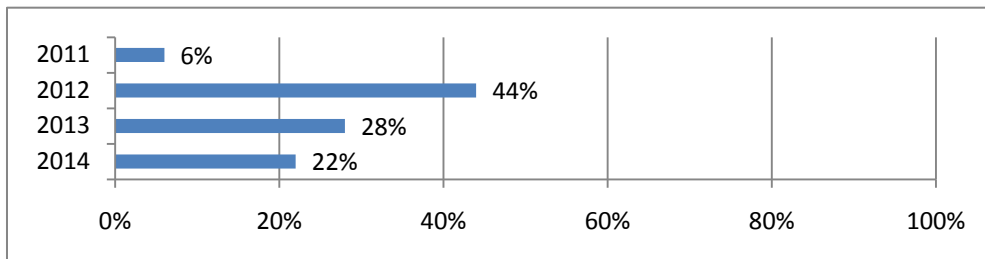
17. Have you adjusted your bids in 2010 so that profits are:



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



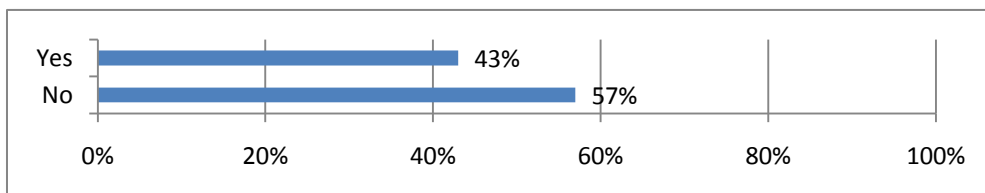
19. When do you expect the construction market to again grow?



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

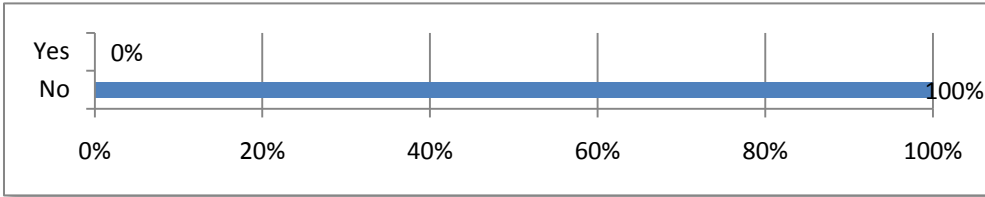
14.62%

21. Do you expect this to increase in 2011?



If so, by what percentage? 20%

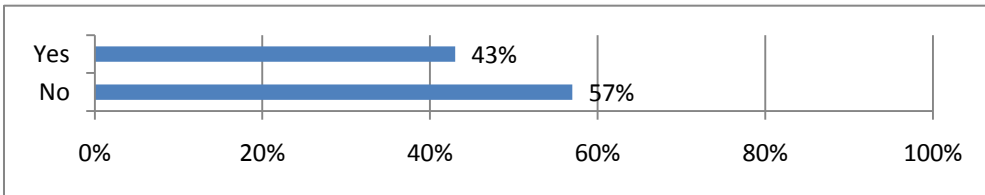
**22. Do you expect this to decrease in 2011?**



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

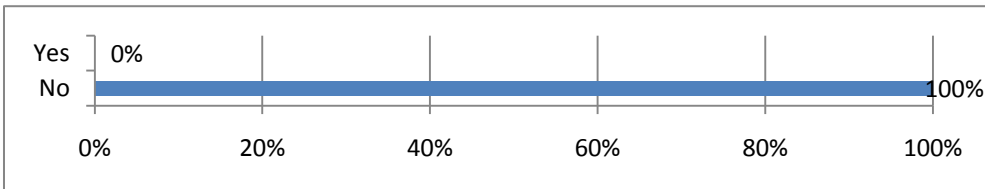
14.64%

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



If so, by what percentage? 38%

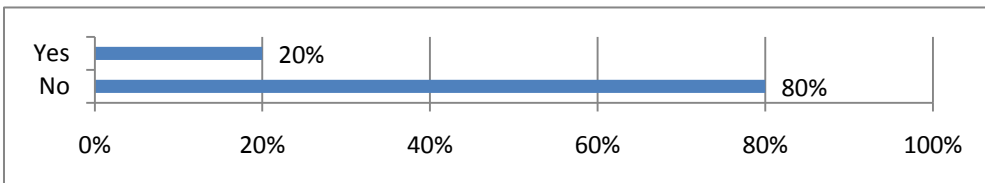
**25. Do you expect this to decrease in 2011?**



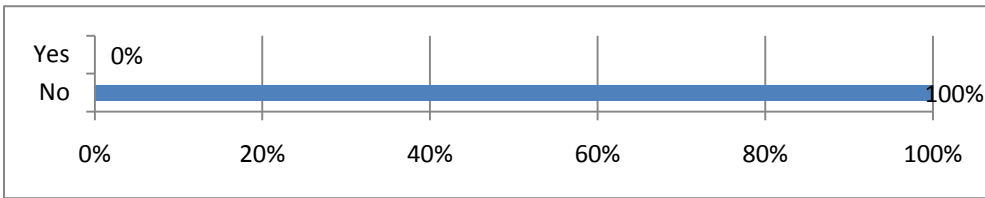
**26. In 2010, how many Integrated Project Delivery (IPD) projects were you contracted to perform on?**

0.08

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



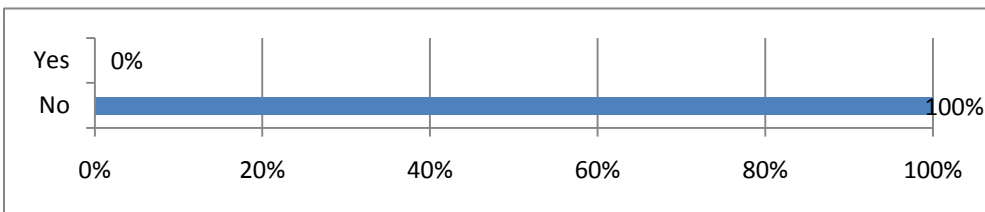
**28. Do you expect this to decrease in 2011?**



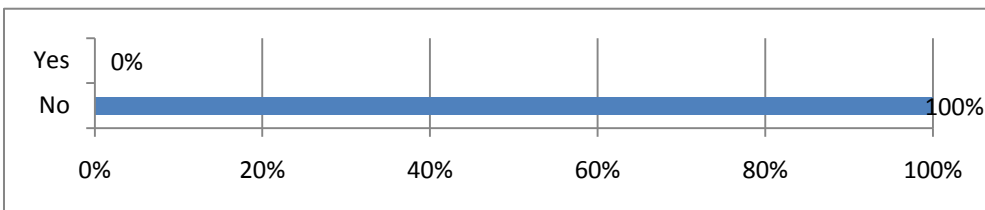
**29. In 2010, how many Public Private Partnership (PPP) projects were you contracted to perform on?**

0.36

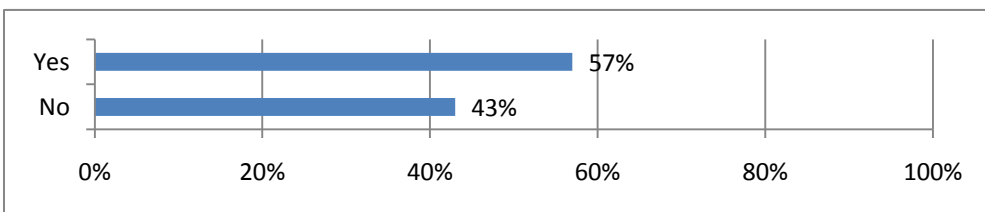
**30. Do you expect this to increase in 2011?**



**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 – 100%

Yes – 0%

Maybe/Unsure – 0%