

Questionnaire – December 2008

INTRODUCTION

Good a.m. / p.m. We are an independent research company working on behalf of the X. The X currently provide bonds for Road and Sewers for certain builders and are considering introducing a road and sewer bond service to help all builders. If you can spare 5 minutes we just require a bit of feedback to ensure the propositions being considered will be appropriate for a company such as yours.

Q1 Do you normally organise the road and sewer bonds for developments?

Yes	[]	CONTINUE
No	[]	THANKS AND CLOSE

I. CURRENT BONDING USE

Q2. How many different building sites does your company work on in a typical year?

[]
Don't know

Q3 If we consider those sites you work on in a typical year, how many normally require bonding for road and sewers?

[]
Don't know

Q4 Where do you currently source bonds from?

Your bank
Other source
Don't know THANK AND CLOSE

II. COST OF BONDS

Q5 What annual percentage premium do you currently pay for your road and sewer bonds (percentage of bond value)?

[]%
Don't know

Q6 In addition to the premium, do you have to pay any set up or admin charges to the bondsman?

Yes	GO TO Q6a
No	GO TO Q7
Don't Know	GO TO Q7

Q6a What are the set up / admin charges?

£ []
Don't know

Q7 How many times per year do you pay the premium for the road and sewer bonds?

Once/annual
Twice per year
Four times per year
More than four times per year
Don't know/unsure

III. BOND SECURITY

Q8 Do you have to provide any security for your road and sewer bonds over that given for your normal funding arrangement with your bank or other provider?

Yes GO TO Q8a
No GO TO Q9
Don't Know GO TO Q9

Q8a What additional security do you have to provide to secure the road and sewer bonds?
PROMPT AND SELECT ALL THAT APPLY

Charge over all or part of your land bank / properties
Charge over other business assets
Personal securities
Provide other securities
Don't know/unsure

IV. IMPACT OF BONDS ON BORROWING LIMITS

Q9 Are bonds set against any borrowing limit with your bank in that the bond value reduces the funds available to you?

Yes
No
Don't Know

Q9a Has this been a problem in the past?

Yes
No
Don't Know

Q9b Do you expect it to be a problem over the next 1 or 2 years?

Yes
No
Don't Know

Q10 If an alternate source of road and sewer bonds was made available that did not affect your bank borrowing limit is this a facility you are likely to consider paying a slight increase in premium for? Please answer on a 7-point scale where 1 is not at all likely and 7 is extremely likely.

[]

V. PROVISION OF ROAD AND SEWER BONDS FROM THE X

Q11 The X are considering providing road and sewer bonds to enable developers to have another alternative to the banks. If this facility is provided for the same premium as your current bond source would you consider road and sewer bonds from the X? Please answer on a 7-point scale where 1 is not at all likely and 7 is extremely likely.

[]

Q12 Finally, what annual premium would you expect to pay for an X road and sewer bond?

[]%
Don't know

VI PROFILE

Q13 Finally, for the purpose of classification can you please advise your job role?

MD/Owner
Finance Manager/Director
Company Secretary/Legal/Solicitor
Project Manager/Director
Engineering Manager/Director
Construction Manager/Director
Technical Manager/Director
Administration/office
Other
Don't know

THANK AND CLOSE