



Prairie Quest

Case Study

Common Construction Wage Survey

Prairie Quest Consulting is an award-winning professional services firm with an impressive track record of public and private sector contracts. Put our wealth of expertise and experience to work, and discover new ways to increase profitability, expand markets, invest in employees, and move toward success.

Service Offerings Include

- Acquisition Management
- Project Management
- Business Process Analysis
- Advisory and Administrative Services
- Technology Services



Above what the customer expected:

To ensure that we were seen as a neutral entity, we sent survey staff to labor and contractor events where they could engage the participants and ask for participation. In labor categories that were selective or unique, the Prairie Quest team engaged those business owners directly through phone calls, emails and follow-up-specific emails.

Business Situation

Indiana's Common Construction Wage is collected by the Indiana Department of Workforce Development and presented to the Indiana Department of Labor. The [Indiana Department of Labor](#) is responsible for enforcing Indiana's Common Construction Wage Law [IC 5-16-7](#)). PQC was hired to engage as many of the state's construction firms as possible to participate. This project has been challenged in the past as it is politically fueled by both the construction associations and labor unions. PQC was engaged to design, distribute, collect and tabulate data for a Common Construction Wage survey on behalf of the Department of Workforce Development. This included:

- Draft, design and prepare the survey consistent with DWD and Indiana Code requirements.
- Determine means to and send survey to contractors.
- Organize survey responses to separate heavy/highway responses from commercial/building.
- Alphabetize survey responses by county and, within each county, by company name.
- Review common wages and fringe benefits to identify unexpected results such as inconsistent wage rates or extremely low fringe benefits.
- Cross-reference unexpected results with the hard copy survey responses to eliminate data entry as a possible reason for the resulting value.
- Follow-up with respondents via phone, e-mail or letter if accuracy of submitted data is in question or when requested by DWD to verify accuracy.
- Present a report to DWD summarizing the above analysis and correcting errors if found.
- Summarize all average, mean and mode wage rates, including fringe benefits and breakdowns by county that show the affected categories for each county.

PQC partnered with Purdue University to provide a PhD in Statistics to assist with the analysis of the data. Upon inception of the project, our team worked closely with the Dept. of Workforce Development team to develop the survey and then worked with the unions and the constructions associations to create buy in. Meetings were held across the state, and our team engaged parties on both sides to create a transparent process and worked to engage more results. Upon transmission of the survey to the business owners, our team worked to answer questions, determine if companies were exempt from the survey and identify gaps in data that was provided by the state for businesses. Our team engaged a 40% increase in responses from the previous contractor. Once data was returned, the team worked to cleanse the data submitted and to provide variant data to the customer when made available. During the process of analyzing the results, PQC identified over 300 small business firms that were not on the state's roles.