

2020 Virginia Water Well Association Contractors Survey

DEADLINE FOR SUBMITTAL: MARCH 30, 2020

The Virginia Water Well Association is seeking information to help assist the needs of its contractor membership. In an effort to fully encompass the business models and extents of the overall economic climate, we strongly encourage the business owners to fully and truthfully complete the survey by the deadline stated above.

It is vital that we understand your business and the industry in which we are working diligently to assist and support over the changing times. We appreciate your time and effort in enabling us to work towards encouraging the future of the water well industry.

While the completed survey you submit, will remain anonymous for the overall report, we are asking for your contact information for accuracy in our records of those requested to respond. An anonymous survey result will be available for you to review.

GENERAL INFORMATION

- If you cannot fill out every line, provide as much information as possible. It is OK to leave blanks. However, keep in mind that the more you are able to fill out, the more information you will get back about your own company. Estimates are acceptable if no solid answer can be formed. Please fill out as honestly and complete as possible.
- If you need assistance while completing the survey, contact Christina Ekhoff, VWWA Executive Director at 804-387-8395 or by email at info@vawaterwellassociation.org.
- Individual company responses will not be shared with VWWA members, nonmembers or unaffiliated organizations. All responses will be kept in strictest confidence by the VWWA Executive Director, Christina Ekhoff.
- Return this survey to: Virginia Water Well Association; PO Box 1170, Powhatan, Virginia 23139 or by fax 804-302-7978 or by email: info@vawaterwellassociation.org.

Your data will be treated in the strictest confidence by the VWWA management now and ongoing. We repeat that while we ask for your contact information now with the submission of your completed survey, our reasoning is to be able to provide accuracy and an ending resolution of the licensed water well contractors that operate in Virginia.

Please type or print clearly.

Contact Name: _____ Title: _____

Email: _____ Phone: (_____) _____

Company Name: _____ Suite/Floor: _____

Address: _____

City: _____ State/Province: _____ Zip/postal code: _____

1	Which of the following best describes your contract work? (check only one) <input type="checkbox"/> Full-service water well contractor <input type="checkbox"/> Environmental-only driller <input type="checkbox"/> Pump installer <input type="checkbox"/> Septic installer																
2	How many years has your company been in operation?	years															
3	Which geographic region(s) do you serve? (check all that apply) <input type="checkbox"/> Coastal Plain <input type="checkbox"/> Piedmont <input type="checkbox"/> Blue Ridge <input type="checkbox"/> Valley & Ridge <input type="checkbox"/> Appalachian Plateau																
4	FTE Employees [Count full-time equivalent employees including owners where appropriate. Count part-timers based on 2080 hour work year (e.g. 20 hrs/week all year + 0.5 FTE)]	#															
5	How many of each position type do you employ, and what is the average hourly wage for each?																
		<table border="1"> <thead> <tr> <th></th> <th># of Employees</th> <th>Average Hourly Wage</th> </tr> </thead> <tbody> <tr> <td>Driller</td> <td>#</td> <td>\$</td> </tr> <tr> <td>Driller Helper</td> <td>#</td> <td>\$</td> </tr> <tr> <td>Pump Installer</td> <td>#</td> <td>\$</td> </tr> <tr> <td>Pump Installer Helper</td> <td>#</td> <td>\$</td> </tr> </tbody> </table>		# of Employees	Average Hourly Wage	Driller	#	\$	Driller Helper	#	\$	Pump Installer	#	\$	Pump Installer Helper	#	\$
	# of Employees	Average Hourly Wage															
Driller	#	\$															
Driller Helper	#	\$															
Pump Installer	#	\$															
Pump Installer Helper	#	\$															
6	Of your water well business, what is the number of wells you installed in 2019 for each of the following end-market segments? (Full-service water well contractors only)																
	Private residential (domestic)	#															
	Public supply (municipal, etc.)	#															
	Agricultural/irrigation/aquaculture	#															
	Industrial/commercial (but not mining, oil/gas, or thermoelectric)	#															
	Environmental/monitoring/remediation	#															
	Heat pumps (closed loop wells, open loop wells, standing column wells)	#															
	Mining	#															
	Thermoelectric power plant cooling water	#															
	Oil/gas extraction supply water (including for hydraulic fracturing)	#															
	Injection wells	#															
	Other (specify) _____	#															
	Total	#															
6	Of your environmental drilling business, what is the number of wells you installed in 2019 for each of the following end-market segments? (Environmental-only drillers only)																
	Hazardous waste sites/landfills	#															
	Groundwater Testing	#															
	Underground storage tanks	#															
	Recovery Wells	#															
	Real Estate Inspections	#															
	Soil Testing wells (don't include borings only)	#															
	Other (specify) _____	#															
	Total	#															
6	Of your pump business, what is the number of pumps you installed in 2019 for each of the following end-market segments? (Pump installers only)																
	Private residential (domestic)	%															
	Public supply (municipal, etc.)	%															
	Agricultural/irrigation/aquaculture	%															
	Industrial/commercial	%															
	Groundwater remediation	%															
	Heat pump/closed loop boreholes	%															
	Oil/gas extraction	%															
	Other (specify) _____	%															
	Total	100%															

7	Please provide the number of drilling rigs and vehicles operated at your firm, and the average age of the equipment. For rigs, please also include the name of the manufacturer.			
		# Operated	Name of Manufacturer	Average Age
	Rigs			
	Mud Rotary			Years
	Air Rotary			Years
	Mud/air Rotary			Years
	Dual Rotary			Years
	Auger/probe			Years
	Bucket			Years
	Cable Tool			Years
	Bucket			Years
	Cable Tool			Years
	Direct Push			Years
	Reverse Circulation			Years
	Coring			Years
	Sonic			Years
	Vehicles			
	Pump Hoists			Years
	Service Trucks			Years
	Water Trucks/Rig Tenders			Years
Mud Recycling Systems			Years	
Backhoes/trenchers/hydro hoes			Years	
Compressors			Years	
Stand-alone mud/grout pumps			Years	
Forklifts			Years	
Front-end loaders			Years	
Trailers			Years	
8	Typical customer price per foot for a household (domestic) 4- inch to 6-inch diameter completed well? (Excludes Pump installers)	4-inch	\$	
		6-inch	\$	
9	Typical household (domestic) new pump installation charge to the customer?	Submersible	\$	
		Jet	\$	
10	Typical pump service call charge to the customer? (indicate for each fee type you charge)	Flat Fee	\$	
		Trip Charge	\$	
		Hourly Rate	\$	
11	How many decommissions/sealings of wells were done by your firm during 2019?		#	
12	How many pumps of each type listed did your firm install during 2019, regardless of the purpose of the well?	Submersible	#	
		Jet	#	
		Line Shaft Turbine	#	
		Other _____	#	
13	Typical household (domestic) pump your firm installed during 2019?	Gallons Per Minute	Total Dynamic Head	
		Submersible	gpm	tdh
		Jet	gpm	tdh

14	For those wells drilled in 2019, please indicate the following measures by type of well.				
	Type of Well	# of Wells Drilled	Typical Completed Depth	Typical Water Depth vs. Prior Year	Typical final cost to customer in 2019
	Private residential (domestic)	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
	Public supply (municipal, etc.)	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
	Agricultural/irrigation/aquaculture	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
	Industrial/commercial(but not mining, oil/gas, or thermoelectric)	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
	Remediation	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
	Heat pumps (closed loop wells, open loop wells, standing column wells)	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
	Mining	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
	Thermoelectric power plant cooling water	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$
Oil/gas extraction supply water (including for hydraulic fracturing)	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$	
Other	#	#	<input type="checkbox"/> Less <input type="checkbox"/> Equal <input type="checkbox"/> Greater	\$	
15	During 2019, how many feet of each casing type do you estimate your company installed, regardless of the well's end use?			Steel	ft.
				PVC	ft.
				Stainless Steel	ft.
16	Did your company install manufactured screen materials during 2019? (If no, skip to question 18)			<input type="checkbox"/> YES <input type="checkbox"/> NO	
17	If yes, of these manufactured screen materials, how many of each do you estimate your company installed during 2019, regardless of the well's end use?			Steel	#
				Stainless Steel	#
				Threaded PVC	#
				Other (e.g., fiberglass)	#
18	In 2019, did your company perform any of the following types of work? (check all that apply)				
<input type="checkbox"/> Geothermal loop drilling (including open loop, closed loop, and standing column) <input type="checkbox"/> Drilling for construction markets (i.e., dewatering, elevator shafts) <input type="checkbox"/> Water Treatment/filtration/conditioning <input type="checkbox"/> Water Testing/laboratory services <input type="checkbox"/> Horizontal boreholes (and for which end market: water supply, environmental, or utility?) <input type="checkbox"/> Oil and gas drilling water supply wells (including for hydraulic fracturing) <input type="checkbox"/> Solar pumps/photovoltaic units <input type="checkbox"/> Other _____					
19	Did your company rehabilitate water wells during 2019? (In no, skip to question 21)			<input type="checkbox"/> YES <input type="checkbox"/> NO	
20	If your firm rehabilitates water wells, how many water wells did you rehabilitate (restoring efficiency through chemical, mechanical, or reconstructive methods) in each end-market segment during 2019?				
	Private residential (domestic)			#	
	Public supply (municipal, etc.)			#	
	Agricultural/irrigation/aquaculture			#	
	Industrial/commercial(but not mining, oil/gas, or thermoelectric)			#	
	Environmental/monitoring/observation			#	
	Heat pumps (closed loop wells, open loop wells, standing column wells)			#	
	Mining			#	
	Thermoelectric power plant cooling water			#	
	Oil/gas extraction supply water (including for hydraulic fracturing)			#	
Other (specify) _____			#		

21	In 2019, how much did your company spend on the following product categories?			
		New	Used	
	Mud Rotary	\$	\$	
	Air Rotary	\$	\$	
	Dual Rotary	\$	\$	
	Auger/Probe	\$	\$	
	Bucket	\$	\$	
	Cable Tool	\$	\$	
	Reverse Circulation	\$	\$	
	Horizontal/Directional	\$	\$	
	Sonic/Coring	\$	\$	
	Pump Hoists	\$	\$	
	Service Trucks	\$	\$	
	Water Trucks/Rig Tenders	\$	\$	
	Mud Recycling Systems	\$	\$	
	Backhoes/Trenchers/hydro hoes	\$	\$	
	Compressors	\$	\$	
	Stand-alone mud/grout pumps	\$	\$	
	Forklifts	\$	\$	
	Front-end Loaders	\$	\$	
Trailers	\$	\$		
Total	\$	\$		
22	In 2019, how much did your company spend on:		Water Testing	\$
			Well Permits/inspections	\$
23	In your market, what do you anticipate as the top 3 end-market segments to be in the next 12 months? (check only 3)			
	Private residential (domestic) Public supply (municipal, etc.) Agricultural/irrigation/aquaculture Industrial/commercial Environmental/monitoring/observation Heat pump/closed loop boreholes Thermoelectric Oil/gas extraction Drought mitigation	Hazardous waste sites/landfills Groundwater testing Underground storage tanks Recovery wells Real estate inspections Solar pumps/photovoltaic units Other _____ Other _____ Other _____		
24	What is your expected change in gross sales volume in 2020 vs. 2019?			
	<input type="checkbox"/> Decrease more than 5% <input type="checkbox"/> Decrease 1%-5%	<input type="checkbox"/> Remain flat	<input type="checkbox"/> Increase 1%-5% <input type="checkbox"/> Increase more than 5%	
25	What is the number of light vehicles in fleet (e.g. F-150)?	#		
26	What is the number of heavy vehicles in fleet?	#		
27	What is the Property & Casualty Annual Premium (auto, Gen Liability, Equipment, Umbrella)?	\$		
28	What is the company's Worker's Compensation Experience MOD Factor?			
29	What is the company's Worker's Compensation Annual Premium?	\$		
30	What is the total number of employees participating in Health Plan?	#		
31	What is the company's Health Insurance Annual Premium?	\$		
32	Who is the company's current Health Insurance Provider?			

33 Do you provide any of the following to your employees?		YES	NO	Value
	Dental	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
	Vision	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
	Short Term Disability	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
	Long Term Disability	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
	Life Insurance	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
	Accident Policy	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
	TeleDoc Services/Coverage	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
34	Does your company have a Safety Handbook?	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
35	Do you provide environmental core sampling?	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
36	Do you currently carry pollution coverage?	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
37	Are Safety Data Sheets (SDS) available?	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
38	Is there on person CPR certified for each project site?	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
39	Do you carry Down the Hole coverage?	<input type="checkbox"/> YES	<input type="checkbox"/> NO	\$
40	How much do you spend on Safety each year?			\$
41	What is the Annual Gross Sales (retail)?			\$
42	Total Equipment Value (excluding drilling rigs, excavators, etc)?			\$

END SURVEY