



# CIRT SENTIMENT INDEX REPORT

FOURTH QUARTER 2010

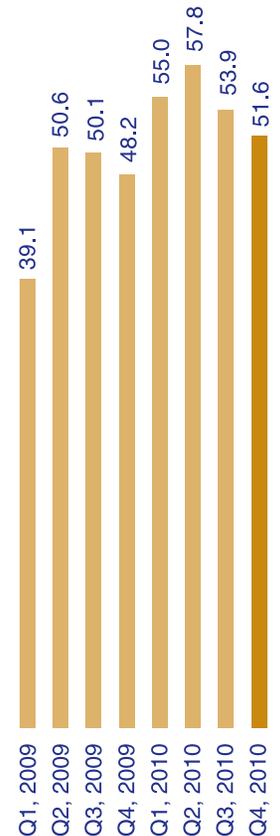
## CURRENT CIRT INDEX SUMMARY

Overall Economy	DOWN
Overall Economy Where We Do Business	DOWN
Our Construction Business	DOWN
Residential Building Construction Market Where We Do Business	DOWN
Nonresidential Building Construction Market Where We Do Business	DOWN
Our Expected Backlog	UP
Cost of Construction Materials	LOWER
Cost of Labor	LOWER
Productivity	LOWER

## CIRT SENTIMENT INDEX FOURTH QUARTER 2010 EXECUTIVE SUMMARY

With the potential benefits from the stimulus beginning to decline and some parts of the economy showing signs of stability if not life, it seemed like private investment might be ready to come out of seclusion; but that doesn't appear to have materialized. A reading of 51.6 for the CIRT Sentiment Index this quarter continues to indicate some growth for large construction firms, but the trend has taken a turn in the wrong direction. We can probably point to market uncertainty/hesitancy as well as the continued weakness in the residential sector and the mortgage mess that is now a foreclosure mess for most of the failure to get this recovery rolling. But, panelists also report that the stimulus has not been that stimulating for construction either. At this point, it seems like we are trying to turn a supertanker around with tugboats pushing in opposite directions.

The good news, and there is some good news even in recessions, is that panelists report they have made critical improvements to their business operations during the downturn. Hard times have "forced" companies to look hard at their processes and work forces in order to improve productivity as well as focus on markets and company culture. Those with a continuous improvement program may have done these things anyway, but hard times have a tendency to focus the mind. The result is that the construction industry may actually be stronger in many ways, even if it is smaller. Now all we need is more customers with funded projects. Lean is good, starving is not.



CURRENT CIRT SENTIMENT READING Q4-2010

**51.6**

PREVIOUS READING: 53.9

EXHIBIT 1

CIRT Sentiment Index  
Scores Since Inception: Q1, 2009 to Q4, 2010

(Scores above 50 indicate expansion, below 50 indicates contraction)

## ABOUT THE CONSTRUCTION INDUSTRY ROUND TABLE (CIRT)

The Construction Industry Round Table (CIRT) is exclusively composed 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](mailto: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](mailto:mcasso@cirt.org) and/or Phil Warner, research consultant with FMI Corporation, at [pwarner@fminet.com](mailto:pwarner@fminet.com) or call 919-785-9357.



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### 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.

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## CIRT Sentiment Index Fourth Quarter 2010 Highlights

- **Overall Economy:** CIRT panelists' view of the overall economy is down slightly this quarter to 52.2 compared with 52.7 last quarter. Still in positive territory, but reflective of a recovery that is struggling to get traction.
- **Overall Economy Where Panelists Do Business:** Zooming in closer to panelists' markets, there was a sharp drop in this component of the index from 54.4 to 47.9 this quarter. This is the lowest this component has been since the fourth quarter of 2009 when it was 45.5.
- **Panelists' Construction Business:** While still in positive territory at 54.3 this quarter compared to 59.8 last quarter, panelists' are indicating that their optimism has declined as the private sector doesn't appear to be picking up where the stimulus left off.
- **Private Sector Construction Business:** With the current problems with foreclosures in the residential sector, the hoped for improvements in residential construction have been set back as reflected in panelists' expectations for residential construction dropping from 44.4 to 39.1. Expectations for commercial construction dropped even sharper than for residential with lodging and office construction making slight gains but remaining in negative territory for growth expectations.
- **Cost of Materials:** Material costs are still inching up despite the continued slow markets.
- **Cost of Labor:** The cost of labor component at 44.4, compared with 41.1 in the third quarter, appears to be more accurately reflecting available or idle labor supply by indicating that labor costs (i.e. trending lower) may be coming more in line with available work in a classic supply and demand model. [NOTE: A number below 50 indicates higher labor costs for this component].
- **Productivity:** Productivity improvement is still positive but, at 58.0, it is not improving as fast as it has been. Once all the improvements attributable to "doing more with less" have been accomplished, it becomes progressively more difficult to institute processes to be even more productive as markets recover.
- **Delays and Cancellations:** No change from last quarter. While delays and cancellations have improved over the early part of the recession, the continued uncertainties in the market and the reluctance of banks to make loans will keep this measure higher than normal.
- **Prefabrication and Modularization Trend:** The increased use of BIM technologies and the need to complete work faster with higher quality and lower cost are expected to drive growth in the areas of prefabrication and modularization for selected markets. Sixty-three percent of panelists expect the use of prefabrication and modularization to grow faster than 5% over the next three years.
- **Stimulus Programs:** Fifty percent of panelists said the stimulus has not helped the construction industry, with only 20% reporting positive results for their firms and 22% reporting that it has helped the industry but has not helped their firms. Generally, the feeling from panelists is that the stimulus was poorly planned and executed and may have actually prevented or delayed the passing of a transportation bill that has traditionally been a source of work to expand and improve vital infrastructure.
- **Benefits Due to Recession:** The recession has been long and hard for the construction industry, but panelists report they have managed to make a number of improvements in tough times to become leaner, more focused companies. After a long period of growth, the recession has caused many to work on becoming more efficient and provided the opportunity to add select talent while helping to drive down the unsustainable rise in the cost of labor.

Fifty percent of panelists said the stimulus has not helped the construction industry, with only 20% reporting positive results for their firms and 22% reporting that it has helped the industry but has not helped their firms.

## PROJECT CANCELLATIONS AND DELAYS CONTINUE

As noted in the opening summary, cancellations and delays remain a thorn in the side of the recovery. Cancellations and delays are expensive in a time when everyone is working to keep costs down. Although some cancellations and delays are part of the normal course of doing business, it is hoped that the current rates do not become the normal rates over the next few years.

### EXHIBIT 2

#### Delays and Cancellations

	Q1, 2009	Q2, 2009	Q3, 2009	Q4, 2009	Q1, 2010	Q2, 2010	Q3, 2010	Q4, 2010
Percentage of project delays due to owner financing problems.	15%	15%	15%	15%	10%	10%	10%	10%
Percentage of project cancellations due to owner financing problems.	5%	10%	10%	10%	5%	5%	5%	5%
Estimated normal rate of project delays as a percentage of annual projects.	5%	5%	5%	5%	5%	5%	5%	5%
Estimated normal rate of cancellations as a percentage of annual projects.	1%	2%	2%	2%	2%	2%	3%	2%

## CURRENT ISSUES

### Prefabrication and Modularization Trends

As the construction industry works to emerge from a deep recession, there are signs on the near horizon indicating greater use of prefabrication and modularization for building construction. Although this trend has been growing slowly for years, the recession and new technologies are set to increase the use of manufacturing processes and environments for construction. We asked panelists to estimate their expectations of growth for prefabrication and modularization in construction. Only 5% of panelists project growth for the next three years to be less than 1%, or less than expected GDP growth. Twenty-nine percent expect growth to be between 1% and 5%, but 63% expect growth to exceed 5%. Growth in this area of construction will be moderated by the rate markets return and the amount investors are willing to invest in new plants and equipment. There is also some resistance from unions and more specialized construction that may not benefit from modular processes. Panelists noted a number of factors driving this construction trend:

*The use of BIM technology.* BIM improves the capability of more collaborative pre-construction reviews and planning for fabricated assemblies as well as offers the capabilities for subcontractors and suppliers to connect to the model and download specifications and drawings directly to the manufacturing process on the shop floor.

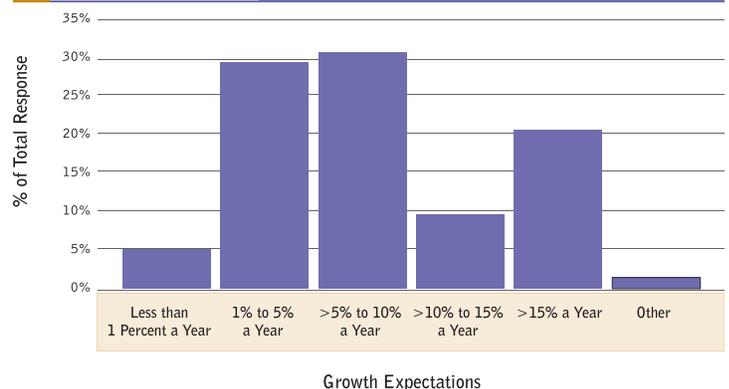
*Cost and control.* The ability to work in a controlled environment means reduced risk and greater predictability of schedule and costs. Owners and competition will drive this as the buyer's market continues. Greater control of the work environment also leads to higher quality, a safer workplace and less uncertainty due to bad weather.

*Labor shortages.* The labor-shortage problem the industry faced before the recession has only temporarily gone away. Once markets return, it will be difficult to find qualified workers. The manufacturing environment is more conducive to less skilled labor.

*Project schedule improvement.* As markets return, the need to complete projects faster will return as well. However, to take full advantage of prefabrication and modular construction, it is necessary to have the trades and suppliers on board earlier in the construction process. Low-bid, design/bid/build delivery methods rarely accommodate collaboration.

### EXHIBIT 3

How fast do you think the use of prefabrication will grow in the next three years?



## STIMULUS EFFECTS

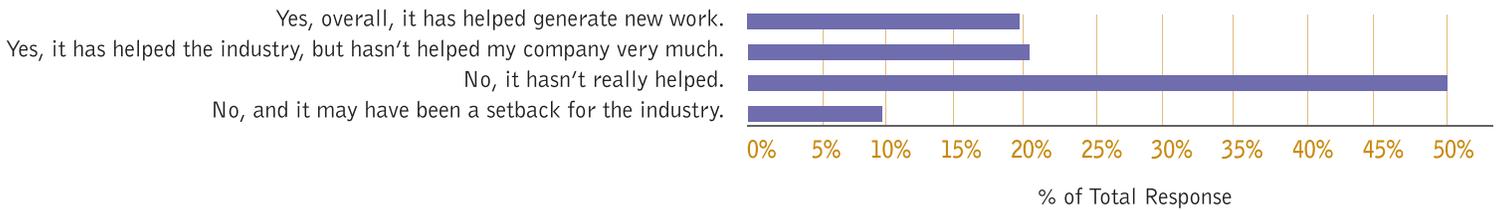
“The last stimulus was a failure, not because of the concept or the infrastructure piece, but because it was not targeted and turned out to be a bunch of wide-ranging giveaways to every interest group around. If another package was targeted, logical, and used to address a real infrastructure need, then it might get enough support to pass.”

“The stimulus efforts, while somewhat effective were nowhere near large enough, and the projects selected were minor in nature. This is a missed opportunity. Large transformational efforts should have been undertaken that provide not only short-term employment but also long-term benefits to our society. Think Hoover Dam.”

Most panelists working in the nonresidential sector agree that the results of the stimulus have been disappointing. Fifty percent told us this quarter that the stimulus has not helped construction, 22% think it has helped the industry but has not helped their company; and 9% think it may have hurt the construction industry. Generally, this does not bode well for another stimulus bill in the near future. Few expect it is a good idea to try another stimulus unless it is targeted toward specific infrastructure projects and not used to cover state deficits and other items not contributing to rebuilding aging infrastructure.

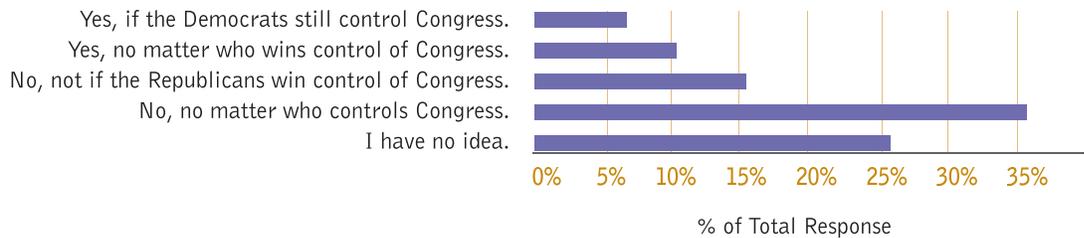
### EXHIBIT 4

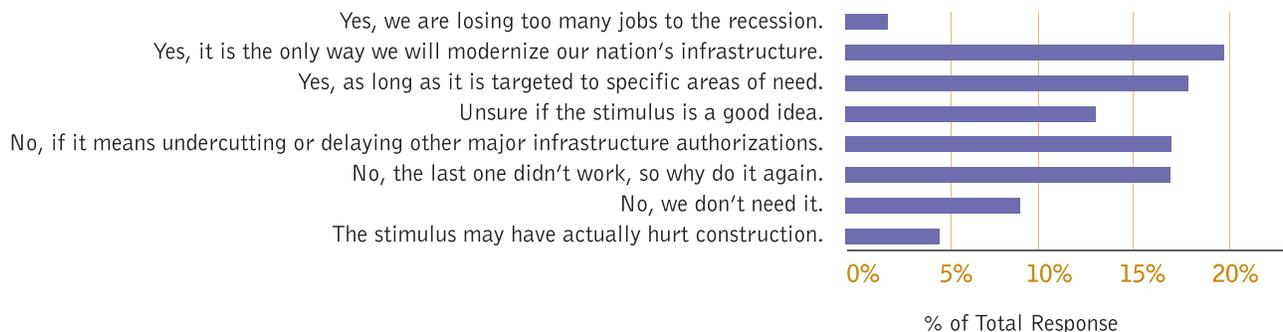
#### Has the stimulus from the ARRA helped the construction industry?



### EXHIBIT 5

#### After the elections, do you expect Congress will pass more stimulus programs in the coming year?



**EXHIBIT 6****Would you like to see more government stimulus programs to help stimulate the construction industry?**

Our survey was conducted just before the elections, but panelists' expectations seem to be in line with the majority vote. They do not expect another stimulus, no matter who controls Congress and especially not when the Republicans have the majority vote. When asked if they would like to see more stimulus, the results were mixed; but 61% were either unsure or otherwise thought the stimulus did not work very well, so why try it again? One of the concerns expressed by many panelists was that passing the stimulus bill prevented Congress from passing a new transportation bill, a program that has seen success in the industry for many years now to help states build roads, bridges, runways and other vital transportation infrastructure. The bottom line is that CIRT panelists are very aware of the need to rebuild the nation's infrastructure; but as taxpayers, they do not want higher taxes and don't know who will pay for it. Many agree that the government is highly inefficient with our money but very good at creating bureaucracy and red tape. It was also noted by several panelists that the ARRA stimulus was too much focused on short-term results — that hasn't worked as well as planned — but there needs to be a longer view toward national infrastructure and larger things accomplished, which can't be done with so many hands in the till, so to speak.

## BENEFITING FROM THE RECESSION

With prospects improving somewhat after two years of gloomy forecasts, we asked if panelists have seen some benefits from facing the challenges of the recession and otherwise weathering the storm. A few made it clear that there was just nothing good about it, period. But the majority said they have taken the time to review and refocus their companies to become leaner and more productive, thus more competitive. Downsizing has also meant that panelists' firms are now working with their best people and even adding some good people as the market allows. Survival mode has turned to revival mode, and the sense is that the recession has forced these changes for the better. To hear it in their own words, the following is a list of selected comments reflecting those received to the question:

***We often hear that tough times also bring some good things. Despite the difficulties, has the recession produced some good changes for your company?***

### Comments:

- Allowed time to regroup after strong growth period. The transportation market has been less affected than general building and road projects with some recovery in 2010.
- As always, tight times force a critical review of all costs. It also has focused us on innovation to give a lower price through creativity instead of lower labor or lower materials.
- Due to activity in mission critical, we are the busiest we've been in 12 years.
- It has changed our industry from an employee market to an employer market.
- It has forced us to address some nagging issues that were hidden in better economic times. It has allowed us to take market share from weaker firms.
- Operating costs will never be lower. Today is the best time to buy a project.
- The recession is making us leaner and acutely more aware of the need for improvement due to much greater competition.
- Marginal performers have been wrung out. Labor productivity has vastly improved. We're all working harder to be more efficient and profitable.
- No poaching of good people and better productivity, lots of good graduates to choose from, competition is weakening financially, and my golf game is improving.
- People appreciate their jobs and fellow workers more and are more flexible in stepping up to what we need to do.
- These times provide an inflection point where we are given the opportunity to thoroughly assess management performance and trade up where we have experienced less than stellar performance.
- Time will tell on this. Some of the weaker contractors have been able to stay in business due to the stimulus. This will come front and center as the money runs out. One positive is that we have all downsized and have our best people working now and poised for growth.
- We are certainly reviewing a number of our operations to reduce cost, improve productivity and position ourselves for future growth—all of which we should constantly perform, but recessions seem to create more urgency around these efforts.

“Marginal performers have been wrung out. Labor productivity has vastly improved. We're all working harder to be more efficient and profitable.”

- We have become a leaner organization and more focused on our customers.
- We have become much more efficient through evaluating all processes and procedures in our company.
- We are more customer-focused than we have ever been, and we thought we were customer-focused in the past. Evaluating all costs and all people has proven beneficial.
- We have certainly gotten leaner and smarter. Our employees, through openness in communication, have gained a different insight into how the company is and can be affected by forces beyond our control. Their loyalty and dedication are readily apparent and have made our core much stronger.
- Yes, efficiency in operations; stronger teams with better performers; more focus on driving value through strong client relationships and innovation; more willingness to expand our reach geographically.
- Yes, it has made us look at our structure both in terms of SG&A as well production. Ultimately, the changes that we are making due to the recession will make us a stronger company.
- Yes. We have recruited some outstanding talent in these times. We have also been forced to become more efficient. We are leaner and better prepared for the future.

Dangerously Low

Very Low / Significant Drop

Low

Positive Growth Indicator

Very Positive Growth Indicator

**EXHIBIT 7****CIRT Sentiment Index Component Detail by Market Sector**

Business Outlook - 3 Months	Overall Quarter 3, 2010				Overall Quarter 4, 2010			
	Improving over last quarter	Remains the same as last quarter	Worse compared with last quarter	CIRT Sentiment Index Component Results for Q3, 2010*	Improving over last quarter	Remains the same as last quarter	Worse compared with last quarter	CIRT Sentiment Index Component Results for Q4, 2010
Commercial	9.1%	72.7%	18.2%	45.5	3.8%	61.5%	34.6%	34.6
Education	7.5%	75.0%	17.5%	45.0	3.1%	87.5%	9.4%	46.9
Health Care	27.0%	70.3%	2.7%	62.2	14.3%	82.1%	3.6%	55.4
Lodging	3.1%	56.3%	40.6%	31.3	4.2%	62.5%	33.3%	35.4
Manufacturing	26.3%	57.9%	15.8%	55.3	10.0%	65.0%	25.0%	42.5
Office	5.6%	52.8%	41.7%	31.9	11.1%	55.6%	33.3%	38.9
Industrial / Petro Chemical	18.8%	62.5%	18.8%	50.0	6.3%	87.5%	6.3%	50.0
Transportation Related	22.6%	58.1%	19.4%	51.6	11.1%	63.0%	25.9%	42.6
Public Works / Heavy Civil	21.2%	60.6%	18.2%	51.5	7.7%	57.7%	34.6%	36.5
Other	55.6%	33.3%	11.1%	72.2	33.3%	33.3%	33.3%	50.0
<b>Business Outlook - 1 Year</b>								
Commercial	24.2%	66.7%	9.1%	57.6	11.5%	76.9%	11.5%	50.0
Education	20.0%	65.0%	15.0%	52.5	21.9%	68.8%	9.4%	56.3
Health Care	45.9%	43.2%	10.8%	67.6	50.0%	42.9%	7.1%	71.4
Lodging	9.4%	68.8%	21.9%	43.8	16.7%	58.3%	25.0%	45.8
Manufacturing	47.4%	36.8%	15.8%	65.8	40.0%	40.0%	20.0%	60.0
Office	13.9%	63.9%	22.2%	45.8	18.5%	66.7%	14.8%	51.9
Industrial / Petro Chemical	31.3%	62.5%	6.3%	62.5	25.0%	75.0%	0.0%	62.5
Transportation Related	25.8%	45.2%	29.0%	48.4	33.3%	40.7%	25.9%	53.7
Public Works / Heavy Civil	27.3%	60.6%	12.1%	57.6	38.5%	42.3%	19.2%	59.6
Other	66.7%	22.2%	11.1%	77.8	50.0%	16.7%	33.3%	58.3
<b>Business Outlook - 3 Years</b>								
Commercial	75.8%	24.2%	0.0%	87.9	76.9%	19.2%	3.8%	86.5
Education	57.5%	27.5%	15.0%	71.3	62.5%	25.0%	12.5%	75.0
Health Care	62.2%	35.1%	2.7%	79.7	71.4%	25.0%	3.6%	83.9
Lodging	53.1%	46.9%	0.0%	76.6	54.2%	41.7%	4.2%	75.0
Manufacturing	68.4%	26.3%	5.3%	81.6	55.0%	45.0%	0.0%	77.5
Office	61.1%	36.1%	2.8%	79.2	51.9%	44.4%	3.7%	74.1
Industrial / Petro Chemical	62.5%	31.3%	6.3%	78.1	62.5%	31.3%	6.3%	78.1
Transportation Related	61.3%	29.0%	9.7%	75.8	85.2%	11.1%	3.7%	90.7
Public Works / Heavy Civil	62.5%	28.1%	9.4%	76.6	72.0%	24.0%	4.0%	84.0
Other	44.4%	55.6%	0.0%	72.2	66.7%	16.7%	16.7%	75.0

**CIRT Index Scores**

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

\* 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 above 50 indicates improving or expansion, 50 indicates remaining the same and below 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 below 50; but the decline is not as great as the previous decline because 35 is above 31. As another example, if the diffusion index changes from 31 to 65, it implies improvement over the previous quarter, not because 65 is above 31, but because 65 is above 50.

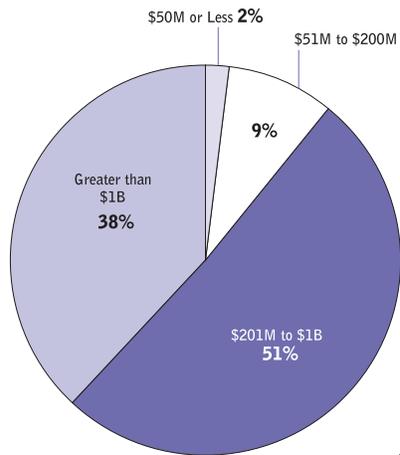
## EXHIBIT 8      CIRT Sentiment Indexes — Comparisons of Results: Q1, 2010 to Q4, 2010

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

	CIRT Q1, 2010	CIRT Q2, 2010	CIRT Q3, 2010	CIRT Q4, 2010
The overall economy	60.6	69.2	52.7	52.2
The overall economy where panelists do business	56.6	61.8	54.4	47.9
Panelists' construction businesses	55.7	51.9	59.8	54.3
The residential building construction market where panelists do business	44.1	51.5	44.4	39.1
The nonresidential building construction market where panelists do business	49.0	53.0	51.8	43.0
Cost of construction materials	48.0	34.8	48.2	45.5
Cost of labor	47.1	43.8	41.1	44.4
Productivity	67.3	64.9	61.8	58.0
Expected change in backlog	55.7	58.0	37.7	51.1
Approximate current signed backlog in months	12.0	12.0	12.0	12.0

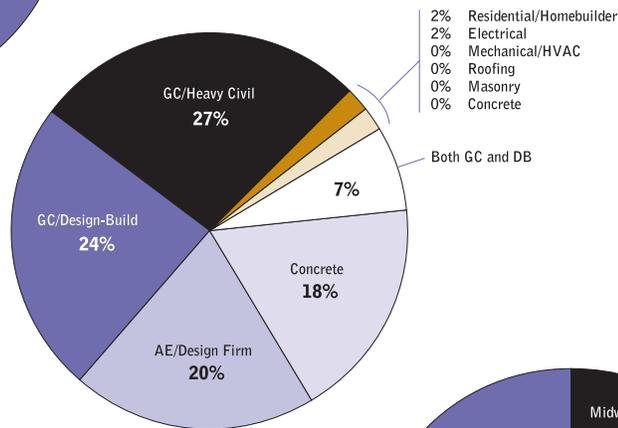
## EXHIBIT 9

Size of the Organization in Annual Revenue



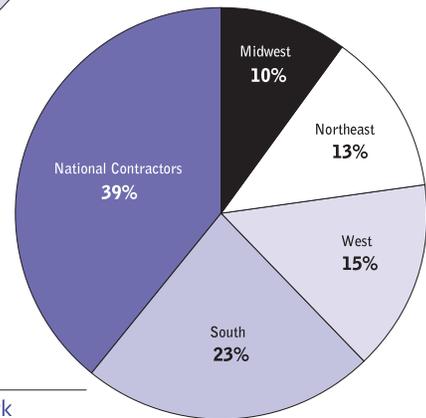
## EXHIBIT 10

Type of Contracting Business



## EXHIBIT 11

Primary Region in Which Panelists Work



**EXHIBIT 12****CIRT Sentiment Index Results: Q3, 2010 and Q4, 2010**

	CIRT Sentiment Index, Quarter 3, 2010				CIRT Sentiment Index, Quarter 4, 2010			
	Improving over last quarter	Staying the same as last quarter	Worse compared with last quarter	CIRT Q3 2010*	Improving over last quarter	Staying the same as last quarter	Worse compared with last quarter	CIRT Q4 2010
Overall Economy	21.4%	62.5%	16.1%	52.7	17.4%	69.6%	13.0%	52.2
Overall Economy Where Panelists Do Business	29.8%	49.1%	21.1%	54.4	10.6%	74.5%	14.9%	47.9
Panelists' Construction Business	35.7%	48.2%	16.1%	59.8	23.9%	60.9%	15.2%	54.3
Residential Building Construction Market Where Panelists Do Business	16.7%	55.6%	27.8%	44.4	9.4%	59.4%	31.3%	39.1
Nonresidential Building Construction Market Where Panelists Do Business	29.1%	45.5%	25.5%	51.8	2.3%	81.4%	16.3%	43.0
<b>Backlog in Months</b>	High	Median	Low		High	Median	Low	
Approximate Current Signed Backlog	30.0	12.0	3.0		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	30.0%	16.0%	54.0%	37.7	26.0%	51.0%	23.0%	51.1
	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	11.0%	82.0%	7.0%	48.2	18.0%	73.0%	9.0%	45.5
Cost of Labor	21.0%	75.0%	4.0%	41.1	20.0%	71.0%	9.0%	44.4
	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	27.0%	69.0%	4.0%	61.8	16.0%	84.0%	0.0%	58.0

**CIRT Scores**

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

**EXHIBIT 13****CIRT Sentiment Index Component: Q3, 2010 to Q3, 2010  
Business Outlook Summary by Market Sector**

Sector	Overall Q2, 2010			Overall Q3, 2010			Overall Q4, 2010		
	3 Months	1 Year	3 Years	3 Months	1 Year	3 Years	3 Months	1 Year	3 Years
Commercial	41.9%	59.7%	91.9%	45.5%	57.6%	87.9%	34.6%	50.0%	86.5%
Education	48.6%	59.5%	75.7%	45.0%	52.5%	71.3%	46.9%	56.3%	75.0%
Health Care	68.1%	87.5%	93.1%	62.2%	67.6%	79.7%	55.4%	71.4%	83.9%
Lodging	21.4%	37.5%	67.9%	31.3%	43.8%	76.6%	35.4%	45.8%	75.0%
Manufacturing	50.0%	67.5%	85.0%	55.3%	65.8%	81.6%	42.5%	60.0%	77.5%
Office	37.8%	50.0%	63.5%	31.9%	45.8%	79.2%	38.9%	51.9%	74.1%
Industrial / Petro Chemical	58.7%	76.1%	86.4%	50.0%	62.5%	78.1%	50.0%	62.5%	78.1%
Transportation Related	53.1%	62.5%	78.1%	51.6%	48.4%	75.8%	42.6%	53.7%	90.7%
Public Works / Heavy Civil	52.9%	63.2%	83.8%	51.5%	57.6%	76.6%	36.5%	59.6%	84.0%
Other	65.0%	80.0%	80.0%	72.2%	77.8%	72.2%	50.0%	58.3%	75.0%

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## ABOUT FMI

FMI is the largest provider of management consulting, investment banking and research to the engineering and construction industry. We work in all segments of the industry providing clients with value-added business solutions, including:

- Strategy Development
- Market Research and Business Development
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Founded by Dr. Emol A. Fails in 1953, FMI has professionals in offices across the U.S. FMI delivers innovative, customized solutions to contractors; construction materials producers; manufacturers and suppliers of building materials and equipment; owners and developers; engineers and architects; utilities; and construction industry trade associations. FMI is an advisor you can count on to build and maintain a successful business, from your leadership to your site managers.

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### **Raleigh** — Headquarters

5171 Glenwood Avenue  
Suite 200  
Raleigh, Nc 27612  
P.O. box 31108  
Raleigh, NC 27622  
T 919.787.8400  
F 919.785.9320

### **Denver**

210 University Boulevard  
Suite 800  
Denver, CO 80206  
T 303.377.4740  
F 303.398.7291

### **Phoenix**

5080 N. 40th Street  
Suite 245  
Phoenix, AZ 85018  
T 602.381.8108  
F 602.381.8228

### **Tampa**

308 South Boulevard  
Tampa, FL 33606  
T 813.636.1364  
F 813.636.9601



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