

## SURVEY RESULTS AND ANALYSIS:

### THE IMPACT OF UNION-ONLY PROJECT LABOR AGREEMENTS ON BIDDING BY PUBLIC WORKS CONTRACTORS IN THE WASHINGTON DC AREA

The Weber Merritt Company conducted a telephone survey of public works contractors in the Washington DC Metropolitan area. The purpose of the survey was to determine the impact of union-only project labor agreements (PLAs) on bidding by such contractors for public construction projects.

In order to achieve the stated objective, Weber Merritt set out to contact a representative number of public works contractors who have performed public infrastructure projects in the Washington DC metropolitan area during the past three years. A list of such contractors was compiled from public bid lists maintained by the Departments of Transportation of the states of Maryland and Virginia, together with additional sources. It is believed that the contact list contained a substantial percentage of all contractors performing a combined total in excess of \$1 billion worth of public infrastructure projects in the Washington DC Metropolitan area during the past three years.

The survey was conducted between March 29 and April 6, 2000. In addition to demographic information requests, contractors were asked whether they would be more likely or less likely to bid on a public construction project containing a requirement that the contractor sign a project labor agreement with a labor union in order to perform the work. Contractors surveyed included both unionized and non-union firms, and both small (less than 100 employees) and large companies. The substantial majority of the surveyed contractors stated that they hire their employees locally, i.e., from within the Metropolitan Washington area. Ninety percent anticipate bidding on public works projects in the near future.

***In response to the key survey question, more than 70% of the surveyed contractors stated that they would be "less likely" to bid on a public construction project containing a union PLA requirement.*** As a result, it appears that imposition of such a requirement on a public works project would result in fewer bids from area contractors. Because these companies hire labor primarily from the local area, imposition of a union PLA on a public works project would also result in fewer hiring opportunities for area workers.

The survey questionnaire and aggregate responses follow.

## Questionnaire

### Aggregate Responses

1. Generally speaking, would you currently say that the amount of public works construction is increasing, decreasing or staying the same?  
I = Increasing      D = Decreasing      S = Same  
31%                      33%                      36%
2. Has your firm performed any public works projects in the DC Metropolitan area, including Maryland and Northern Virginia, during the past five years?  
Y = Yes                      N = No  
69%                      31%
3. Do you anticipate bidding on any public works projects in the near future?  
Y = Yes                      N = No  
90%                      10%
4. If the bid specifications for a public construction project contain a requirement that your firm sign a project labor agreement with a labor union in order to perform the work, would you be more likely to bid, less likely to bid, or would it make no difference to you?  
ML = More Likely      LL = Less Likely      ND = No Diff.  
7%                      70%                      21%
5. What type of construction does your firm specialize in?  
See Spreadsheet
6. Do you employ more than 100 or less than 100 employees (roughly)?  
>100                      <100                      100  
49%                      50%                      1%
7. Do you hire most of your employees locally or do most employees come to your company from outside the Metropolitan Washington area?  
L = Locally                      O = Outside  
82%                      21%
8. Is your firm a minority-owned or woman-owned company?  
Y = Yes                      N = No  
10%                      90%
9. Is your firm presently signatory to any labor union agreements?  
Y = Yes                      N = No  
13%                      87%

### Responses by group and aggregate

Q3 = Question number  
 R = Response Code  
 G1 = Group 1 Responses  
 G2 = Group 2 Responses  
 Tot = Total Responses  
 % = Percentage By Group and Total

Q #	R	G1	G2	Tot	R	G1	G2	Tot	R	G1	G2	Tot
1	I	7	12	19	D	9	11	20	S	11	11	22
%		26	35	31		33	32	33		41	32	36
2	Y	15	27	42	N	12	7	19				
%		56	79	69		44	21	31				
3	Y	23	32	55	N	4	2	6				
%		85	94	90		15	6	10				
4	ML	2	2	4	LL	17	26	43	ND	8	5	13
%		7	6	7		63	76	70		30	15	21
5												
%												
6	<C	13	11	24	>C	10	20	30	C	3	0	3
%		48	32	39		37	32	49		11	0	5
7	L	20	30	50	O	8	5	13				
%		74	88	82		26	13	21				
8	Y	3	3	6	N	23	32	55				
%		11	9	10		89	91	90				
9	Y	4	4	8	N	23	29	52				
%		15	12	13		85	88	85				



### **Selected cross-tabulated results**

Q7 = L x Q4 All

Total Responses = 42

Q4	Q7 = L	%
LL	27	64
ML	4	10
ND	11	26

Q8 = Y x Q4 All

Total Responses = 6

Q4	Q8 = Y	%
LL	2	33
ML	1	17
ND	3	50

Total # of Surveys Received	86	Subcontractors	36.05%	General Contractors	63.95%
Have NOT bid on a PLA. (total)	91.86%	Subcontractors	90.91%	General Contractors	93.55%
Perform Public Work	76.74%	Subcontractors	80.00%	General Contractors	70.97%
Have performed work on a project with a union-only PLA (total)	5.81%	Have Not	94.19%		

Subcontractors	2.33%	General Contractors	3.49%
Region 5-MD Size 30 mil.		Region 4-AL Size 100 mil.	
Region 6-OH Size 1.4 mil.		Region 4-AL Size 15 mil.	
		Region 7-PA Size 10 mil.	

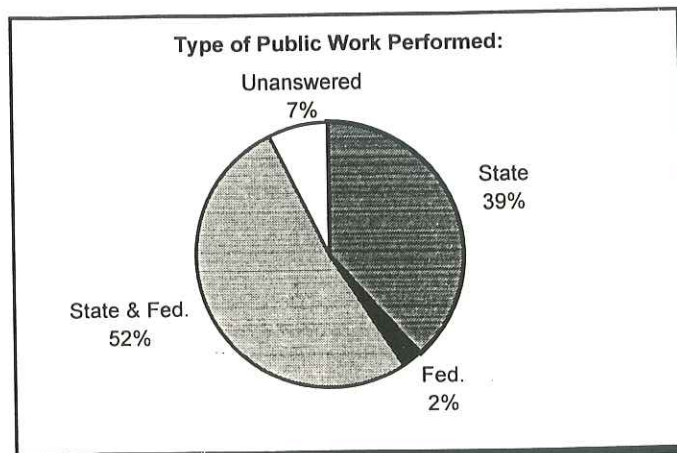
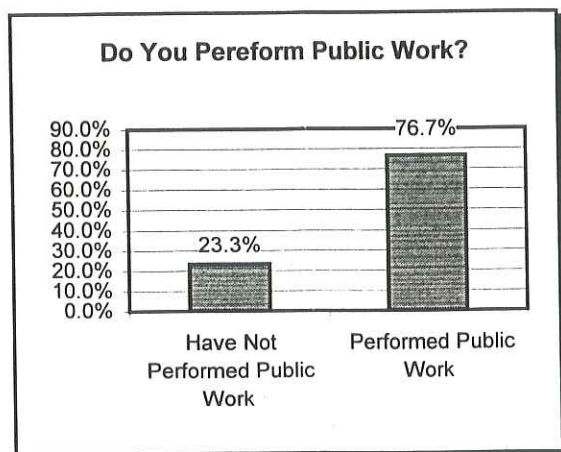
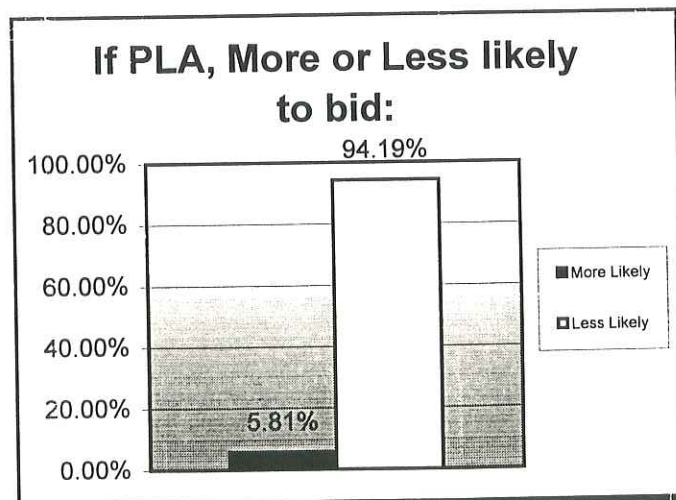
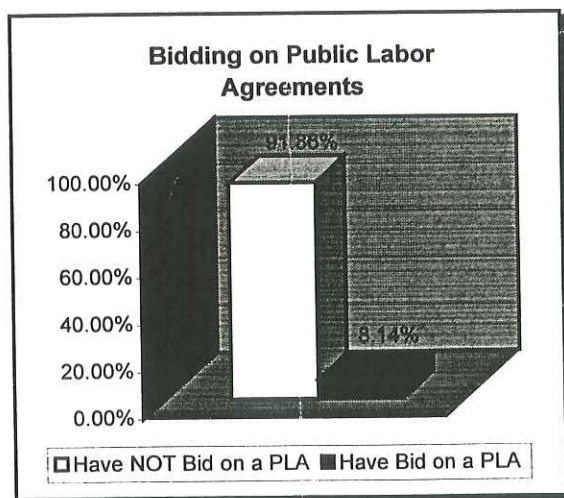
Less likely to bid on projects requiring union agreements (total)\* 93.02%

More likely to bid on projects requiring union agreements (total)\* 1.16%

Subcontractors	0.00%	General Contractors	1.16%
		Region 7-PA Size 30 mil.	

Had an organized election in the past 5 years, (ALL LOST)\*\* 4.65%

Employees that participate in formal training. (total) 73.26%



\* Of those who responded to question 4

\*\* Of those who responded to question 11

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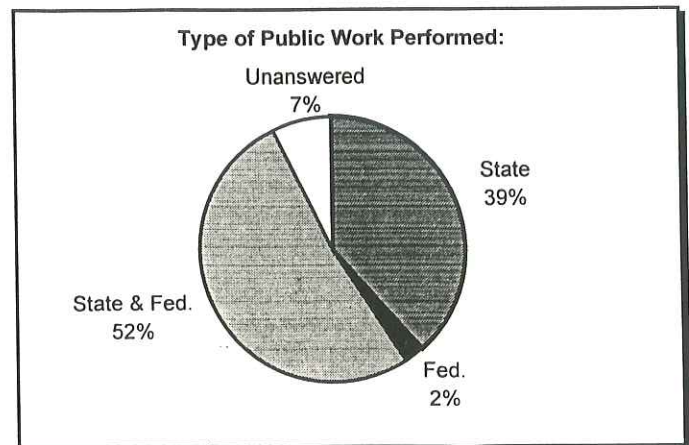
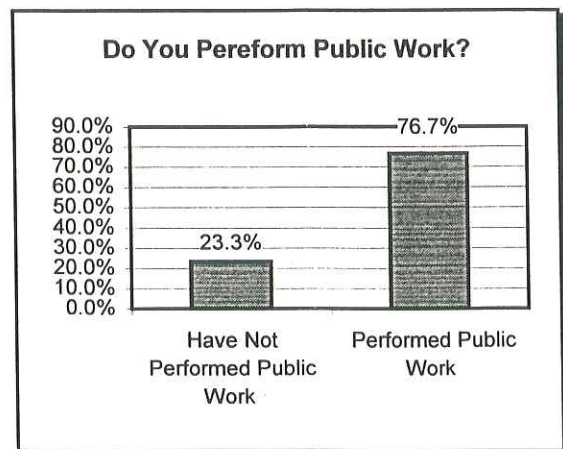
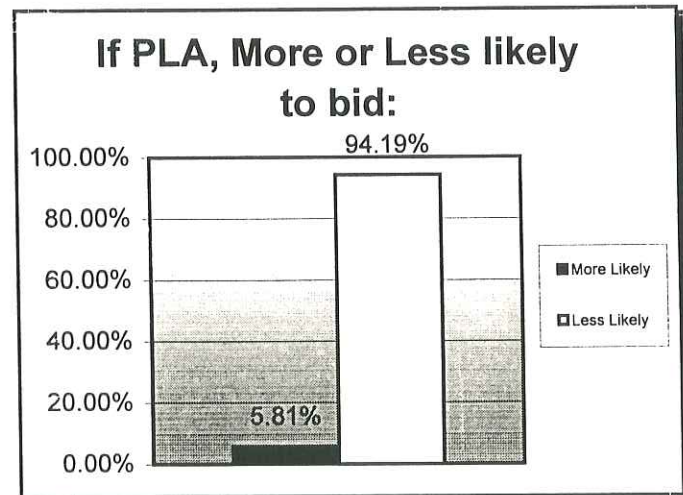
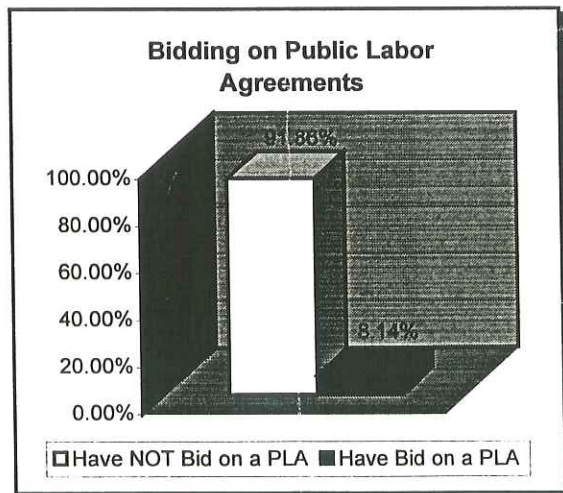
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