

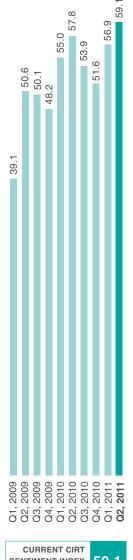
#### CURRENT CIRT SUMMARY



### CIRT SECOND QUARTER 2011 SENTIMENT INDEX REPORT

Even as "Black Swan Events" seem to be occurring everywhere around the globe, the CIRT Sentiment Index continues its slow advance into growth territory. In spite of the rising cost of materials holding it down, the CIRT Sentiment Index moved up 2.2 points to 59.1. That is the sixth quarter in a row that the Index has remained at least slightly in positive territory. The new CIRT Sentiment Design Index also moved up from 55.2 in the first quarter to 57.5 in the second quarter, slow improvement indicated in both cases, but improvement nonetheless. The pace of the recovery in the construction sector appears to mirror or reflect the mixed signals from the national economy, where consumer spending begins to improve just as gas prices skyrocket and automotive sales start to bounce back, and then there is an unparalleled disaster in Japan that takes billions of dollars in parts and automotive manufacturing offline. In our current issues questions this quarter, we asked panelists a few brief questions about how these "Black Swan Events" might impact their business. One of the most likely effects of recent disasters and geopolitical turmoil is the rise in commodity prices; but how much and how soon this will show up as a shift in construction activity is hard to say. Most panelists expect we will know more in the latter half of the year.

Rudyard Kipling offered some sound advice to young men that might serve well for business leaders trying to navigate their companies to success in the new normal; "If you can keep your head when all about you are losing theirs and blaming it on you. . ." Similarly, if in the midst of global turmoil, good companies can avoid losing their head and still be true to their character and culture, then we might just find our way back to prosperity.





PREVIOUS SENTIMENT INDEX READING: 56.9

**EXHIBIT 1** 

**CIRT Sentiment Index** Scores Since Inception: Q1, 2009 to Q2, 2011

# ABOUT THE CONSTRUCTION INDUSTRY ROUND TABLE (CIRT)

The Construction Industry Round Table (CIRT) is composed exclusively of approximately 100 CEOs from the leading architectural, engineering and construction firms doing business in the United States.

CIRT is the only organization that is uniquely situated as a single voice representing the richly diverse and dynamic design/construction community. First organized in 1987 as the Construction Industry President's Forum, the Forum has since been incorporated as a not-for-profit association with the mission "to be a leading force for positive change in the design/construction industry while helping members improve the overall performance of their individual companies."

The Round Table strives to create one voice to meet the interests and needs of the design/construction community. CIRT supports its members by actively representing the industry on public policy issues, by improving the image and presence of its leading members, and by providing a forum for enhancing and developing strong management approaches through networking and peer interaction.

The Round Table's member CEOs serve as prime sources of information, news and background on the design/construction industry and its activities. If you are interested in obtaining more information about the Construction Industry Round Table, please call 202-466-6777 or contact us by e-mail at cirt@cirt.org.

### **CIRT SENTIMENT INDEX**

The CIRT Sentiment Index is a quarterly survey of members of the Construction Industry Round Table conducted quarterly by FMI Research, Raleigh, N.C. For press contact or questions about the CIRT Sentiment Index, contact Mark Casso at mcasso@cirt.org and/ or Phil Warner, research consultant with FMI Corporation, at pwarner@fminet.com or call 919-785-9357.



### CONFIDENTIALITY

All individual responses to this survey will be confidential and shared outside of FMI only in the aggregate.

All names of individuals responding to this survey will remain confidential to FMI.

#### **EXECUTIVE SUMMARY** continued

One thing is certain: It is becoming more important for companies to manage and build strategies that accommodate uncertainties. Among those uncertainties is the growing national debt and what, if anything, will be done about it. To their credit, the majority of panelists (84.5%) agree that if the budget demands severe cuts in infrastructure to reduce the debt, then so be it. Those companies focused on public-sector-funded infrastructure will most likely lose business, including some major projects that will not be funded in the near term. But the debt must be reduced, because the proverbial "can" has grown too large to keep kicking it down the road.

Despite global uncertainties, CIRT panelists have not forgotten the benefits of cultivating loyal customers as they report a median of 65% of their current business is from loyal or repeat customers. Nonetheless, that measure of loyalty is under threat as some good customers went out of business in the recession; others are being wooed by low-bid competition or have tabled their building programs indefinitely. Although most contractors expect loyal customers to return, 42.9% indicated they have more work with new customers now than before the recession, thus cultivating the possibility of new "old customers."

### CIRT Sentiment Index Second Quarter 2011 Highlights

**Overall Economy:** The overall economy component of the CIRT Sentiment Index continues to improve significantly, as the component scored 71.9 this quarter compared to 64.6 last quarter.

**Overall Economy Where Panelists Do Business:** With a component score of 71.9, panelists are beginning to see more economic improvement closer to their home markets.

# **CIRT Design Index Components**

This is only the second quarter since we added design index components to our Sentiment Index, so it is still too soon to declare any trends in the components of this index. However, even though the Index score moved up only 2.3 points from 55.2 in the first quarter to 57.5 in the second quarter, there were some notable shifts in the individual components:

**Consulting Planning:** The expectations for consulting planning work slipped from 71.1 last quarter to 67.5 this quarter.

Pre-design Work: This component moved up slightly from 70.0 to 71.4 this quarter.

**Commercial:** Commercial projects made a positive move from a starting point of 40.6 to 47.5, still not in solid growth mode, but moving in that direction.

**Residential:** With a score of just 34.4, residential design work is still in the doldrums despite a slight improvement over the first quarter.

**Education:** Education design work made the most aggressive move into positive territory at 55.3 from the starting point last quarter of 40.0.

### CIRT Design Index Components (continued)

**Health care:** Indications for the health care market from the design perspective are improving from 59.4 last quarter to 63.2 in Q2. One of the strongest components for construction throughout the recession, the prognosis for health care construction in the future is good but slowing compared with its strength before the recession hit the construction markets.

**Industrial:** Industrial design work moved up significantly from only 53.3 in the first quarter to 70.0 for the second quarter.

**Transportation:** Transportation dropped to only 35.5 from a positive reading of 55.9 last quarter. This likely signifies the winding down of stimulus funding and the slashing of state and federal transportation budgets.

**Heavy/Civil:** Heavy/civil also dropped from a positive 53.1 to 47.1. Reductions in government tax receipts and budget cuts will likely keep this component down for the coming year.

**International:** International design work is the strongest component in the Design Index as it moved from 79.4 to 83.3 this quarter, signifying the global reach of large design firms.

#### Construction:

**Panelists' Construction Business:** Panelists' construction business improved slightly from 58.8 to 60.3 this quarter.

**Private-Sector Construction Business:** Despite all the difficulties in residential markets, this component moved into positive territory this quarter from 42.6 to 54.4. Contractors are experiencing more improvement in this component than design firms are at this time, so it may be a short-lived improvement. Commercial construction and lodging are finally moving into positive territory signally slow improvement this year, but office construction will remain slow for the next year or more.

**Cost of Materials:** The continued rise in material costs has sent this Sentiment Index component nearly to the lowest score we can give it at 10.2. Rising material costs will continue to be a drag on construction for some time to come as well as a harbinger of inflation.

**Cost of Labor:** The cost of labor component continues to drop, signaling continued increases in labor costs. The Index score is now at 38.4 compared to 43.2 last quarter. [NOTE: A number below 50 indicates higher labor costs of this component.]

**Productivity:** Productivity gains have probably helped to offset rising labor costs; but with a score of 56.3 this quarter compared to 61.1 last quarter, it appears that it will be more difficult to maintain productivity improvement as business returns.

**Natural Disasters and Geopolitical Unrest:** We asked panelists how recent natural disasters and global political events might affect their business. [NOTE: This survey was conducted before the devastating tornadoes in the South and extensive flooding in the Midwest.] Fifty-three percent of panelists expected the multiple disasters in Japan and New Zealand and the political upheaval in the Middle East and

Northern Africa would affect their business, and most expected those changes to begin to hit their markets in the second half of the year. How these events will affect the U.S. construction market is still unclear, but some panelists noted their concerns for rising commodity prices and difficulty getting parts for machinery made in Japan.

**Federal Budget Cuts:** Infrastructure spending is among the items that could be severely cut back or eliminated in proposed federal budget cuts. Even though those cuts could hurt contractors short term, 84.5% of panelists agreed that putting the economy on a sustainable path was more important than maintaining current spending levels for infrastructure.

**Customer Loyalty:** The market continues to be highly competitive, so we asked panelists several questions about maintaining customer loyalty in this environment. Forty-six point four percent said they continue to have a high level of work from a loyal customer base, but a similar number, 42.9%, said they have more work for new customers now than before the recession.





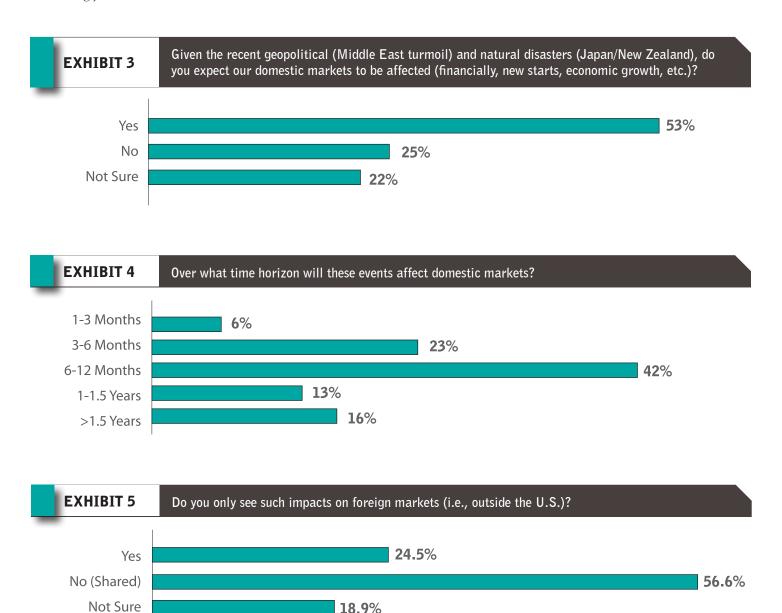
#### **Current Issues**

#### **Global Events and Construction Markets**

The ripple effect of large disasters and political upheaval are once again evidence of how much we work in a global economy. The news of massive natural disasters like the earthquake in Japan travels around the world in real time, and scientists are even able to predict some of these disasters. Unfortunately, even early warning was not early enough to evacuate the Japanese coast before the tsunami, but Hawaii and California were warned hours in advance of the oncoming waves. The ripple effects for the domestic and global economy are even less predictable, but 53% of CIRT Sentiment Index panelists expect these events will affect the construction economy in the second half of 2011. According to 56.6% of panelists, recent large natural disasters and political turmoil in the Middle East and northern Africa will be felt by global markets, although 24.5% think most of the impacts will be experienced in foreign markets only. Yet, there is a good deal of uncertainty as to how geopolitical events and natural disasters will affect the recovering

global economy. Material prices are going up already, so we can expect that reduced oil production in Libya and the need for materials to rebuild disaster areas will hasten the increase of all commodity prices. Disruption in manufacturing parts from Japan will also contribute to reduce the GNP in the U.S. as well as in Japan. Looking further out, the potential for greater democracy, if that should come to pass, in the Middle East and post-disaster recovery could spur new economic growth in years to come.

We didn't probe very deeply with these questions at this time, so this is just a cursory look into what will become a larger issue later this year and next, an early warning, perhaps. The news cycle is brief, but even as these events move out of the headlines, the real work is just beginning. What will change for the nuclear power industry? How long will it take for Japanese manufacturing to return to normal production levels? How long will it take people to rebuild their lives and infrastructure? Stay tuned, as they say, but more than that, consider how these events will affect your business, both as threats and opportunities in the coming year.

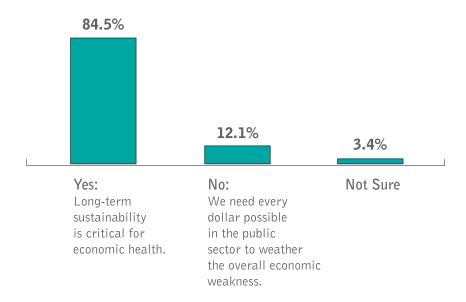


#### Federal Budget Debate and Infrastructure Funding

Infrastructure is the backbone of our economy. Few would disagree with this truism, but what happens when the importance of infrastructure for a healthy economy comes up against another truism? "When your outflow exceed your income, the outcome will be your downfall." Modern economic theory has sought to overturn that old wisdom with the idea that sometimes deficit spending is beneficial like when we need to bail out institutions that are "too big to fail." With deficits reaching into the trillions, it is clear we have exceeded our income, so what are we going to do about it? On one hand, there is the budget submitted by President Obama that continued spending at or close to current levels (with a \$1.5 trillion -1.6 trillion deficit proposed for 2012), which did include some cuts in infrastructure spending but also promotes and supports selected transportation investments like high-speed rail. On the other hand, Budget Committee Chairman Ryan's plan proposes to reduce infrastructure spending to only the trust fund levels as part of putting America on "The Road to Prosperity." The final federal spending levels on infrastructure will likely be a compromise, but fully 84.5% of CIRT panelists recognize the need to promote a sustainable budget with cuts in spending on infrastructure outweighing the subsequent loss of government projects for contractors. However, as one panelist wisely notes, "These questions are more complicated than a simple yes or no answer can adequately address." That points up a major challenge with both short opinion surveys and identifying solutions to large problems - one must cut through the complexity and settle on a course of action. Members of Congress will not find simple solutions as they face complex problems that have been ignored or papered over in the past and must at some point sit down and make some tough decisions if we are to avoid the opposing threats of continued massive overspending or crumbling infrastructure needs.

**EXHIBIT 6** 

In your view, does the overall goal to put the federal government on a sustainable financial path outweigh possible cuts/restraints to individual agency infrastructure spending?



#### **Customer Loyalty and the Recession**

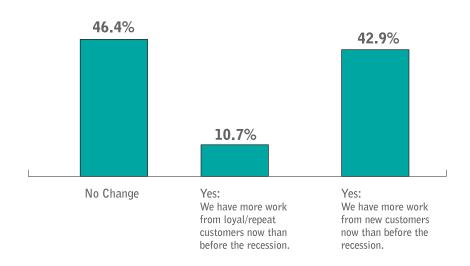
Customer loyalty is something all contractors work for and depend upon in good times, but what happens to customer loyalty in a long recession? We asked panelists to share some of their experience and opinions about maintaining loyal customer relationships as we emerge from the recession. The good news is that loyal/repeat customers are still the backbone of business as panelists indicated that, as a median for the group, 65% of current business is with loyal customers, and 25% of current backlog is in part due to referrals from past customers. For 46.4%, that ratio of loyal customers hasn't changed during the recession – even if business is down overall. However, 42.9% have more work with new customers now than before the recession, but only 10.7% have more work from loyal customers now.

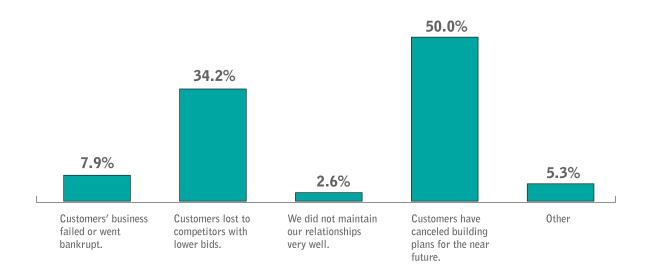
The results of these questions point out what most contractors should know but don't always measure: It is more effective to develop good customer relationships than always trying to build new ones. At the same time, it is just as important to keep working to find that 35% of business from new customers. Panelists responded that 50.0% of their good customers have canceled or postponed building projects since the recession. Some, 7.9%, customers went out of business, and, a problem we have heard about throughout the recession, 34.2% of panelists report losing even good customers to low-bid competitors. Loyalty sometimes has its limits. Nonetheless, when business improves, 58.2% expect loyal customers to come back; but 27.3% expect they may lose loyal customers to competitors and have more work with new customers whom they hope will become new loyal customers.

#### Things Loyal Customers Say — the Best and the Worst

**EXHIBIT 7** 

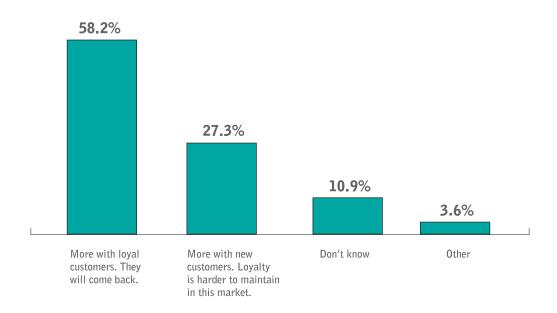
Has the recession economy changed the ratio of repeat or loyal customers to new customers in your backlog?





# **EXHIBIT 9**

When business improves, do you expect to again have more business with loyal customers, or with new customers?



We can learn a lot from loyal customers, that is, if we ask and listen to what they have to say about us. Whatever you hear, good or bad, from customers, especially those considered loyal customers, is valuable. So, whether your company is trying to maintain relationships with customers that aren't building now or beating the bushes for new customers who will want to know more about your company's reputation, it is important to ask customers what they think about your company.

We asked panelists to give us some examples of the best and/or worst things loyal customers say about their companies. One of the responses we received repeatedly is that loyal customers have said, "Sorry you weren't the low bidder." In part, this type of comment is symptomatic of the recession, and, when prices get too low, maybe it is better to let someone else "win" even if you are losing a loyal customer. If the job doesn't go well, they may be back. If they say your company is the highest priced but still give you the work, that shows that customers realize that the value they are receiving makes up for the lesser-quality work offered by competitors.

Trust, honesty, fairness and doing what the contractor says it will do are solidly represented characteristics heard by panelists from loyal customers. The traditional characteristics are still among the most important, that is, having customers that know your company as always being on time and on budget and delivering good quality. However, we think there is often something beyond that that makes real loyal customers, the customers that will do everything they can to work with you even if your work is priced higher than the competition's. For instance, we received comments like company "X" is a problem solver, has great project managers, is very professional and courteous, and approaches the work with high energy and always with the customers' interests in mind. Building true customer loyalty goes beyond just being good.

Most of the worst comments mentioned – and there weren't nearly as many "worst" comments as "best" – consisted of not doing some of the good things noted above. Sometimes it is a matter of having one bad job with a few people being unresponsive to customer needs, but that can be all it takes to turn a loyal customer into a non-customer. The following is a representative selection of comments received:

#### What are some of the best (or worst) things your loyal customrs say about your company?

- We meet our commitments and support their needs. Quality and safety are second to none. We are always there, in good times and bad.
- Best: Competitive, safe, reliable, innovative. Worst: Aggressive, difficult.
- Best-in-class safety on-site and dependable schedule.
- Best: Reliable, trustworthy, they bring confidence and certainty to the process. Worst: Unsophisticated, not new enough, not aggressive enough with pricing.
- Confident we will perform as promised.
- Consistent performance, added value for the client, quality and safety.
- Delivers on our expectations. Willing to pay premium for excellent service. Best in the industry!
- Ethical, always gets the job done on time and on budget. Great people, a joy to work with.
- Excellent quality, always ahead of schedule, but not necessarily the lowest price.
- Our design services help them to achieve business goals.
- Our people care.
- Our people make the difference. We work hard to solve problems. We make their lives easy. They could trust that we will get the job done. We did what we committed to do.
- Our responsiveness to small work continues to maintain our long-term relationships.

- Reliable; good value; loyal; competent.
- That we are a great company, but somewhat expensive in this market.
- That we are honest and fair. We give them time to pay their bills, but expect to be paid.
- Their leadership demands commodity-like pricing so value creation is very difficult.
- We deliver a consistent, competitive product.
- We don't hit our deadlines! We save them money and solve their problems.
- We give great service in all areas pre-construction through warranty. Some customers, however, have gone to the cheap price.
- You have the best pre-construction services that we have seen. Your construction people know more about the project than our designers do. You don't market yourselves as well as you could.

Dangerously Low Very Low / Significant Drop Positive Growth Indicator Very Positive Growth Indicator CIRT Sentiment Index Component Detail by Market Sector **EXHIBIT 10** Overall Quarter 2, 2011 Overall Quarter 1, 2011 CIRT Sentiment Business Outlook - Three Months Commercial 0.0% 85.7% 14.3% 42.9 11.8% 82.4% 5.9% 52.9 Education 12.0% 72.0% 16.0% 48.0 8.1% 81.1% 10.8% 48.6 63.9% 8.3% 59.7 Health Care 12.5% 83.3% 4.2% 54.2 27.8% 15.8% 57.9% 26.3% 22.6% 64.5% 12.9% Lodging 44.7 54.8 21.1% Manufacturing 63.2% 15.8% 52.6 37.0% 63.0% 0.0% 68.5 4.5% 68.2% 27.3% 38.6 5.7% 62.9% 31.4% 37.1 Industrial / Petro Chemical 20.0% 80.0% 0.0% 60.0 47.6% 52.4% 0.0% 73.8 Transportation Related 13.6% 72.7% 13.6% 50.0 3.3% 63.3% 33.3% 35.0 Public Works / Heavy Civil 4.8% 81.0% 14.3% 45.2 6.1% 72.7% 21.2% 0.0% 80.0% 0.0% 60.0 Other 33.3% 66.7% 66.7 20.0% Business Outlook - One Year Commercial 64.3 62.5 28.6% 71.4% 0.0% 30.6% 63.9% 5.6% 59.2 44.0% 36.0% 20.0% 28.9% 60.5% 10.5% Health Care 45.8% 45.8% 8.3% 68.8 67.6% 32.4% 0.0% 63.2 59.4 10.5% 36.8% 34.4% 50.0% 15.6% 52.6% Manufacturing 65.8 76.8 47.4% 36.8% 15.8% 53.6% 46.4% 0.0% 45.8 22.7% 54.5% 22.7% 8.3% 75.0% 16.7% Industrial / Petro Chemical 45.0% 0.0% 66.7% 26.7% 6.7% 55.0% Transportation Related 31.8% 54.5% 13.6% 59.1 26.7% 56.7% 16.7% 55.0 Public Works / Heavy Civil 19.0% 32.4% 17.6% 57.4 23.8% 57.1% 52.4 50.0% 33.3% 66.7% 0.0% 66.7 66.7% 33.3% 0.0% Business Outlook - Three Years Commercial 81.0% 14.3% 4.8% 77.1% 14.3% 8.6% Education 74.0 78.4 64.0% 20.0% 16.0% 64.9% 27.0% Health Care 84.7 66.7% 29.2% 4.2% 77.8% 13.9% 8.3% Lodging 5.3% 61.3% 9.7% 63.2% 31.6% 29.0% Manufacturing 73.7 3.7% 63.2% 21.1% 15.8% 70.4% 25.9% Office 50.0% 45.5% 4.5% 60.0% 31.4% 8.6% Industrial / Petro Chemical 73.3% 20.0% 6.7% 65.0% 30.0% 5.0% 72.7% 22.7% 4.5% 76.7% 23.3% 0.0% Transportation Related Public Works / Heavy Civil 61.9% 28.6% 9.5% 76.2 75.8% 24.2% 0.0% 87.9 Other 66.7

#### CIRT Index Scores

<sup>&</sup>gt; 50 indicates growth (better)
< 50 indicates slowing (worse)

<sup>\*</sup> A note on the use of the diffusion index: Do not interpret diffusion index values in the same manner as averages, because a simple increase or decrease in a diffusion index does not necessarily imply an improving or declining result. For example, if a diffusion index moves from 31 last quarter to 35 this quarter, it does not imply the market has improved. A reading greater than 50 indicates improving or expansion, 50 indicates remaining the same and lower than 50 indicates worse or contracting. Therefore, if a reading goes from 31 to 35, then the result still implies a decline from the previous quarter because 35 is lower than 50; but the decline is not as great as the previous decline because 35 is greater than 31. As another example, if the diffusion index changes from 31 to 65, it implies improvement over the previous quarter, not because 65 is greater than 31, but because 65 is greater than 50.



**Design Index Components:** Compared with last quarter, what are your expecatations for projects in the following markets for design services in the next year?

		Quarter	1, 2011		Quarter 2, 2011				
	Improving Over Last Quarter	Remains the Same as Last Quarter	Worse then Last Quarter	Overall Component Score Q1, 2011	Improving Over Last Quarter	Remains the Same as Last Quarter	Worse then Last Quarter	Overall Component Score Q2, 2011	
Consulting Planning	47.4%	47.4%	5.3%	71.1%	45.0%	45.0%	10.0%	67.5	
Pre-Design Work	45.0%	50.0%	5.0%	70.0%	52.4%	38.1%	9.5%	71.4	
Commercial	6.3%	68.8%	25.0%	40.6%	15.0%	65.0%	20.0%	47.5	
Residential	0.0%	58.3%	41.7%	29.2%	6.3%	56.3%	37.5%	34.4	
Education	13.3%	53.3%	33.3%	40.0%	26.3%	57.9%	15.8%	55.3	
Health Care	31.3%	56.3%	12.5%	59.4%	31.6%	63.2%	5.3%	63.2	
Industrial	13.3%	80.0%	6.7%	53.3%	46.7%	46.7%	6.7%	70.0	
Transportation	23.5%	64.7%	11.8%	55.9%	11.8%	47.1%	41.2%	35.3	
Heavy/Civil	18.8%	68.8%	12.5%	53.1%	11.8%	70.6%	17.6%	47.1	
International	58.8%	41.2%	0.0%	79.4%	66.7%	33.3%	0.0%	83.3	
Design Firms Index	1 1			55.2%				57.5	

Dangerously Low Very Low / Significant Drop Low Positive Growth Indicator Very Positive Growth Indicator

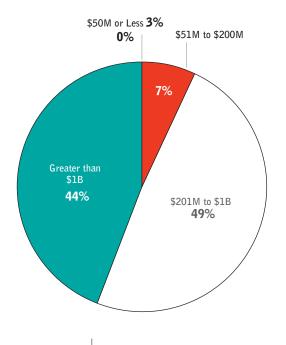
**EXHIBIT 12** 

### CIRT Sentiment Indexes — Comparison of Results: Q3, 2010 to Q2, 2011

CIRT	CIRT	CIRT	CIRT
Q3, 2010	Q4, 2010	Q1, 2011	Q2, 2011
52.7	52.2	64.6	71.9
54.4	47.9	64.6	71.9
59.8	54.3	58.8	60.3
44.4	39.1	42.6	54.4
51.8	43.0	53.7	59.3
		•	1
48.2	45.5	21.4	10.2
41.1	44.4	43.2	38.4
61.8	58.0	61.1	56.3
37.7	51.1	67.5	62.9
12.0	12.0	12.0	12.0
	Q3, 2010 52.7 54.4 59.8 44.4 51.8 48.2 41.1 61.8	Q3, 2010         Q4, 2010           52.7         52.2           54.4         47.9           59.8         54.3           44.4         39.1           51.8         43.0           48.2         45.5           41.1         44.4           61.8         58.0           37.7         51.1	Q3, 2010         Q4, 2010         Q1, 2011           52.7         52.2         64.6           54.4         47.9         64.6           59.8         54.3         58.8           44.4         39.1         42.6           51.8         43.0         53.7           48.2         45.5         21.4           41.1         44.4         43.2           61.8         58.0         61.1           37.7         51.1         67.5

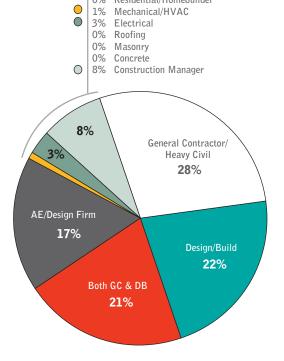
### **CIRT Scores**

> **50** indicates growth (better) < **50** indicates slowing (worse)



### **EXHIBIT 13**

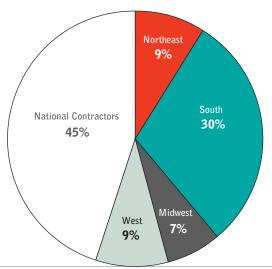
Size of the Organization in Annual Revenue



0% Residential/Homebuilder

## **EXHIBIT 14**

Type of Contracting Business



### **EXHIBIT 15**

Primary Region in Which Panelists Work

# **EXHIBIT 16**

## CIRT Sentiment Index Results: Q1, 2010 and Q2, 2011

_	CIRT Sentiment Index, Quarter 1, 2011				CIRT Sentiment Index, Quarter 2, 2011			
	Improving over last quarter	Staying the same as last quarter	Worse compared with last quarter	CIRT Q1 2011	Improving over last quarter	Staying the same as last quarter	Worse compared with last quarter	CIRT Q2 2011
Overall Economy	36.6%	56.1%	7.3%	64.6	43.9%	56.1%	0.0%	71.9
Overall Economy Where Panelists Do Business	36.6%	56.1%	7.3%	64.6	47.4%	49.1%	3.5%	71.9
Panelists' Construction Business	30.0%	57.5%	12.5%	58.8	34.5%	51.7%	13.8%	60.3
Residential Building Construction Market Where Panelists Do Business	7.4%	70.4%	22.2%	42.6	20.6%	67.6%	11.8%	54.4
Nonresidential Building Construction Market Where Panelists Do Business	19.5%	68.3%	12.2%	53.7	33.3%	51.9%	14.8%	59.3
Backlog in Months	High	Median	Low		High	Median	Low	
Approximate Current Signed Backlog	24.0	12.0	4.0		30.0	12.0	6.0	
	Grow faster than last quarter	Stay about same as last quarter	Shrink compared to last quarter		Grow faster than last quarter	Stay about same as last quarter	Shrink compared to last quarter	
Expected Change in Backlog	45.0%	45.0%	10.0%	67.5	36%	53%	10%	62.9
	Higher than last quarter	Same as last quarter	Lower than last quarter		Higher than last quarter	Same as last quarter	Lower than last quarter	
Cost of Construction Materials	57.0%	43.0%	0.0%	21.4	80%	20%	0%	10.2
Cost of Labor	16.0%	81.0%	3.0%	43.2	23%	77%	0%	38.4
	Improving over last quarter	Same as last quarter	Declining compared to last quarter		Improving over last quarter	Same as last quarter	Declining compared to last quarter	
Productivity	22.0%	78.0%	0.0%	61.1	14%	84%	2%	56.3

# **EXHIBIT 17**

# CIRT Sentiment Index Component: Q1, 2010 to Q2, 2011 Business Outlook Summary by Market Sector

_	Overall Q4, 2010			Overall Q1, 2011			Overall Q2, 2011		
Sector	3 Months	1 Year	3 Years	3 Months	1 Year	3 Years	3 Months	1 Year	3 Years
Commercial	34.6%	50.0%	86.5%	42.9%	64.3%	88.1%	52.9	62.5	84.3
Education	46.9%	56.3%	75.0%	48.0%	62.0%	74.0%	48.6	59.2	78.4
Health Care	55.4%	71.4%	83.9%	54.2%	68.8%	81.3%	59.7	83.8	84.7
Lodging	35.4%	45.8%	75.0%	44.7%	63.2%	78.9%	54.8	59.4	75.8
Manufacturing	42.5%	60.0%	77.5%	52.6%	65.8%	73.7%	68.5	76.8	83.3
Office	38.9%	51.9%	74.1%	38.6%	50.0%	72.7%	37.1	45.8	75.7
Industrial / Petro Chemical	50.0%	62.5%	78.1%	60.0%	80.0%	83.3%	73.8	77.5	80.0
Transportation Related	42.6%	53.7%	90.7%	50.0%	59.1%	84.1%	35.0	55.0	88.3
Public Works / Heavy Civil	36.5%	59.6%	84.0%	45.2%	52.4%	76.2%	42.4	57.4	87.9
Other	50.0%	58.3%	75.0%	66.7%	66.7%	66.7%	60.0	83.3	83.3

### **CIRT Scores**

> **50** indicates growth (better) < **50** indicates slowing (worse)

# **ABOUT FMI**

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