

## Montana Department of Transportation Survey –Fax/Mail Version

The Montana Department of Transportation (MDT) is compiling a list of companies interested in working on road, highway and bridge projects. This includes any construction, engineering and design, trucking and materials supply on highways, roads, bridges and related projects for state and local governments. The survey should take a maximum of 10 – 15 minutes to complete. Thank you for your participation! If you have any questions, you can call Megan Handl at MDT, (406) 444-6324. You can fax your responses to 928-684-3021, or mail to Keen Independent Research LLC, 172 N. Washington Street, Wickenburg AZ 85390.

Please provide your contact information

Firm name \_\_\_\_\_  
Your name \_\_\_\_\_  
Firm address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
Phone number \_\_\_\_\_  
Email \_\_\_\_\_

Please check the box that most closely describes your position in the firm

- |   |  |
|---|--|
| <input type="checkbox"/> Receptionist           | <input type="checkbox"/> Sales Manager   |
| <input type="checkbox"/> Owner                  | <input type="checkbox"/> Office Manager  |
| <input type="checkbox"/> Manager                | <input type="checkbox"/> President       |
| <input type="checkbox"/> CFO                    | <input type="checkbox"/> OTHER:<br>_____ |
| <input type="checkbox"/> CEO                    |  |
| <input type="checkbox"/> Assistant to Owner/CEO |  |

1. Does your firm do any work related to road, highway and bridge projects? This includes any construction, engineering and design, trucking and materials supply on highways, roads, bridges and related projects.  
 Yes       No
2. Is your firm a business, as opposed to a non-profit organization?  
 Yes       No

**IF YOU ANSWER NO TO QUESTION 1 OR 2, THE SURVEY IS COMPLETE.**

**IF YES TO QUESTIONS 1 AND 2 CONTINUE TO QUESTION 3.**

## Type of Work

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3. What types of work does your firm perform related to construction, maintenance or design of road, highway or bridge projects? Please indicate all that apply.

### Construction-related

- Bridge and elevated highway construction
- Asphalt and concrete paving, including overlays
- General road construction and widening
- Excavation, site prep, grading and drainage
- Drilling and foundations
- Electrical work including lighting and signals
- Temporary traffic control
- Striping or pavement marking
- Installation of guardrails, fencing or signs
- Landscaping and related work including erosion control
- Concrete flatwork (including sidewalks, curb and gutter)
- Other concrete work
- Structural steel work
- Pavement surface treatment (such as sealing)
- Pavement milling
- Concrete cutting
- Trucking and hauling
- Wrecking and demolition
- Multi-use paths
- Underground utilities
- Other \_\_\_\_\_

### Engineering and consulting related

- Engineering
- Transportation planning
- Construction management
- Environmental consulting
- Inspection and testing
- Surveying and mapping
- Geotechnical engineering and consulting
- Cultural resource consulting
- Other \_\_\_\_\_

4. Does your firm sell: (Check all that apply)

- Aggregate materials supply
- Asphalt, concrete or other paving materials
- Other \_\_\_\_\_

5. Please briefly describe the main line of business at your firm. In what industry would you classify the primary line of work at your firm?

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6. Does your firm have offices in multiple locations?

- Yes
- No
- Don't know

7. Is your company a subsidiary or affiliate of another firm?

- Independent
- Subsidiary of another firm
- Affiliate of another firm
- Don't know

*If you answered "Subsidiary" or "Affiliate" please insert parent or affiliate company name:*

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## **Role in Construction, Maintenance, Engineering or Other Work**

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8. During the past five years, has your company submitted a bid, price quote or proposal for any part of a contract for a state or local government agency in Montana? (Examples include MDT, cities or counties.)

- Yes
- No
- Don't know

9. **[Answer if 'Yes' to Q8. Otherwise skip to Q10.]** Were those bids, price quotes or proposals to work as a prime contractor, a subcontractor, a trucker/hauler, or as a supplier? (Check all that apply.)

- Prime Contractor
- Subcontractor
- Trucker / Hauler
- Supplier
- Other \_\_\_\_\_

10. During the past five years, has your company worked on any part of a contract for a state or local government agency in Montana?
- Yes       No       Don't know
11. **[Answer if 'Yes' to Q10. Otherwise skip to Q12.]** Did your company work as a prime contractor, a subcontractor, a trucker/hauler, or as a supplier? (Check all that apply.)
- Prime Contractor       Trucker / Hauler  
 Subcontractor       Supplier  
 Other \_\_\_\_\_
12. During the past five years, has your company submitted a bid, price quote or proposal for any part of a contract for a private sector project in Montana?
- Yes       No       Don't know
13. **[Answer if 'Yes' to Q12. Otherwise skip to Q14.]** Were those bids, price quotes or proposals to work as a prime contractor, a subcontractor, a trucker/hauler, or as a supplier? (Check all that apply.)
- Prime Contractor       Trucker / Hauler  
 Subcontractor       Supplier  
 Other \_\_\_\_\_
14. During the past five years, has your company worked on any part of a contract for a private sector project in Montana?
- Yes       No       Don't know
15. **[Answer if 'Yes' to Q14. Otherwise skip to Q16]** Did your company work as a prime contractor, a subcontractor, a trucker/hauler, or as a supplier? (Check all that apply.)
- Prime Contractor       Trucker / Hauler  
 Subcontractor       Supplier  
 Other \_\_\_\_\_

16. Thinking about future transportation work, is your company qualified and interested in working with MDT as a prime contractor?
- Yes       No       Don't know
17. Thinking about future transportation-related work, is your company qualified and interested in working with cities, counties or other local agencies in Montana as a prime contractor?
- Yes       No       Don't know
18. Thinking about future transportation-related work, is your company qualified and interested in working with MDT as a subcontractor, trucker/hauler, or supplier?
- Yes       No       Don't know
19. Thinking about future transportation-related work, is your company qualified and interested in working with cities, counties or other local agencies in Montana as a subcontractor, trucker/hauler, or supplier?
- Yes       No       Don't know

## **Geographic Areas Your Company Serves in Montana**

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The next questions are about the geographic areas in Montana where your company can work.

- 20a. Can your company do work in the Northwestern Montana area, such as Whitefish, Kalispell, or Missoula?
- Yes       No       Don't know
- 20b. Can your company do work in the Southwestern Montana area, such as Butte, Bozeman, and Dillon?
- Yes       No       Don't know
- 20c. Can your company do work in the North Central Montana area, such as Helena, Great Falls and Havre?
- Yes       No       Don't know
- 20d. Can your company do work in the Eastern Montana area, such as Miles City, Glendive, Sidney and Wolf Point?
- Yes       No       Don't know
- 20e. Can your company do work in the South Central Montana area, such as Billings and Lewistown?
- Yes       No       Don't know

## Contract History

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21. In rough dollar terms, what was the largest road-, highway-, or bridge-related contract or subcontract your company was awarded in Montana during the past five years? Please include any government or private-sector contracts and any contracts not yet completed.

- |   |  |
|---|--|
| <input type="checkbox"/> Less than \$100,000            | <input type="checkbox"/> \$10 million up to \$20 million |
| <input type="checkbox"/> \$100,000 up to \$500,000      | <input type="checkbox"/> \$20 million up to \$40 million |
| <input type="checkbox"/> \$500,000 up to \$1 million    | <input type="checkbox"/> More than \$40 million          |
| <input type="checkbox"/> \$1 million up to \$2 million  | <input type="checkbox"/> None                            |
| <input type="checkbox"/> \$2 million up to \$5 million  | <input type="checkbox"/> Don't know                      |
| <input type="checkbox"/> \$5 million up to \$10 million |  |

22. Was this the largest road-, highway-, or bridge-related contract or subcontract that your company bid on or submitted quotes for in Montana during the past five years?

- Yes       No       Don't know

23. **[Answer if 'No' in Q22.]** What was the largest road-, highway-, or bridge-related contract or subcontract that your company bid on or submitted quotes for in Montana during the past five years?

- |   |  |
|---|--|
| <input type="checkbox"/> Less than \$100,000            | <input type="checkbox"/> \$10 million up to \$20 million |
| <input type="checkbox"/> \$100,000 up to \$500,000      | <input type="checkbox"/> \$20 million up to \$40 million |
| <input type="checkbox"/> \$500,000 up to \$1 million    | <input type="checkbox"/> More than \$40 million          |
| <input type="checkbox"/> \$1 million up to \$2 million  | <input type="checkbox"/> None                            |
| <input type="checkbox"/> \$2 million up to \$5 million  | <input type="checkbox"/> Don't know                      |
| <input type="checkbox"/> \$5 million up to \$10 million |  |

## Ownership

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24. A business is defined as woman-owned if more than half—that is, 51 percent or more—of the ownership and control is by women. By this definition, is your firm a woman-owned business?

- Yes       No       Don't know

25. A business is defined as minority-owned if more than half—that is, 51 percent or more—of the ownership and control is African American, Asian, Hispanic, Native American or another minority group. By this definition, is your firm a minority-owned business?

- Yes       No       Don't know

26. **[Answer if 'Yes' in Q25.]** Would you say that the minority group ownership is mostly African American, Asian-Pacific American, Subcontinent Asian American, Hispanic American, or Native American?

- |  |  |
|--|--|
| <input type="checkbox"/> African American            | <input type="checkbox"/> Native American |
| <input type="checkbox"/> Asian-Pacific American      | <input type="checkbox"/> Other: _____    |
| <input type="checkbox"/> Subcontinent Asian American | <input type="checkbox"/> Don't know      |
| <input type="checkbox"/> Hispanic American           |  |

## Business Background

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27. About what year was your firm established? \_\_\_\_\_

28. About how many employees did you have working out of just your location, on average, over the past three years? \_\_\_\_\_

29. Think about the annual gross revenue of your company, considering just your location. Please estimate the annual average for the past three years (or for the years your company was in business if started after 2012).

- |   |   |
|---|---|
| <input type="checkbox"/> Up to \$0.5 million            |   |
| <input type="checkbox"/> \$0.6 million to \$1 million   | <input type="checkbox"/> \$15.1 million to \$24.0 million |
| <input type="checkbox"/> \$1.1 million to \$2.5 million | <input type="checkbox"/> \$24.1 million to \$36.5 million |
| <input type="checkbox"/> \$2.6 million to \$5 million   | <input type="checkbox"/> \$36.6 million or more           |
| <input type="checkbox"/> \$5.1 million to \$7.5 million | <input type="checkbox"/> Don't know                       |
| <input type="checkbox"/> \$7.6 million to \$10 million  |   |
| <input type="checkbox"/> \$10.1 million to \$15 million |   |

30. **[IF YOU HAVE OFFICES IN MULTIPLE LOCATIONS]** About how many employees did you have, on average, for all of your locations over the past three years? \_\_\_\_\_

31. **[IF YOU HAVE OFFICES IN MULTIPLE LOCATIONS]** Think about the annual gross revenue of your company, for all your locations. Please estimate the annual average for the past three years (or for the years your company was in business if started after 2012).
- Up to \$0.5 million
  - \$0.6 million to \$1 million
  - \$1.1 million to \$2.5 million
  - \$2.6 million to \$5 million
  - \$5.1 million to \$7.5 million
  - \$7.6 million to \$10 million
  - \$10.1 million to \$15 million
  - \$15.1 million to \$24.0 million
  - \$24.1 million to \$36.5 million
  - \$36.6 million or more
  - Don't know

## Barriers or Difficulties

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Finally, we're interested in whether your company has experienced barriers or difficulties associated with starting or expanding a business in your industry or with obtaining work. Think about your experiences within the past five years as you answer these questions.

32. Has your company experienced any difficulties in obtaining lines of credit or loans?
- Yes
  - No
  - Don't know
  - Does not apply
33. Has your company obtained or tried to obtain a bond for a project?
- Yes
  - No
  - Don't know
  - Does not apply
34. **[Answer if "Yes" in Q33]** Has your company had any difficulties obtaining bonds needed for a project?
- Yes
  - No
  - Don't know
  - Does not apply
35. Have you had any difficulty in being prequalified for work in Montana?
- Yes
  - No
  - Don't know
  - Does not apply
36. Have any insurance requirements on projects presented a barrier to bidding?
- Yes
  - No
  - Don't know
  - Does not apply



37. Has the size of large projects presented a barrier to bidding?

- Yes             No
- Don't know    Does not apply

38. Has your company experienced any difficulties learning about bid opportunities with MDT?

- Yes             No
- Don't know    Does not apply

39. Has your company experienced any difficulties learning about bid opportunities with cities, counties, and other local agencies in Montana?

- Yes             No
- Don't know    Does not apply

40. Has your company experienced any difficulties learning about bid opportunities in the private sector in Montana?

- Yes             No
- Don't know    Does not apply

41. Has your company experienced any difficulties learning about subcontracting opportunities in Montana?

- Yes             No
- Don't know    Does not apply

42. Has your company experienced any difficulties networking with prime contractors or customers?

- Yes             No
- Don't know    Does not apply

43. Has your company experienced any difficulties obtaining final approval on your work from inspectors or prime contractors?

- Yes             No
- Don't know    Does not apply

44. Has your company experienced any difficulties receiving payment in a timely manner?

- Yes             No
- Don't know    Does not apply

