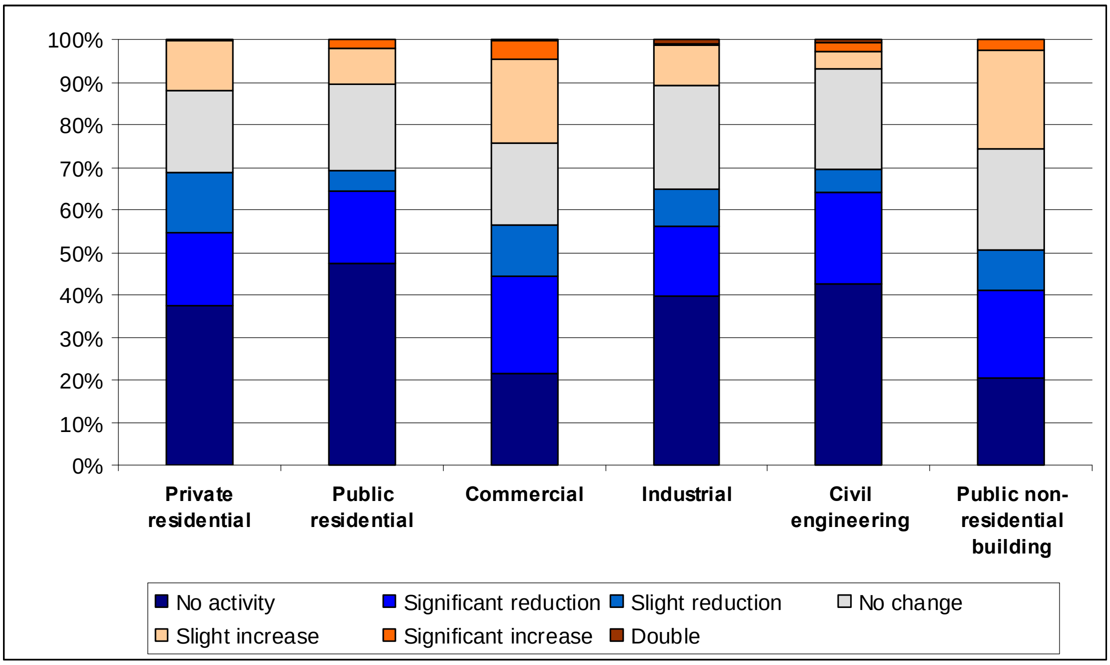
Society of Chartered Surveyors

Quarterly Construction Sentiment Survey (Quarter 4 2011)

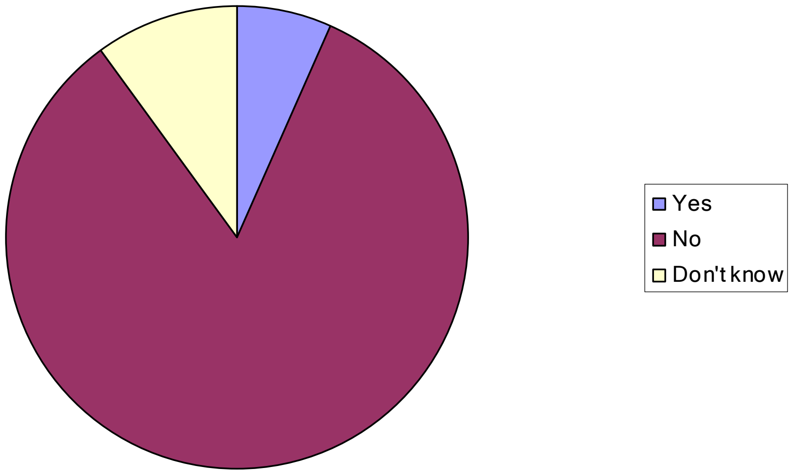
Over the last three months (October to December) please assess any change in your workload compared to the period July to September 2010 in the following areas. If you do not work in a particular area, leave it blank.



- The only way to go is up, but no sign here yet
- Workload has not changed to date but from a client spend for 2011 the last six months of this year will see a significant reduction in workload.
- Working as a QS in the Rail industry the workload has completely shut down. Government have not invested enough capital to start / continue projects. Over the next 6months Jan - June 2011 i see no construction activity in this area at all.
- In the public residential area the main focus of work is now refurbishment and regeneration. Virtually no new build being commissioned.
- 4th quarter is traditionally more active as departments are trying to spend money by year end
- Clients seem to be finding it even harder to get money from the banks to get jobs started.
- Industrial taken as farm buildings
- Change in Employer (Main Contractor) due to former Employer (Main Contractor) entering Court Liquidation in Nov'10
- NAMA funding has seen the completion of one or two items plus the securing of other sites. In real terms commercial lettings are up but sales remain no existent
- I used to work on commercial projects. In the last year or so, I have been exclusively on publicly funded educational projects. One of these projects is a student accommodation scheme i.e. public residential above.
- Large increase in Educational projects of smaller value under 500k
- Slight increase in education scheme buildings

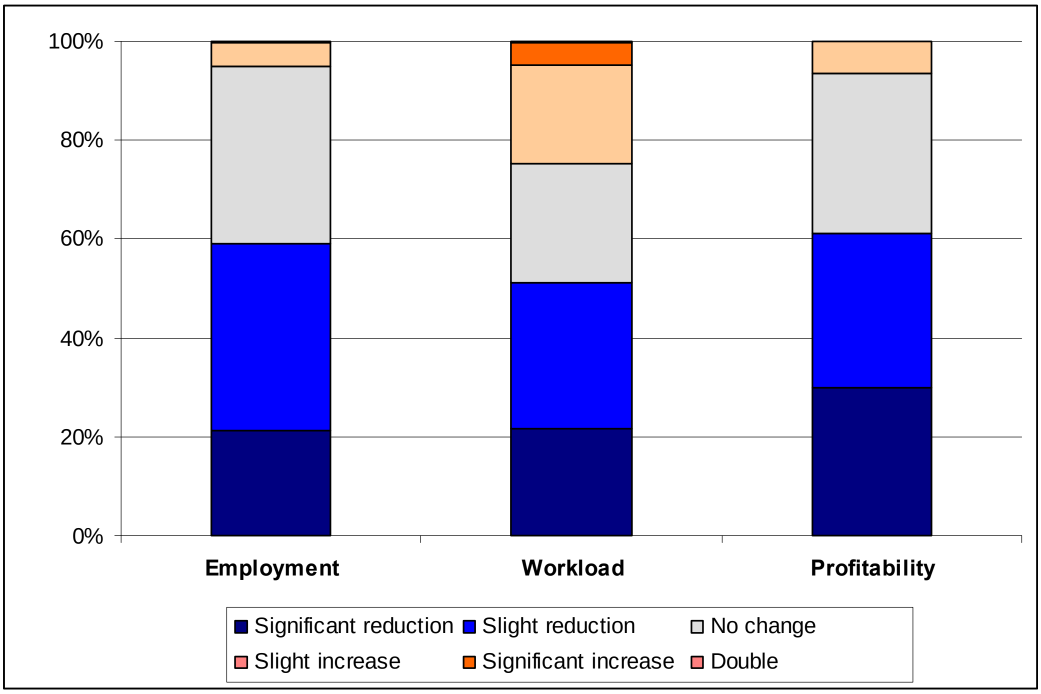
- There has been a slight upturn for me as sole trader - primarily from Community Groups
- We are working on Projects in the Middle East. Since joining this company in July 2010, my work load has fully consisted of work in the Middle East.
- We need a Building Surveyor on the Radio and TV we have no media presence
- seeing activity associated with industrial clients and ecommerce, web backed clients
- Other than smaller school projects there is no significant size projects tendering.
- A number large infrastructure schemes have been completed and there is a small fraction of this previous workload available under new tenders which are ultra competitive.
- Increase in private recreational projects.
- We are finding that funding is beginning to come through to complete developments which should result in a small increase in workload
- This is the worst downturn I have experienced in 30 years in this industry.
- Have not worked in the last three months
- The bulk of my workload has now moved abroad. There is very reduced activity at home.
- I have been working part-time only in 2010
- There is absolutely no new private work coming through for the last 2 years almost and virtually no new public work except that already running through the pipeline but not being replaced with any new projects.
- Small sole trader specialist skills (ie) diversification will do better than the larger practices scaling down - but it means good-bye to weekends off and 24/7 contactibility for the next year- not the norm for the profession.
- Many pre-qualifications submitted but no activity as a result
- Certainly sentiment has decreased significantly post IMF scenario
- At this point in time our work load has diminished by at least 50 - 75 % in all of the above areas.
- Funding released by Banks allowed for completion of projects
- Public residential - maintenance and more upgrading of dwelling stock, also extensions to existing properties, but no new build. Public non-residential increasing.
- There appears to be a general reduction in workload across the whole industry due to the lack of finance.

Do you foresee any shortages in construction skills over the next quarter (January - March 2011)?



- Building surveying is under represented in the market
- junior & intermediate professional staff
- Experienced "middle management" professionals in all disciplines.
- No. Plenty of tradesmen and professionals currently out of work.
- Carpentry and Bricklaying also Roofing
  By shortage I refer to a shortager of skilled workers rather than some subcontractors claiming they can do the work
- Engineering and project management
- Lack of good quality tradesmen eg poor quality plastering becoming more prevalent; painting contractors unable to complete to required high quality on basis of contracted rates; overall liquidity causing problems is evident
- Already over subscribed in all areas
- We dream of the days again when we will complain of shortages in skills. The reality this country has an abundance of skills and it will be a very long time before we have shortages of skills.
- Site Engineers and all site staff in general as companies have cut back so much when they win new work they are understaffed. I suppose good news for the recruitment agencies.
- Contractor QS Estimating staff
- There is no industry to be devoid of skills, the industry will collapse in on itself.
  Lack of skills is not and will not be the problem, it's the lack on an industry for them to be practiced in that is the upcoming issue!
- Loss Assessment - particularly now that the deadline for the Insurance Institute's 'Grandfather' Scheme deadline passed on 31st December last - very little of my colleagues bothered to undertake the CPD requirements to comply.
- Skills shortage likely to be in longer term - v poor uptake in third level applications
- Sub contractors are struggling to survive and are being lost due to liquidation, in activity, age profile of company directors, lack of funding,. There are no new entrants.
- Maybe in green / sustainable construction

Over the current quarter (January to March 2011) how do you expect the following to change, compared to the previous quarter?



- Employment I feel will significant reduce due to the lack of large scale projects which will have a knock on affect to the profitability and several of companies.
- Construction industry set to continue shrinking until property values fall to a sustainable level, more big builders/developers will go into liquidation and the fallout for subbies and suppliers will be huge.
- Companies are fee bidding below cost making it very difficult to secure work with any kind of profit. This is not sustainable
- Competitive fee bids for public sector work has reached crisis point in respect of below cost tendering for Quantity Surveying services.
- Overseas Work is contributing more to workload and fee generation
- rates tendered are still competitive and clients demanding more involvement so fees need to stretch further.
- The current level of competitive fees for public sector work is I believe below cost and sustainable level. The quality of service provided must therefore suffer and hence the reputation of Chartered Surveyors will suffer. The competitive fee levels are being followed in the private sector but not as aggressively.In turn the predicted poor service level will, I believe, lead to professional indemnity claims down the road.
- January is proving to be busier than December largely due to water damage claims following the severe cold weather
- The market is continuing to contract - Private sector Clients are investing very little at the moment and the only work relater to the Public Sector. It is therefore very importnat for the industry / professions and indeed employment within the country that the various government departments spend their budget allocations for capital projects
- There is a total lack of confidence in the industry. I do have an increase in legal work but payment for this is usually in the distant future if ever. Serious cash flow problems within the industry are resulting in the systematic dismantling of the industry. Government needs to

incentivize work as a matter of urgency in infrastructural, education and health areas. These are viable long term value added ventures for the country and would serve to hold the industries core skills somewhat intact. Also public contracts procurement system needs to be dumped out and the layers of bureacracy dismantled as a matter of urgency.

- Private practice doesn't operate in quarters, it takes almost 6-9 years for a public works contract and about 3-4 years for a private one to go through the full cycle of starting and finishing, so timescales are better guaged in yearly intervals rather than quarterly. If one was confident that a year would change the fortunes of the industry then that would almost be positive news, but there is no positivity there at all emanating from the potential public or private Clientele.
- Facilitating local Construction Clinics or JVs with Architects clinics, Networking or Publications are possibly the only way to promote the standing of your expertise.
- As above very poor sentiment, lack of confidence in market. Key to survival is to broaden service lines to clients.
- Outlook for work load does not look good - we'll need to assess in a couple of months.