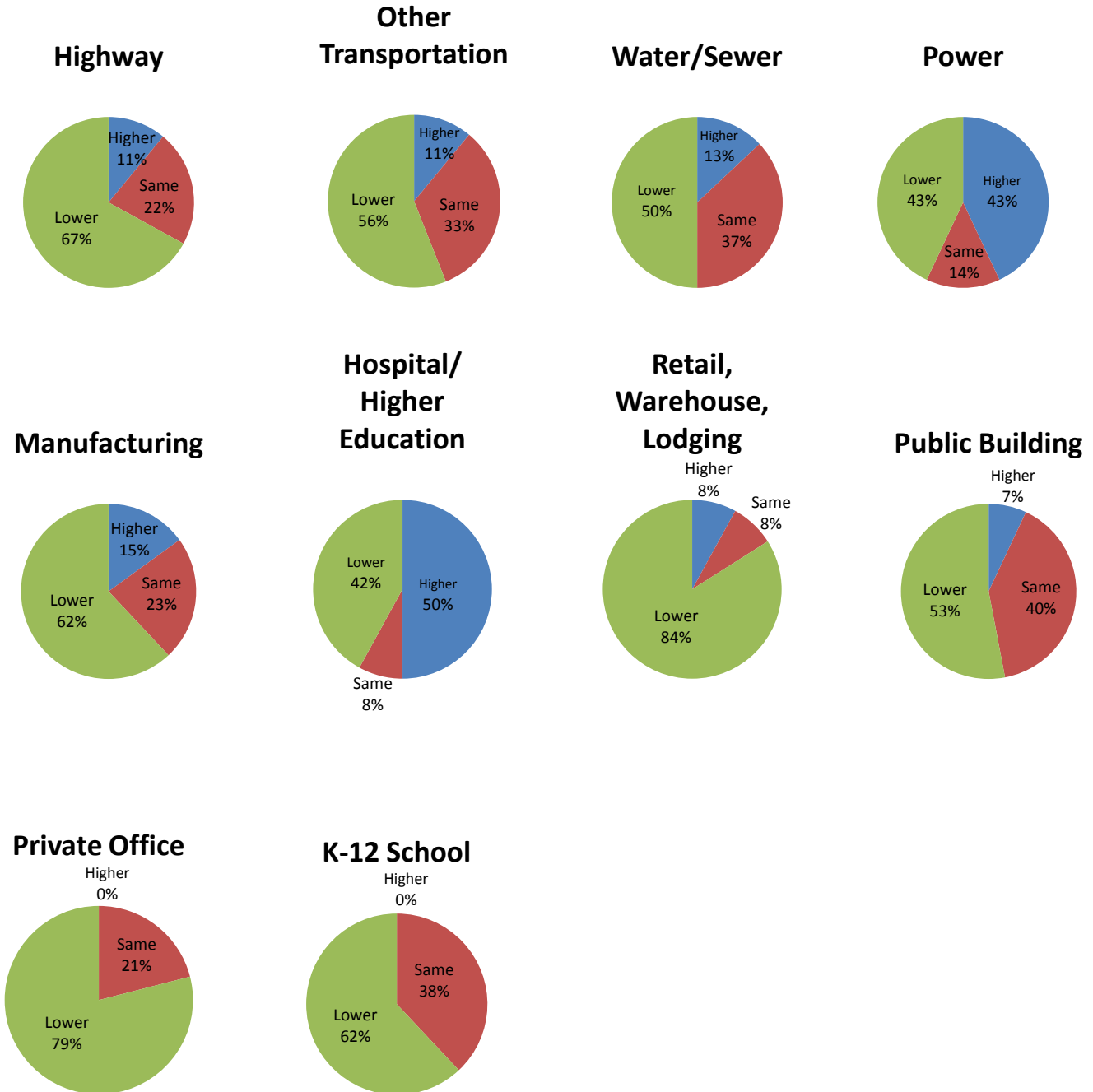


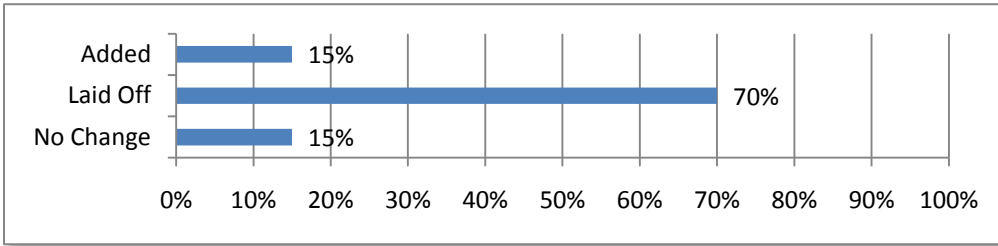


**2011 Construction Outlook Survey Results  
 NEW MEXICO**

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?**



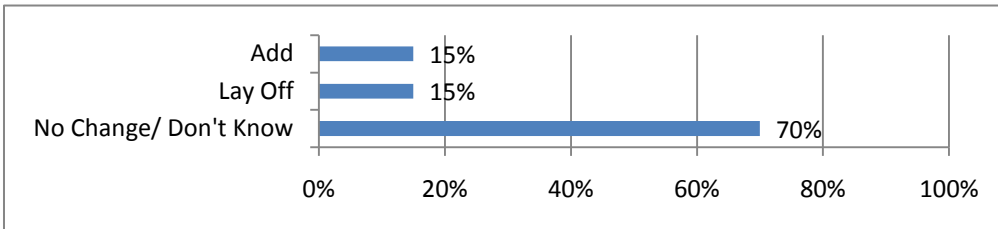
**3. Estimate the number of employees added and percentage of workforce:**

*Average of 14 employees added, 22%*

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

*Average of 53 employees laid off, 27%*

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



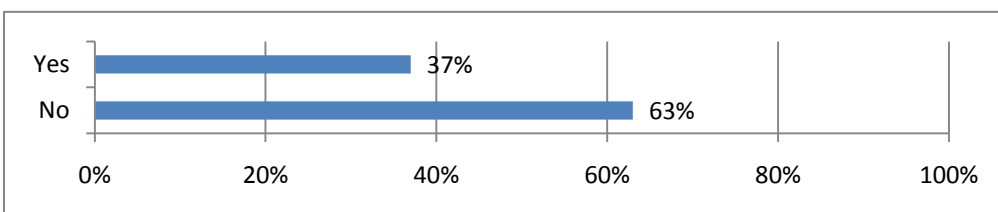
**6. Estimate the number of employees you plan to add and percentage of workforce:**

*Average of 4 employees plan to add, 18%*

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

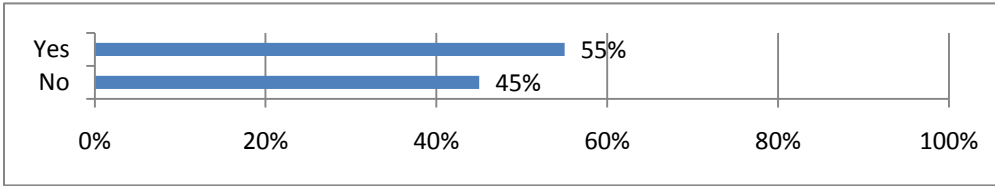
*Average of 25% of workforce*

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



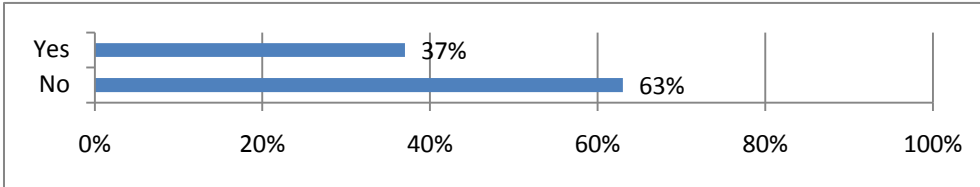
*Average dollar value of construction equipment purchased: \$465,643*

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



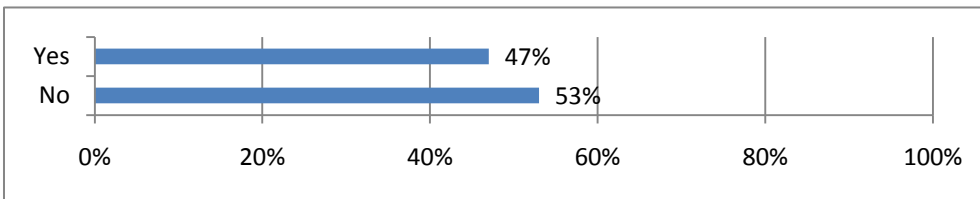
Average dollar value of construction equipment leased/rented: \$477,000

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



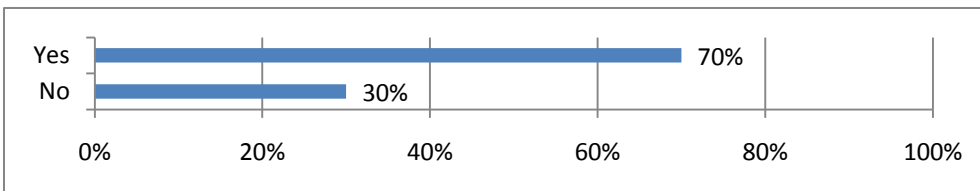
Average dollar value of construction equipment plan to purchase: \$223,571

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



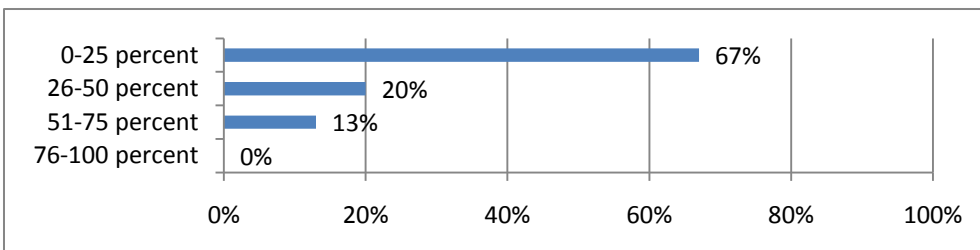
Average dollar value of construction equipment plan to lease/rent: \$390,500

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



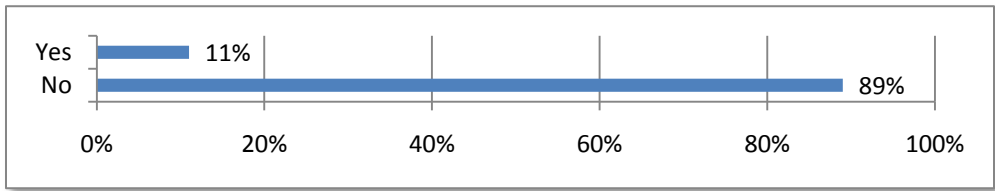
Average dollar value of all stimulus-funded contracts: \$4,730,000

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



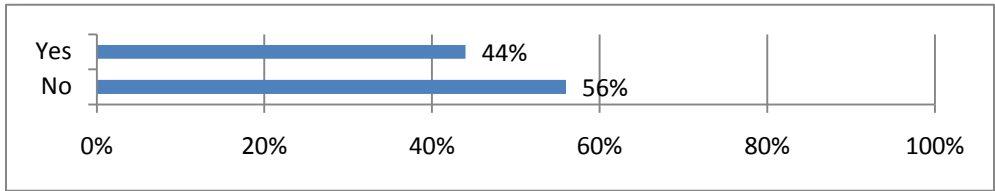
Average number of staff involved in stimulus-funded work: 9

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



Average dollar value of construction equipment purchased because of the stimulus: **\$3,750**

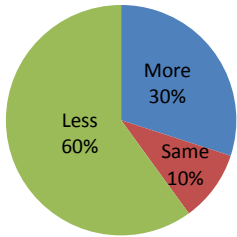
**15. Do you expect to perform stimulus-funded work in 2011?**



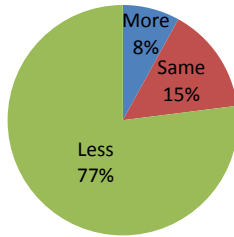
Average dollar value of stimulus-funded work you plan to perform in 2011/ percentage of your overall revenue: **\$1,067,500/ 21%**

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

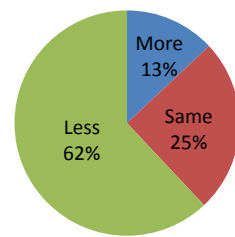
**Highway**



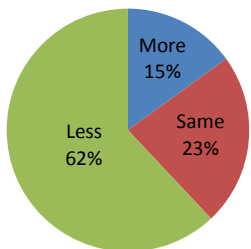
**Building**



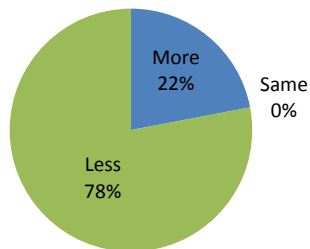
**Utility**



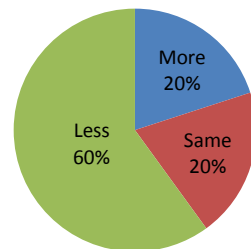
**Private Construction**



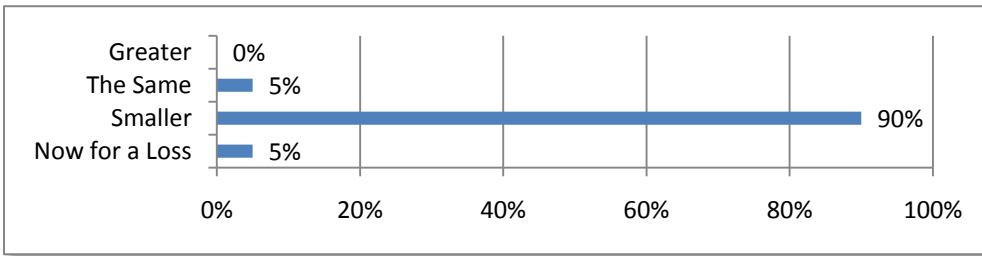
**Water Resources**



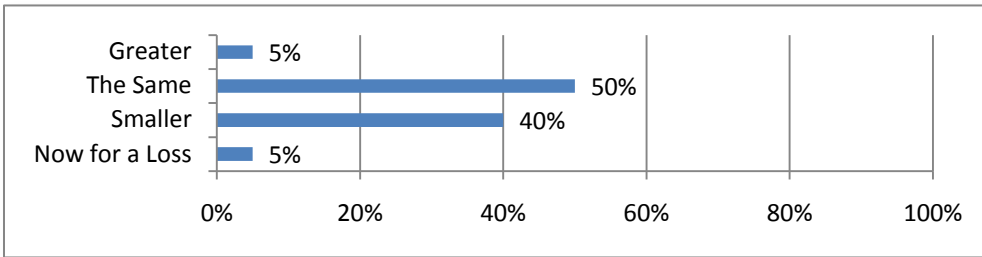
**Other Public Works**



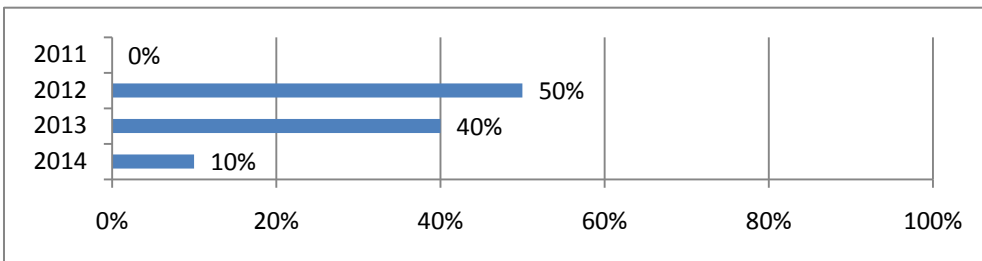
17. Have you adjusted your bids in 2010 so that profits are:



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



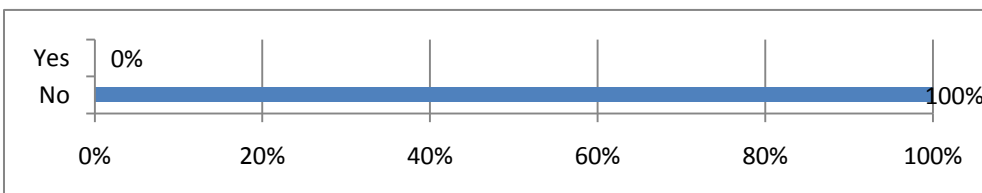
19. When do you expect the construction market to again grow?



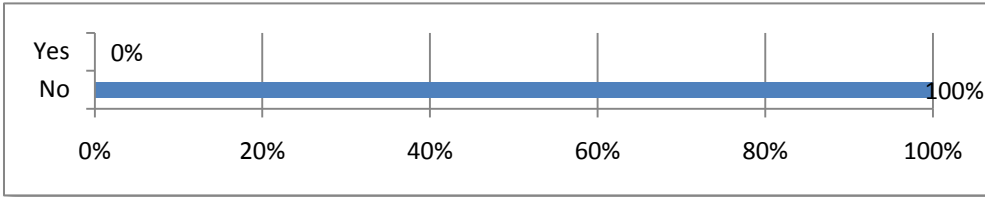
20. In 2010, what percentage of your work did you use Building Information Modeling (BIM)?

9%

21. Do you expect this to increase in 2011?



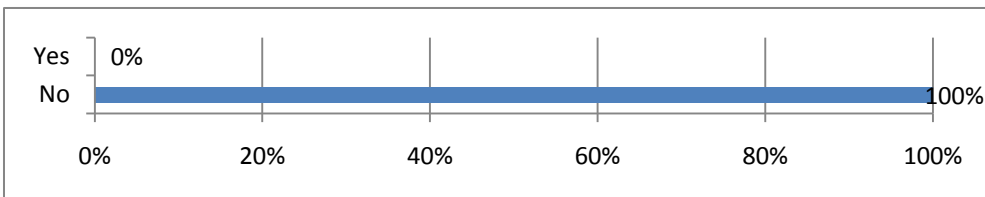
**22. Do you expect this to decrease in 2011?**



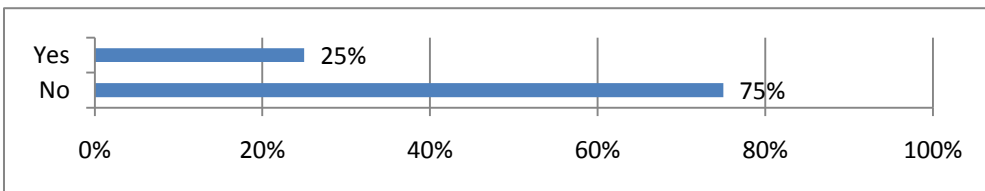
**23. What percentage of your work in 2010 was Leadership in Energy and Environmental Design (LEED) registered?**

13.33%

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



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

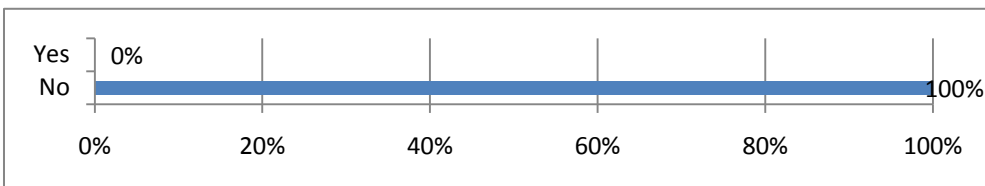


If so, by what percentage? 100%

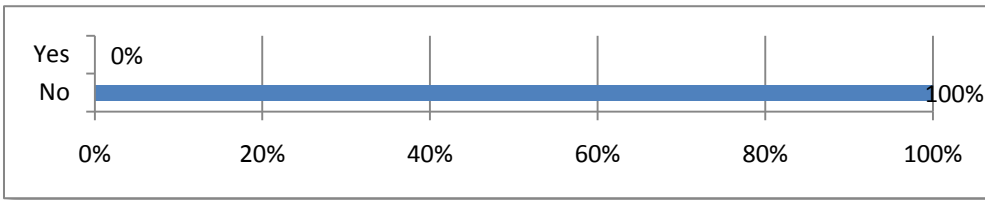
**26. In 2010, how many Integrated Project Delivery (IPD) projects were you contracted to perform on?**

0

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



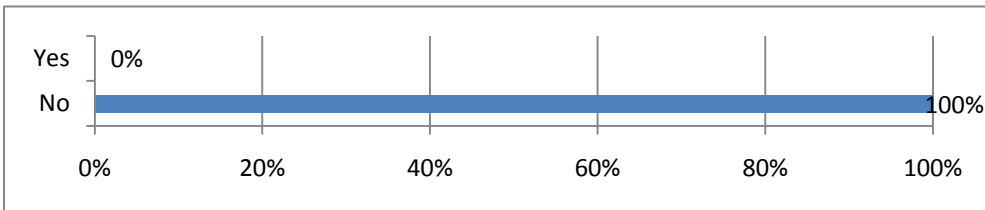
**28. Do you expect this to decrease in 2011?**



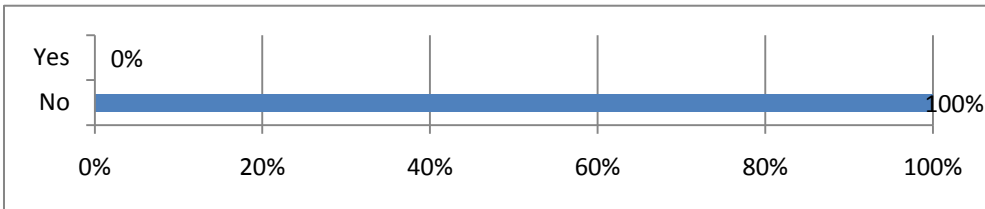
**29. In 2010, how many Public Private Partnership (PPP) projects were you contracted to perform on?**

5.3

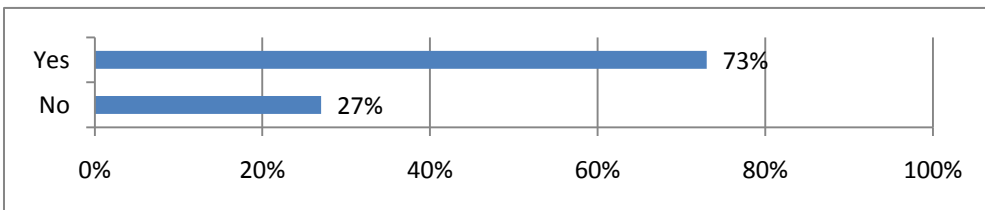
**30. Do you expect this to increase in 2011?**



**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 – 100%

Maybe/Unsure – 0%