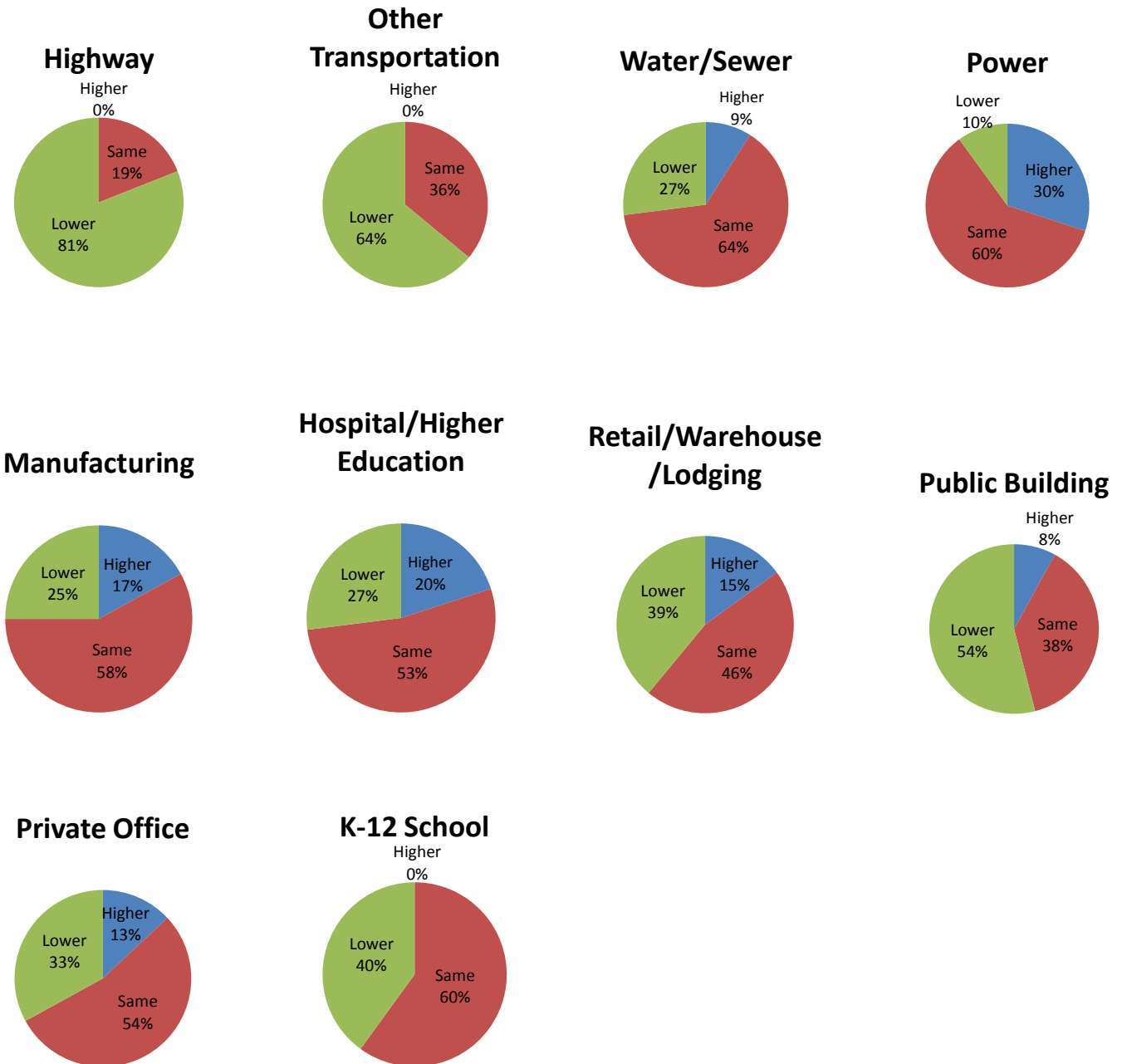


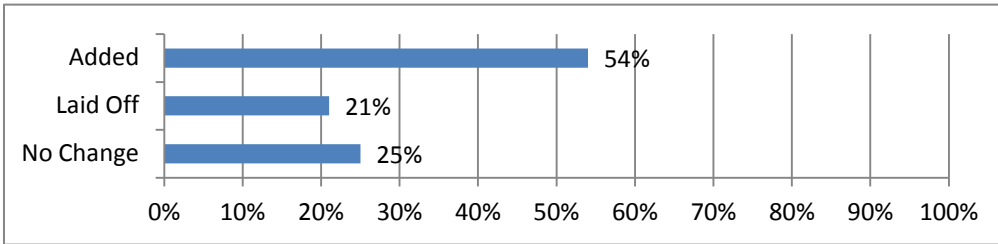


**2012 Construction Outlook Survey Results
 PENNSYLVANIA**

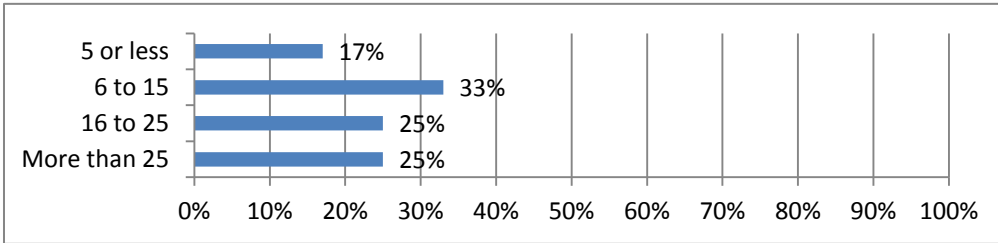
1. Compared to 2011, do you expect the available dollar volume of projects you compete for in 2012 to be:



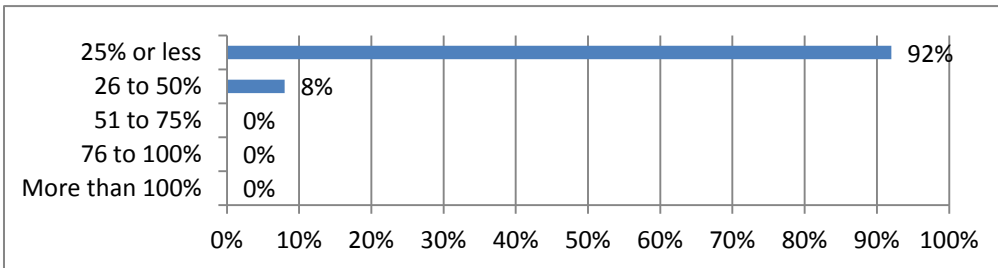
2. Did you add or lay off employees in 2011?



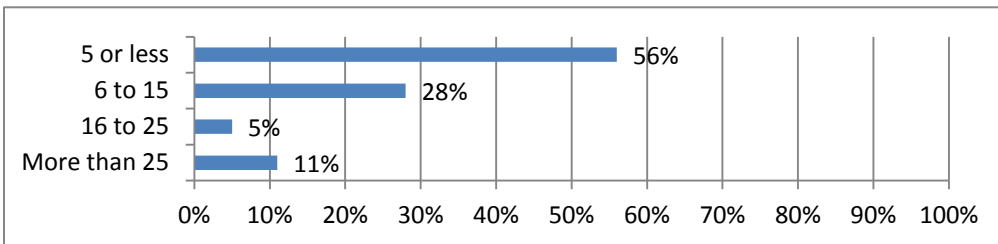
3. Estimate the number of employees added in 2011.



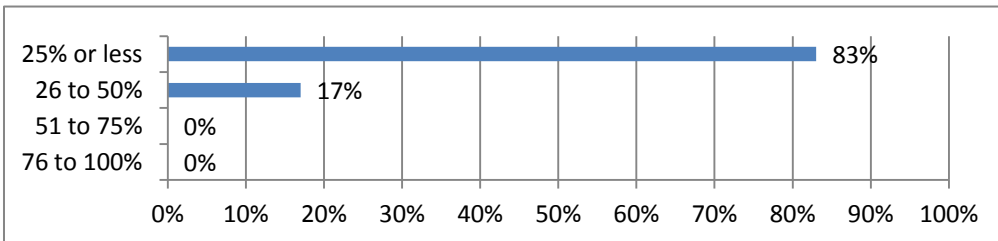
4. Estimate the percentage of your year-ago workforce the new additions represented.



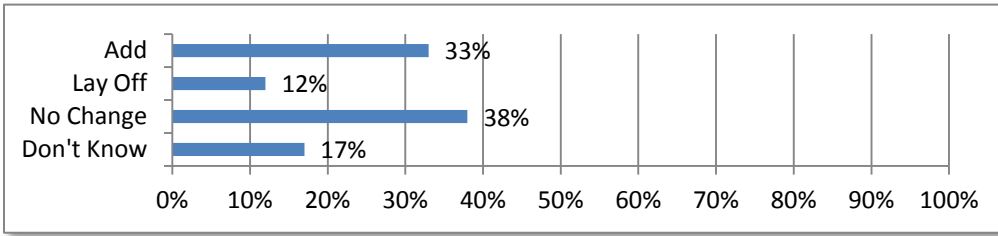
5. Estimate the number of employees laid off in 2011.



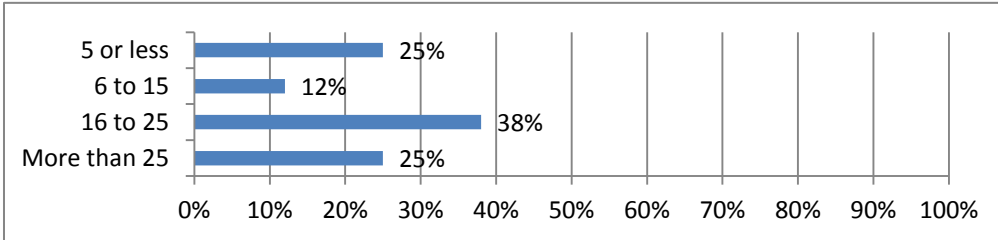
6. Estimate the percentage of laid off workforce.



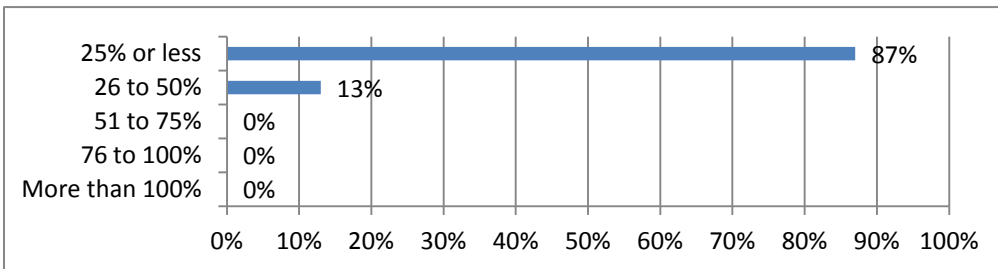
7. Do you plan to add or lay off workers in 2012?



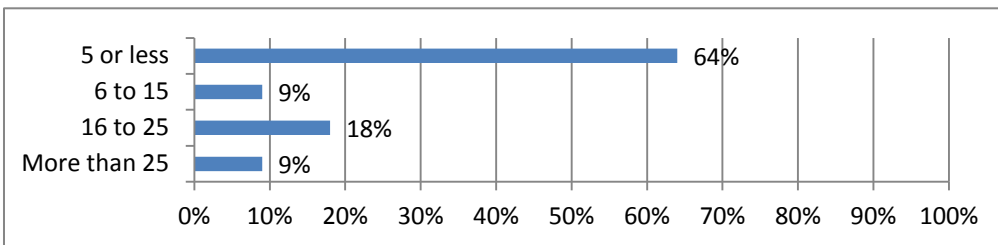
8. Estimate the number of employees you plan to add in 2012.



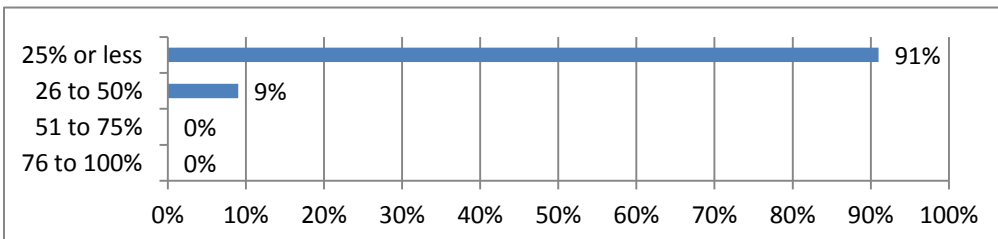
9. Estimate the percentage of your total workforce the new additions will represent.



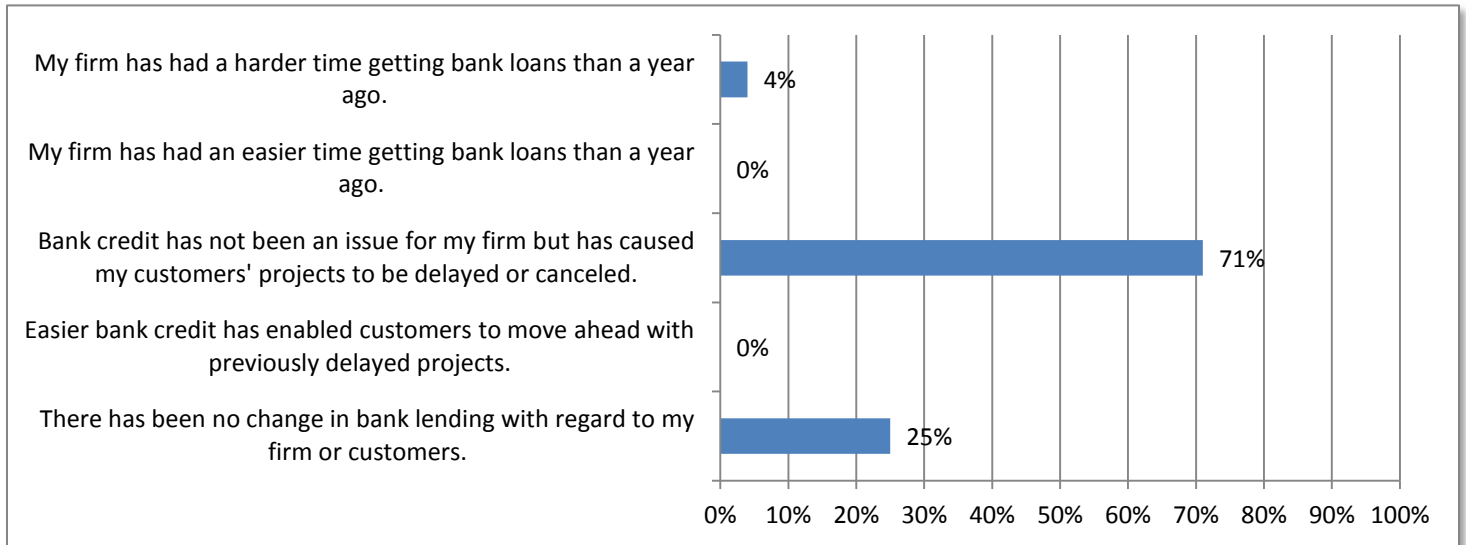
10. Estimate the number of employees you plan to lay off in 2012.



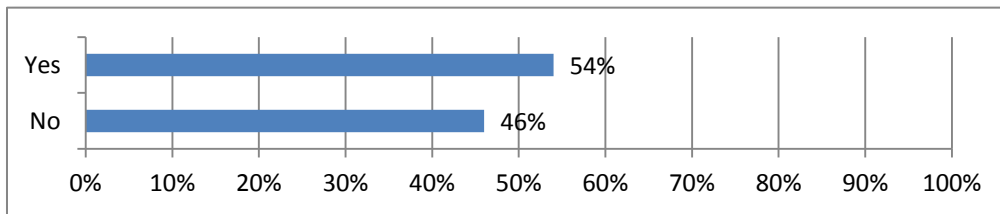
11. Estimate the percentage of the total workforce the laid off employees will represent.



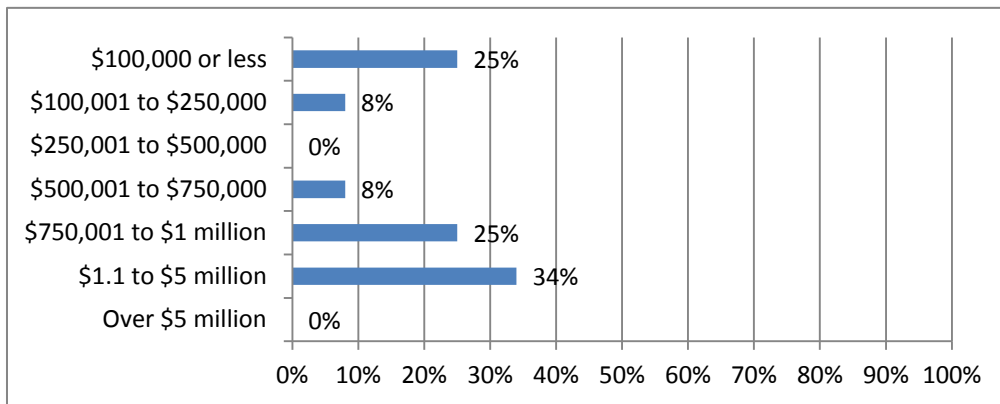
12. Have credit or tighter lending conditions been an issue for your company?



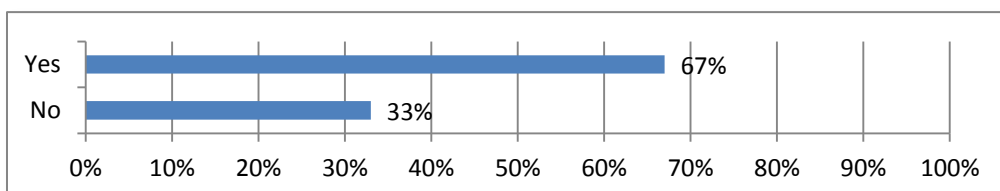
13. Did you purchase construction equipment in 2011?



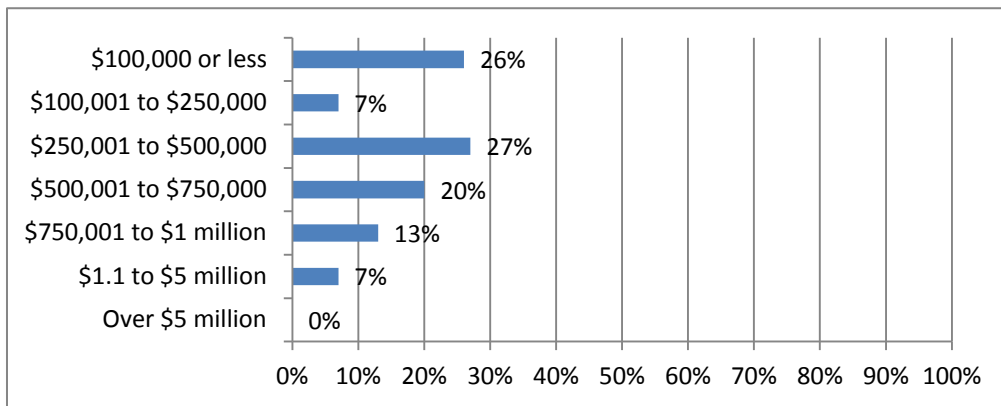
14. Estimate the dollar value of construction equipment you purchased in 2011?



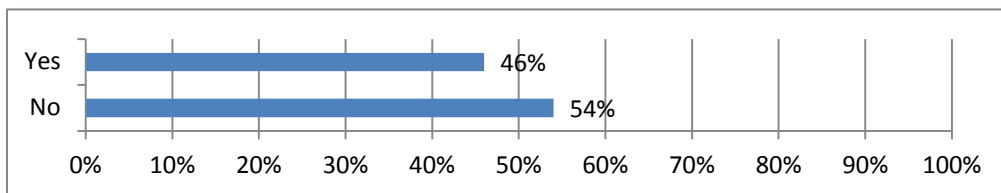
15. Did you lease/rent construction equipment in 2011?



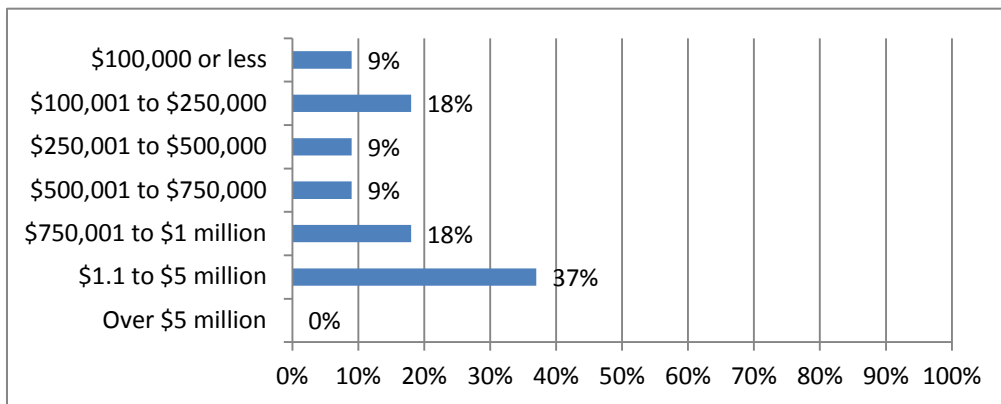
16. Estimate the dollar value of construction equipment you leased/rented in 2011?



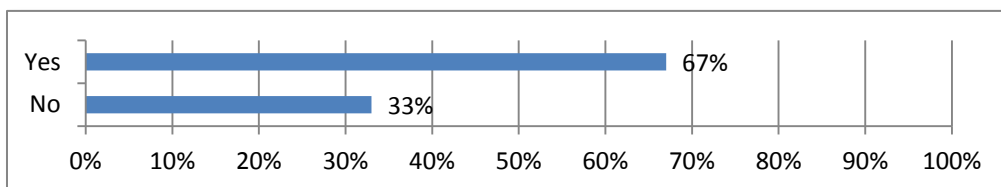
17. Do you plan to buy construction equipment in 2012?



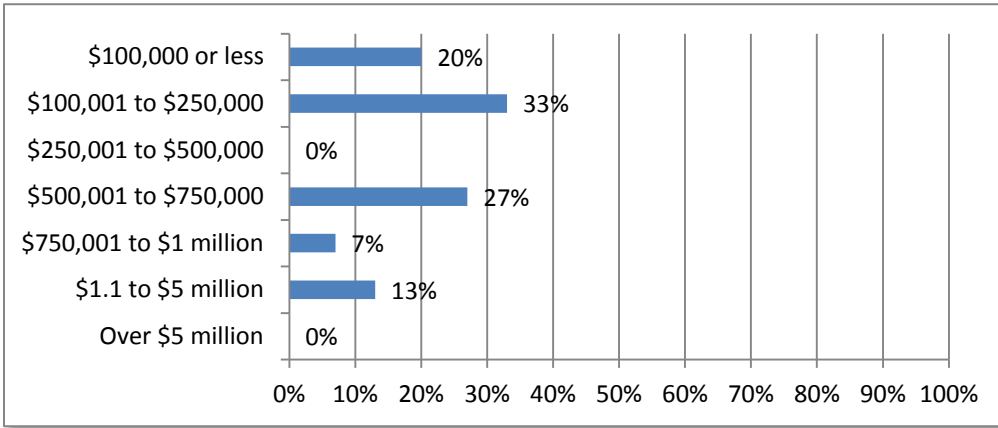
18. Estimate the dollar value of construction equipment you will purchase in 2012?



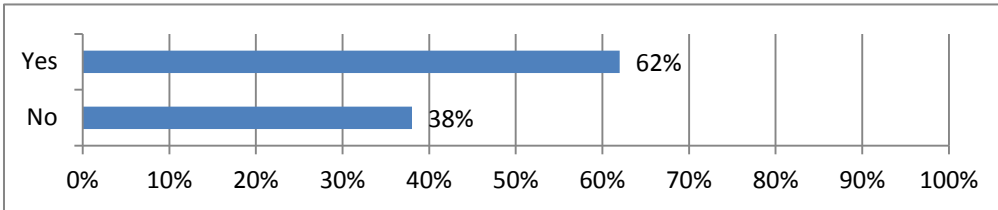
19. Do you plan to lease/rent construction equipment in 2012?



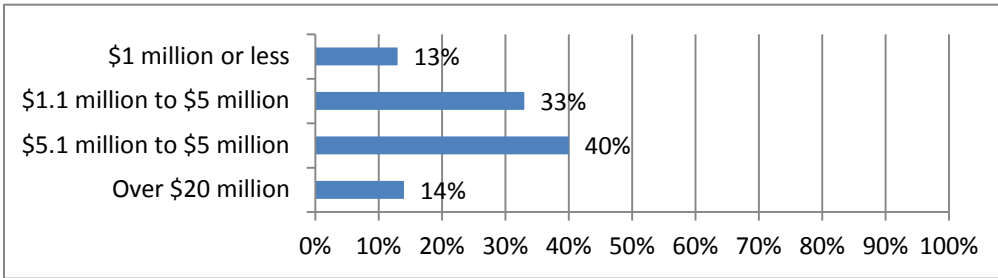
20. Estimate the dollar value of construction equipment you will lease/rent in 2012?



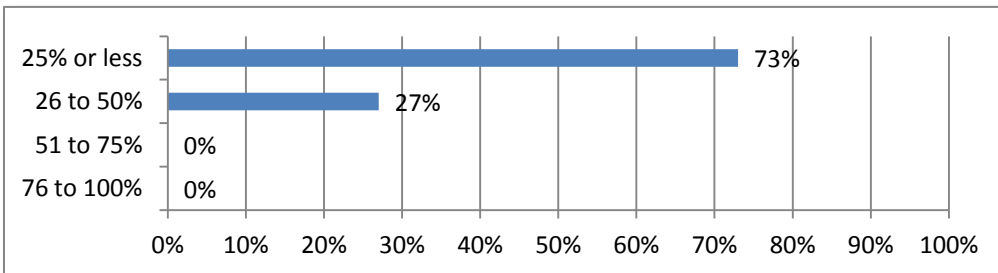
21. To date, has your company been awarded at least one stimulus-funded contract?



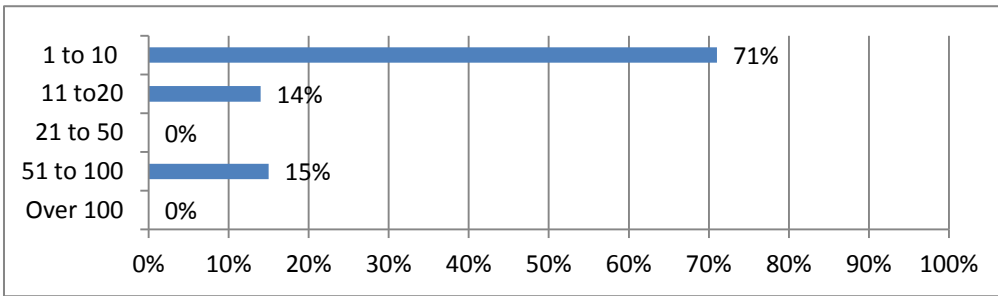
22. Estimate the dollar value of all stimulus-funded contracts you received.



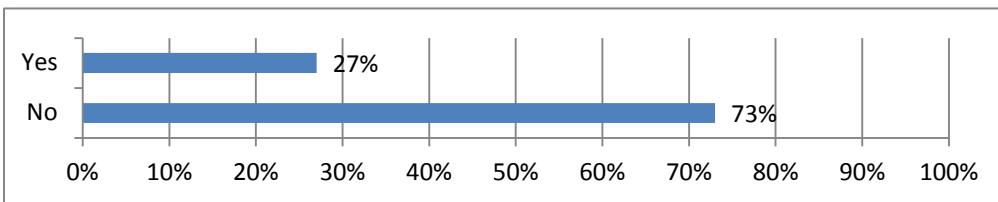
23. What percentage of your employees was involved in one capacity or another on the stimulus-funded project(s)?



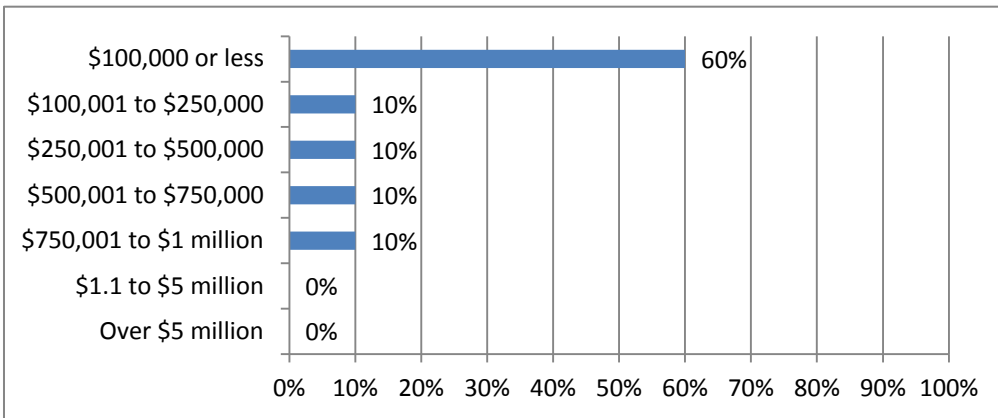
24. What is the average number of staff involved in stimulus-funded work?



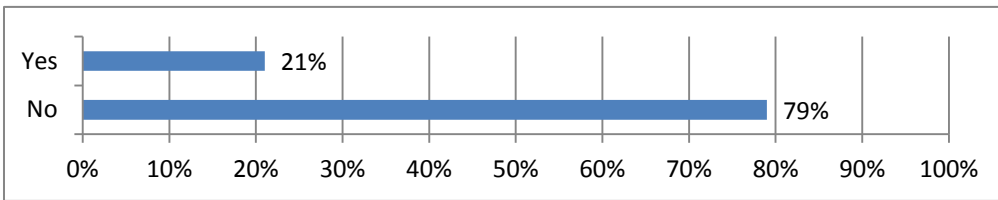
25. Did you purchase new construction equipment because of the stimulus?



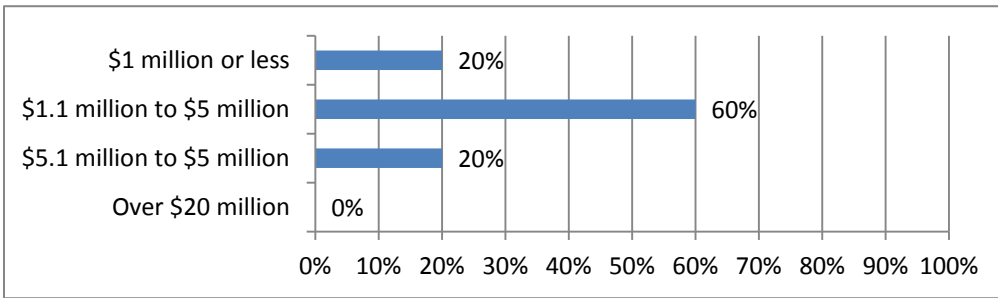
26. What is the average dollar value of construction equipment purchased because of the stimulus?



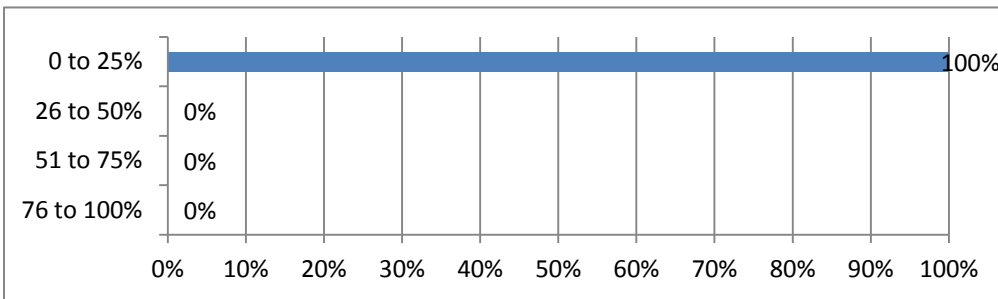
27. Do you expect to perform stimulus-funded work in 2012?



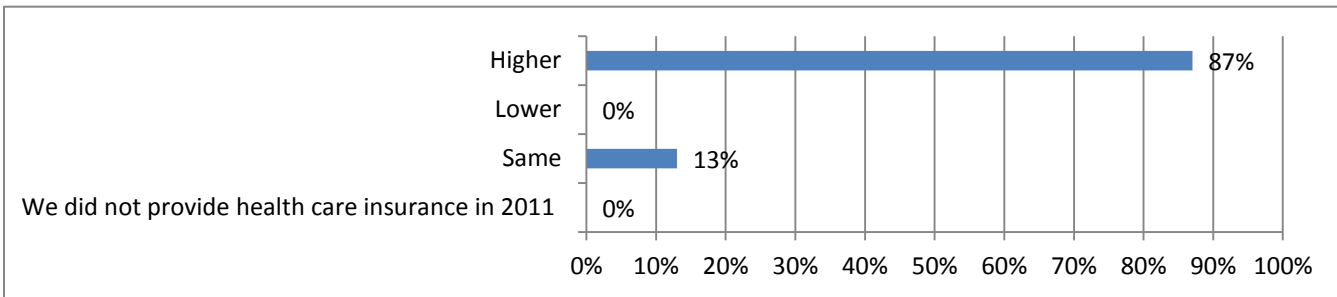
28. Estimate the dollar value of stimulus-funded work you plan to perform in 2012?



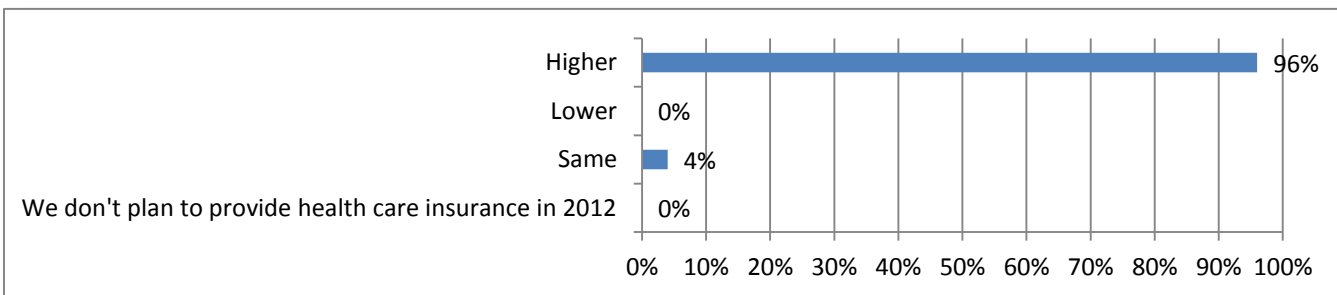
29. Estimate the percentage of your overall revenue those stimulus projects will represent in 2012?



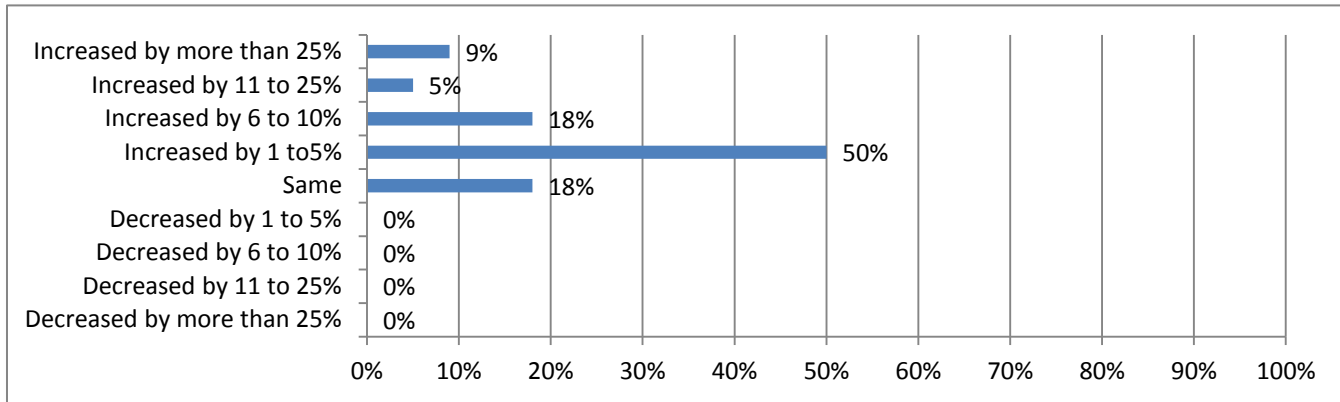
30. Did the cost of providing health care insurance for your employees increase or decrease in 2011?



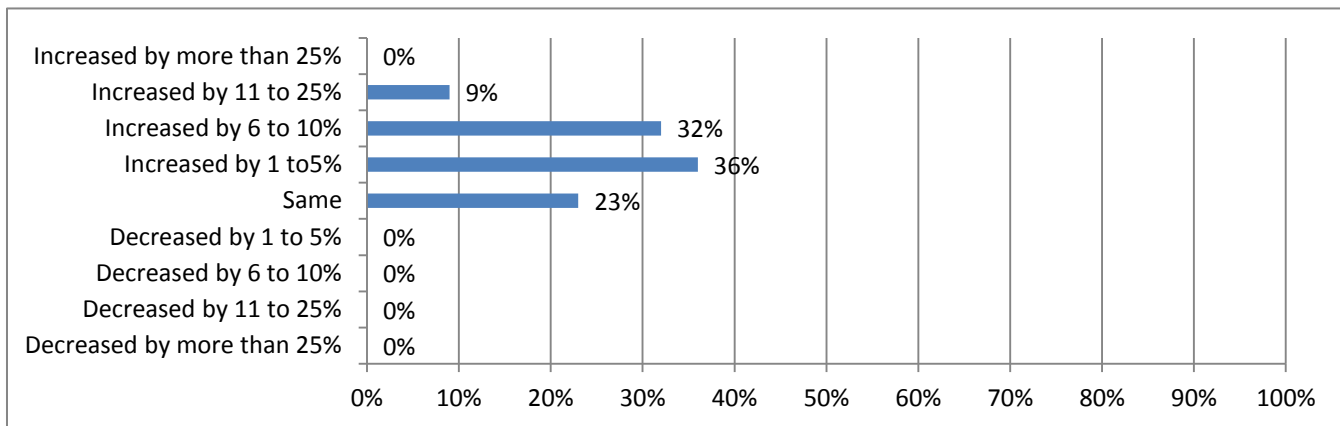
31. Do you expect the cost of providing health care insurance for your employees to increase or decrease in 2012?



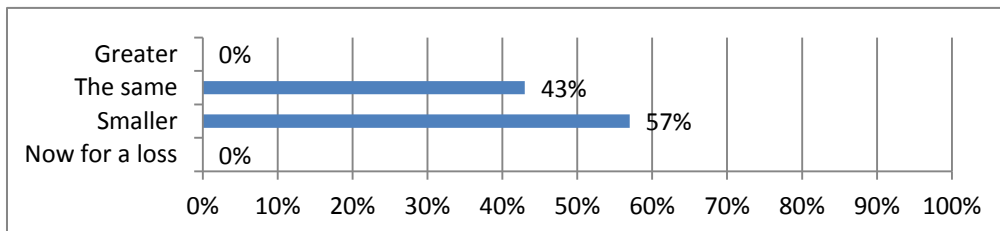
32. Did the prices for key construction materials you purchase increase or decrease in 2011? Estimate percentage increase or decrease in construction materials prices in 2011.



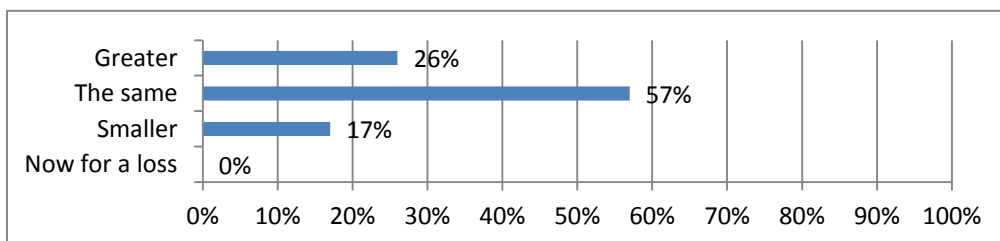
33. Do you expect prices for key construction materials you purchase to increase or decrease in 2012? Estimate percentage increase or decrease in construction materials prices in 2012?



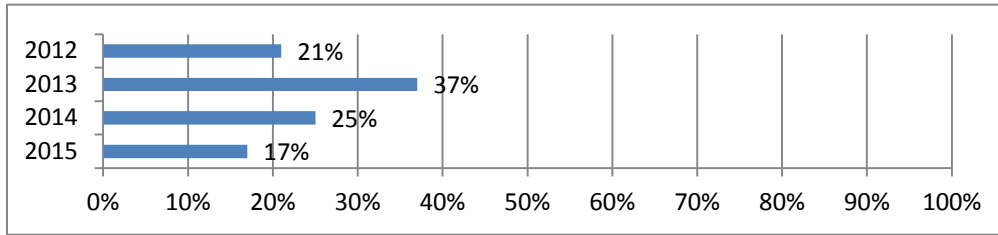
34. Have you adjusted your bids in 2011 so that profits are:



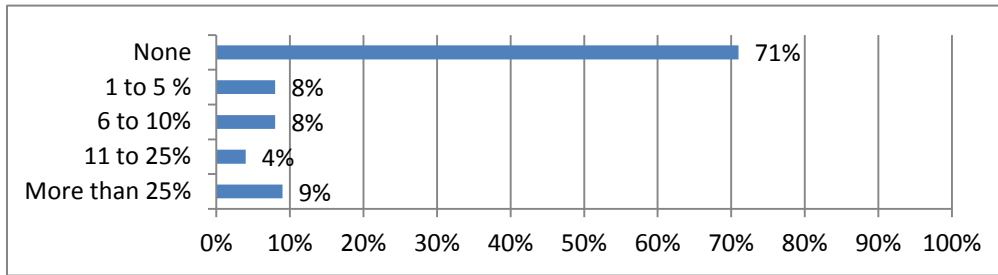
35. Do you plan to adjust your bids in 2012 so that profits are:



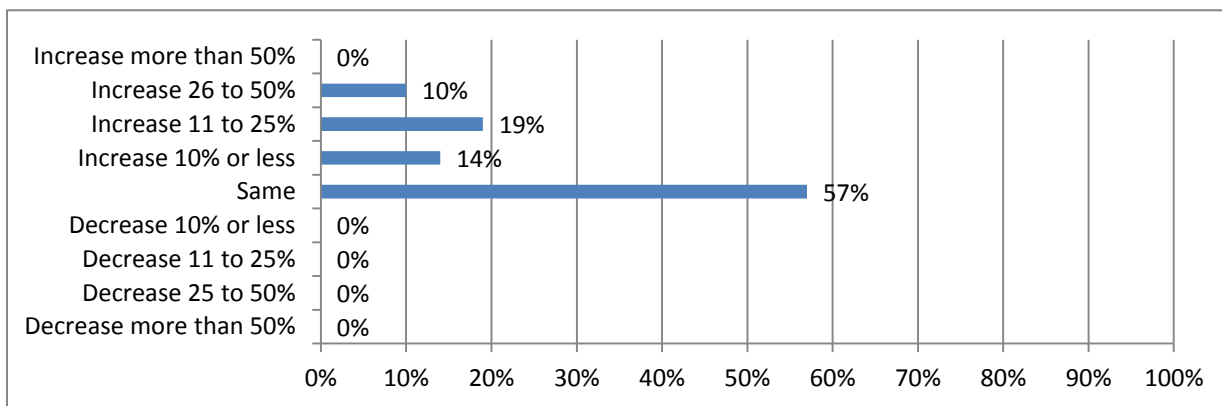
36. When do you expect the construction market to grow again?



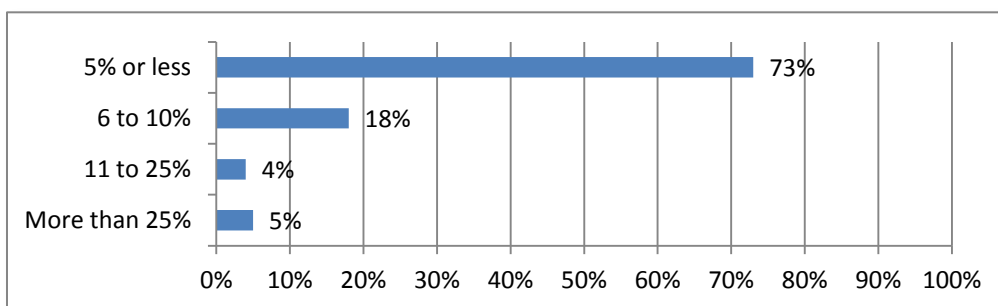
37. In 2011, for what percentage of your work did you use Building Information Modeling (BIM)?



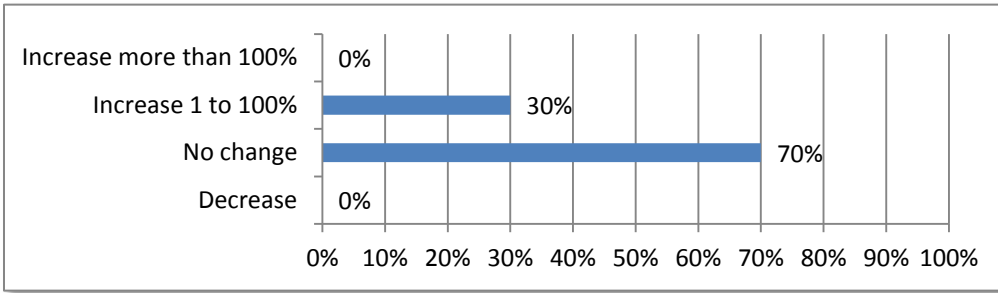
38. Do you expect the amount of projects involving BIM will increase, decrease or stay the same for you in 2012?



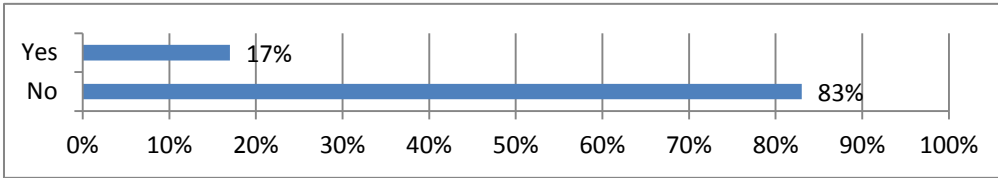
39. What percentage of your work in 2011 was on building or structures that were ultimately certified as green or energy efficient?



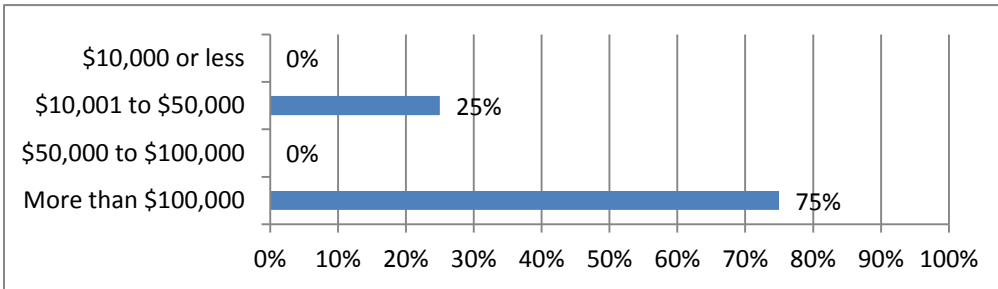
40. What change do you expect in the share of your work in 2012 that is certified green or energy efficient?



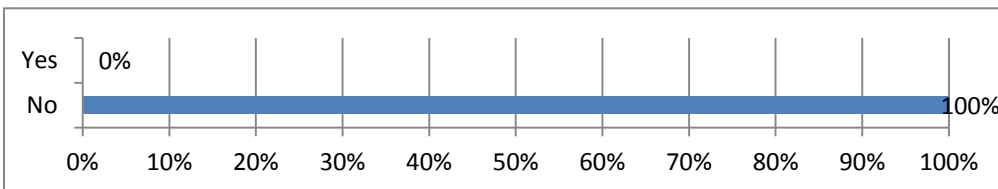
41. Do you plan on acquiring new Financial & Job Cost software in 2012?



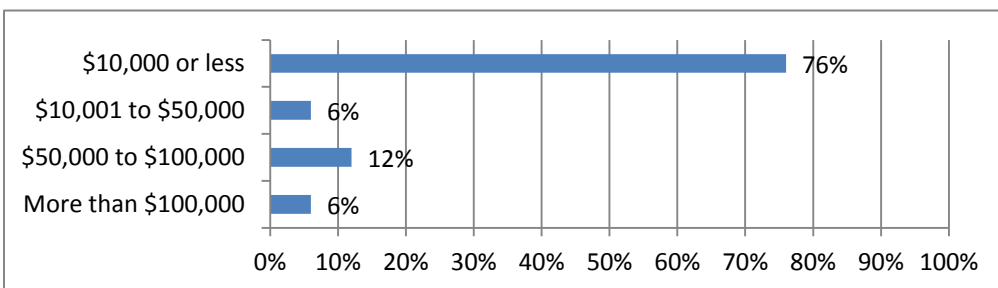
42. Estimate the dollar value of all software to be purchased.



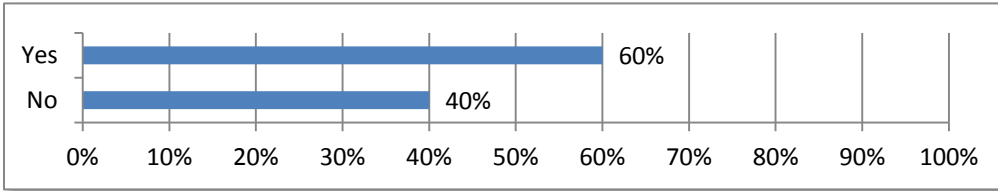
43. Would you consider leasing or financing new Financial & Job Cost software in 2012?



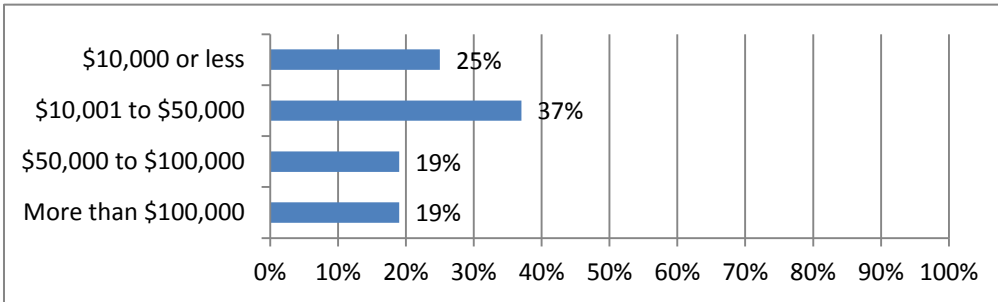
44. Estimate the dollar value of all software to be leased or financed.



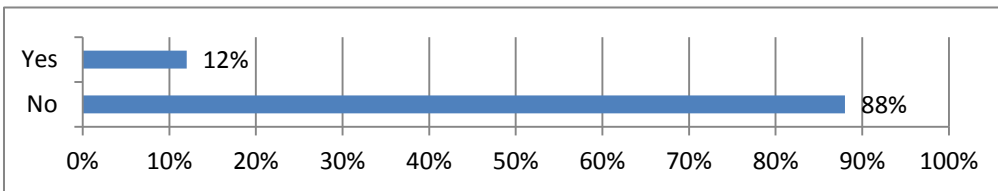
45. Do you anticipate investing in your Information Technology department in 2012?



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.

