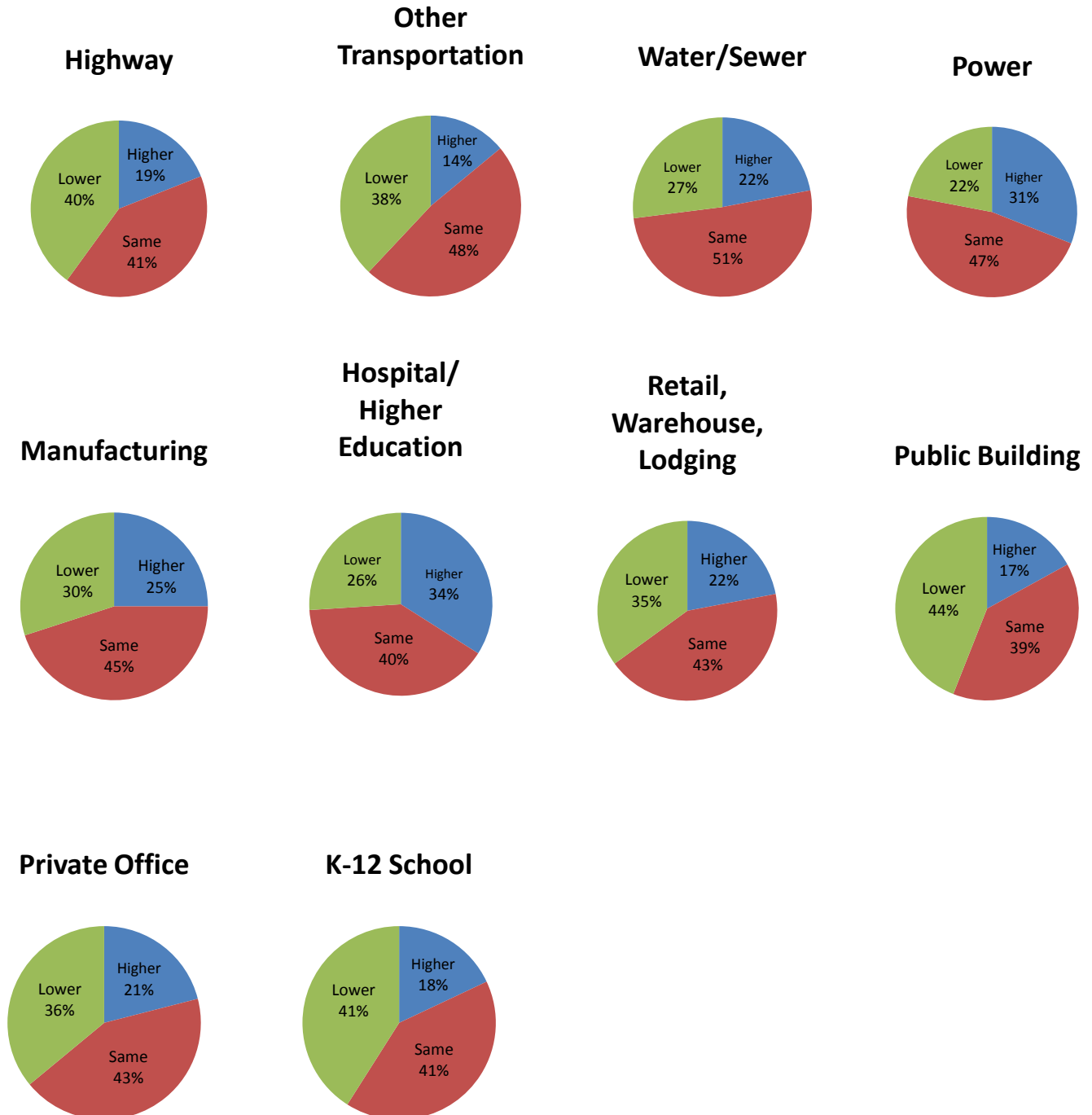


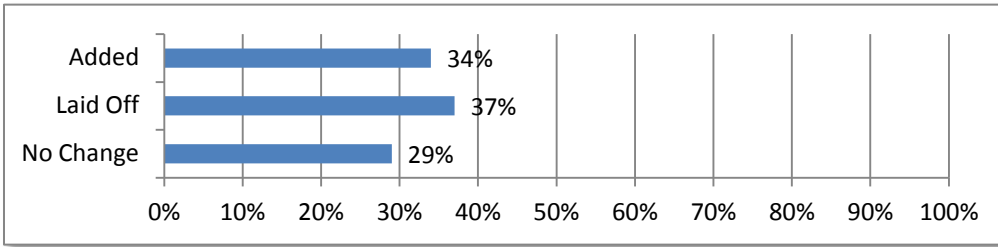


## National 2012 Construction Outlook Survey Results

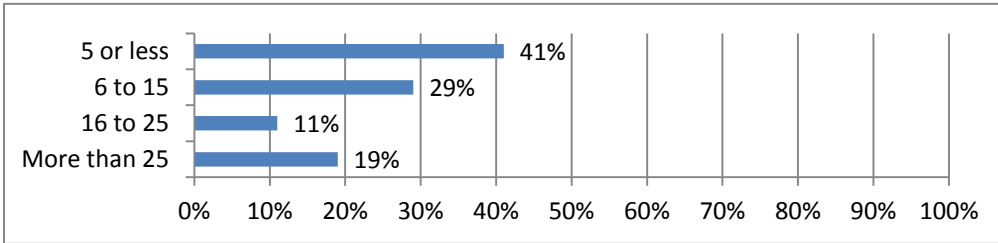
1. Compared to 2011, do you expect the available dollar volume of projects you compete for in 2012 to be:



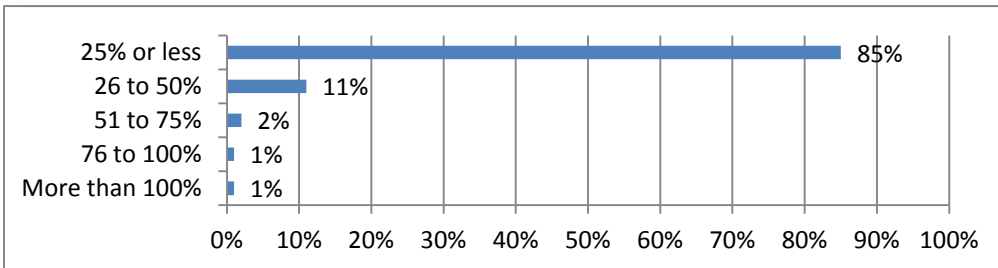
**2. Did you add or lay off employees in 2011?**



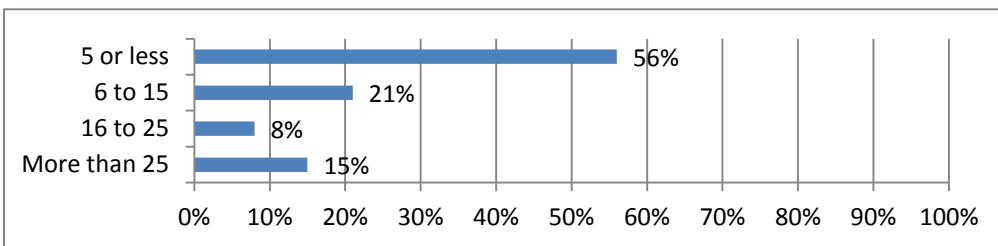
**3. Estimate the number of employees added in 2011.**



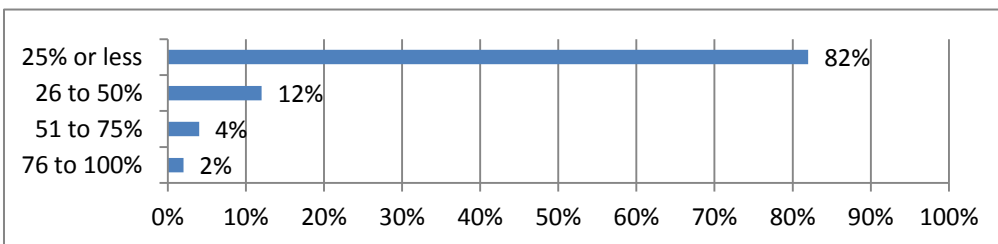
**4. Estimate the percentage of your year-ago workforce the new additions represented.**



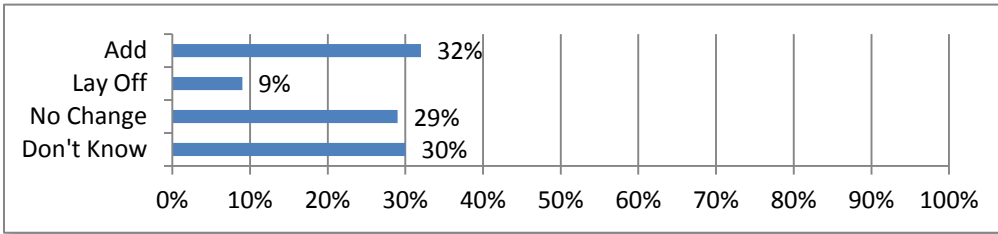
**5. Estimate the number of employees laid off in 2011.**



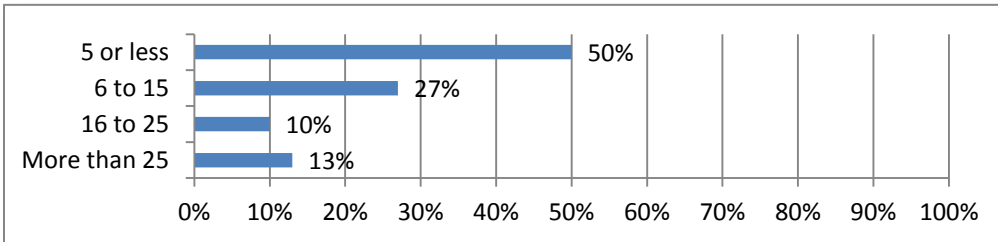
**6. Estimate the percentage of laid off workforce.**



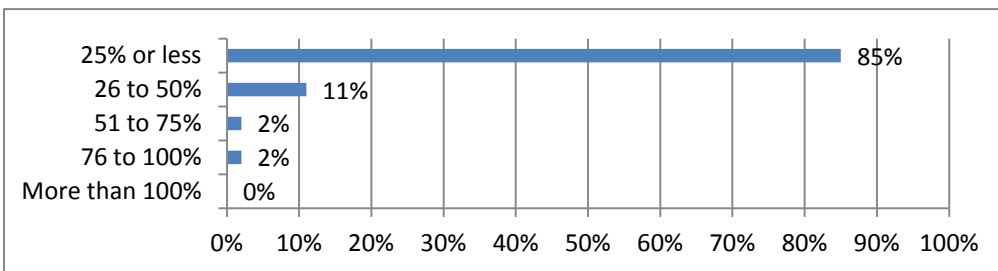
**7. Do you plan to add or lay off workers in 2012?**



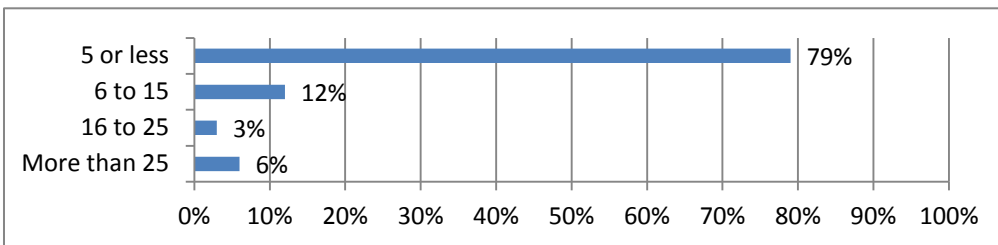
**8. Estimate the number of employees you plan to add in 2012.**



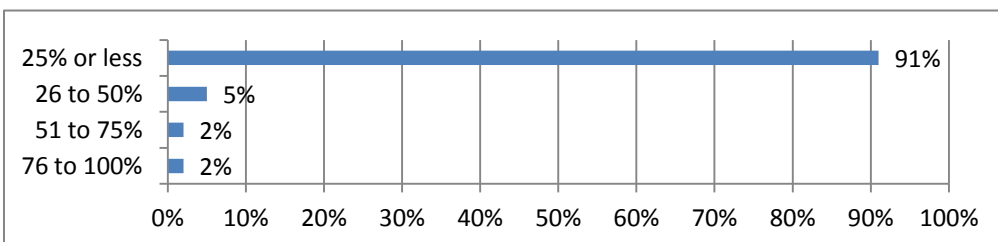
**9. Estimate the percentage of your total workforce the new additions will represent.**



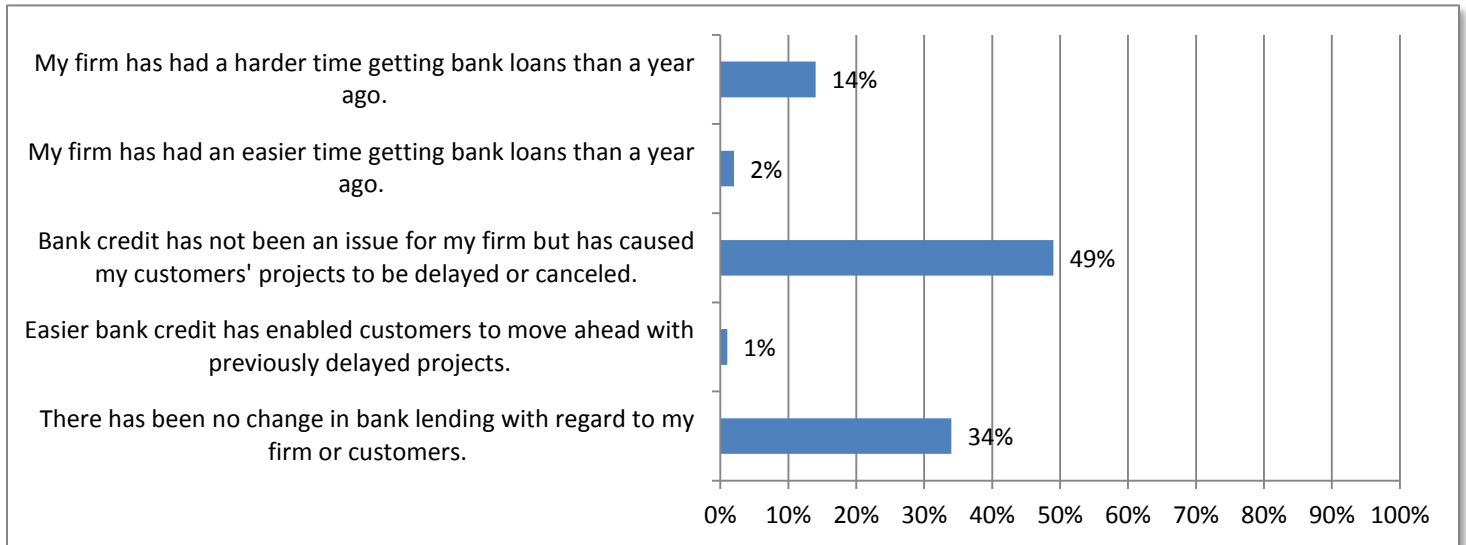
**10. Estimate the number of employees you plan to lay off in 2012.**



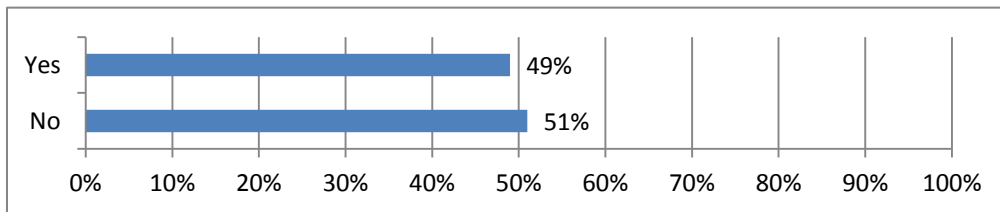
**11. Estimate the percentage of the total workforce the laid off employees will represent.**



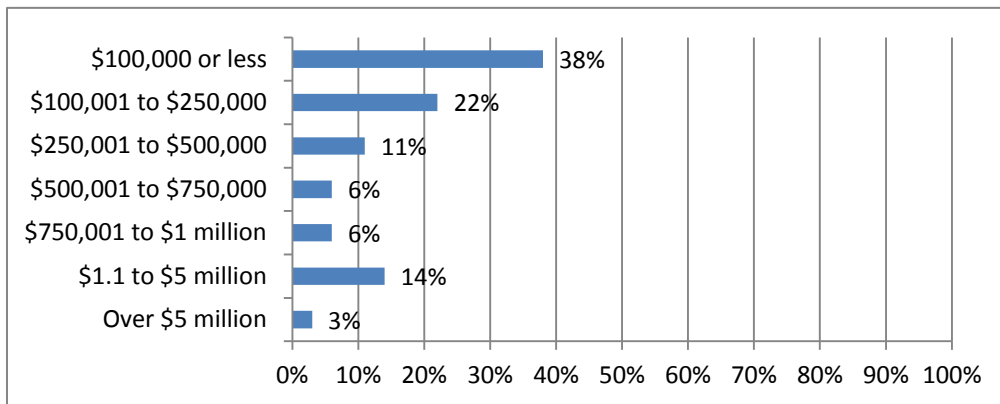
**12. Has credit or tighter lending conditions been an issue for your company?**



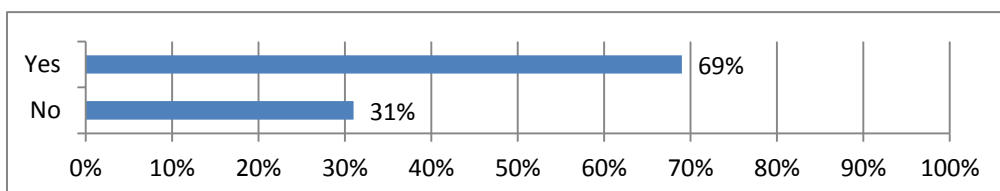
**13. Did you purchase construction equipment in 2011?**



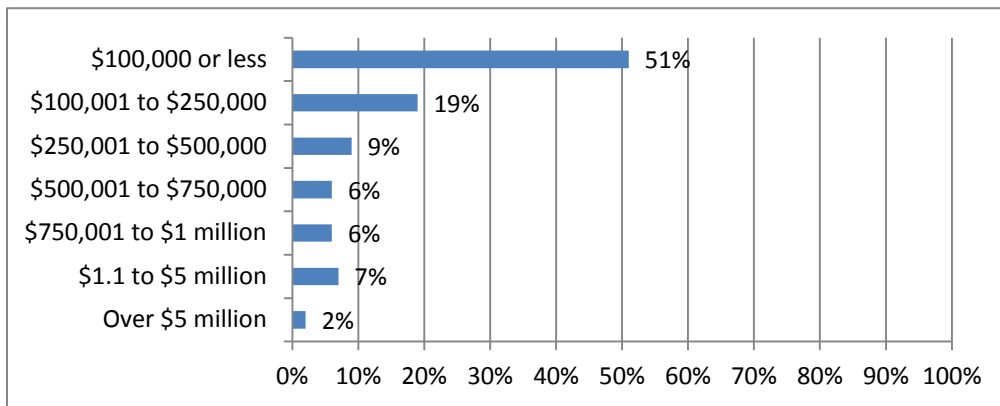
**14. Estimate the dollar value of construction equipment you purchased in 2011?**



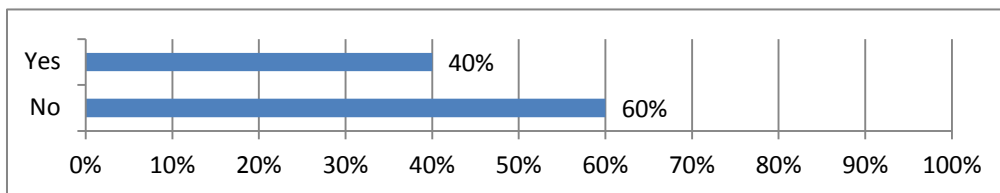
**15. Did you lease/rent construction equipment in 2011?**



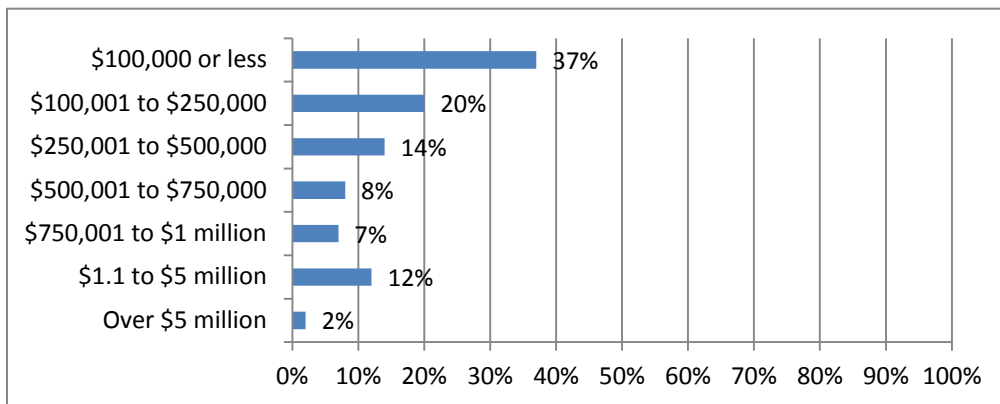
**16. Estimate the dollar value of construction equipment you leased/rented in 2011?**



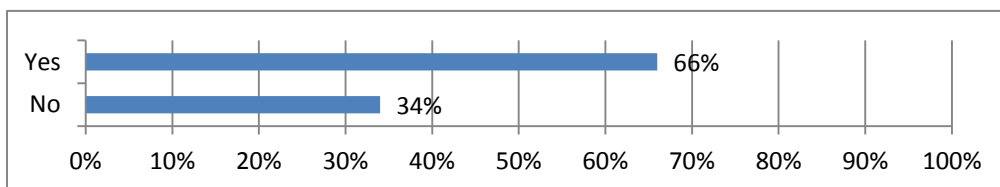
**17. Do you plan to buy construction equipment in 2012?**



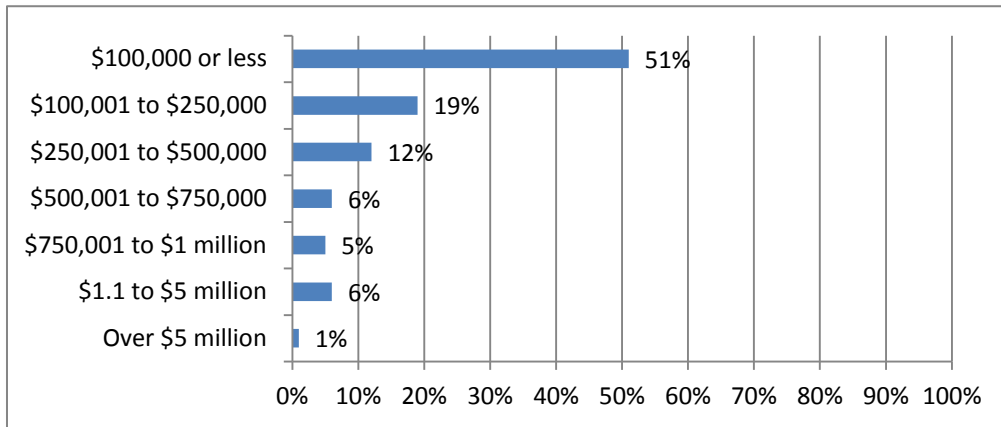
**18. Estimate the dollar value of construction equipment you will purchase in 2012?**



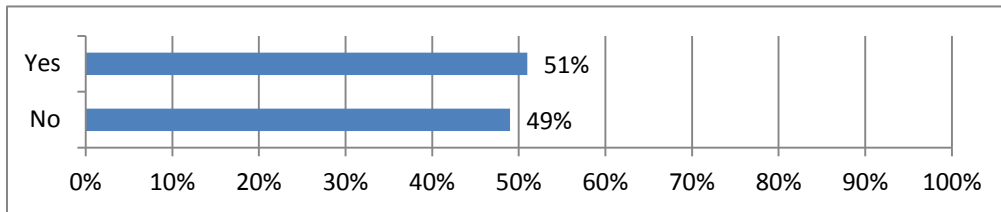
**19. Do you plan to lease/rent construction equipment in 2012?**



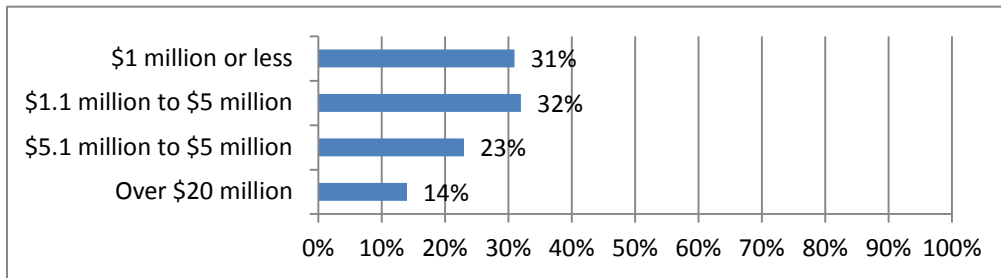
**20. Estimate the dollar value of construction equipment you will lease/rent in 2012?**



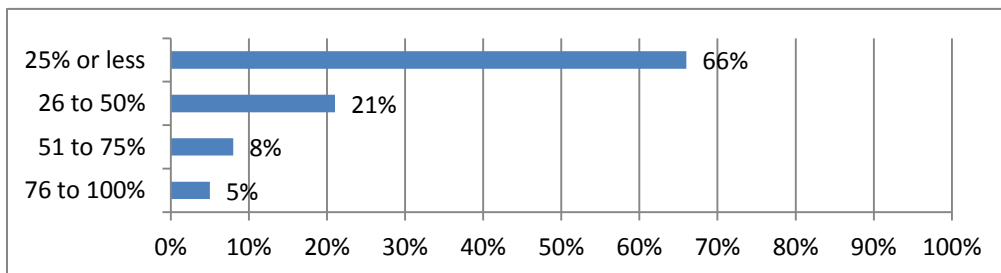
**21. To date, has your company been awarded at least one stimulus-funded contract?**



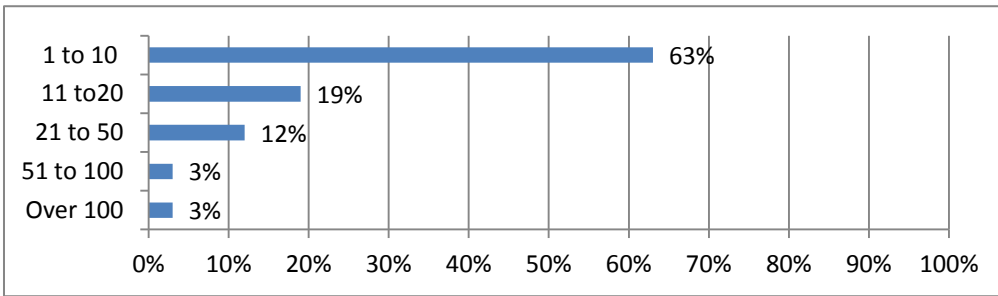
**22. Estimate the dollar value of all stimulus-funded contracts you received.**



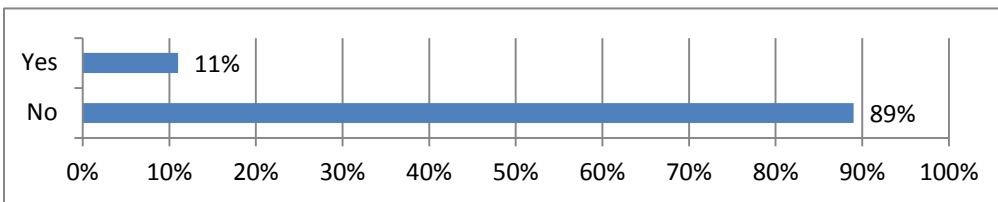
**23. What percentage of your employees was involved in one capacity or another on the stimulus-funded project(s)?**



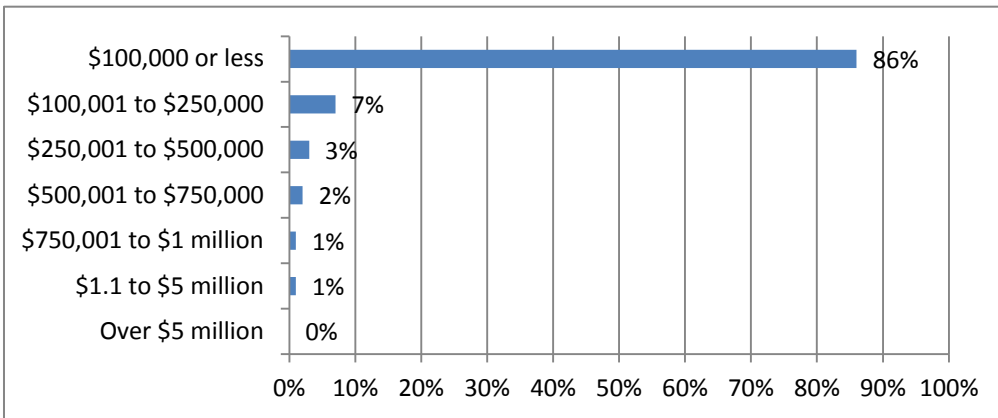
**24. What is the average number of staff involved in stimulus-funded work?**



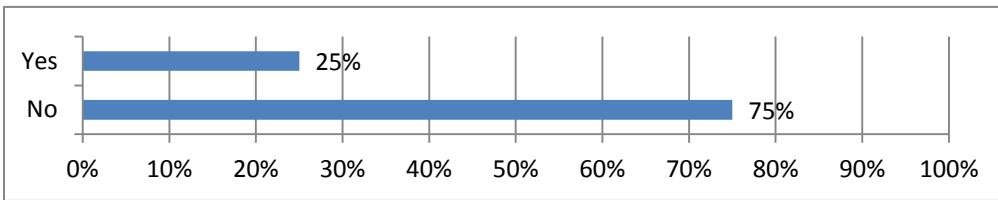
**25. Did you purchase new construction equipment because of the stimulus?**



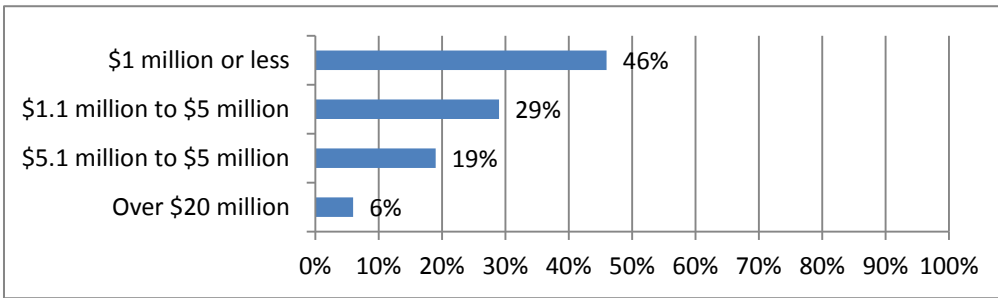
**26. What is the average dollar value of construction equipment purchased because of the stimulus?**



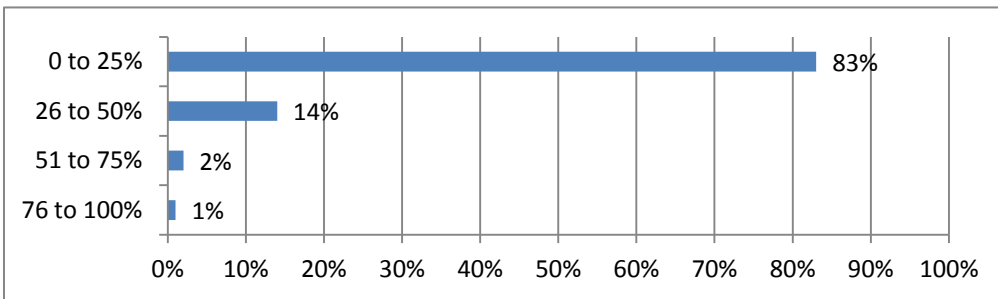
**27. Do you expect to perform stimulus-funded work in 2012?**



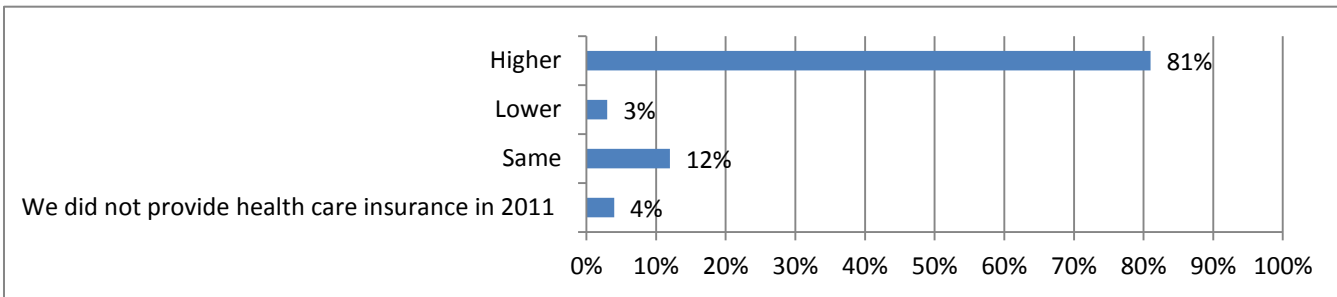
**28. Estimate the dollar value of stimulus-funded work you plan to perform in 2012?**



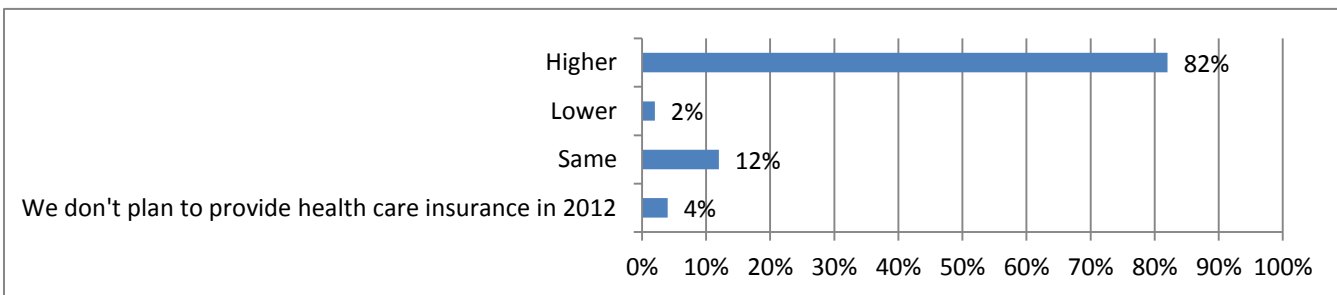
**29. Estimate the percentage of your overall revenue those stimulus projects will represent in 2012?**



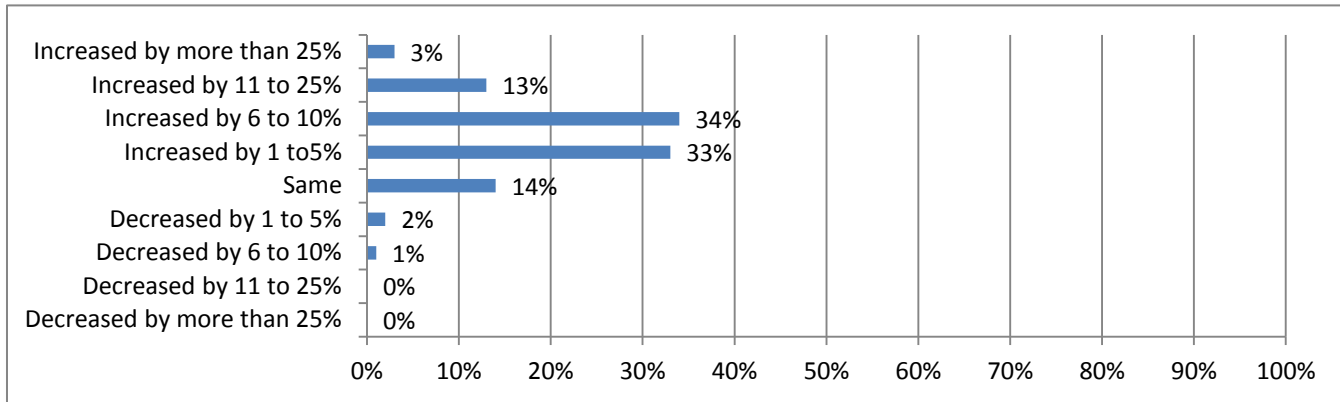
**30. Did the cost of providing health care insurance for your employees increase or decrease in 2011?**



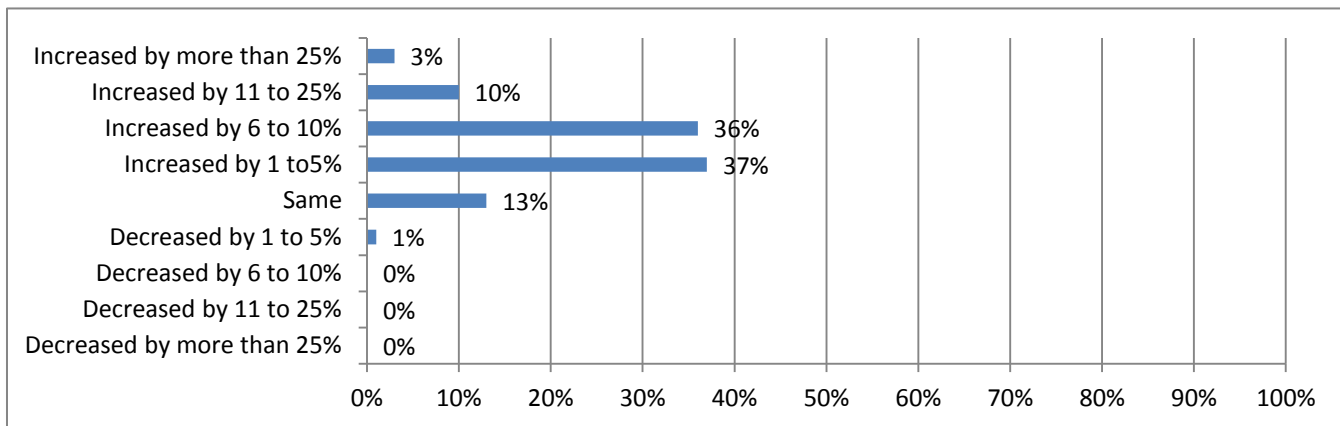
**31. Do you expect the cost of providing health care insurance for your employees to increase or decrease in 2012?**



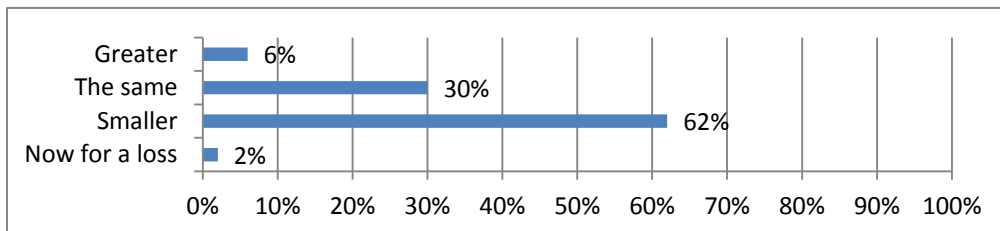
**32. Did the prices for key construction materials you purchase increase or decrease in 2011? Estimate percentage increase or decrease in construction materials prices in 2011.**



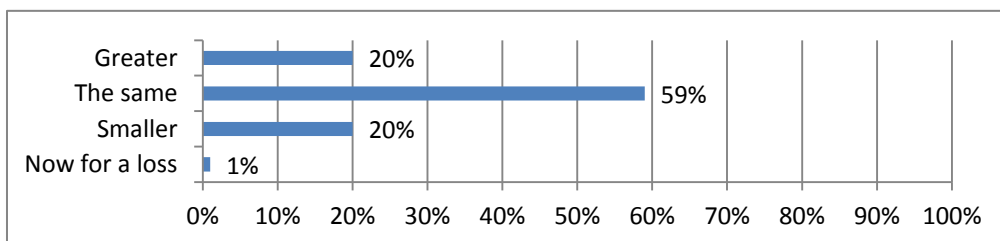
**33. Do you expect prices for key construction materials you purchase to increase or decrease in 2012? Estimate percentage increase or decrease in construction materials prices in 2012?**



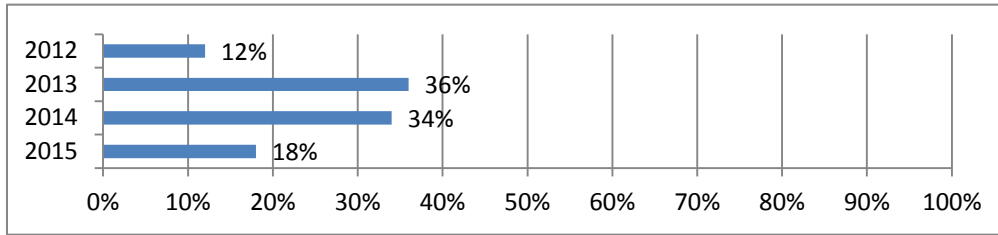
**34. Have you adjusted your bids in 2011 so that profits are:**



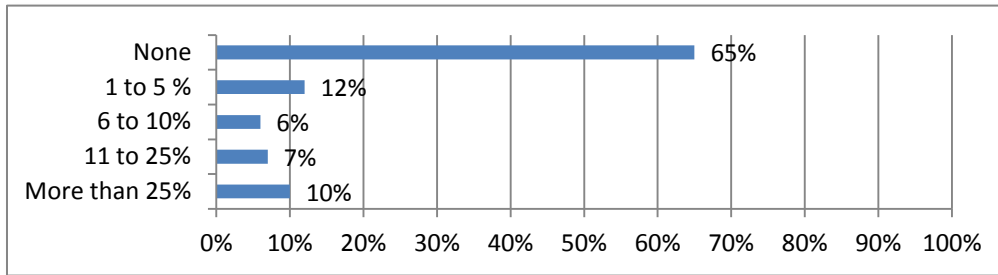
**35. Do you plan to adjust your bids in 2012 so that profits are:**



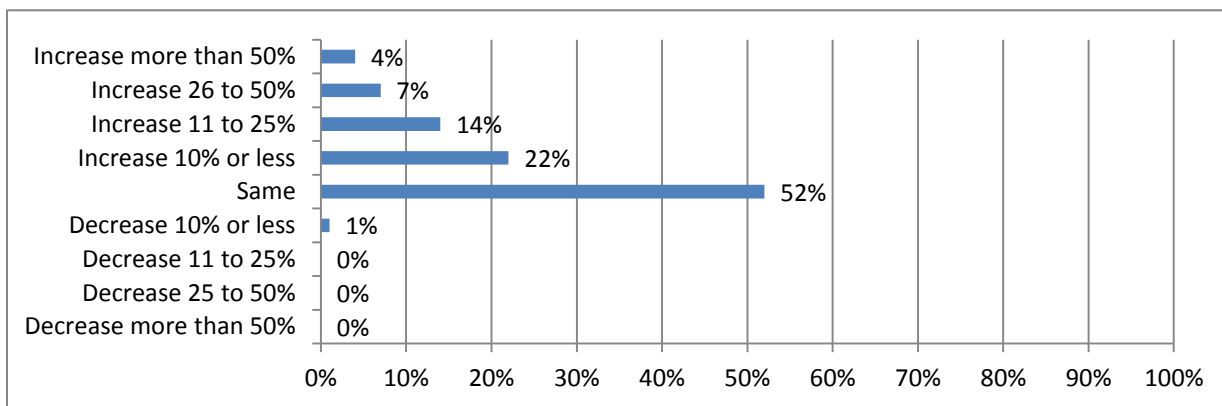
**36. When do you expect the construction market to grow again?**



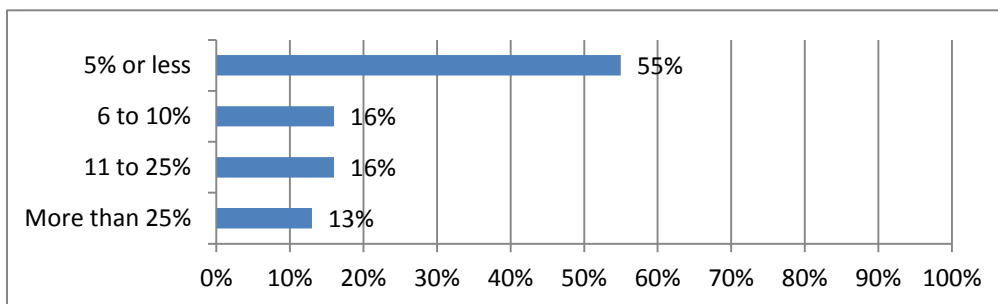
**37. In 2011, for what percentage of your work did you use Building Information Modeling (BIM)?**



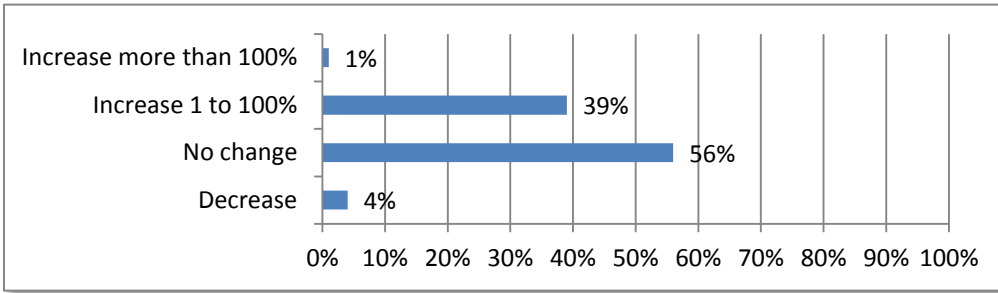
**38. Do you expect the amount of projects involving BIM will increase, decrease or stay the same for you in 2012?**



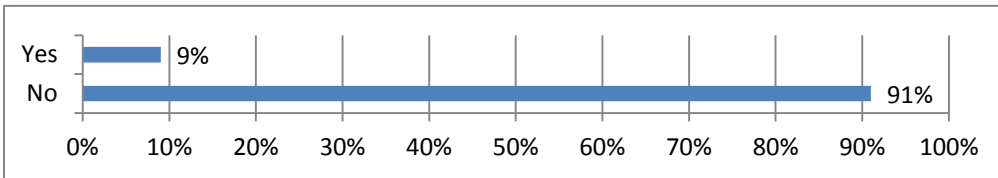
**39. What percentage of your work in 2011 was on building or structures that were ultimately certified as green or energy efficient?**



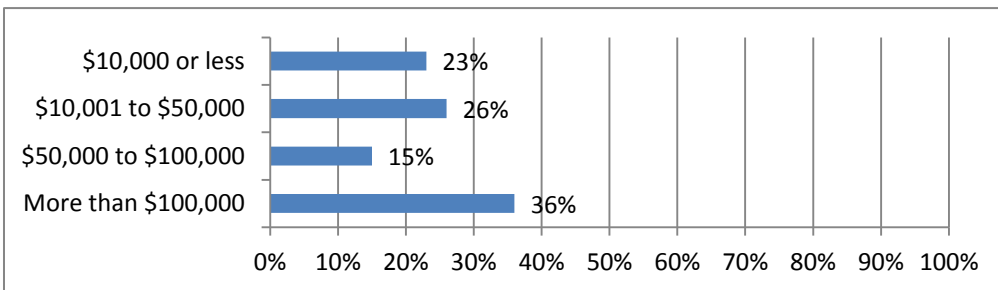
**40. What change do you expect in the share of your work in 2012 that is certified green or energy efficient?**



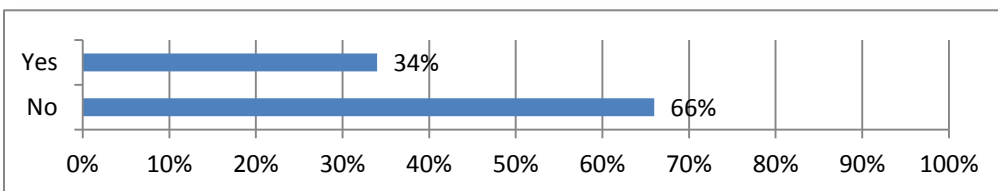
**41. Do you plan on acquiring new Financial & Job Cost software in 2012?**



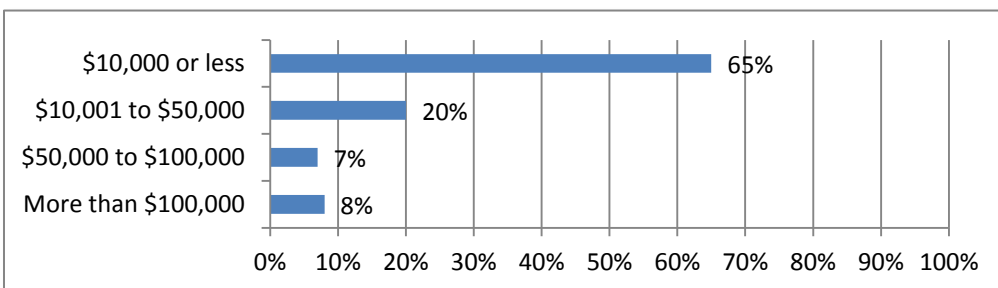
**42. Estimate the dollar value of all software to be purchased.**



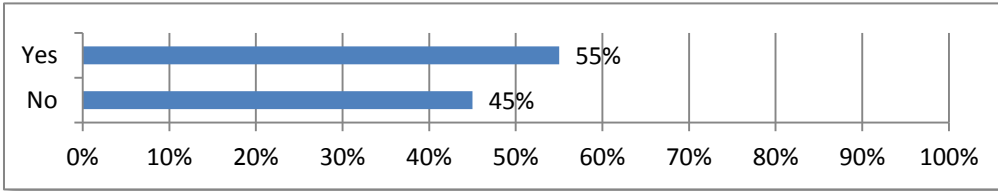
**43. Would you consider leasing or financing new Financial & Job Cost software in 2012?**



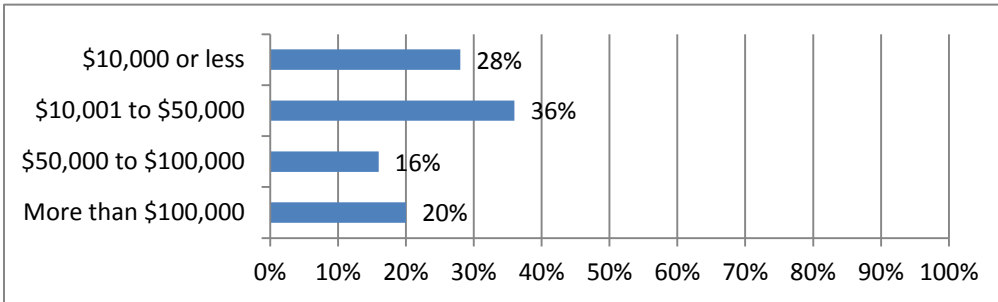
**44. Estimate the dollar value of all software to be leased or financed.**



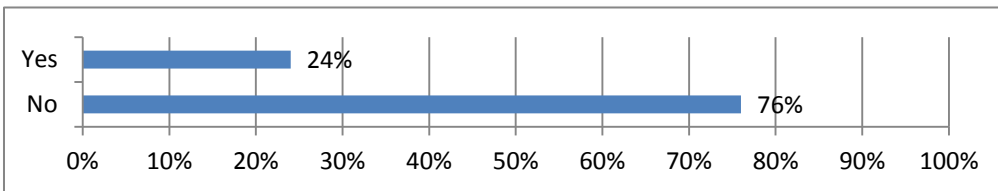
**45. Do you anticipate investing in your Information Technology department in 2012?**



**46. Estimate the dollar value of all Information Technology investments.**



**47. Do you plan on moving any of your Financial, Job Cost or Operational software applications to the Cloud (internet-based computing to allow sharing of data-processing, centralized data storage and computer services) in 2012?**



**48. Estimate the dollar value of all Cloud investments.**

