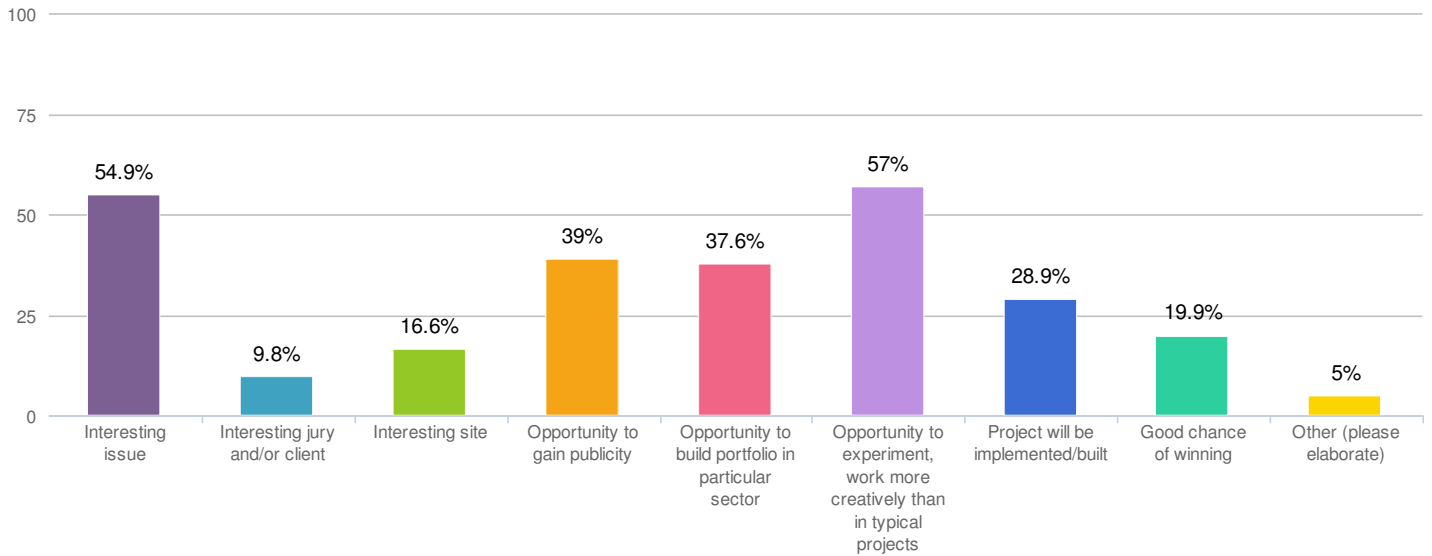


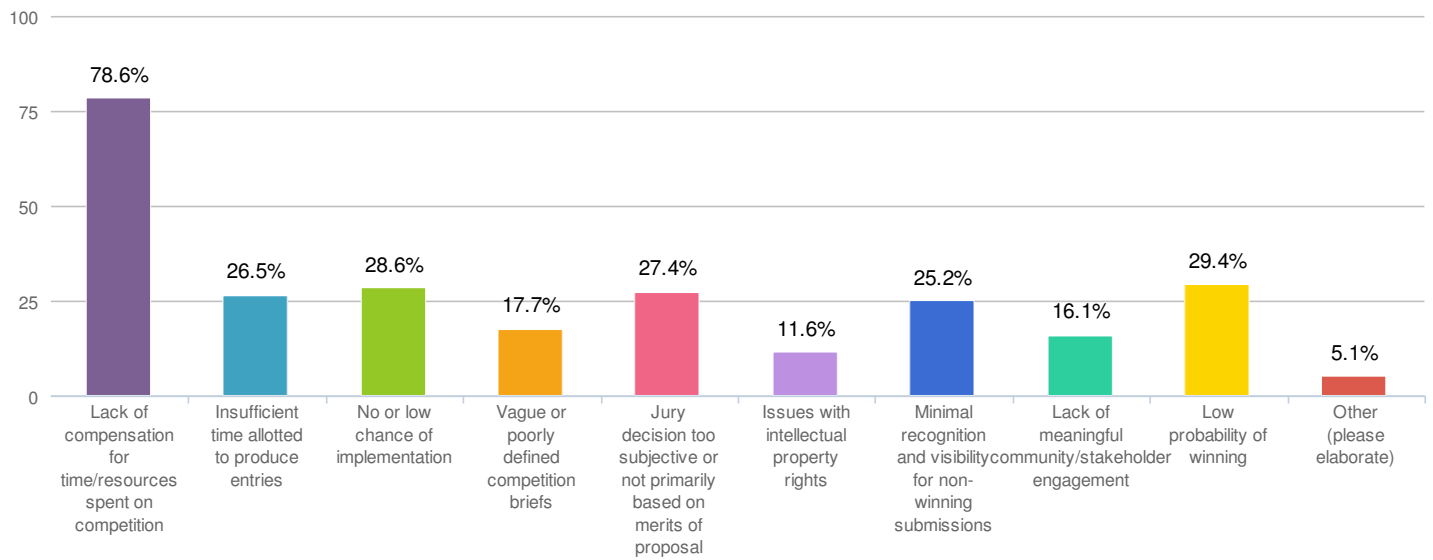
New Summary Report - 03 March 2015

1. What are the main reasons you/your firm enter design competitions? Select up to three of the following:



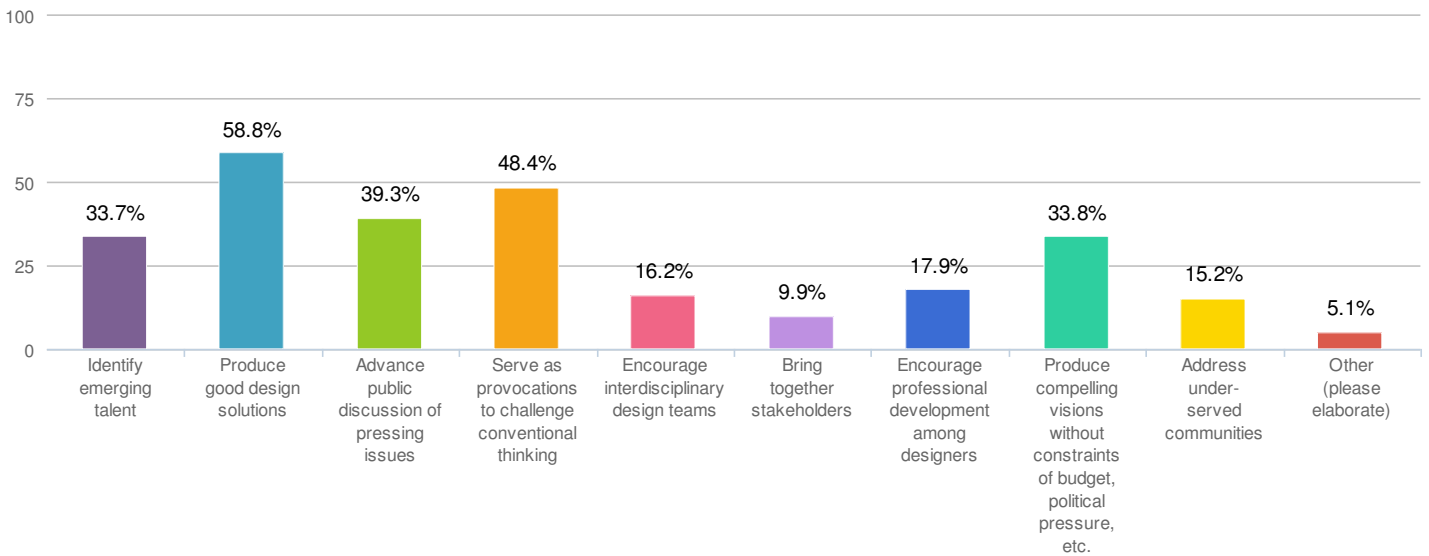
Interesting issue	54.9%		776
Interesting jury and/or client	9.8%		138
Interesting site	16.6%		234
Opportunity to gain publicity	39.0%		551
Opportunity to build portfolio in particular sector	37.6%		532
Opportunity to experiment, work more creatively than in typical projects	57.0%		806
Project will be implemented/built	28.9%		409
Good chance of winning	19.9%		282
Other (please elaborate)	5.0%		71
Total			1,414

2. What are key limitations to your/your firm's participation in design competitions? Select up to three of the following:



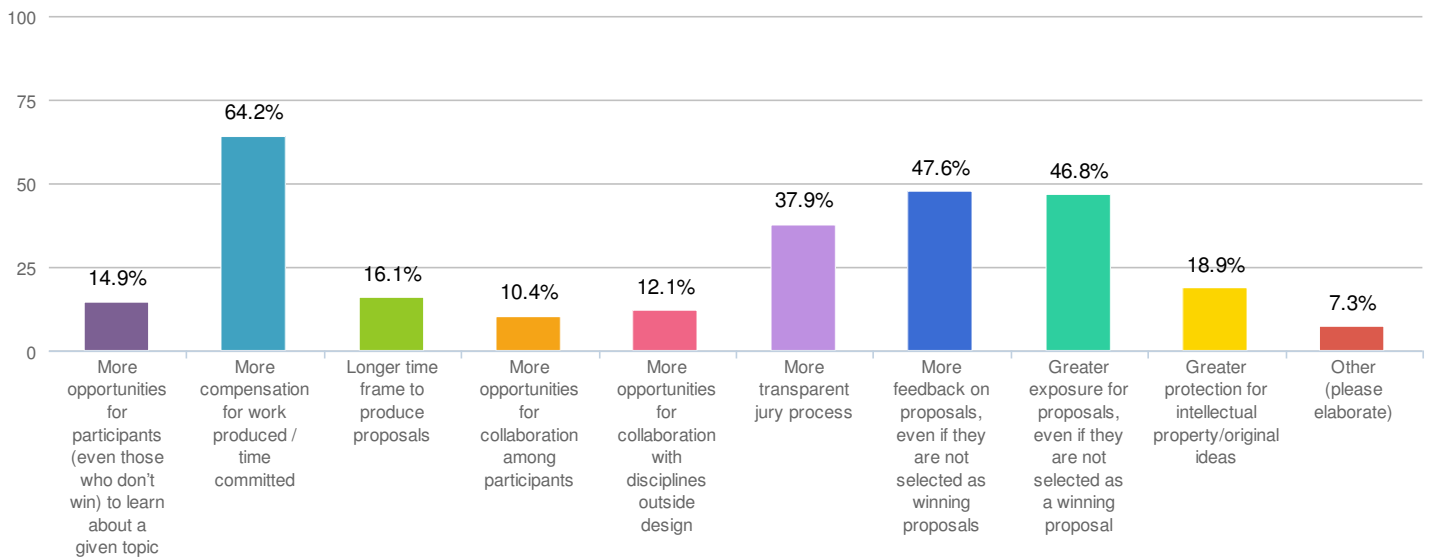
Lack of compensation for time/resources spent on competition	78.6%		1,112
Insufficient time allotted to produce entries	26.5%		375
No or low chance of implementation	28.6%		405
Vague or poorly defined competition briefs	17.7%		250
Jury decision too subjective or not primarily based on merits of proposal	27.4%		387
Issues with intellectual property rights	11.6%		164
Minimal recognition and visibility for non-winning submissions	25.2%		356
Lack of meaningful community/stakeholder engagement	16.1%		228
Low probability of winning	29.4%		415
Other (please elaborate)	5.1%		72
		Total	1,414

3. What should be strategic goals of design competitions? Select up to three of the following:



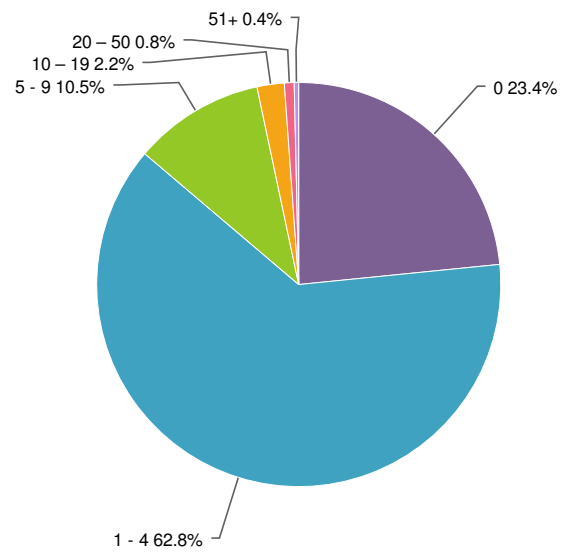
Identify emerging talent	33.7%		476
Produce good design solutions	58.8%		832
Advance public discussion of pressing issues	39.3%		556
Serve as provocations to challenge conventional thinking	48.4%		684
Encourage interdisciplinary design teams	16.2%		229
Bring together stakeholders	9.9%		140
Encourage professional development among designers	17.9%		253
Produce compelling visions without constraints of budget, political pressure, etc.	33.8%		478
Address under-served communities	15.2%		215
Other (please elaborate)	5.1%		72
Total			1,414

4. Which of the following would make design competitions more appealing to you/your firm? Select up to three of the following:



More opportunities for participants (even those who don't win) to learn about a given topic	14.9%		211
More compensation for work produced / time committed	64.2%		908
Longer time frame to produce proposals	16.1%		227
More opportunities for collaboration among participants	10.4%		147
More opportunities for collaboration with disciplines outside design	12.1%		171
More transparent jury process	37.9%		536
More feedback on proposals, even if they are not selected as winning proposals	47.6%		673
Greater exposure for proposals, even if they are not selected as a winning proposal	46.8%		662
Greater protection for intellectual property/original ideas	18.9%		267
Other (please elaborate)	7.3%		103
Total			1,414

6. In the last two years, how many competitions have you entered?

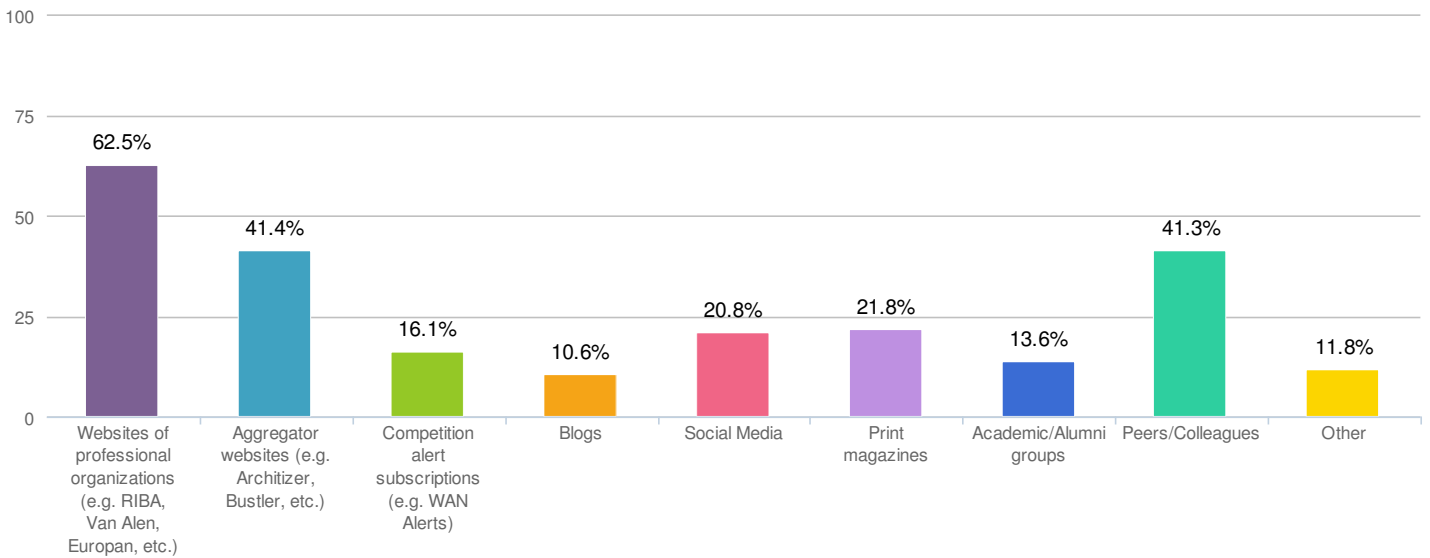


0	23.4%		331
1 - 4	62.8%		888
5 - 9	10.5%		148
10 - 19	2.2%		31
20 - 50	0.8%		11
51+	0.4%		5
Total			1,414

Statistics

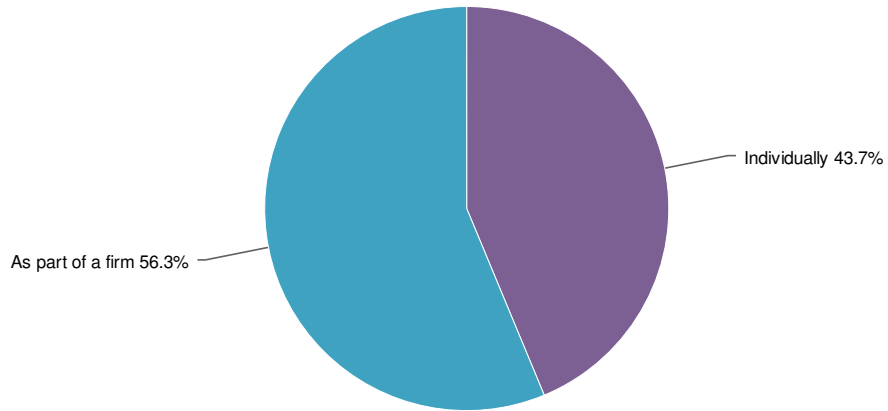
Sum	2,413.0
Average	1.7
StdDev	3.9
Max	51.0

7. How do you/your firm usually learn about new design competitions? Select up to three of the following:



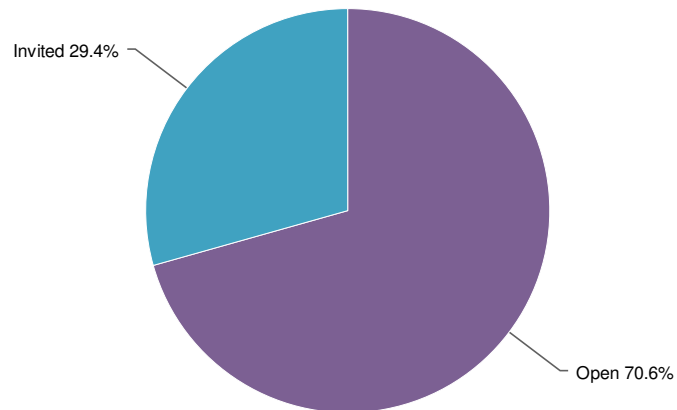
Websites of professional organizations (e.g. RIBA, Van Alen, Europan, etc.)	62.5%		883
Aggregator websites (e.g. Architizer, Bustler, etc.)	41.4%		585
Competition alert subscriptions (e.g. WAN Alerts)	16.1%		228
Blogs	10.6%		150
Social Media	20.8%		294
Print magazines	21.8%		308
Academic/Alumni groups	13.6%		192
Peers/Colleagues	41.3%		584
Other	11.8%		166
		Total	1,413

8. Do you enter the majority of design competitions individually or as part of a firm?



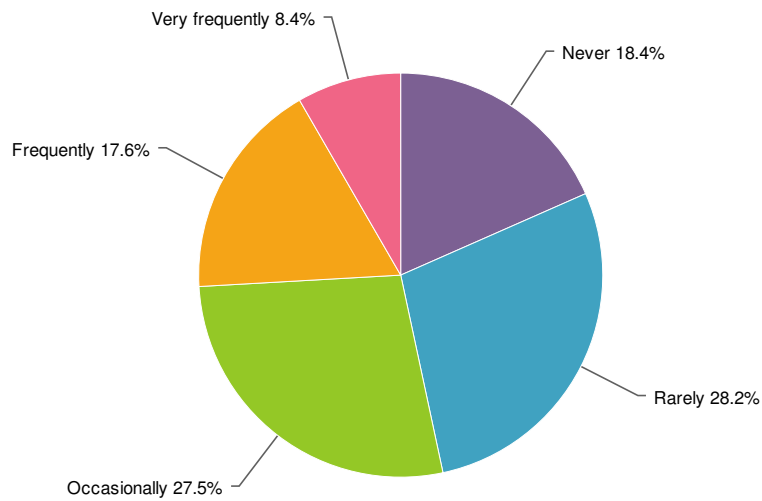
Individually	43.7%		618
As part of a firm	56.3%		795
Total			1,413

9. Do you/your firm primarily enter open or invited design competitions?



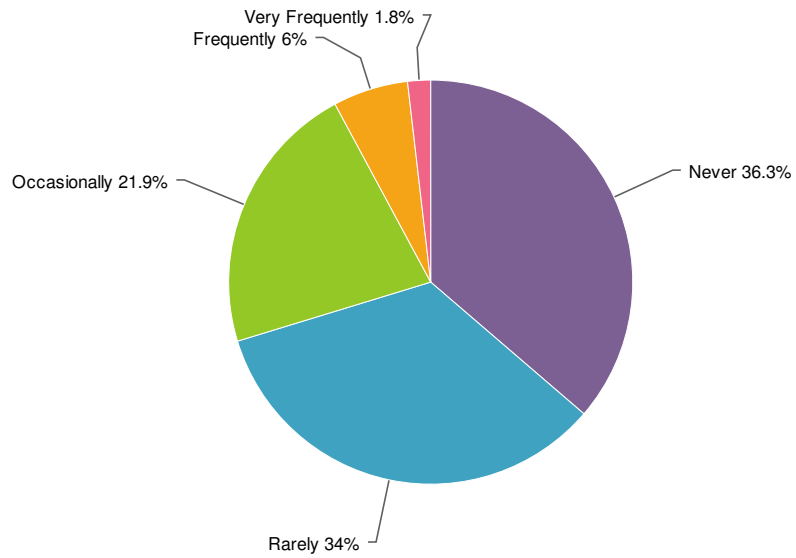
Open	70.6%		998
Invited	29.4%		415
Total			1,413

10. How frequently are you/your firm required to work with other design professions in the design competitions that you/your firm have entered (e.g. architecture, landscape architecture, planning, etc.)?



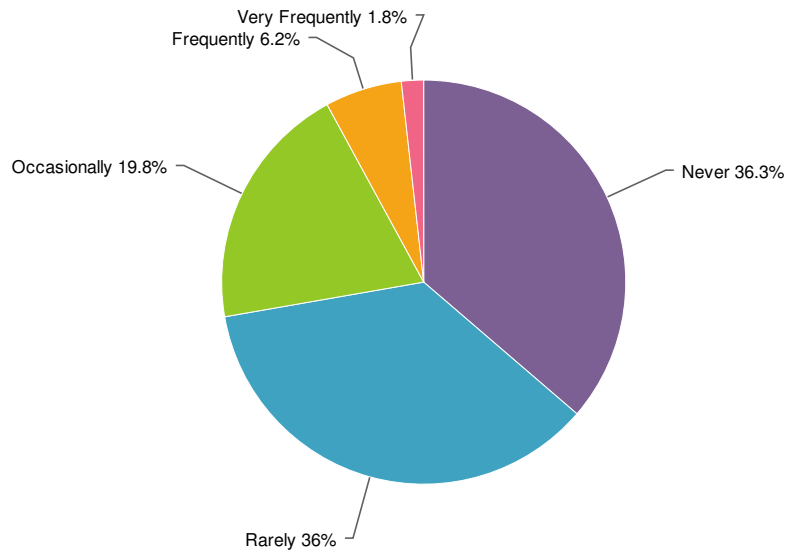
Never	18.4%		260
Rarely	28.2%		399
Occasionally	27.5%		388
Frequently	17.6%		248
Very frequently	8.4%		118
Total			1,413

11. How frequently are you/your firm required to work with other non-design professions in the design competitions that you/your firm have entered (e.g. finance, ecology, social sciences, etc.)?



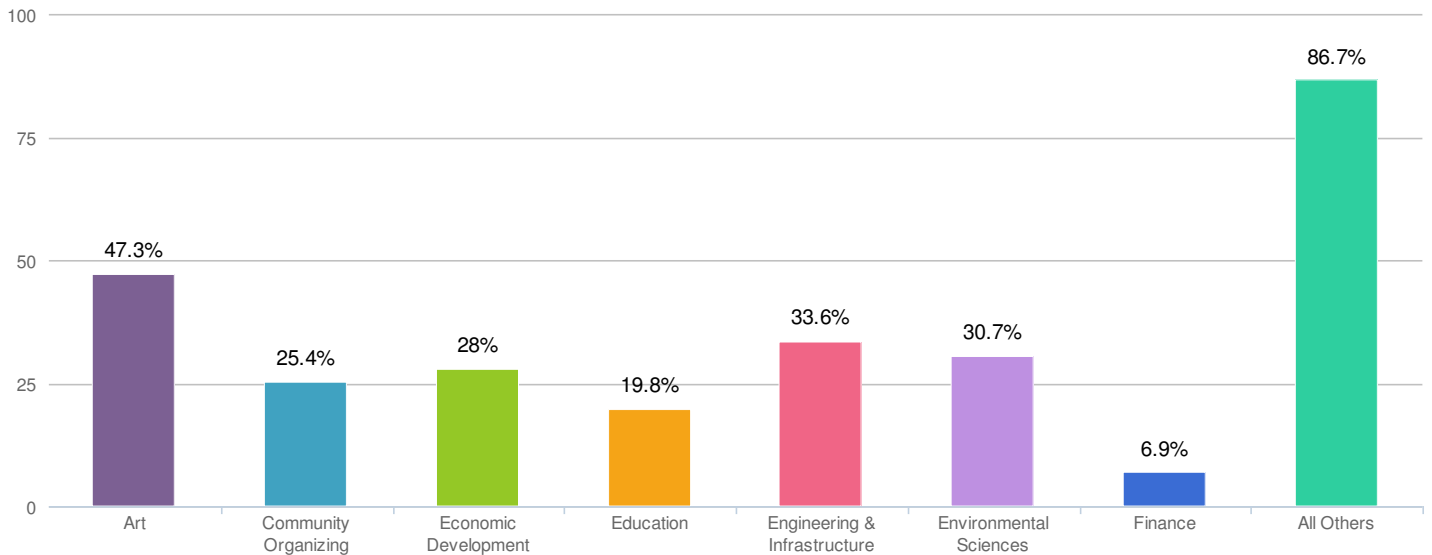
Never	36.3%		513
Rarely	34.0%		480
Occasionally	21.9%		309
Frequently	6.0%		85
Very Frequently	1.8%		26
		Total	1,413

12. How frequently are you/your firm required you to engage the general public in some way in the design competitions that you/your firm have entered?



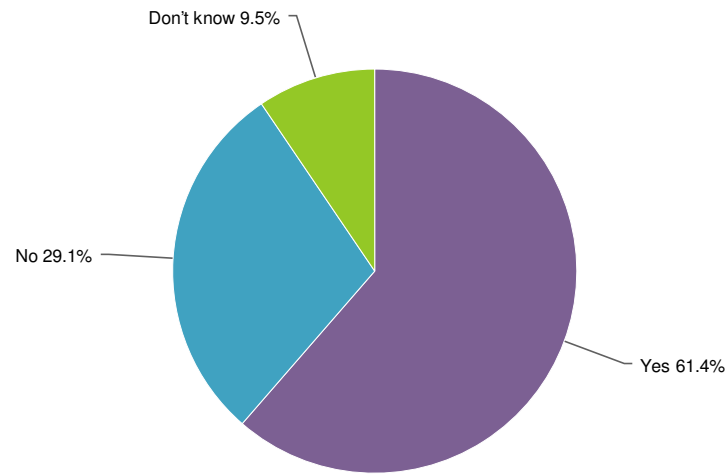
Never	36.3%		513
Rarely	36.0%		508
Occasionally	19.8%		280
Frequently	6.2%		87
Very Frequently	1.8%		25
		Total	1,413




13. What professions outside of design would you/your firm like to work with on a competition? Select up to three of the following:



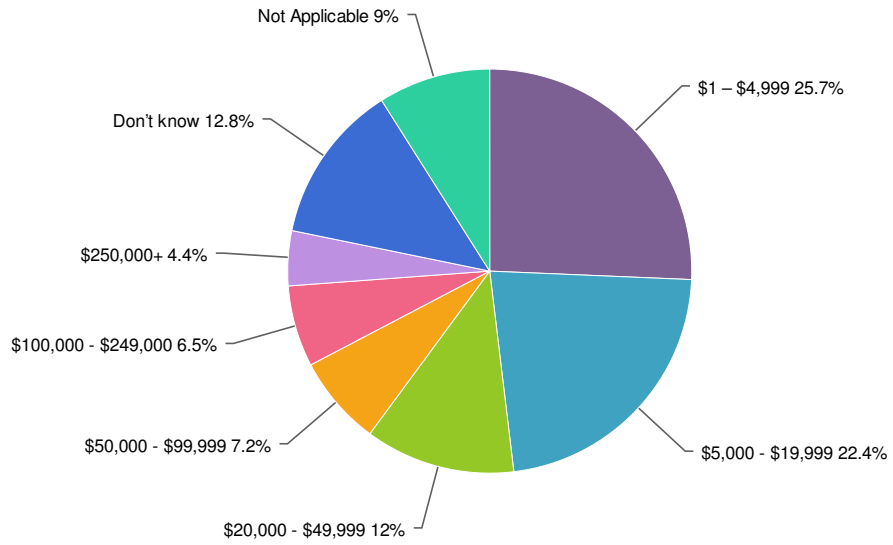
Art	47.3%		667
Community Organizing	25.4%		358
Economic Development	28.0%		395
Education	19.8%		279
Engineering & Infrastructure	33.6%		473
Environmental Sciences	30.7%		433
Finance	6.9%		97
Health and Medicine	10.8%		152
Journalism	2.8%		40
Law	1.6%		23
Policy & Public Administration	14.8%		208
Real Estate Development	25.0%		353
Technology	26.2%		370
Other	5.5%		78
Total			1,410









15. Do you/your firm estimate the total costs (time and/or money) of entering a design competition before entering?



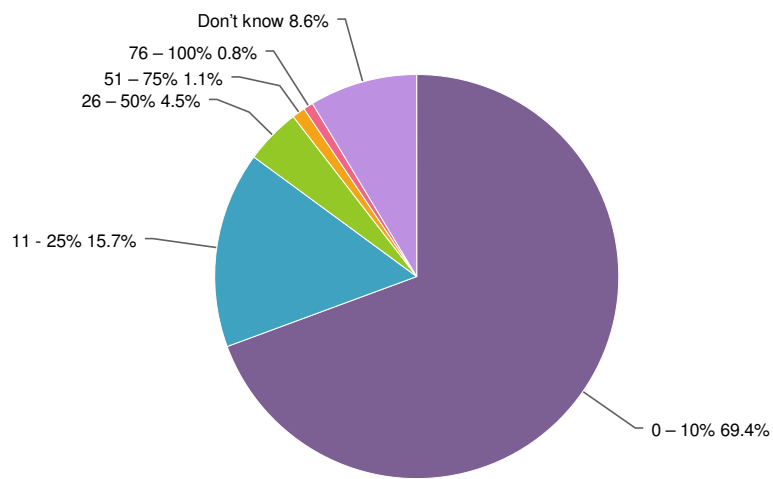
Yes	61.4%		868
No	29.1%		412
Don't know	9.5%		134
Total			1,414

16. What would you estimate is the most you have/your firm has spent including staff time on a design competition?



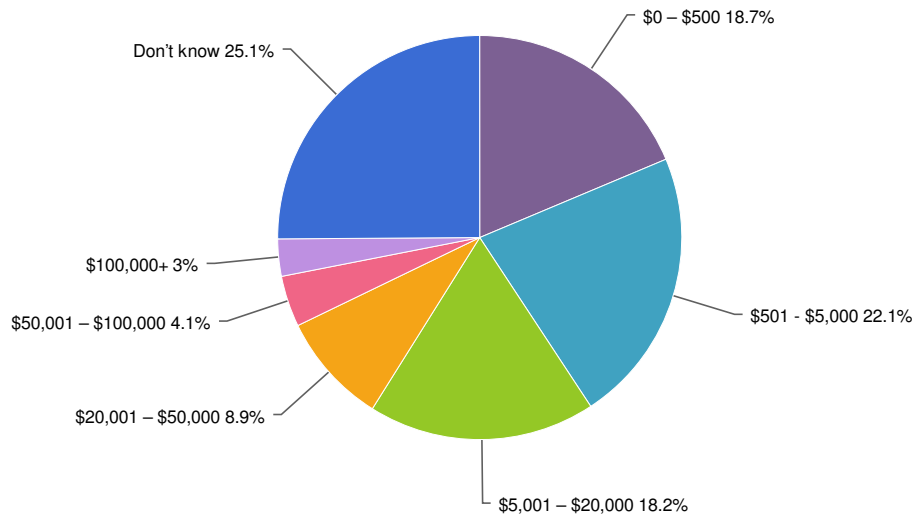
\$1 - \$4,999	25.7%		363
\$5,000 - \$19,999	22.4%		317
\$20,000 - \$49,999	12.0%		170
\$50,000 - \$99,999	7.2%		102
\$100,000 - \$249,000	6.5%		92
\$250,000+	4.4%		62
Don't know	12.8%		181
Not Applicable	9.0%		127
Total			1,414

17. Approximately what percentage of your/your firm's time is spent on design competitions?



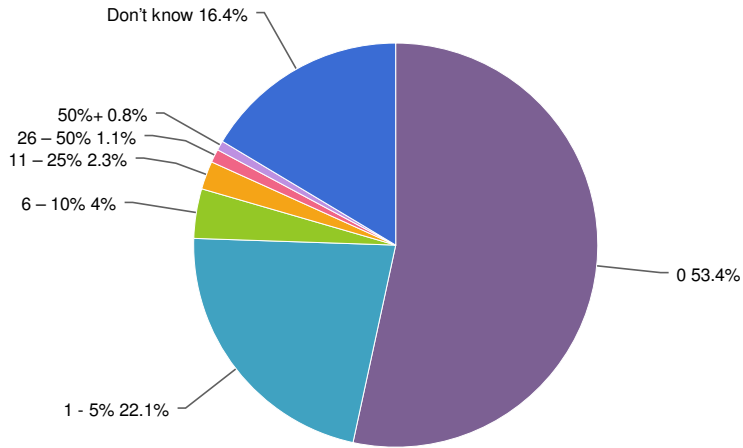
				Statistics	
0 - 10%	69.4%		981	Sum	5,681.0
11 - 25%	15.7%		222	Average	18.3
26 - 50%	4.5%		63	StdDev	14.8
51 - 75%	1.1%		15	Max	76.0
76 - 100%	0.8%		11		
Don't know	8.6%		122		
Total			1,414		

18. What is the average financial award offered for the design competitions you/your firm have entered?



\$0 - \$500	18.7%		264
\$501 - \$5,000	22.1%		312
\$5,001 - \$20,000	18.2%		257
\$20,001 - \$50,000	8.9%		126
\$50,001 - \$100,000	4.1%		58
\$100,000+	3.0%		42
Don't know	25.1%		355
Total			1,414

19. Approximately what percentage of your/your firm's annual gross income/revenue comes from competition awards/prizes?

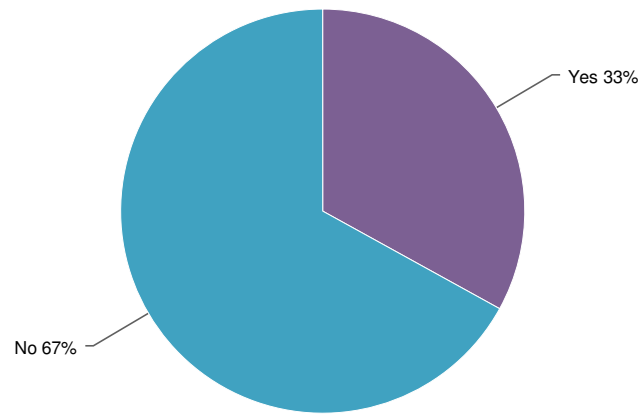



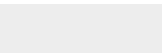


0	53.4%		755
1 - 5%	22.1%		313
6 - 10%	4.0%		56
11 - 25%	2.3%		32
26 - 50%	1.1%		15
50%+	0.8%		11
Don't know	16.4%		232
Total			1,414

Statistics

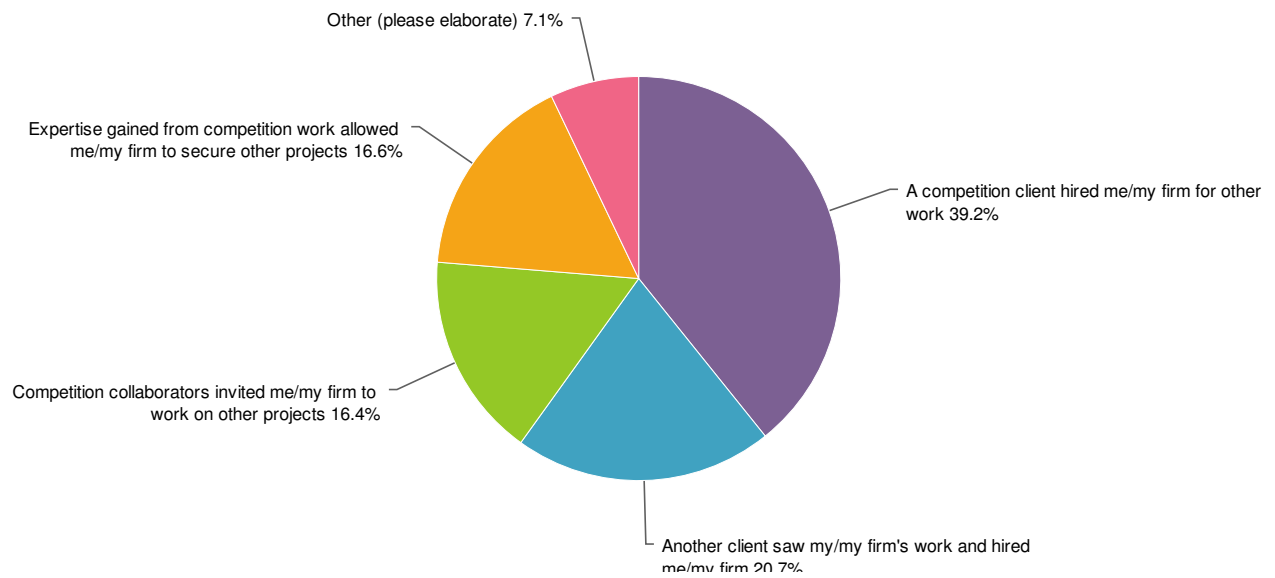
Sum	1,941.0
Average	1.6
StdDev	5.9
Max	50.0

20. Have the design competitions you/your firm entered led directly to getting additional paid work for you/your firm?



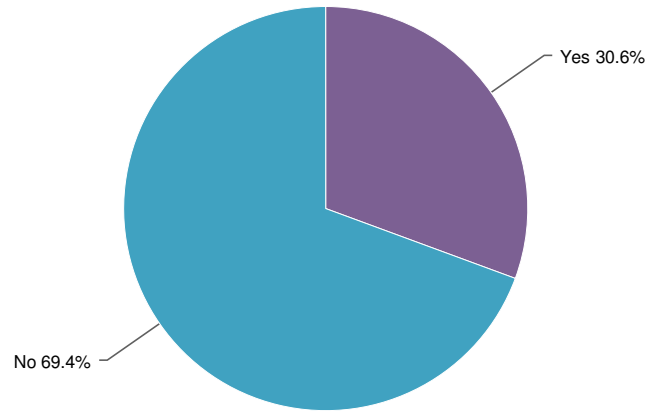
Yes	33.0%			467
No	67.0%			947
Total				1,414





21. If yes, how have design competitions usually led to you/your firm getting additional paid work?



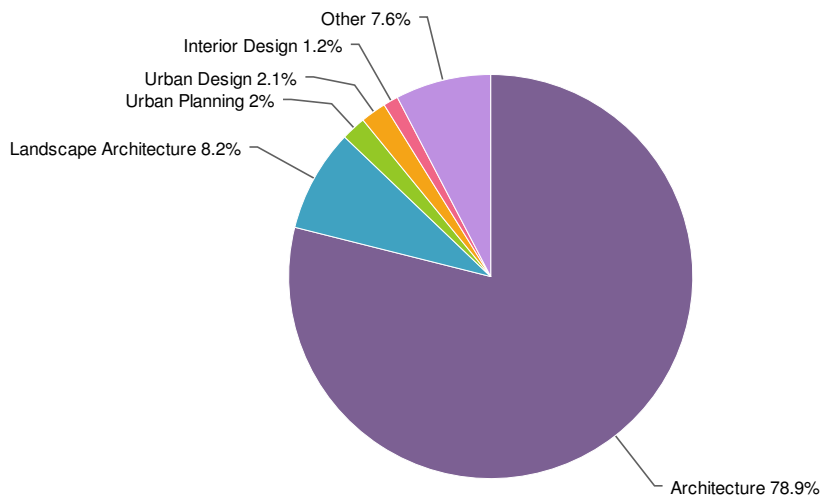
A competition client hired me/my firm for other work	39.2%		182
Another client saw my/my firm's work and hired me/my firm	20.7%		96
Competition collaborators invited me/my firm to work on other projects	16.4%		76
Expertise gained from competition work allowed me/my firm to secure other projects	16.6%		77
Other (please elaborate)	7.1%		33
		Total	464

22. Do you usually continue to develop/work on materials after the competition deadline?



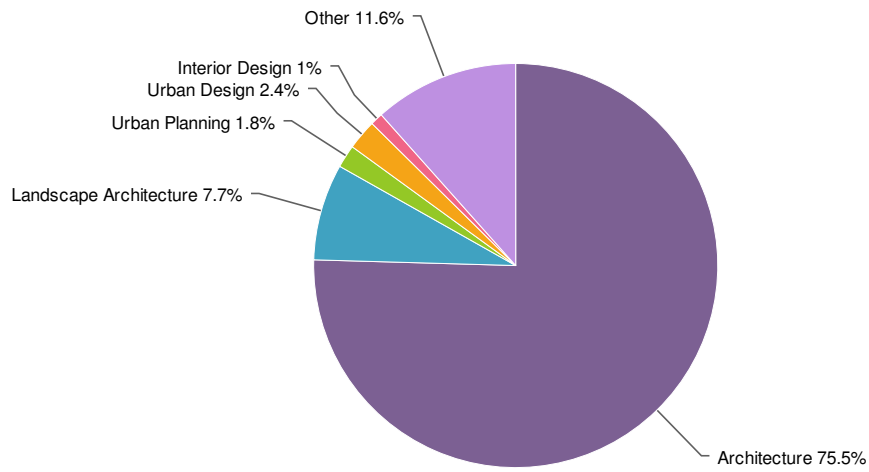
Yes	30.6%			433
No	69.4%			981
Total				1,414

24. What is your primary professional background?



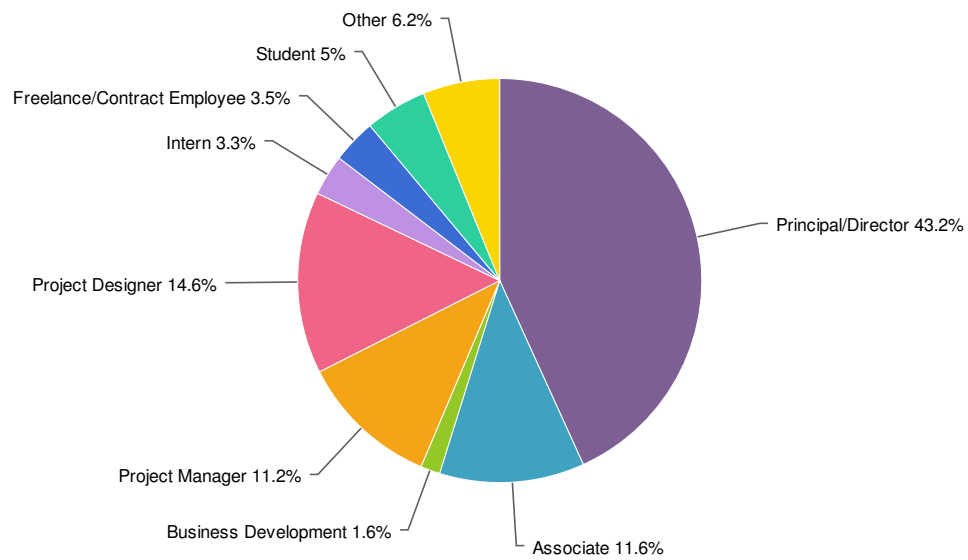
Architecture	78.9%		1,116
Landscape Architecture	8.2%		116
Urban Planning	2.0%		28
Urban Design	2.1%		29
Interior Design	1.2%		17
Other	7.6%		108
		Total	1,414

25. What is your/your firm's primary professional practice?



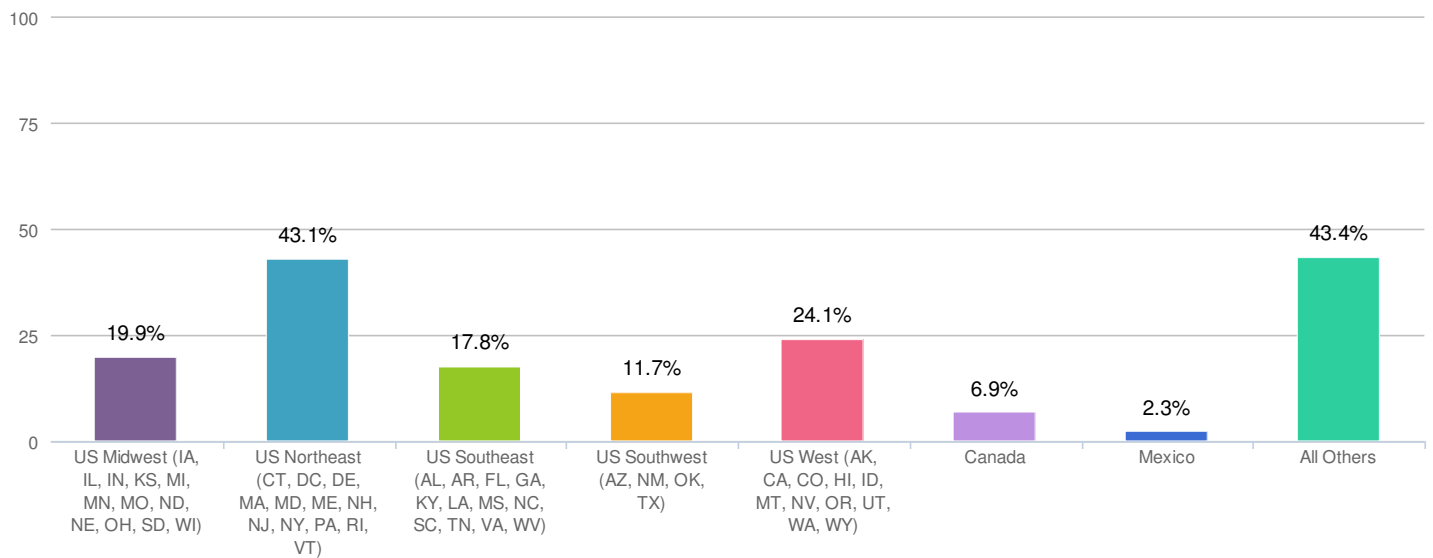
Architecture	75.5%		1,067
Landscape Architecture	7.7%		109
Urban Planning	1.8%		26
Urban Design	2.4%		34
Interior Design	1.0%		14
Other	11.6%		164
Total			1,414

26. Which of the following most closely describes your job title?



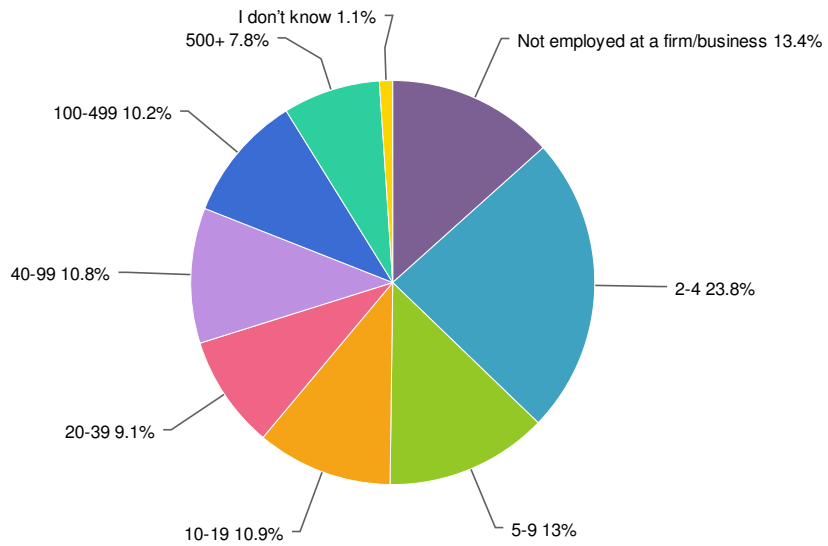
Principal/Director	43.2%		611
Associate	11.6%		164
Business Development	1.6%		22
Project Manager	11.2%		158
Project Designer	14.6%		206
Intern	3.3%		46
Freelance/Contract Employee	3.5%		50
Student	5.0%		70
Other	6.2%		87
		Total	1,414










27. Where do you/your firm currently have offices located? Select all that apply.



US Midwest (IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI)	19.9%		281
US Northeast (CT, DC, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VT)	43.1%		610
US Southeast (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)	17.8%		251
US Southwest (AZ, NM, OK, TX)	11.7%		165
US West (AK, CA, CO, HI, ID, MT, NV, OR, UT, WA, WY)	24.1%		340
Canada	6.9%		98
Mexico	2.3%		33
South America	4.8%		68
Europe	15.9%		225
Asia	11.7%		166
Africa	1.1%		15
Australia	3.6%		51
Middle East	6.3%		89
Total			1,414

28. What is the total number of persons who work at your firm or business?

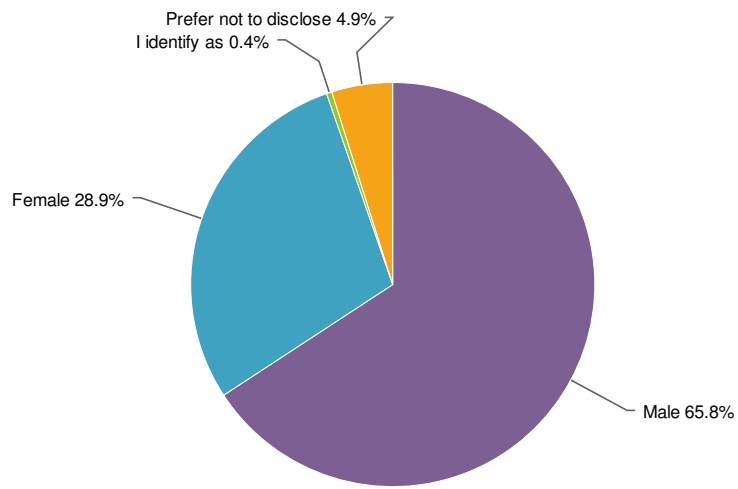


Not employed at a firm/business	13.4%		189
2-4	23.8%		337
5-9	13.0%		184
10-19	10.9%		154
20-39	9.1%		128
40-99	10.8%		153
100-499	10.2%		144
500+	7.8%		110
I don't know	1.1%		15
Total			1,414

Statistics

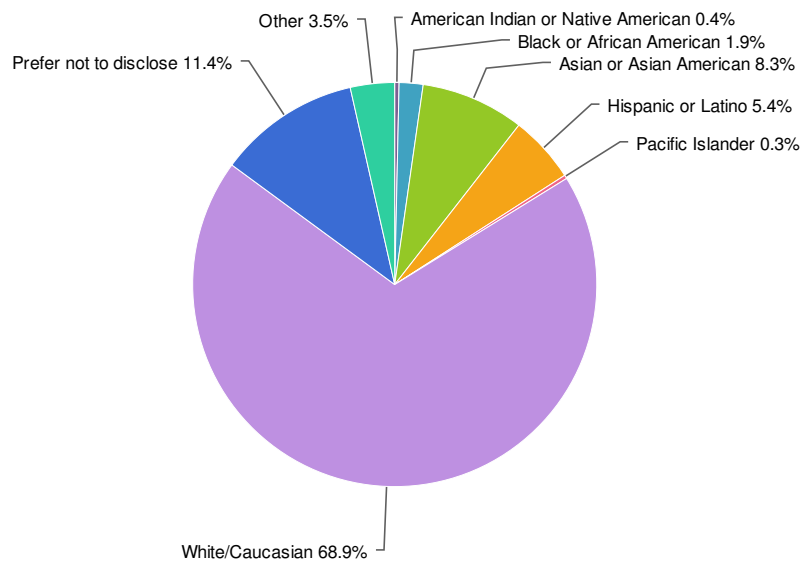
Sum	81,214.0
Average	67.1
StdDev	140.3
Max	500.0

29. What is your gender identity?



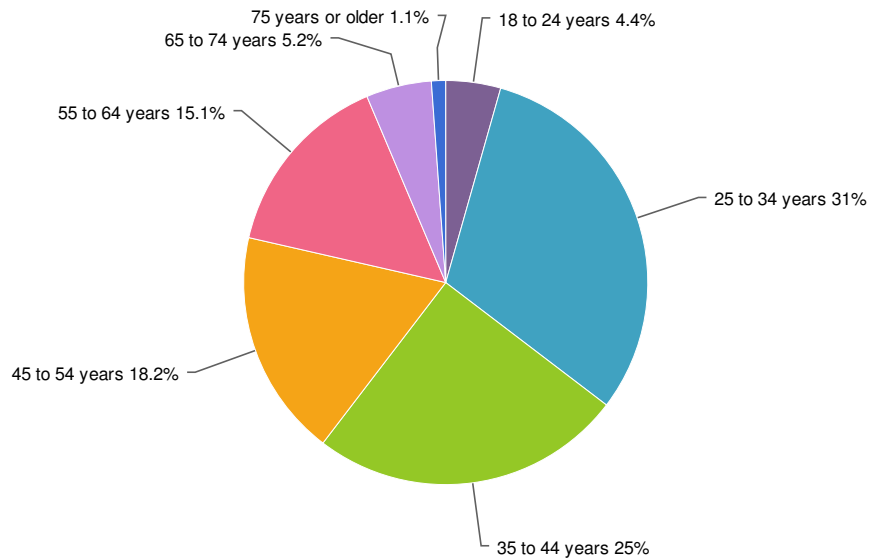
Male	65.8%		930
Female	28.9%		409
Trans*	0.0%		0
I identify as	0.4%		6
Prefer not to disclose	4.9%		69
		Total	1,414

30. Which racial or ethnic group do you most identify with?



American Indian or Native American	0.4%		5
Black or African American	1.9%		27
Asian or Asian American	8.3%		117
Hispanic or Latino	5.4%		76
Pacific Islander	0.3%		4
White/Caucasian	68.9%		974
Prefer not to disclose	11.4%		161
Other	3.5%		50
Total			1,414

31. What is your age?



				Statistics	
18 to 24 years	4.4%		62	Sum	53,746.0
25 to 34 years	31.0%		438	Average	38.0
35 to 44 years	25.0%		354	StdDev	13.4
45 to 54 years	18.2%		257	Max	75.0
55 to 64 years	15.1%		213		
65 to 74 years	5.2%		74		
75 years or older	1.1%		16		
Total			1,414		

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Count	Response
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URL Variable: elqcampaignid

Count	Response
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URL Variable: utm_campaign

Count	Response
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1	Jan5 E-news

URL Variable: utm_medium

Count	Response
5	email

URL Variable: utm_source

Count	Response
4	Design February 2015 newsletter
1	February 16 ENews