

# 2016 STATE OF THE INDUSTRY

A current assessment of  
the storm water &  
erosion control industry

Brought to you by Storm Water Solutions

The Storm Water Solutions (SWS) team is dedicated to ensuring that our readers are kept up to speed on the latest industry trends and data. Things change year to year, and we want to keep you informed. To that end, we present the eighth annual State of the Industry report.

A random sampling of SWS subscribers received an email invitation to answer survey questions about their experiences

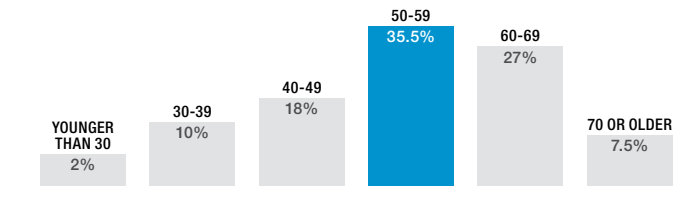
and thoughts. The resulting report provides the most up-to-date information about budget expenditures, top products and services, professional and business demographics, and more. A total of 694 people participated in this year's survey.

SWS will continue to keep a finger on the pulse of the storm water and erosion control industry to bring you the latest developments and news throughout the next year and beyond. **SWS**

## READER PROFILE

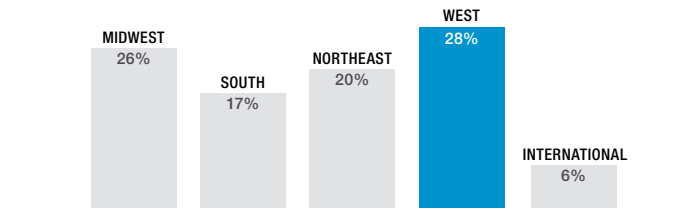
**Q: In which of the following ranges does your age fall?**

Most respondents (70%) were 50 or older, with only 2% under the age of 30.



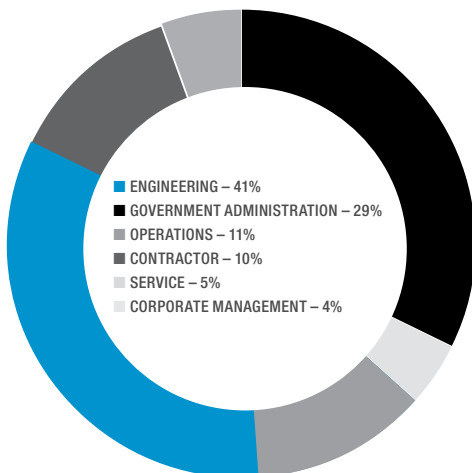
**Q: In which of the following regions is your company or system located?**

More than half of respondents (54%) are located in the Western and Midwestern U.S. Six percent are located outside of the U.S.



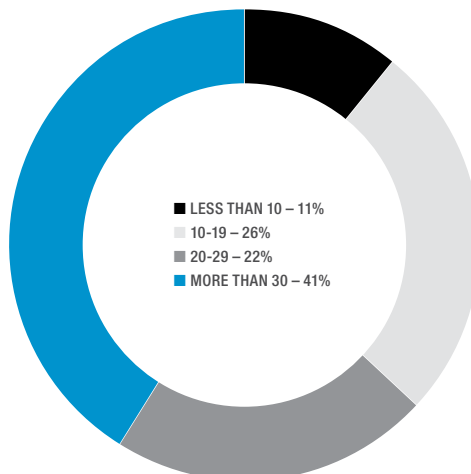
**Q: Which of the following best describes your job function?**

More than 40% of respondents serve an engineering function within their organization. An additional 29% work in government administration, and 11% work in operations.



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

More than 40% of respondents have been in the water industry for more than 30 years.

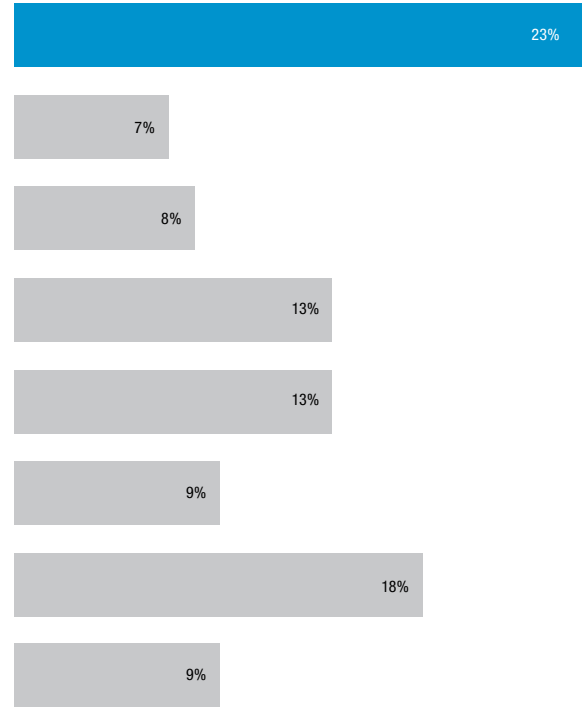


OPERATIONS & CONSTRUCTION

**Q:** What is your organization's approximate yearly budget for storm water-related products and/or services?

Many respondents (23%) are working with budgets of less than \$25,000, but 27% have a budget of more than \$1 million.

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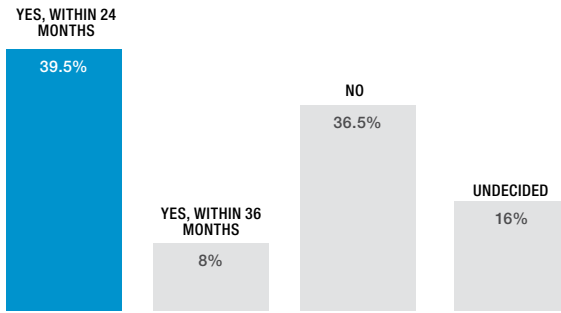
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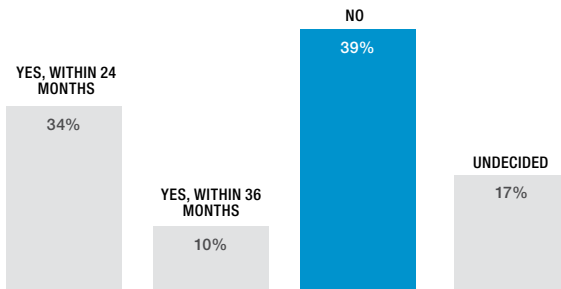
**Q: Are you planning new storm water construction?**

Nearly 40% of respondents are planning new storm water construction in the next two years, while more than 36% have no plans for new construction.



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

Thirty-four percent of respondents have upgrades in the works within the next two years. Seventeen percent remain undecided.



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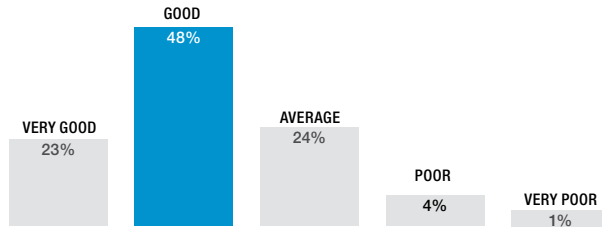
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## STATE OF THE INDUSTRY REPORT

### ANALYSIS & OUTLOOK

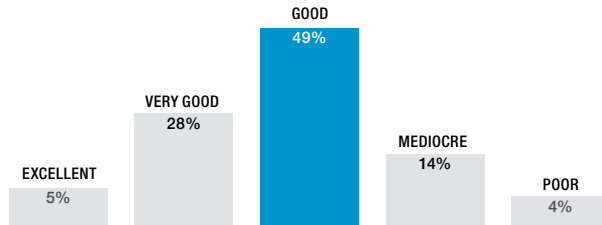
#### Q: How would you rate the overall health of your organization today?

Most respondents (71%) feel their organization's health is either good or very good. Only 5% think their organization is in poor or very poor health.



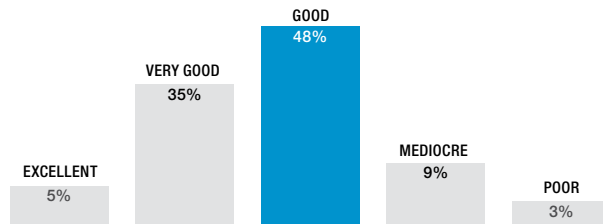
#### Q: How would you rate 2016 as a business year for your company?

Almost half of respondents (49%) rated 2016 as a good business year, with 32% describing 2016 as very good or excellent.



#### Q: How do you expect to rate 2017 as a business year for your company?

Respondents expect 2017 to be a better business year than 2016, with fewer respondents expecting 2017 to be mediocre or poor.



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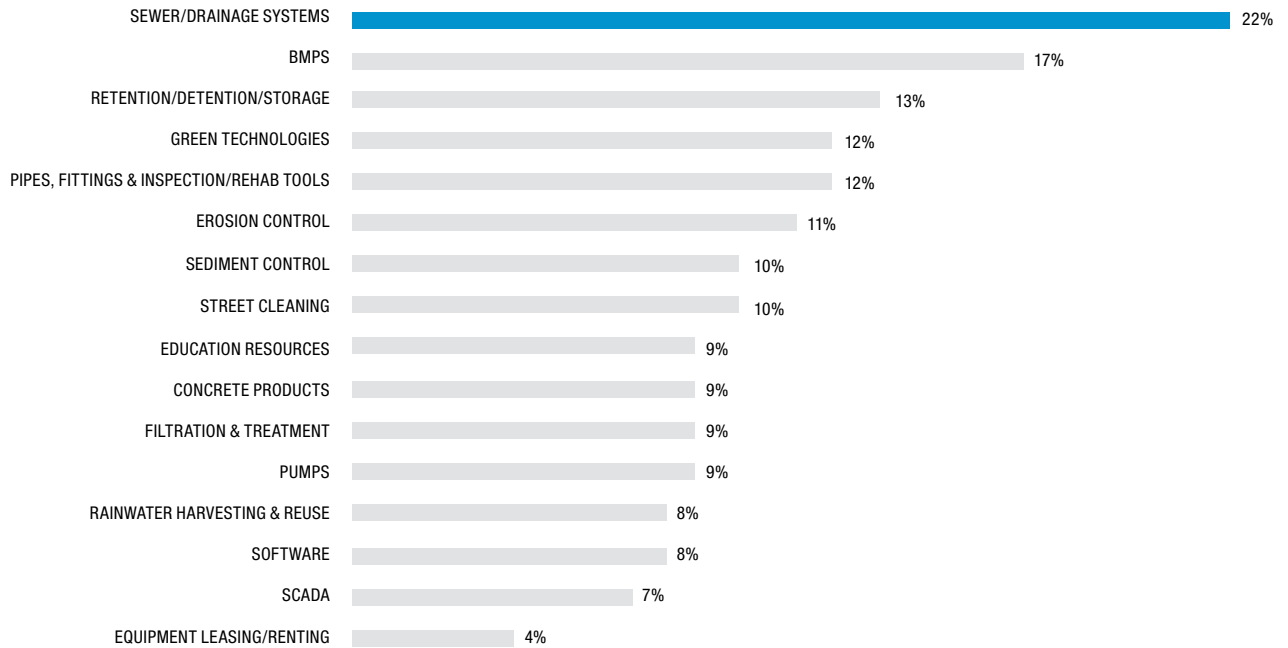
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## Don't dig it. REHAB IT.

## WHAT'S HOT

**Q:** What percentage of your budget over the next 24 months will be invested in the following product/service categories?

On average, respondents invest 22% of their budgets in sewer/drainage systems. Thirteen percent is dedicated to retention/detention/storage. Green technologies and pipe, fittings, and inspection/rehab tools each receive 12%.



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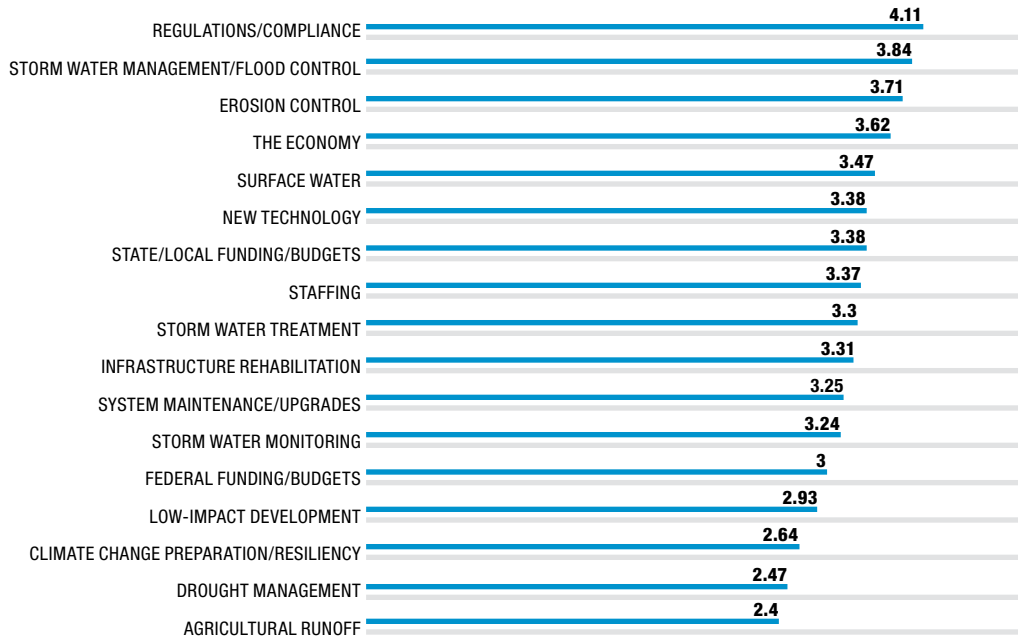
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**Q:** Please rate how important each of the following topics will be to your organization in the upcoming year. (1=least important, 5=very important)

Regulations/compliance, storm water management/flood control, and erosion control were seen as the most important topics among respondents.



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IN THEIR OWN WORDS

Respondents were asked about the challenges and issues that will impact them the most in the next two years. Here are some answers that stood out.

**Q: What is the greatest challenge you will face in the next 24 months?**

- "Qualified staffing to handle needs"
- "Storm water design for highway projects"
- "Getting more work"
- "Flood recovery"
- "Implementation of new regulations"
- "Lack of funding"
- "Preparing for heavy rainfall"
- "Keeping up with development/construction"
- "Increased compliance and education of contractors"
- "Water and environmental regulations in conflict with mosquito control laws"
- "Staying ahead of the competition"
- "Urban/agricultural runoff"

**Q: What are the most important industry topics that will affect your organization in the next 24 months?**

- "Climate change"
- "Emerging storm water treatment technologies"
- "Approval of new products by regulatory agencies"
- "Maintaining a secure infrastructure"
- "Erosion control and drought monitoring"
- "Labor shortages and government regulations"
- "Regulatory storm water offset options, offsite mitigation options, and water quality trading between municipalities and agriculture"
- "BMP effectiveness"
- "Pipe rehabilitation"



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