

National Survey of Electrical Contractors

Hard Hat Industry sponsored a national survey of electrical contractors in the third quarter of 2008. The purpose of the survey was to reach a cross-section of contractors to determine if there were correlations between business growth in 2008, number of bids per month and the use of technology. The survey yielded the following results:

Contractors surveyed included respondents from a wide range of geographic areas and business sizes. Respondents were electrical contractors from 16 different states across the nation.

- **Business Growth in 2008**

- 29% indicated their business was growing, while 71% said their business was staying the same or decreasing.
- 78% indicated the available projects to bid on in 2008 are the same or smaller in size and number than in 2007.
- 61% cited poor economic conditions as the primary reason their business is not growing more or decreasing, but less than half of the electrical contractors that were growing stated this same reason.

- **Bid Volume**

- Monthly bid dollar volumes varied from \$10,000 per month to several million.
- Number of bids for projects submitted per month varied from 2 to over 50.
- 44% of surveyed contractors bid on projects of less than \$100K, 51% on projects greater than \$100K and the remainder bid on both.
- 56% of the contractors which bid a large number of projects were growing.

- **Technology Use**

- 51% of all contractors use estimating software and the percentage is growing.
- More than 3 out of 4, 78% of the contractors bidding a large number of projects use estimating software, irrespective of the size of the bids.
- Of those electrical contractors which are growing, two thirds use estimating software to increase sales and help run their company.
- More than half, 55% of the contractors which are NOT growing do NOT use software at all.