

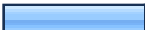





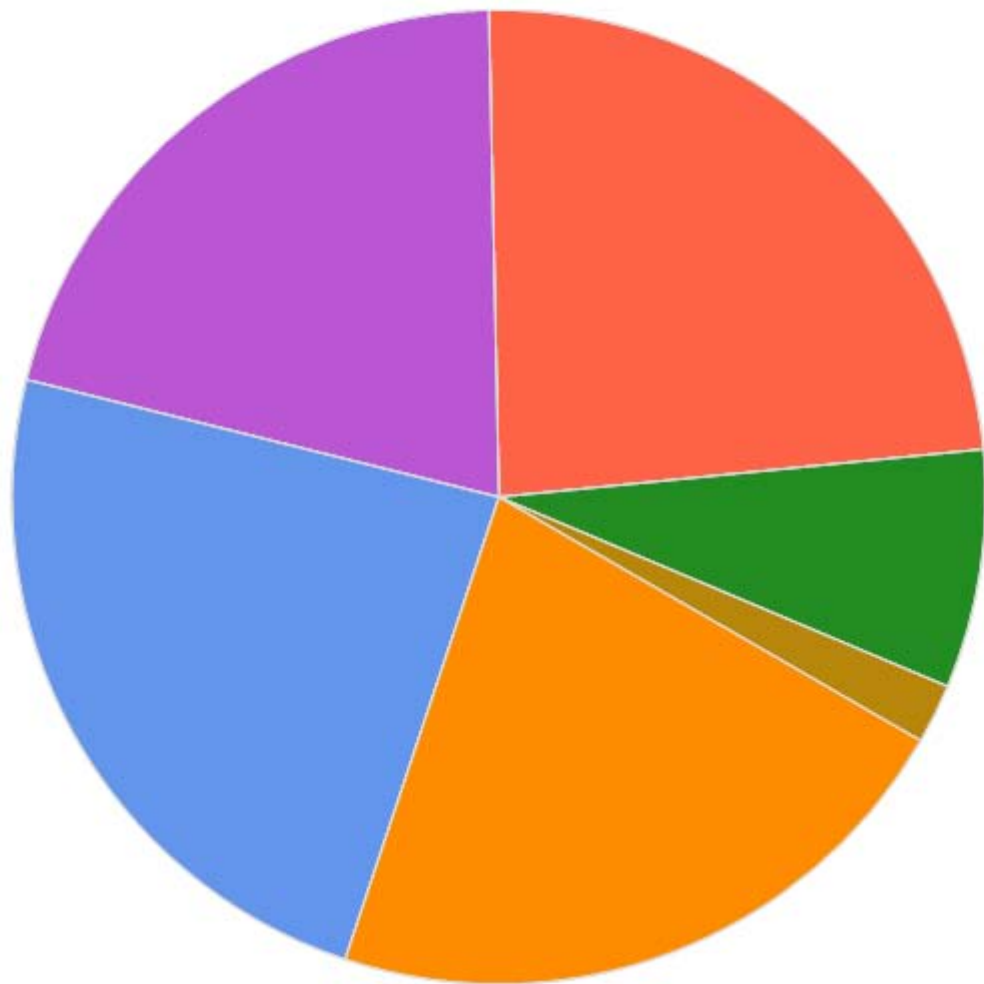


MARCH 2011
EFFECTS OF THE ECONOMY SURVEY

What is your assessment of the current business climate in your region for your cultural resources business?
Taking into account normal seasonal fluctuations, would you say that.... (Choose one)

| | | Response Percent | Response Count |
|---|---|--------------------------|-------------------|
| Business has decreased significantly over the past 6 months? (Go to question 2) |  | 21.8% | 22 |
| Business has decreased slightly over the past 6 months? (Go to question 2) |  | 23.8% | 24 |
| Business has remained the same over the past 6 months? (Go to question 4) |  | 20.8% | 21 |
| Business has increased slightly over the past 6 months? (Skip to question 3) |  | 23.8% | 24 |
| Business has increased significantly over the past 6 months? (Skip to question 3) |  | 7.9% | 8 |
| Don't know (Skip to question 4) |  | 2.0% | 2 |
| | | answered question | 101 |
| | | skipped question | 0 |

What is your assessment of the current business climate in your region for your cultural resources business? Taking into account normal seasonal fluctuations, would you say that.... (Choose one)



- Business has decreased significantly over the past 6 months? (Go to q...
- Business has decreased slightly over the past 6 months? (Go to questi...
- Business has remained the same over the past 6 months? (Go to questio...
- Business has increased slightly over the past 6 months? (Skip to ques...
- Business has increased significantly over the past 6 months? (Skip to...
- Don't know (Skip to question 4)

By what percent has business has decreased in your region over the past 6 months?

| | Response Count |
|-------------------|----------------|
| | 49 |
| answered question | 49 |
| skipped question | 52 |

Q2. By what percent has business has decreased in your region over the past 6 months?

| | | |
|----|---|-----------------------|
| 1 | 50% | Apr 29, 2011 1:01 PM |
| 2 | 20 | Apr 28, 2011 3:11 PM |
| 3 | 10 | Apr 28, 2011 2:38 PM |
| 4 | @15% | Apr 28, 2011 1:53 PM |
| 5 | 40 | Apr 28, 2011 1:06 PM |
| 6 | 15% | Apr 28, 2011 11:11 AM |
| 7 | 15 | Apr 27, 2011 5:38 PM |
| 8 | 10-20% | Apr 27, 2011 5:05 PM |
| 9 | 15% | Apr 27, 2011 4:25 PM |
| 10 | 50% | Apr 27, 2011 3:30 PM |
| 11 | 70% | Apr 27, 2011 2:36 PM |
| 12 | Unknown | Apr 27, 2011 2:35 PM |
| 13 | 20% | Apr 27, 2011 2:33 PM |
| 14 | In Stockton California area development land business is dead Most Stimulus funds appear directed to large firms. | Apr 6, 2011 7:21 PM |
| 15 | 15 | Apr 6, 2011 3:12 PM |
| 16 | 10% | Apr 4, 2011 10:45 AM |
| 17 | 0 | Apr 4, 2011 9:37 AM |
| 18 | 30 | Apr 2, 2011 5:03 PM |
| 19 | Possibly by as much as half. | Mar 31, 2011 5:30 PM |
| 20 | 0 | Mar 31, 2011 3:25 PM |
| 21 | 10 | Mar 31, 2011 2:30 PM |
| 22 | 20% | Mar 31, 2011 2:30 PM |
| 23 | 50 | Mar 31, 2011 2:22 PM |
| 24 | 20% | Mar 31, 2011 1:20 PM |
| 25 | 30% - 40% | Mar 31, 2011 1:12 PM |
| 26 | 20 to 30 percent | Mar 31, 2011 1:08 PM |
| 27 | Less than 10% | Mar 31, 2011 11:34 AM |
| 28 | 20% | Mar 31, 2011 10:14 AM |

Q2. By what percent has business has decreased in your region over the past 6 months?

| | | |
|----|---------------------------|----------------------|
| 29 | 30% | Mar 31, 2011 8:59 AM |
| 30 | 15 | Mar 31, 2011 8:45 AM |
| 31 | 60% | Mar 30, 2011 9:07 PM |
| 32 | 3 | Mar 30, 2011 7:41 PM |
| 33 | no figure it jusst slowed | Mar 30, 2011 6:39 PM |
| 34 | 25 | Mar 30, 2011 5:47 PM |
| 35 | 95 % | Mar 30, 2011 5:46 PM |
| 36 | 0% | Mar 30, 2011 5:30 PM |
| 37 | by an enormous amount | Mar 30, 2011 4:47 PM |
| 38 | 10-15% | Mar 30, 2011 4:40 PM |
| 39 | 50% | Mar 30, 2011 4:38 PM |
| 40 | 80% | Mar 30, 2011 4:27 PM |
| 41 | 35% | Mar 30, 2011 4:27 PM |
| 42 | Approximately 10% | Mar 30, 2011 4:24 PM |
| 43 | 25% | Mar 30, 2011 4:18 PM |
| 44 | 10% | Mar 30, 2011 4:17 PM |
| 45 | 10% | Mar 30, 2011 4:13 PM |
| 46 | 15-20% | Mar 30, 2011 4:11 PM |
| 47 | 25% | Mar 30, 2011 4:08 PM |
| 48 | maybe 15% | Mar 30, 2011 4:08 PM |
| 49 | 75% | Mar 30, 2011 4:05 PM |

By what percent has business increased in your region over the past 6 months?

| | Response Count |
|-------------------|----------------|
| | 42 |
| answered question | 42 |
| skipped question | 59 |






Q3. By what percent has business increased in your region over the past 6 months?

| | | |
|----|--|-----------------------|
| 1 | 5-10% | Apr 29, 2011 1:04 PM |
| 2 | 10 | Apr 29, 2011 11:55 AM |
| 3 | 60% | Apr 28, 2011 2:07 PM |
| 4 | 0 | Apr 28, 2011 1:06 PM |
| 5 | 10 | Apr 27, 2011 4:04 PM |
| 6 | 25% | Apr 27, 2011 3:32 PM |
| 7 | 20 | Apr 27, 2011 3:14 PM |
| 8 | 10 | Apr 27, 2011 2:57 PM |
| 9 | 25 | Apr 27, 2011 2:46 PM |
| 10 | 20 | Apr 27, 2011 2:36 PM |
| 11 | Unknown | Apr 27, 2011 2:35 PM |
| 12 | 0 Since FY 2008 our business has decreased by more than 100% (\$450,000 in '08 to \$155,000 in '10%. Probably decline again this year. | Apr 6, 2011 7:21 PM |
| 13 | 90% | Apr 5, 2011 5:36 PM |
| 14 | 10 | Apr 5, 2011 9:01 AM |
| 15 | 40% | Apr 4, 2011 3:33 PM |
| 16 | 10 | Apr 4, 2011 9:51 AM |
| 17 | 10 | Apr 4, 2011 9:37 AM |
| 18 | 15% | Apr 4, 2011 8:58 AM |
| 19 | 20% | Apr 1, 2011 9:28 AM |
| 20 | Not at all | Mar 31, 2011 5:30 PM |
| 21 | 30 | Mar 31, 2011 3:25 PM |
| 22 | 10-20% | Mar 31, 2011 3:07 PM |
| 23 | 0 | Mar 31, 2011 2:30 PM |
| 24 | 20% | Mar 31, 2011 1:17 PM |
| 25 | 70 | Mar 31, 2011 1:16 PM |
| 26 | 50 | Mar 31, 2011 1:12 PM |
| 27 | 20 | Mar 31, 2011 9:21 AM |
| 28 | 50 | Mar 31, 2011 9:07 AM |

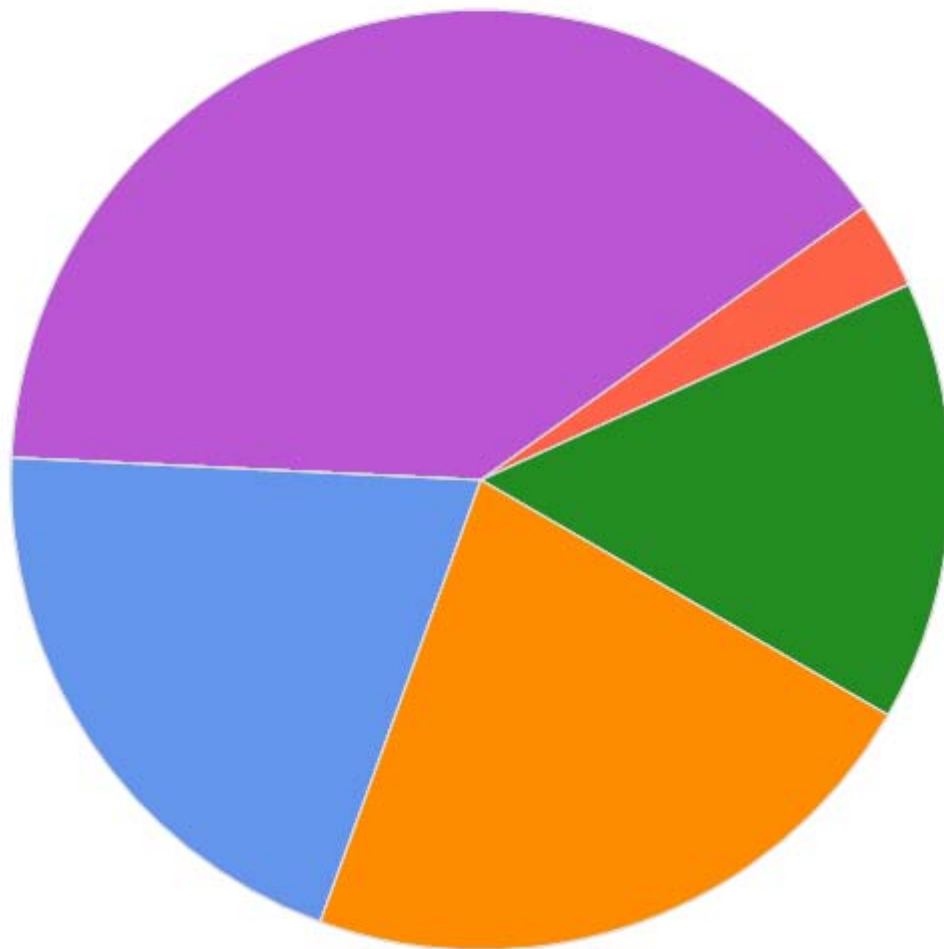
Q3. By what percent has business increased in your region over the past 6 months?

| | | |
|----|---|----------------------|
| 29 | There was a boost in November-December by about 30% | Mar 30, 2011 9:07 PM |
| 30 | 10 | Mar 30, 2011 8:15 PM |
| 31 | 5 | Mar 30, 2011 7:30 PM |
| 32 | 50% maybe | Mar 30, 2011 6:35 PM |
| 33 | 0% | Mar 30, 2011 5:46 PM |
| 34 | 10% | Mar 30, 2011 5:30 PM |
| 35 | hardly and there is concerns over security too | Mar 30, 2011 4:47 PM |
| 36 | 10-20% | Mar 30, 2011 4:41 PM |
| 37 | 10% | Mar 30, 2011 4:36 PM |
| 38 | 75% | Mar 30, 2011 4:29 PM |
| 39 | 0% | Mar 30, 2011 4:17 PM |
| 40 | 5% | Mar 30, 2011 4:13 PM |
| 41 | 30% | Mar 30, 2011 4:11 PM |
| 42 | 25% | Mar 30, 2011 4:07 PM |

Has the American Recovery and Reinvestment Act (or have other economic factors) helped your business since September? Which of the following statements best describes your read of the situation? (Choose one)











| | | Response Percent | Response Count |
|--|---|--------------------------|----------------|
| Yes, we have benefited directly from federal agency contracting for projects under ARRA (or from other economic factors) |  | 22.2% | 22 |
| Yes we have benefited indirectly from federal involvement in projects under ARRA (or from other economic factors) |  | 20.2% | 20 |
| No, we have not benefited from ARRA or other economic factors |  | 39.4% | 39 |
| No, the legislation has hurt rather than helped our business |  | 3.0% | 3 |
| We do not know if ARRA has had an effect on our business. |  | 15.2% | 15 |
| | | answered question | 99 |
| | | skipped question | 2 |

Has the American Recovery and Reinvestment Act (or have other economic factors) helped your business since September? Which of the following statements best describes your read of the situation?
(Choose one)







- Yes, we have benefited directly from federal agency contracting for p...
- Yes we have benefited indirectly from federal involvement in projects...
- No, we have not benefited from ARRA or other economic factors
- No, the legislation has hurt rather than helped our business
- We do not know if ARRA has had an effect on our business.

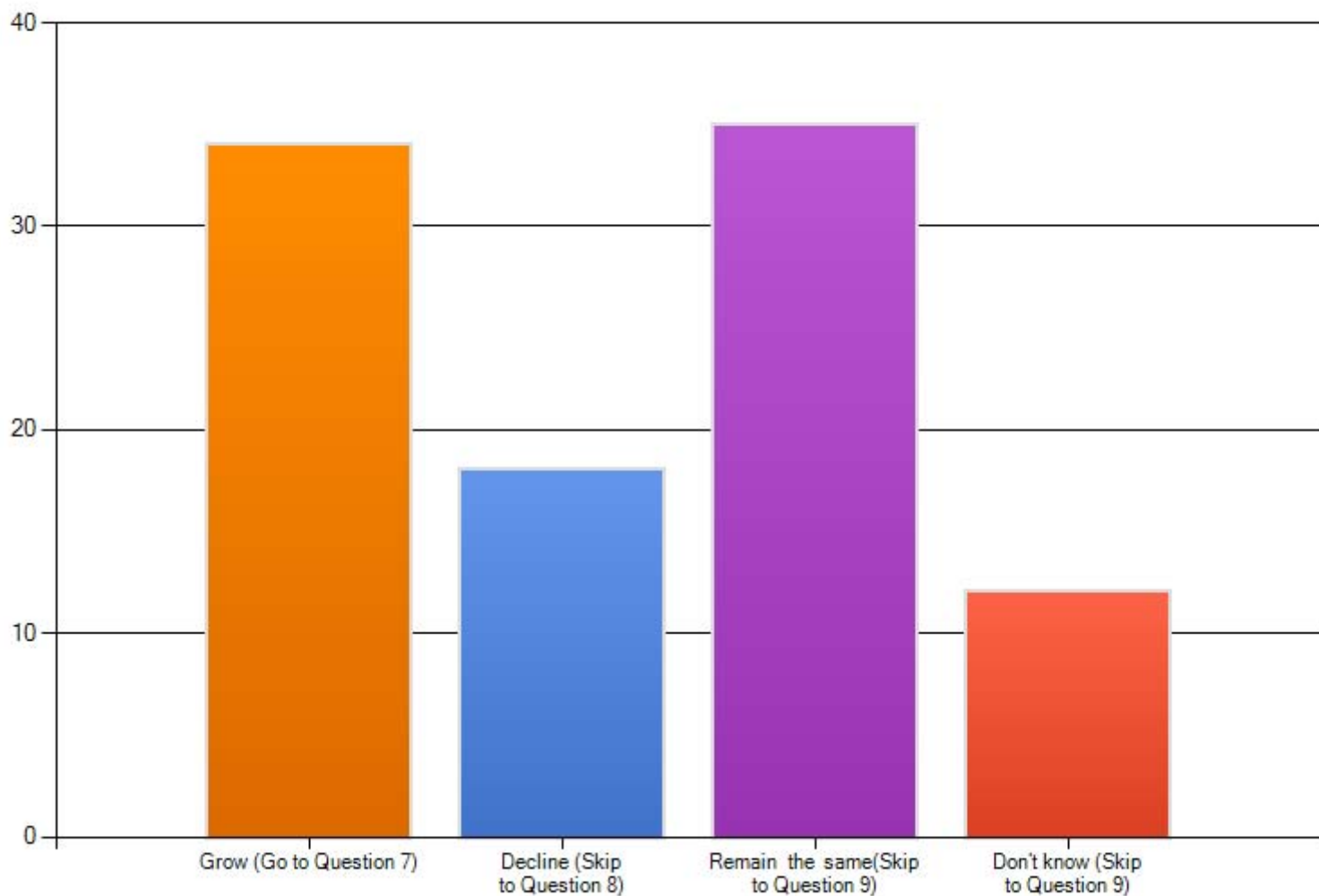
On a scale of 1 to 10, how concerned are you about the effect of the current economic situation on your business, where 1 is not at all concerned and 10 is extremely concerned?

| | | Response Percent | Response Count |
|--------------------------|---|------------------|----------------|
| 1 |  | 1.0% | 1 |
| 2 |  | 5.1% | 5 |
| 3 |  | 8.2% | 8 |
| 4 |  | 6.1% | 6 |
| 5 |  | 13.3% | 13 |
| 6 |  | 7.1% | 7 |
| 7 |  | 13.3% | 13 |
| 8 |  | 17.3% | 17 |
| 9 |  | 6.1% | 6 |
| 10 |  | 22.4% | 22 |
| answered question | | | 98 |
| skipped question | | | 3 |

Do you think your business sales will decline, grow, or remain the same in the remainder of 2011? (Choose one)

| | | Response Percent | Response Count |
|---|---|---------------------|-------------------|
| Grow (Go to Question 7) |  | 34.3% | 34 |
| Decline (Skip to Question 8) |  | 18.2% | 18 |
| Remain the same (Skip to Question 9) |  | 35.4% | 35 |
| Don't know (Skip to Question 9) |  | 12.1% | 12 |
| answered question | | | 99 |
| skipped question | | | 2 |

Do you think your business sales will decline, grow, or remain the same in the remainder of 2011? (Choose one)



By around what percentage do you think sales will grow? (numeric, must be <=100) (Skip to Question 9)

| | Response Count |
|-------------------|----------------|
| | 40 |
| answered question | 40 |
| skipped question | 61 |

Q7. By around what percentage do you think sales will grow? (numeric, must be <=100) (Skip to Question 9)

| | | |
|----|---|-----------------------|
| 1 | 15% | Apr 29, 2011 1:04 PM |
| 2 | 15 | Apr 28, 2011 8:56 PM |
| 3 | 20 | Apr 28, 2011 2:38 PM |
| 4 | 35% | Apr 28, 2011 2:07 PM |
| 5 | 0 | Apr 28, 2011 1:06 PM |
| 6 | 10% | Apr 28, 2011 11:11 AM |
| 7 | 10 | Apr 27, 2011 5:38 PM |
| 8 | 30% | Apr 27, 2011 4:25 PM |
| 9 | 50 | Apr 27, 2011 2:46 PM |
| 10 | 40 | Apr 27, 2011 2:36 PM |
| 11 | 10% | Apr 6, 2011 7:21 PM |
| 12 | 20 | Apr 6, 2011 3:12 PM |
| 13 | 10 | Apr 5, 2011 9:01 AM |
| 14 | 3 to 5 percent | Apr 4, 2011 10:45 AM |
| 15 | 25 | Apr 1, 2011 1:17 AM |
| 16 | 10-20% | Mar 31, 2011 3:07 PM |
| 17 | 0 | Mar 31, 2011 2:30 PM |
| 18 | 50 | Mar 31, 2011 2:22 PM |
| 19 | 50 | Mar 31, 2011 1:16 PM |
| 20 | 5% | Mar 31, 2011 1:12 PM |
| 21 | 20 percent | Mar 31, 2011 1:08 PM |
| 22 | 25 | Mar 31, 2011 12:32 PM |
| 23 | 10 | Mar 31, 2011 11:34 AM |
| 24 | 75 | Mar 31, 2011 9:07 AM |
| 25 | I do not "sell." I expect a 15% increase in work. | Mar 30, 2011 9:07 PM |
| 26 | 5 | Mar 30, 2011 8:15 PM |
| 27 | 20% | Mar 30, 2011 6:35 PM |
| 28 | 50 | Mar 30, 2011 5:57 PM |
| 29 | 0% | Mar 30, 2011 5:46 PM |

Q7. By around what percentage do you think sales will grow? (numeric, must be <=100) (Skip to Question 9)

| | | |
|----|---------|----------------------|
| 30 | No idea | Mar 30, 2011 5:30 PM |
| 31 | 30 | Mar 30, 2011 4:50 PM |
| 32 | 0 | Mar 30, 2011 4:47 PM |
| 33 | 25% | Mar 30, 2011 4:41 PM |
| 34 | 25% | Mar 30, 2011 4:38 PM |
| 35 | 40% | Mar 30, 2011 4:36 PM |
| 36 | 50 | Mar 30, 2011 4:27 PM |
| 37 | 5 | Mar 30, 2011 4:24 PM |
| 38 | 10% | Mar 30, 2011 4:13 PM |
| 39 | 20 | Mar 30, 2011 4:11 PM |
| 40 | 33% | Mar 30, 2011 4:07 PM |

By around what percentage do you think sales will decline? (numeric, must be <=100)

| | Response Count |
|-------------------|----------------|
| | 21 |
| answered question | 21 |
| skipped question | 80 |

Q8. By around what percentage do you think sales will decline? (numeric, must be <=100)

| | | |
|----|--|----------------------|
| 1 | 20 | Apr 28, 2011 1:06 PM |
| 2 | 25% | Apr 27, 2011 3:30 PM |
| 3 | 60 | Apr 27, 2011 2:36 PM |
| 4 | Unknown | Apr 27, 2011 2:35 PM |
| 5 | 10% | Apr 27, 2011 2:33 PM |
| 6 | 10 to 20% | Apr 6, 2011 7:21 PM |
| 7 | 50% | Apr 5, 2011 5:36 PM |
| 8 | 80 | Apr 4, 2011 9:51 AM |
| 9 | 20 | Apr 2, 2011 5:03 PM |
| 10 | Hard to say--perhaps another 15-20% | Mar 31, 2011 5:30 PM |
| 11 | 10 to 20 | Mar 31, 2011 2:30 PM |
| 12 | 15 | Mar 31, 2011 2:30 PM |
| 13 | 10% | Mar 31, 2011 8:45 AM |
| 14 | It is fluctuating. Right now, I am getting no calls. | Mar 30, 2011 9:07 PM |
| 15 | 50 | Mar 30, 2011 7:41 PM |
| 16 | 25 | Mar 30, 2011 5:47 PM |
| 17 | 90% | Mar 30, 2011 5:46 PM |
| 18 | No idea | Mar 30, 2011 5:30 PM |

Q8. By around what percentage do you think sales will decline? (numeric, must be <=100)

| | | |
|----|-----|----------------------|
| 19 | 100 | Mar 30, 2011 4:47 PM |
| 20 | 20% | Mar 30, 2011 4:40 PM |
| 21 | 20% | Mar 30, 2011 4:17 PM |

What do you believe ACRA should be doing now to help cultural resources businesses in the United States?
Please share your ideas with us.

Response
Count

54

answered question

54

skipped question

47

Q9. What do you believe ACRA should be doing now to help cultural resources businesses in the United States? Please share your ideas with us.

| | | |
|----|--|-----------------------|
| 1 | Maybe the committee heads could occasionally provide some news reports of actions that are taking place at the federal level and provide links to sources pertinent to the business and legislature of crm. Some of us youngsters would benefit greatly by learning from those who already know. | Apr 29, 2011 1:04 PM |
| 2 | End public support for contracted CR services that compete with private sector firms. | Apr 29, 2011 11:55 AM |
| 3 | Lowering the rates for membership would be a start. Continuing in an advocacy role as appropriate. | Apr 28, 2011 8:56 PM |
| 4 | I'm not sure ACRA can do much. | Apr 28, 2011 2:38 PM |
| 5 | Assist independent cultural resource professionals in retooling portfolios and skills for the current job/business market | Apr 28, 2011 1:53 PM |
| 6 | Support progressive political candidates, actively campaign against right wing regressive extremists. | Apr 28, 2011 9:04 AM |
| 7 | Continue to lobby Congress about the need to follow NEPA and NHPA. Stress number of jobs this supports. Stress need for coordination to start EARLY in a project. | Apr 27, 2011 5:38 PM |
| 8 | ACRA should take a pro-active role in lobbying congress to prevent cutting of historic preservation and environmental protection legislation. | Apr 27, 2011 5:16 PM |
| 9 | I think ACRA SHOULD continue to encourage federal agencies to hire the most qualified consultants for a project which are not always the lowest bidders. | Apr 27, 2011 4:25 PM |
| 10 | I can't think of anything other than what's already underway. | Apr 27, 2011 4:04 PM |
| 11 | 1. Lobby for Private Cultural Resource Management. 2. Lobby for support of Cultural Resource Management in Federal and state agencies, including increased positions, outsourcing of work, review, consultation, and legislation. 3. Take a closer look at the 2010 National Trust Section 106 Back to Basics and 2009 ACHP report to the President. Three major recommendations, more supervisor accountability, a switch in ACHP for stronger oversight of Section 106, less use of or more accountability in program alternatives, should be strongly supported by ACRA. 4. Lobby for Universities and non-profits to conduct research and teach, and specific funds to do so, so that they do not compete with the private sector. | Apr 27, 2011 3:32 PM |
| 12 | Nothing much that ACRA can do. | Apr 27, 2011 3:30 PM |
| 13 | Insure that federal agencies are completing their Section 106 responsibilities. Engage the ACHP & NCSHPO to bring agencies into compliance. | Apr 27, 2011 3:14 PM |
| 14 | Stop calling the Pacific Northwest "The West." We in the NW are not as closely connected with, say, California - as Delaware and Virginia are - and yet you divide the Eastern seaboard into "Northeast" and "Southeast." We are not experiencing the same things!!!! | Apr 27, 2011 2:57 PM |
| 15 | Do whatever it can to keep projects from being stalled on the Federal or State level | Apr 27, 2011 2:33 PM |

Q9. What do you believe ACRA should be doing now to help cultural resources businesses in the United States? Please share your ideas with us.

| | | |
|----|--|----------------------|
| 16 | Not much to do. Nation has a thousand problems and in the big scheme of things (social security, health insurance, budget, three on going wars, national security budget that is out of control, corporatization of society and government, etc preservation of cultural resources doesn't realistically seem important. | Apr 6, 2011 7:21 PM |
| 17 | I think we should all be doing a better job of "telling the story" (i.e. why CRM is important). Otherwise, who cares? It can't all be about regulatory compliance. | Apr 6, 2011 3:12 PM |
| 18 | Have HQ attend trade shows on behalf of ACRA firms | Apr 5, 2011 5:36 PM |
| 19 | Just what you are doing. | Apr 4, 2011 5:32 PM |
| 20 | Pursue issue of tax supported state agencies/institutions that compete with private sector CRM firms | Apr 4, 2011 3:33 PM |
| 21 | Continue to educate our legislators about the needs of our industry. Assist other organizations in discerning to the extent possible how many people are employed in our industry. | Apr 4, 2011 2:09 PM |
| 22 | More active in Washington DC | Apr 4, 2011 10:45 AM |
| 23 | monitor any proposed legislative changes that would erode historic preservation laws and regs, and join forces to oppose such changes | Apr 4, 2011 8:58 AM |
| 24 | What you are doing is good. It's too bad we can't discuss these issues on the ACRA list. In fact, it's too bad that archaeology doesn't really debate many issues of importance. | Apr 1, 2011 5:21 PM |
| 25 | Help small firms get access to affordable group insurance for their employees | Apr 1, 2011 4:04 PM |
| 26 | efforts to protect Section 106 and other cultural resources laws from being stripped. | Apr 1, 2011 1:17 AM |
| 27 | We need to do as much as possible to make clear to the American public, including Mayors and city councils in towns large and small, that archaeology and heritage preservation are not luxuries. | Mar 31, 2011 5:30 PM |
| 28 | Keep monitoring. Keep an eye on what is happening at the State level. | Mar 31, 2011 3:25 PM |
| 29 | Fight state deregulation. | Mar 31, 2011 3:07 PM |
| 30 | Lobby against cuts to government spending | Mar 31, 2011 2:30 PM |
| 31 | I am extremely concerned with government agencies making a move towards IDIQ contracts that favor larger companies and stifle competition for periods of up to five years at a time. | Mar 31, 2011 2:22 PM |
| 32 | Most important role for ACRA is to lobby against the anti-regulation majority in the current congress. | Mar 31, 2011 1:32 PM |
| 33 | protecting 106 | Mar 31, 2011 1:17 PM |
| 34 | Watching legislation that attempts to cut environmental (cultural resource) regulations | Mar 31, 2011 1:16 PM |






Q9. What do you believe ACRA should be doing now to help cultural resources businesses in the United States? Please share your ideas with us.

| | | |
|----|--|-----------------------|
| 35 | Provide information on where and how to network with govt contractors, locate contracts, etc | Mar 31, 2011 1:12 PM |
| 36 | It would be wonderful if we could be kept informed of project opportunities, but I know ACRA is doing a great job with policy issues that ultimately affect business | Mar 31, 2011 1:08 PM |
| 37 | Work with agencies, proponents and interested parties to include cultural resources in a meaningful way in project review. Educate the membership on the law - i.e. members should know how to respond when clients/agencies seek SHPO "approval" of Section 106 review. | Mar 31, 2011 11:34 AM |
| 38 | As always, stay on track with what the Feds are up to. Keep ACRA as The Voice of CRM and the go-to organization for information. Promote ACRA through the website. | Mar 31, 2011 9:07 AM |
| 39 | I think we should be lobbying for cultural resource surveys for all Marcellas Shale projects as well as Windfarm Projects. However I have commented on this before. | Mar 31, 2011 8:59 AM |
| 40 | Continuing to lobby Congress. As well, the California legislature is considering extinguishing the California Environmental Quality Act to relieve developers of this burden. This is the heart of cultural resources management in California. I believe ACRA needs to mount a campaign in Sacramento to counter this devastating issue. | Mar 30, 2011 9:07 PM |
| 41 | Regarding question 10 below, please divide out California and Northwest - we have very different economies and regulatory environments!! You must live in the "East" to split that seaboard and not ours! But I am very glad you are doing these surveys - it has already helped me a ton! | Mar 30, 2011 8:15 PM |
| 42 | Continue to lobby to protect cultural resources. Help member firms connect and team on projects. | Mar 30, 2011 7:30 PM |
| 43 | Training and professional development | Mar 30, 2011 5:00 PM |
| 44 | Continue to educate Congress about CRM issues and legislation related to that; keep members informed about upcoming legislation and regulations that may have an effect on our businesses; tell us how to help support or oppose various changes; provide business education for members, tailored to our kind of industry; | Mar 30, 2011 4:50 PM |
| 45 | I think that the overall economic malaise is effecting the national consciousness greatly. The decimation of American heritage in choice over non traditional paradigms with criticism of Americas roots and history is having a very bad effect on Heritage tourism. Additionally, the increased lack of consideration to the value of American history and the fields of archaeology and restoration is having its toll. Social media has replaced intellectual focus and the polarity amongst the political groups, their lack of empathy for what they are doing to the American Spirit is wrecking havoc with the national consciousness as it redefines an American as combative, selfish, and ill informed of his traditional values and character. | Mar 30, 2011 4:47 PM |





Q9. What do you believe ACRA should be doing now to help cultural resources businesses in the United States? Please share your ideas with us.

| | | |
|----|--|----------------------|
| 46 | 1) Address the inequity in type and scale of projects awarded to large A&E/CRM firms versus small firms, so all CRM businesses benefit from stimulus money. 2) Develop a market study for small-med-large member firms to see how CRM dollars are distributed based on firm size (small-med-large) or firm diversity (specialized firms, full service CRM firms, A/E firms) -- (Phase I, II, III projects; private, local, grant-funded, federal funding; conducted under NEPA/NHPA/state requirements, average total project fees, etc.) . 3) Assess the options for SIC/NAICS codes specific to CRM industry. 4) ACRA could subscribe to state-federal-local RFP notification services on behalf of members, and redistribute the notices to member firms (most smaller firms use fedbizopps, but can't afford subscriptions to all of these other services); also ACRA should develop a "bid board" which promotes subcontracting and teaming opportunities among member firms. 5) promote ACRA member firms at the state level (eg, recognition of ACRA members as a positive element on SHPO consultant lists). 6) develop tools for smaller businesses to expand (ie, smaller firms can't spend \$50k on specialized software to track project expenses like the large firms can, small shops don't need this, so what can the association do to boost small and mid-size CRM firms into the next level). 7) gain group discounts for member firms (rental cars, hotels, airfare, Big Boy Buffet, etc.) -- remember, as an industry we spend a lot of money on travel, hotels, and per diem. 8) Create an ACRA business credit card -- get better rates, terms, etc. | Mar 30, 2011 4:41 PM |
| 47 | Encourage partnering/joint ventures among ACRA members; make members aware of opportunities | Mar 30, 2011 4:40 PM |
| 48 | Lobby Congress to fund infrastructure improvements and keep historic preservation law from being diluted. Continue to serve as an information resource for the industry. | Mar 30, 2011 4:29 PM |
| 49 | continue lobbying Government to preserve/improve cultural resources legislation | Mar 30, 2011 4:27 PM |
| 50 | Unknown | Mar 30, 2011 4:27 PM |
| 51 | ACRA should encourage the federal government (mainly western agencies BLM, BOR, FS etc) to actually consider the cost of doing an archaeological survey accurately, promptly and by the book. Thereby not automatically going to the lowest bidder. | Mar 30, 2011 4:24 PM |
| 52 | Monitor Congress and be watchful of efforts to reduce spending transferring over to efforts to cut regulations, as is already happening with the EPA. | Mar 30, 2011 4:13 PM |
| 53 | Actively lobby against any attempts by folks in Washington to exempt "shovel ready" or other developmental initiatives from receiving a waiver from having to comply with NEPA or NHPA. Whatever stimulus money sent by Washington to the federal agencies as part of the stimulus effort never made it to increasing projects and cultural resource compliance associated activities. | Mar 30, 2011 4:11 PM |
| 54 | Encourage federal agencies to treat ethnographic/ ethnohistoric studies as equal to archaeological studies. This is still not being done. It is the best way to ID traditional places and practices that might be affected by proposed projects. | Mar 30, 2011 4:08 PM |

The following last few questions are intended to help us understand our survey sample. In which broad economic region is your office located? (Choose the region that best describes your general office location—this may not be your firm’s main branch office)

| | | Response Percent | Response Count |
|-------------|---|--------------------------|----------------|
| Northeast |  | 17.0% | 17 |
| Southeast |  | 18.0% | 18 |
| Midwest |  | 13.0% | 13 |
| Southwest |  | 18.0% | 18 |
| West |  | 34.0% | 34 |
| | | answered question | 100 |
| | | skipped question | 1 |




Are you affiliated with...? (Choose one)

| | | Response Percent | Response Count |
|---|--|------------------|----------------|
| Private, for-profit business |  | 88.5% | 85 |
| Private non-profit or not-for-profit organization |  | 3.1% | 3 |
| State agency that performs CRM contracting |  | 4.2% | 4 |
| Other public agency that performs CRM contracting |  | 4.2% | 4 |
| | Other (please specify) | | 6 |
| answered question | | | 96 |
| skipped question | | | 5 |










Q11. Are you affiliated with...? (Choose one)

| | | |
|---|--|-----------------------|
| 1 | Adjunct Professor Anthropology | Apr 28, 2011 3:11 PM |
| 2 | Dept. of Interior, Nat'l Pk Svs | Apr 28, 2011 11:11 AM |
| 3 | BLM, NPS, retired | Apr 1, 2011 5:21 PM |
| 4 | Federal Government | Mar 31, 2011 10:16 PM |
| 5 | We do work here and Internationally, mostly geoarchaeological support to world-class archaeologists and historians | Mar 30, 2011 4:47 PM |
| 6 | Tribal Enterprise that provides CRM contracting. | Mar 30, 2011 4:11 PM |

Is your organization currently a member of ACRA?

| | | Response Percent | Response Count |
|--------------------------|---|------------------|----------------|
| Yes |  | 67.7% | 67 |
| No |  | 29.3% | 29 |
| Don't Know |  | 3.0% | 3 |
| answered question | | | 99 |
| skipped question | | | 2 |

Which of the following categories best describes the size of your company/CRM department? This question is important because firms of different sizes sometimes have different needs and concerns. (Choose one)

| | | Response Percent | Response Count |
|---|---|------------------|----------------|
| Small: less than \$100,000 annual revenue in 2010 |  | 23.2% | 22 |
| Small: \$100,000 - \$200,000 annual revenue in 2010 |  | 15.8% | 15 |
| Small: \$200,000 - \$300,000 annual revenue in 2010 |  | 8.4% | 8 |
| Medium: \$300,000 - \$600,000 annual revenue in 2010 |  | 14.7% | 14 |
| Medium: \$600,000 - \$1 million annual revenue in 2010 |  | 3.2% | 3 |
| Medium: \$1 million - \$1.5 million annual revenue in 2010 |  | 11.6% | 11 |
| Large: \$1.5 million - \$2.5 million annual revenue in 2010 |  | 5.3% | 5 |
| Large: \$2.5 million - \$6.5 million annual revenue in 2010 |  | 9.5% | 9 |
| Large: over \$6.5 million annual revenue in 2010 |  | 8.4% | 8 |
| answered question | | | 95 |
| skipped question | | | 6 |

Which of the following categories best describes the size of your company/CRM department? This question is important because firms of different sizes sometimes have different needs and concerns.
(Choose one)

