

ECC General Session: *Audience Response* *The PULSE of the Industry*

Moderators:



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Zachry



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(ENR)



39TH

ECC CONFERENCE

Redefining Our Industry

Solutions through Collaboration, Innovation and Organization

QUESTION 1:

I am a:

1. Contractor



2. Owner



3. Supplier



4. Academic



5. Other



QUESTION 2:

I primarily belong to, or serve, the following industry segment:

1. Power



2. Chemicals



3. Hydrocarbons



4. Pharmaceuticals



5. Mining/Metals








6. Other



QUESTION 3:

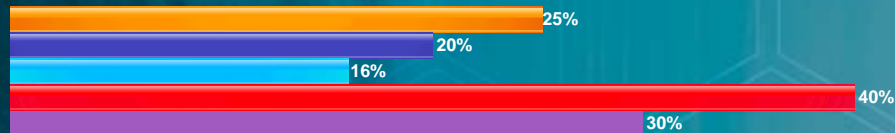
Consider the nature and extent of the Owner/Contractor/Subcontractor *challenges* encountered in the Panama Canal and Brooklyn Bridge projects. **How could we compare that with today?"**

1. The challenges were much more significant then
 23%
2. The challenges were a little more significant then
 15%
3. No different from today
 36%
4. Today's challenges are a little more significant
 14%
5. Today's challenges are much more significant
 12%

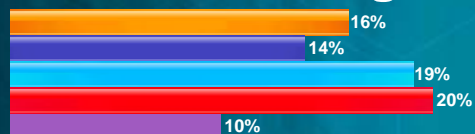


QUESTION 3: By Business

1. The challenges were much more significant then



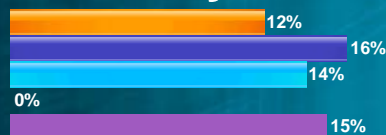
2. The challenges were a little more significant then



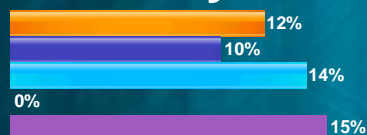
3. No different from today



4. Today's challenges are a little more significant



5. Today's challenges are much more significant



QUESTION 4:

Consider projects today that carry the equivalent level of size, complexity and risk to the Brooklyn Bridge and Panama Canal. **What would be the best way to allocate risk today?"**

1. All risk on Contractor

■ 2%

2. More risk on Contractor

■ 5%

3. Share risks equally

■ 52%

4. More risk on Owner

■ 34%

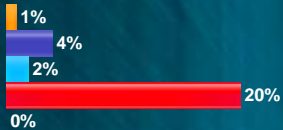
5. All risk on Owner

■ 7%



QUESTION 4: By Business

1. All risk on Contractor



Contractor

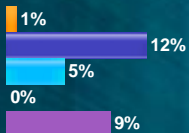
Owner

Supplier

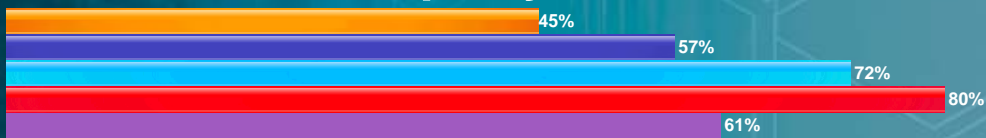
Academic

Other

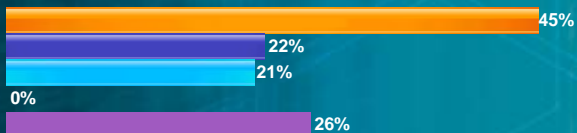
2. More risk on Contractor



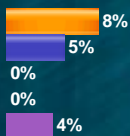
3. Share risks equally



4. More risk on Owner



5. All risk on Owner



QUESTION 5:

In my industry segment, the Owner Capital budgets are:

1. Being cut back



2. Still moving forward but being pushed out



3. Moving forward as planned



4. Being increased to account for extra cost and schedule needs

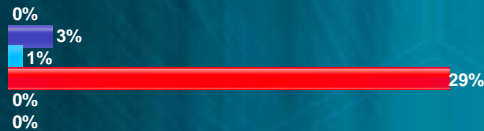


5. Budgets increasing beyond that needed to cover escalation only (i.e. real growth)



QUESTION 5: By Industry Segment

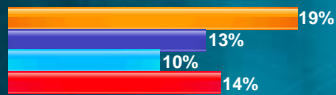
1. Being cut back



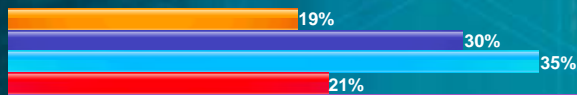
2. Still moving forward but being pushed out



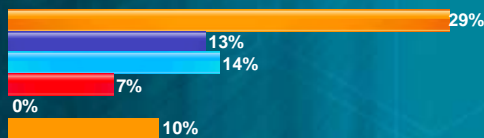
3. Moving forward as planned



4. Being increased to account for extra cost and schedule needs

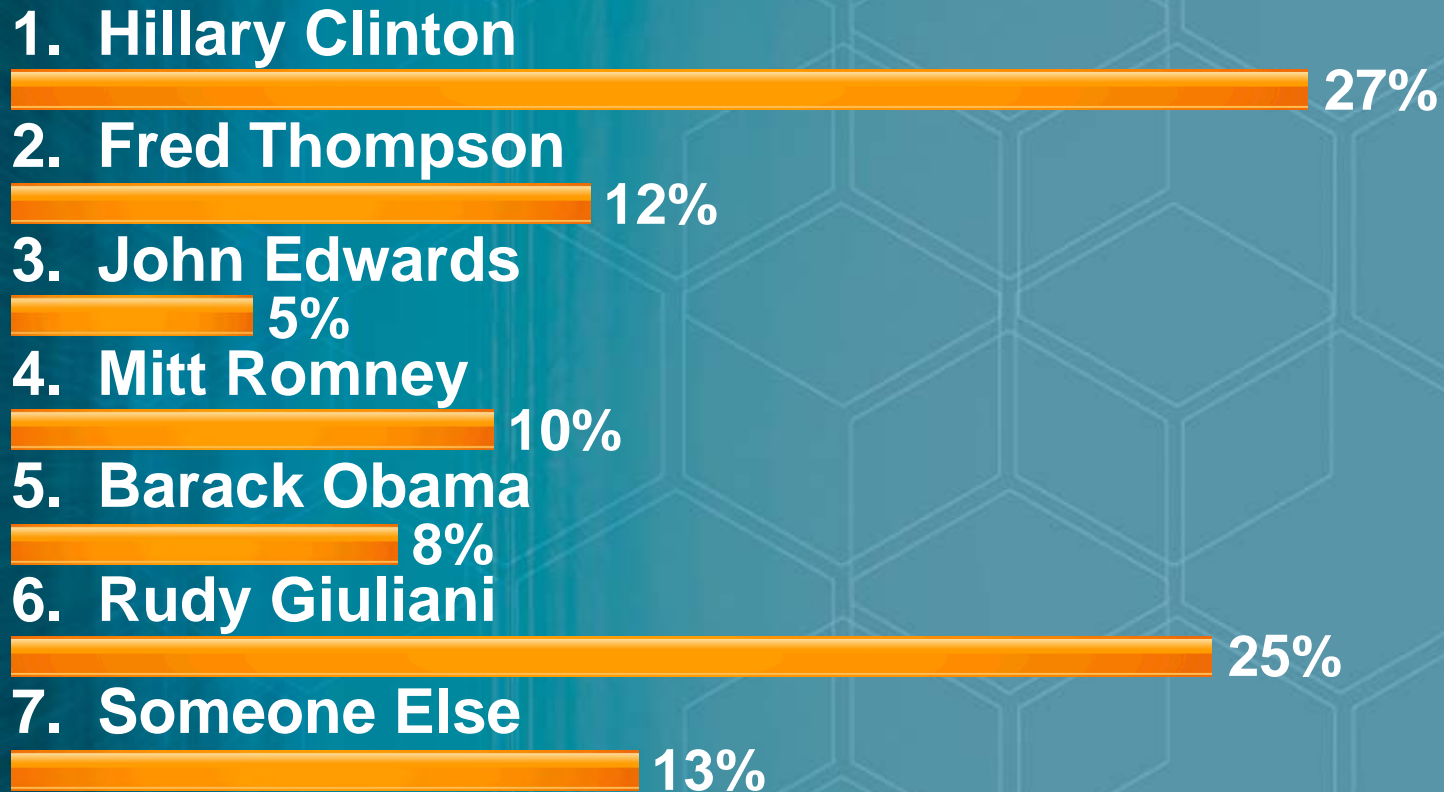


5. Budgets increasing beyond that needed to cover escalation only (i.e. real growth)



QUESTION 6:

Who will be the next President of the United States?

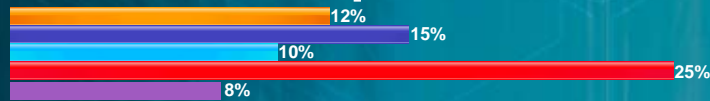


QUESTION 6: By Business

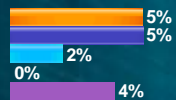
1. Hillary Clinton



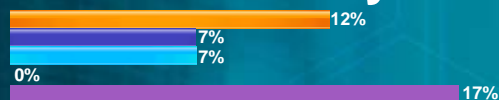
2. Fred Thompson



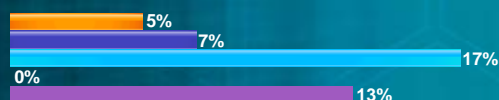
3. John Edwards



4. Mitt Romney



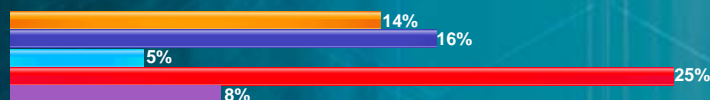
5. Barack Obama



6. Rudy Giuliani



7. Someone Else

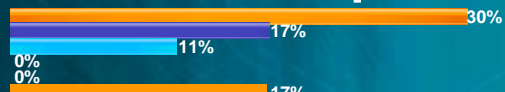


QUESTION 6: By Industry Segment

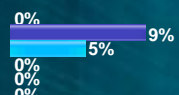
1. Hillary Clinton



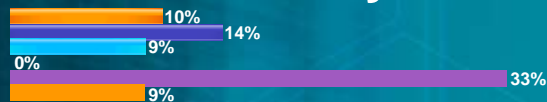
2. Fred Thompson



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4. Mitt Romney



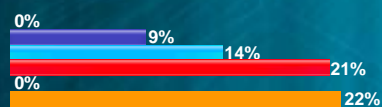
5. Barack Obama



6. Rudy Giuliani



7. Someone Else



QUESTION 7:

What are your “Top 3” most critical issues in getting projects successfully completed today?” (Vote for 3)

1. Engineering resource availability

34%

2. Material cost and delivery requirements

28%

3. Construction resources availability

28%

4. Regulatory and permitting challenges

5%

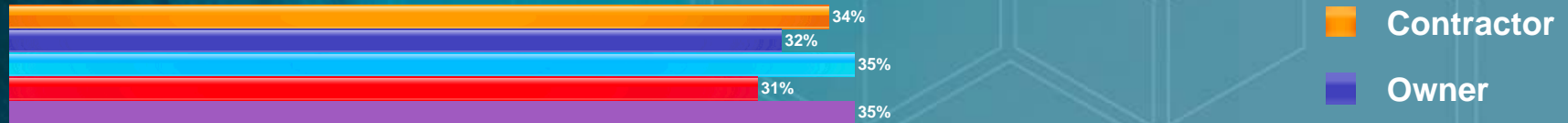
5. Availability of, or risks associated with, appropriate technologies?

5%

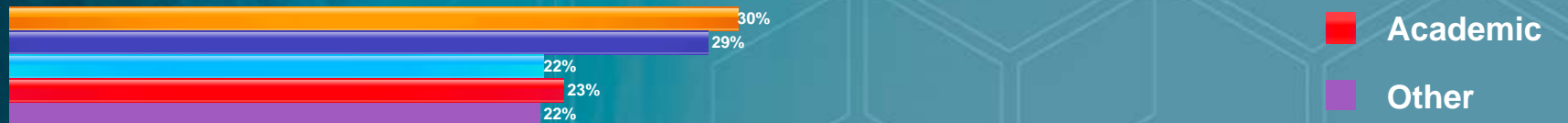


QUESTION 7: By Business

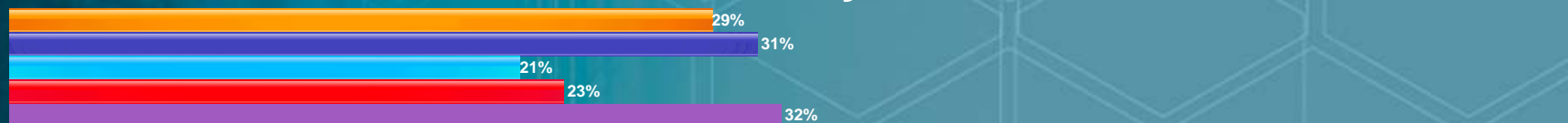
1. Engineering resource availability



2. Material cost and delivery requirements



3. Construction resources availability



4. Regulatory and permitting challenges



5. Availability of, or risks associated with, appropriate technologies?



QUESTION 8:

Where has innovative technology played a more significant role in your business?

1. Operations



2. Production-related Processes



3. Safety



4. Engineering & Design

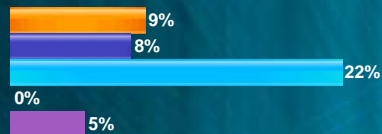


5. Construction

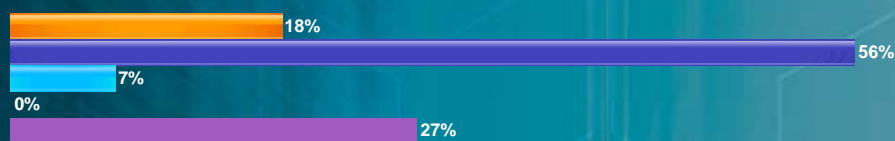


QUESTION 8: By Business

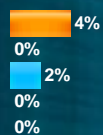
1. Operations



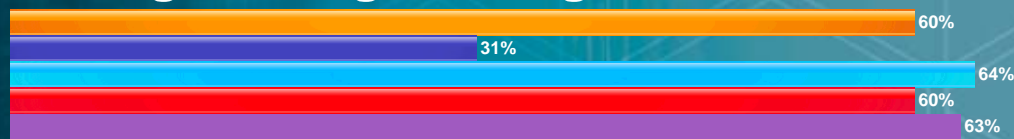
2. Production-related Processes



3. Safety



4. Engineering & Design



5. Construction

