

Question/Response	Grand Total		Big Business		Small Business		4 Plus States		3 or Less States		Stimulus 2009 Work		Stimulus 2010 Work	
	Total	Percent	Total	Percent	Total	Percent					Total	Percent	Total	Percent
In how many states does your firm bid on transportation-related work?	528	100.0%	259	100.0%	269	100.0%	145	100.0%	383	100.0%	378	100.0%	301	100.0%
1	203	38.4%	89	34.4%	114	42.4%			203	53.0%	138	36.5%	110	36.5%
2	84	15.9%	33	12.7%	51	19.0%			84	21.9%	63	16.7%	49	16.3%
3	96	18.2%	49	18.9%	47	17.5%			96	25.1%	70	18.5%	55	18.3%
4	28	5.3%	15	5.8%	13	4.8%	28	19.3%			18	4.8%	14	4.7%
More	117	22.2%	73	28.2%	44	16.4%	117	80.7%			89	23.5%	73	24.3%
By dollar volume, what is your firm's largest transportation-related work area?	543	100.0%	260	100.0%	270	100.0%	145	100.0%	383	100.0%	379	100.0%	301	100.0%
Asphalt paving	212	39.0%	135	51.9%	77	28.5%	36	24.8%	175	45.7%	170	44.9%	126	41.9%
Bridge work	106	19.5%	55	21.2%	51	18.9%	36	24.8%	70	18.3%	63	16.6%	50	16.6%
Concrete paving	38	7.0%	20	7.7%	18	6.7%	8	5.5%	30	7.8%	24	6.3%	23	7.6%
Earthmoving/site work	73	13.4%	32	12.3%	41	15.2%	21	14.5%	51	13.3%	46	12.1%	37	12.3%
Other	63	11.6%	13	5.0%	37	13.7%	20	13.8%	30	7.8%	36	9.5%	32	10.6%
Safety	13	2.4%	2	0.8%	11	4.1%	7	4.8%	6	1.6%	13	3.4%	12	4.0%
Specialty	34	6.3%	2	0.8%	32	11.9%	14	9.7%	20	5.2%	26	6.9%	20	6.6%
Transit/Rail infrastructure	4	0.7%	1	0.4%	3	1.1%	3	2.1%	1	0.3%	1	0.3%	1	0.3%
In your firm's most recent fiscal year, was your transportation-related work volume:	530	100.0%	260	100.0%	270	100.0%	145	100.0%	383	100.0%	379	100.0%	301	100.0%
Less than \$33.5 million	270	50.9%			270	100.0%	57	39.3%	212	55.4%	166	43.8%	132	43.9%
More than \$33.5 million	260	49.1%	260	100.0%			88	60.7%	171	44.6%	213	56.2%	169	56.1%
Has your firm had to lay-off any non-seasonal employees this year due to economic conditions?	528	100.0%	259	100.0%	269	100.0%	144	100.0%	382	100.0%	378	100.0%	300	100.0%
No	192	36.4%	87	33.6%	105	39.0%	47	32.6%	143	37.4%	143	37.8%	119	39.7%
Yes	336	63.6%	172	66.4%	164	61.0%	97	67.4%	239	62.6%	235	62.2%	181	60.3%
Compared to your firm's transportation-related backlog in December 2008, do you expect your backlog going into January 2010 to be:	528	100.0%	259	100.0%	269	100.0%	145	100.0%	381	100.0%	378	100.0%	300	100.0%
Down more than 50%	103	19.5%	35	13.5%	68	25.3%	22	15.2%	80	21.0%	58	15.3%	33	11.0%
Down 25% to 50%	174	33.0%	95	36.7%	79	29.4%	46	31.7%	127	33.3%	127	33.6%	103	34.3%
Down 10% to 25%	134	25.4%	77	29.7%	57	21.2%	40	27.6%	94	24.7%	98	25.9%	78	26.0%
Down less than 10%	25	4.7%	16	6.2%	9	3.3%	12	8.3%	13	3.4%	21	5.6%	20	6.7%
About the same	56	10.6%	23	8.9%	33	12.3%	19	13.1%	37	9.7%	45	11.9%	37	12.3%
Up less than 10%	12	2.3%	5	1.9%	7	2.6%	3	2.1%	9	2.4%	9	2.4%	8	2.7%
Up 10% to 25%	17	3.2%	7	2.7%	10	3.7%	1	0.7%	16	4.2%	14	3.7%	15	5.0%
Up 25% to 50%	7	1.3%	1	0.4%	6	2.2%	2	1.4%	5	1.3%	6	1.6%	6	2.0%
Right now, do you have a project backlog adequate to make it through 2010 without non-seasonal employee lay-offs next year?	525	100.0%	259	100.0%	266	100.0%	143	100.0%	380	100.0%	377	100.0%	300	100.0%
No	455	86.7%	227	87.6%	228	85.7%	112	78.3%	341	89.7%	321	85.1%	248	82.7%
Yes	70	13.3%	32	12.4%	38	14.3%	31	21.7%	39	10.3%	56	14.9%	52	17.3%

Question/Response	Grand Total		Big Business		Small Business		4 Plus States	3 or Less States	Stimulus 2009 Work		Stimulus 2010 Work	
	Total	Percent	Total	Percent	Total	Percent			Total	Percent	Total	Percent
Has your firm received any transportation-related work this year from the federal stimulus program?	523	100.0%	257	100.0%	266	100.0%	145	100.0%	376	100.0%	379	100.0%
No	144	27.5%	44	17.1%	100	37.6%	38	26.2%	105	27.9%	11	3.7%
Yes	379	72.5%	213	82.9%	166	62.4%	107	73.8%	271	72.1%	379	100.0%
If the answer to the previous question is yes, do you expect to have transportation-related federal stimulus work in 2010?	421	100.0%	228	100.0%	193	100.0%	120	100.0%	301	100.0%	377	100.0%
No	120	28.5%	59	25.9%	61	31.6%	33	27.5%	87	28.9%	91	24.1%
Yes	301	71.5%	169	74.1%	132	68.4%	87	72.5%	214	71.1%	286	75.9%
Based on your feel about your firm's work backlog and anticipated economic conditions next year, in 2010 do you anticipate:	526	100.0%	257	100.0%	269	100.0%	144	100.0%	381	100.0%	377	100.0%
Hiring some new non-seasonal employees	27	5.1%	7	2.7%	20	7.4%	11	7.6%	16	4.2%	22	5.8%
Laying off some non-seasonal employees	231	43.9%	134	52.1%	97	36.1%	61	42.4%	170	44.6%	161	42.7%
Maintaining existing work force level	268	51.0%	116	45.1%	152	56.5%	72	50.0%	195	51.2%	194	51.5%
Based on your feel about your firm's transportation-related work backlog and anticipated economic conditions next year, in 2010 do you anticipate purchasing new heavy construction equipment?	527	100.0%	259	100.0%	268	100.0%	145	100.0%	380	100.0%	379	100.0%
No	428	81.2%	195	75.3%	233	86.9%	121	83.4%	305	80.3%	300	79.2%
Yes	99	18.8%	64	24.7%	35	13.1%	24	16.6%	75	19.7%	79	20.8%
Based on your feel about your firm's work backlog and anticipated economic conditions next year, in 2010 do you anticipate purchasing new trucks?	527	100.0%	259	100.0%	268	100.0%	145	100.0%	380	100.0%	378	100.0%
No	434	82.4%	205	79.2%	229	85.4%	113	77.9%	319	83.9%	306	81.0%
Yes	93	17.6%	54	20.8%	39	14.6%	32	22.1%	61	16.1%	72	19.0%
In terms of the transportation construction market in which your firm operates, in 2010 do you anticipate:	527	100.0%	259	100.0%	268	100.0%	145	100.0%	380	100.0%	378	100.0%
Severe market decline	167	31.7%	91	35.1%	76	28.4%	49	33.8%	117	30.8%	120	31.7%
Slight market decline	243	46.1%	126	48.6%	117	43.7%	66	45.5%	176	46.3%	171	45.2%
No change in the market	58	11.0%	28	10.8%	30	11.2%	14	9.7%	44	11.6%	42	11.1%
Slight market growth	56	10.6%	14	5.4%	42	15.7%	15	10.3%	41	10.8%	42	11.1%
Solid market growth	3	0.6%			3	1.1%	1	0.7%	2	0.5%	3	0.8%
Without a significant increase in federal funding to the states, during 2010 do you expect the state DOT in the state where you do most of your transportation-related business to put:	527	100.0%	259	100.0%	268	100.0%	145	100.0%	380	100.0%	378	100.0%
More work out to bid than in 2009	28	5.3%	12	4.6%	16	6.0%	7	4.8%	21	5.5%	17	4.5%
Less work out to bid than in 2009	403	76.5%	201	77.6%	202	75.4%	121	83.4%	280	73.7%	300	79.4%
About the same amount of work out to bid	96	18.2%	46	17.8%	50	18.7%	17	11.7%	79	20.8%	61	16.1%
Finally, a question about your feel for the market two years from now-in 2011. Without a significant increase in federal funding to the states starting in 2010, during 2011 would you expect the state DOT in the state where your firm does most of its transportation-related work to put:	527	100.0%	259	100.0%	268	100.0%	144	100.0%	381	100.0%	378	100.0%
More work out to bid than in 2010	54	10.2%	26	10.0%	28	10.4%	14	9.7%	40	10.5%	27	7.1%
Less work out to bid than in 2010	346	65.7%	167	64.5%	179	66.8%	93	64.6%	252	66.1%	257	68.0%
About the same amount of work out to bid as in 2010	127	24.1%	66	25.5%	61	22.8%	37	25.7%	89	23.4%	94	24.9%

Question/Response	Grand Total		Asphalt		Bridge		Concrete		Earth Moving		Other		Safety		Specialty	
	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent
In how many states does your firm bid on transportation-related work?	528	100.0%	211	100.0%	106	100.0%	38	100.0%	72	100.0%	50	100.0%	13	100.0%	34	100.0%
1	203	38.4%	100	47.4%	28	26.4%	16	42.1%	32	44.4%	12	24.0%	3	23.1%	12	35.3%
2	84	15.9%	37	17.5%	20	18.9%	6	15.8%	10	13.9%	7	14.0%	2	15.4%	2	5.9%
3	96	18.2%	38	18.0%	22	20.8%	8	21.1%	9	12.5%	11	22.0%	1	7.7%	6	17.6%
4	28	5.3%	7	3.3%	10	9.4%			3	4.2%	2	4.0%	3	23.1%	3	8.8%
More	117	22.2%	29	13.7%	26	24.5%	8	21.1%	18	25.0%	18	36.0%	4	30.8%	11	32.4%
By dollar volume, what is your firm's largest transportation-related work area?	543	100.0%	212	100.0%	106	100.0%	38	100.0%	73	100.0%	63	100.0%	13	100.0%	34	100.0%
Asphalt paving	212	39.0%	212	100.0%												
Bridge work	106	19.5%			106	100.0%										
Concrete paving	38	7.0%					38	100.0%								
Earthmoving/site work	73	13.4%							73	100.0%						
Other	63	11.6%									63	100.0%				
Safety	13	2.4%											13	100.0%		
Specialty	34	6.3%													34	100.0%
Transit/Rail infrastructure	4	0.7%														
In your firm's most recent fiscal year, was your transportation-related work volume:	530	100.0%	212	100.0%	106	100.0%	38	100.0%	73	100.0%	50	100.0%	13	100.0%	34	100.0%
Less than \$33.5 million	270	50.9%	77	36.3%	51	48.1%	18	47.4%	41	56.2%	37	74.0%	11	84.6%	32	94.1%
More than \$33.5 million	260	49.1%	135	63.7%	55	51.9%	20	52.6%	32	43.8%	13	26.0%	2	15.4%	2	5.9%
Has your firm had to lay-off any non-seasonal employees this year due to economic conditions?	528	100.0%	212	100.0%	105	100.0%	38	100.0%	73	100.0%	49	100.0%	13	100.0%	34	100.0%
No	192	36.4%	80	37.7%	35	33.3%	18	47.4%	19	26.0%	21	42.9%	6	46.2%	13	38.2%
Yes	336	63.6%	132	62.3%	70	66.7%	20	52.6%	54	74.0%	28	57.1%	7	53.8%	21	61.8%
Compared to your firm's transportation-related backlog in December 2008, do you expect your backlog going into January 2010 to be:	528	100.0%	211	100.0%	106	100.0%	38	100.0%	73	100.0%	49	100.0%	13	100.0%	34	100.0%
Down more than 50%	103	19.5%	45	21.3%	22	20.8%	7	18.4%	16	21.9%	5	10.2%			8	23.5%
Down 25% to 50%	174	33.0%	69	32.7%	34	32.1%	10	26.3%	25	34.2%	21	42.9%	4	30.8%	10	29.4%
Down 10% to 25%	134	25.4%	64	30.3%	22	20.8%	8	21.1%	21	28.8%	9	18.4%	2	15.4%	6	17.6%
Down less than 10%	25	4.7%	10	4.7%	4	3.8%	5	13.2%	2	2.7%	1	2.0%	2	15.4%	1	2.9%
About the same	56	10.6%	12	5.7%	13	12.3%	4	10.5%	7	9.6%	8	16.3%	4	30.8%	7	20.6%
Up less than 10%	12	2.3%	4	1.9%	3	2.8%	1	2.6%	1	1.4%	2	4.1%			1	2.9%
Up 10% to 25%	17	3.2%	6	2.8%	6	5.7%	2	5.3%			1	2.0%	1	7.7%	1	2.9%
Up 25% to 50%	7	1.3%	1	0.5%	2	1.9%	1	2.6%	1	1.4%	2	4.1%				
Right now, do you have a project backlog adequate to make it through 2010 without non-seasonal employee lay-offs next year?	525	100.0%	210	100.0%	105	100.0%	38	100.0%	73	100.0%	49	100.0%	13	100.0%	33	100.0%
No	455	86.7%	194	92.4%	86	81.9%	34	89.5%	64	87.7%	36	73.5%	9	69.2%	28	84.8%
Yes	70	13.3%	16	7.6%	19	18.1%	4	10.5%	9	12.3%	13	26.5%	4	30.8%	5	15.2%

Question/Response	Grand Total		Asphalt		Bridge		Concrete		Earth Moving		Other		Safety		Specialty	
	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent	Total	Percent
Has your firm received any transportation-related work this year from the federal stimulus program?	523	100.0%	210	100.0%	105	100.0%	36	100.0%	73	100.0%	48	100.0%	13	100.0%	34	100.0%
No	144	27.5%	40	19.0%	42	40.0%	12	33.3%	27	37.0%	12	25.0%			8	23.5%
Yes	379	72.5%	170	81.0%	63	60.0%	24	66.7%	46	63.0%	36	75.0%	13	100.0%	26	76.5%
If the answer to the previous question is yes, do you expect to have transportation-related federal stimulus work in 2010?	421	100.0%	181	100.0%	73	100.0%	29	100.0%	55	100.0%	41	100.0%	13	100.0%	28	100.0%
No	120	28.5%	55	30.4%	23	31.5%	6	20.7%	18	32.7%	9	22.0%	1	7.7%	8	28.6%
Yes	301	71.5%	126	69.6%	50	68.5%	23	79.3%	37	67.3%	32	78.0%	12	92.3%	20	71.4%
Based on your feel about your firm's work backlog and anticipated economic conditions next year, in 2010 do you anticipate:	526	100.0%	210	100.0%	105	100.0%	38	100.0%	73	100.0%	49	100.0%	13	100.0%	34	100.0%
Hiring some new non-seasonal employees	27	5.1%	2	1.0%	13	12.4%	2	5.3%	1	1.4%	3	6.1%	1	7.7%	5	14.7%
Laying off some non-seasonal employees	231	43.9%	105	50.0%	50	47.6%	14	36.8%	31	42.5%	13	26.5%	4	30.8%	12	35.3%
Maintaining existing work force level	268	51.0%	103	49.0%	42	40.0%	22	57.9%	41	56.2%	33	67.3%	8	61.5%	17	50.0%
Based on your feel about your firm's transportation-related work backlog and anticipated economic conditions next year, in 2010 do you anticipate purchasing new heavy construction equipment?	527	100.0%	210	100.0%	106	100.0%	38	100.0%	73	100.0%	49	100.0%	13	100.0%	34	100.0%
No	428	81.2%	168	80.0%	84	79.2%	28	73.7%	59	80.8%	44	89.8%	12	92.3%	29	85.3%
Yes	99	18.8%	42	20.0%	22	20.8%	10	26.3%	14	19.2%	5	10.2%	1	7.7%	5	14.7%
Based on your feel about your firm's work backlog and anticipated economic conditions next year, in 2010 do you anticipate purchasing new trucks?	527	100.0%	211	100.0%	106	100.0%	38	100.0%	73	100.0%	49	100.0%	13	100.0%	33	100.0%
No	434	82.4%	186	88.2%	83	78.3%	28	73.7%	62	84.9%	37	75.5%	10	76.9%	25	75.8%
Yes	93	17.6%	25	11.8%	23	21.7%	10	26.3%	11	15.1%	12	24.5%	3	23.1%	8	24.2%
In terms of the transportation construction market in which your firm operates, in 2010 do you anticipate:	527	100.0%	211	100.0%	105	100.0%	38	100.0%	73	100.0%	49	100.0%	13	100.0%	34	100.0%
Severe market decline	167	31.7%	71	33.6%	44	41.9%	10	26.3%	21	28.8%	8	16.3%	2	15.4%	11	32.4%
Slight market decline	243	46.1%	106	50.2%	41	39.0%	19	50.0%	32	43.8%	23	46.9%	11	84.6%	10	29.4%
No change in the market	58	11.0%	22	10.4%	9	8.6%	3	7.9%	11	15.1%	8	16.3%			3	8.8%
Slight market growth	56	10.6%	11	5.2%	10	9.5%	5	13.2%	9	12.3%	10	20.4%			10	29.4%
Solid market growth	3	0.6%	1	0.5%	1	1.0%	1	2.6%								
Without a significant increase in federal funding to the states, during 2010 do you expect the state DOT in the state where you do most of your transportation-related business to put:	527	100.0%	211	100.0%	106	100.0%	38	100.0%	73	100.0%	48	100.0%	13	100.0%	34	100.0%
More work out to bid than in 2009	28	5.3%	5	2.4%	6	5.7%	5	13.2%	5	6.8%	4	8.3%			3	8.8%
Less work out to bid than in 2009	403	76.5%	172	81.5%	88	83.0%	26	68.4%	49	67.1%	33	68.8%	9	69.2%	24	70.6%
About the same amount of work out to bid	96	18.2%	34	16.1%	12	11.3%	7	18.4%	19	26.0%	11	22.9%	4	30.8%	7	20.6%
Finally, a question about your feel for the market two years from now-in 2011. Without a significant increase in federal funding to the states starting in 2010, during 2011 would you expect the state DOT in the state where your firm does most of its transportation-related work to put:	527	100.0%	211	100.0%	106	100.0%	38	100.0%	73	100.0%	48	100.0%	13	100.0%	34	100.0%
More work out to bid than in 2010	54	10.2%	24	11.4%	7	6.6%	4	10.5%	7	9.6%	9	18.8%			3	8.8%
Less work out to bid than in 2010	346	65.7%	131	62.1%	79	74.5%	24	63.2%	49	67.1%	29	60.4%	9	69.2%	22	64.7%
About the same amount of work out to bid as in 2010	127	24.1%	56	26.5%	20	18.9%	10	26.3%	17	23.3%	10	20.8%	4	30.8%	9	26.5%