



A current storm water industry assessment

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Storm Water Solutions

Storm Water Solutions (SWS) understands the importance of keeping up to date with the latest industry trends and information. We are pleased to bring you our inaugural State of the Industry Report, which includes invaluable information regarding the storm water industry and its trends.

Research for this report was conducted and compiled by ABR Research Inc., a nationwide independent research company specializing in custom research for clients in the business-to-business publishing and marketing industries.

A random sample of *SWS* subscribers received an invitation to the survey site. The project was conducted entirely over the Internet. A total of 548 surveys were completed. A margin of error based on the returned surveys is calculated to be no greater than ± 4.2 percentage points at a confidence level of 95 percent.

The 2009 State of the Industry Report provides a current, detailed assessment of the storm water industry. Different market dynamics were studied, including professional and business demographics, budget and purchasing involvement and expenditure and importance of industry topics.

Thirty-seven percent of the respondents stated that their primary job function is consulting engineering. An additional 27 percent have a municipal administrative/manager function. Eight percent are contractors.

SWS is committed to keeping our readers informed and up to date with current industry issues. We will continue to research and report on the state of the storm water industry throughout the year. **SWS**

For more information, contact *SWS* Managing Editor Caitlin Cunningham at 847.391.1025 or by e-mail at ccunningham@sgcmail.com.

For more information, write in 5001 on this issue's Reader Service Card.

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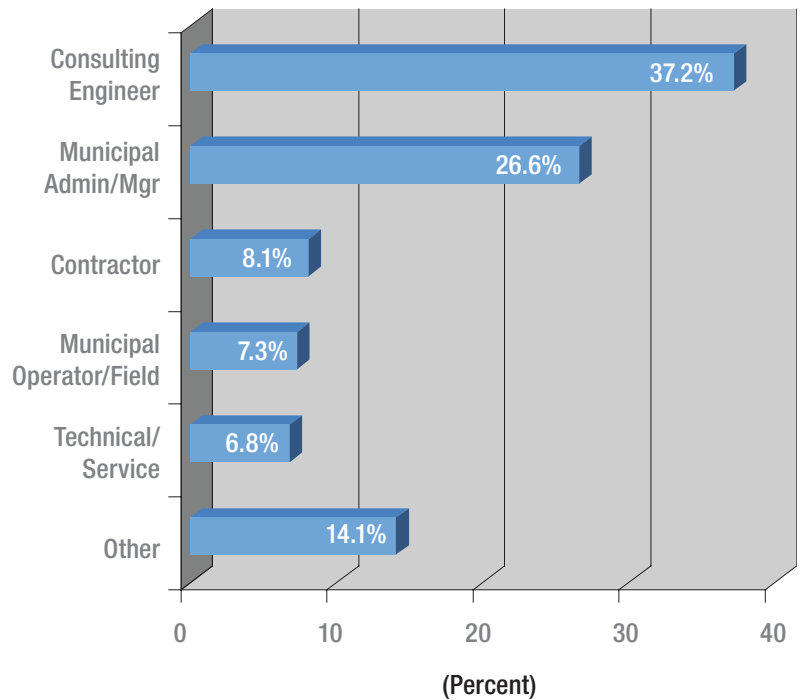
Storm Water Solutions' 2009 State of the Industry Report is sponsored by:



Q: Which of the following best describes your primary job function?

analysis

More than one-third (37%) of respondents state that they are consulting engineers. An additional 27% have a municipal administrative/manager function. Eight percent are contractors.



Seen in *Land & Water* magazine, *The Boston Globe* and *This Old House*.



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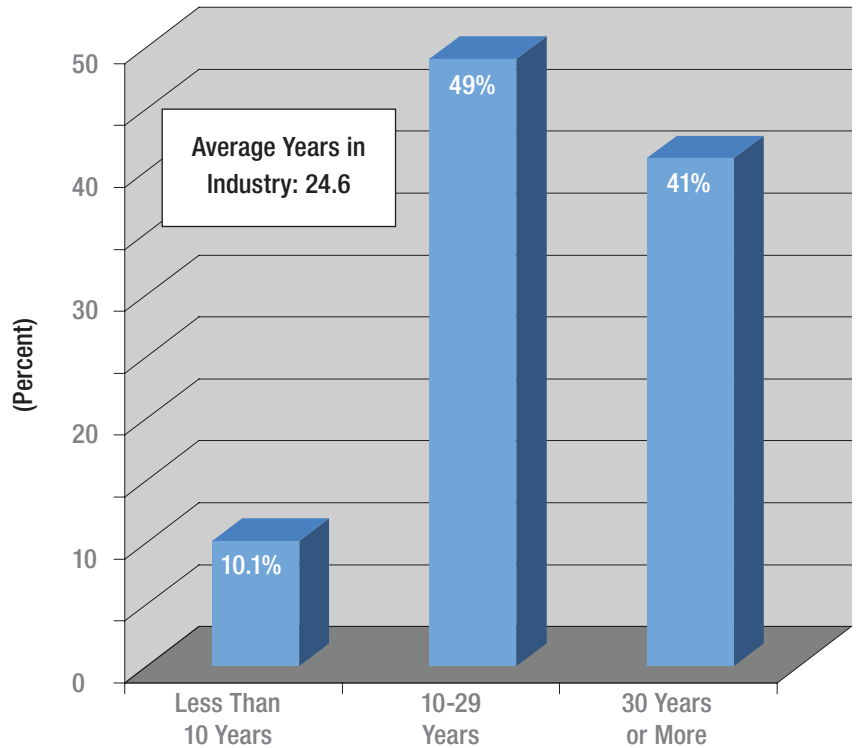
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STATE OF THE INDUSTRY REPORT

Q: How many years have you been in the industry?

analysis

On average, respondents have been working in the storm water industry for 25 years. More than four in 10 (41%) have been in the industry for 30 years or more.



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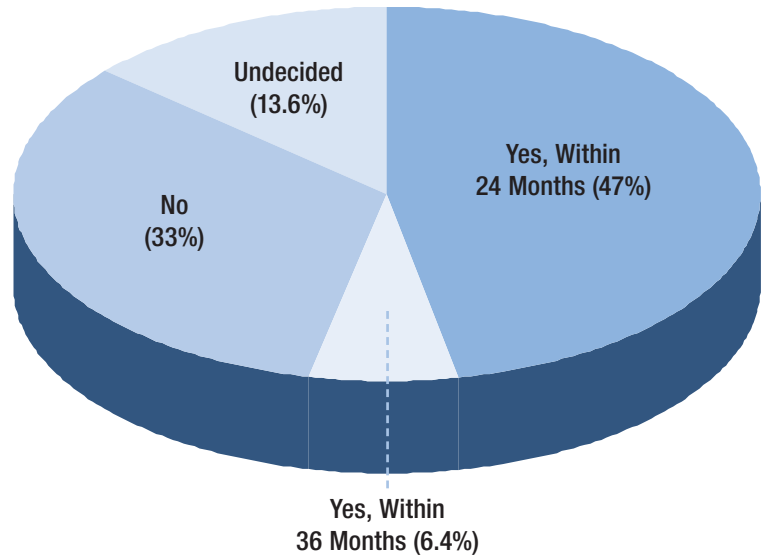
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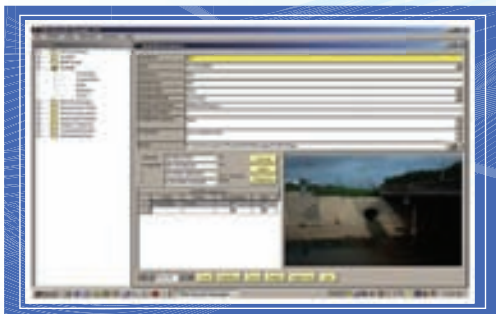
Q: Are you planning new storm water construction?

analysis

Almost half (47%) of respondents are planning new storm water construction within the next 24 months. An additional 6% are planning new construction within the next three years.



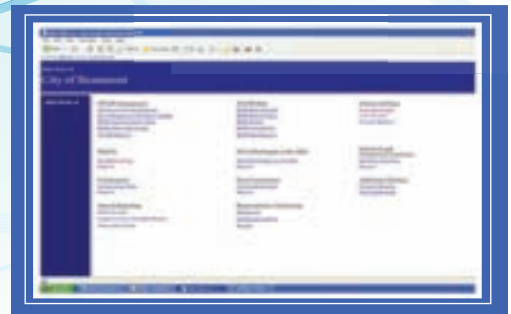
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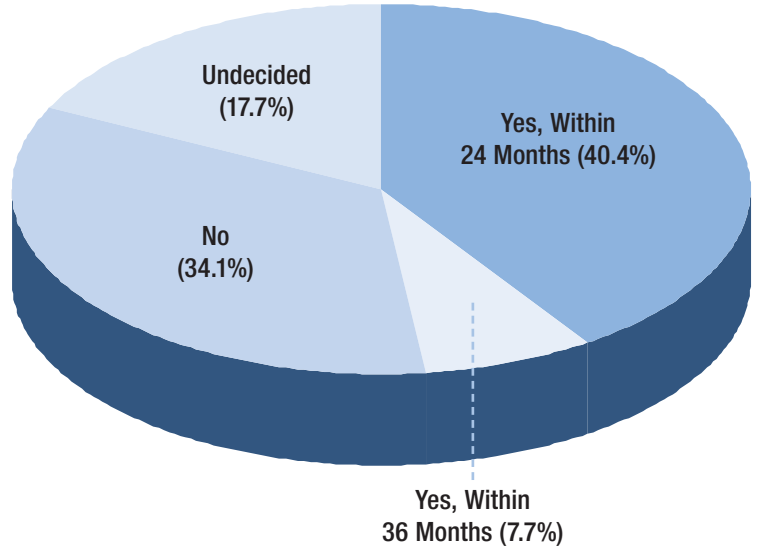
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STATE OF THE INDUSTRY REPORT

Q: Are you planning to upgrade existing storm water facilities?

analysis

Of the total respondents, four in 10 (40%) are planning to upgrade their storm water facilities within the next 24 months.



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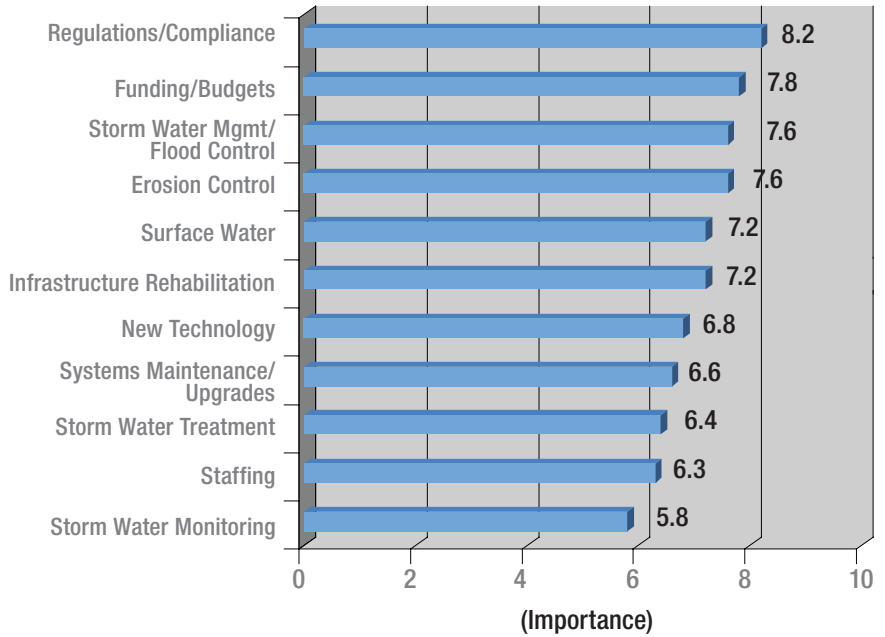
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Q: Please rate how important each of the following topics will be to your organization in the upcoming year.

analysis

From a list of 12 industry topics, regulations/compliance received the highest rating in importance with an average rating of 8.2 on a scale of 1 to 10. The next most important topic was funding/budgets with a rating of 7.8, followed by storm water management/flood control and erosion control, both with an average rating of 7.6.



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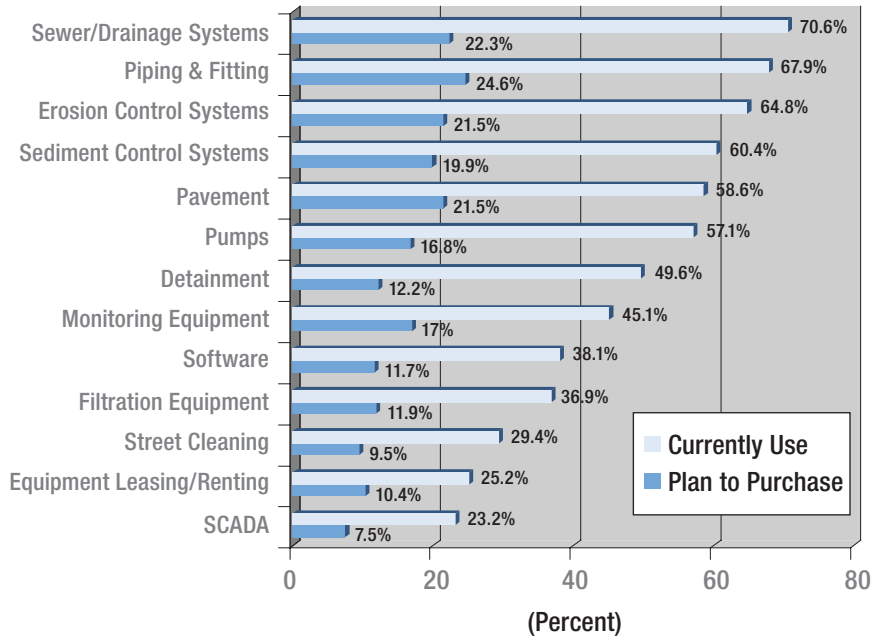
STATE OF THE INDUSTRY REPORT

Q: Which of the following product categories do you currently use/spec, and which do you plan to purchase within the next 24 months?

analysis

More than two-thirds of survey respondents are currently using sewer/drainage systems (71%) and pipes and fittings (68%). A majority also currently use erosion control systems, sediment control systems, pavement, pumps and detention.

Pipes and fittings is the product category most planned for purchase in the next 24 months with 25% of mentions, followed by sewer/drainage systems (22%) and erosion control systems (22%).



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