

GRANITE CONSTRUCTION INC
Form 10-Q
May 08, 2012

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT
OF 1934
For the quarterly period ended March 31, 2012

OR
 TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT
OF 1934
For the transition period from _____ to _____

Commission File Number: 1-12911

GRANITE CONSTRUCTION INCORPORATED

State of Incorporation:
Delaware

I.R.S. Employer Identification Number:
77-0239383

Address of principal executive offices:
585 W. Beach Street
Watsonville, California 95076
(831) 724-1011

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).
Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of April 27, 2012.

| Class | Outstanding |
|--------------------------------|-------------------|
| Common Stock, \$0.01 par value | 38,647,196 shares |

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PART I. FINANCIAL INFORMATION

Item 1. FINANCIAL STATEMENTS

GRANITE CONSTRUCTION INCORPORATED
 CONDENSED CONSOLIDATED BALANCE SHEETS
 (Unaudited - in thousands, except share and per share data)

| | March 31, 2012 | December 31, 2011 | March 31, 2011 |
|---|-------------------|----------------------|-------------------|
| ASSETS | | | |
| Current assets | | | |
| Cash and cash equivalents | \$226,226 | \$256,990 | \$240,768 |
| Short-term marketable securities | 70,444 | 70,408 | 83,084 |
| Receivables, net | 208,707 | 251,838 | 170,441 |
| Costs and estimated earnings in excess of billings | 49,962 | 37,703 | 33,302 |
| Inventories | 67,782 | 50,975 | 56,899 |
| Real estate held for development and sale | 58,363 | 67,037 | 77,128 |
| Deferred income taxes | 38,571 | 38,571 | 52,583 |
| Equity in construction joint ventures | 91,951 | 101,029 | 78,773 |
| Other current assets | 34,882 | 35,171 | 44,059 |
| Total current assets | 846,888 | 909,722 | 837,037 |
| Property and equipment, net | 442,132 | 447,140 | 468,929 |
| Long-term marketable securities | 70,114 | 79,250 | 46,251 |
| Investments in affiliates | 30,972 | 31,071 | 28,893 |
| Other noncurrent assets | 79,849 | 80,616 | 83,478 |
| Total assets | \$1,469,955 | \$1,547,799 | \$1,464,588 |
| LIABILITIES AND EQUITY | | | |
| Current liabilities | | | |
| Current maturities of long-term debt | \$9,102 | \$9,102 | \$8,351 |
| Current maturities of non-recourse debt | 19,765 | 23,071 | 17,740 |
| Accounts payable | 129,480 | 158,660 | 94,688 |
| Billings in excess of costs and estimated earnings | 87,370 | 90,845 | 113,347 |
| Accrued expenses and other current liabilities | 148,196 | 166,790 | 144,584 |
| Total current liabilities | 393,913 | 448,468 | 378,710 |
| Long-term debt | 208,501 | 208,501 | 216,852 |
| Long-term non-recourse debt | 1,371 | 9,912 | 30,454 |
| Other long-term liabilities | 50,011 | 49,221 | 47,943 |
| Deferred income taxes | 3,393 | 4,034 | 11,048 |
| Commitments and contingencies | | | |
| Equity | | | |
| Preferred stock, \$0.01 par value, authorized 3,000,000 shares, none outstanding | — | — | — |
| Common stock, \$0.01 par value, authorized 150,000,000 shares; issued and outstanding 38,621,370 shares as of March 31, 2012, 38,682,771 shares as of December 31, 2011 and 38,634,470 shares as of March 31, 2011 | 386 | 387 | 386 |
| Additional paid-in capital | 110,432 | 111,514 | 102,548 |

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| | | | |
|--|-------------|-------------|-------------|
| Retained earnings | 670,462 | 687,296 | 642,354 |
| Total Granite Construction Incorporated shareholders' equity | 781,280 | 799,197 | 745,288 |
| Noncontrolling interests | 31,486 | 28,466 | 34,293 |
| Total equity | 812,766 | 827,663 | 779,581 |
| Total liabilities and equity | \$1,469,955 | \$1,547,799 | \$1,464,588 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

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GRANITE CONSTRUCTION INCORPORATED
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited - in thousands, except per share data)

| Three Months Ended March 31, | 2012 | 2011 |
|--|-----------|------------|
| Revenue | | |
| Construction | \$117,946 | \$92,692 |
| Large project construction | 163,928 | 137,820 |
| Construction materials | 25,623 | 23,798 |
| Real estate | 2,663 | 2,421 |
| Total revenue | 310,160 | 256,731 |
| Cost of revenue | | |
| Construction | 109,366 | 87,139 |
| Large project construction | 141,679 | 106,522 |
| Construction materials | 31,573 | 31,068 |
| Real estate | 2,606 | 2,014 |
| Total cost of revenue | 285,224 | 226,743 |
| Gross profit | 24,936 | 29,988 |
| Selling, general and administrative expenses | 43,188 | 43,372 |
| Gain on sales of property and equipment | 1,917 | 2,704 |
| Operating loss | (16,335 |) (10,680 |
| Other income (expense) | | |
| Interest income | 1,044 | 1,244 |
| Interest expense | (3,182 |) (3,356 |
| Equity in loss of affiliates | (617 |) (257 |
| Other income, net | 6,871 | 570 |
| Total other income (expense) | 4,116 | (1,799 |
| Loss before benefit from income taxes | (12,219 |) (12,479 |
| Benefit from income taxes | (3,532 |) (5,223 |
| Net loss | (8,687 |) (7,256 |
| Amount attributable to noncontrolling interests | (3,086 |) (1,751 |
| Net loss attributable to Granite Construction Incorporated | \$(11,773 |) \$(9,007 |
| Net loss per share attributable to common shareholders (see Note 13) | | |
| Basic | \$(0.31 |) \$(0.24 |
| Diluted | \$(0.31 |) \$(0.24 |
| Weighted average shares of common stock | | |
| Basic | 38,265 | 37,963 |
| Diluted | 38,265 | 37,963 |
| Dividends per common share | \$0.13 | \$0.13 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

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GRANITE CONSTRUCTION INCORPORATED
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited - in thousands)

| Three Months Ended March 31, | 2012 | 2011 |
|---|------------|-------------|
| Operating activities | | |
| Net loss | \$ (8,687 |) \$ (7,256 |
| Adjustments to reconcile net loss to net cash (used in) provided by operating activities: | | |
| Depreciation, depletion and amortization | 14,961 | 15,291 |
| Gain from restructuring, net | (1,888 |) — |
| Gain on sales of property and equipment | (1,917 |) (2,704 |
| Stock-based compensation | 4,196 | 3,149 |
| Gain on company owned life insurance | (1,203 |) (550 |
| Changes in assets and liabilities, net of the effects of consolidations: | | |
| Receivables | 41,950 | 76,415 |
| Costs and estimated earnings in excess of billings, net | (15,734 |) (29,621 |
| Inventories | (16,807 |) (5,881 |
| Real estate held for development and sale | 60 | (1,715 |
| Equity in construction joint ventures | 9,078 | (4,057 |
| Other assets, net | 829 | 463 |
| Accounts payable | (29,178 |) (35,012 |
| Accrued expenses and other current liabilities, net | (18,533 |) (7,846 |
| Net cash (used in) provided by operating activities | (22,873 |) 676 |
| Investing activities | | |
| Purchases of marketable securities | (24,987 |) (27,341 |
| Maturities of marketable securities | 15,000 | 24,000 |
| Proceeds from sale of marketable securities | 20,000 | 14,268 |
| Additions to property and equipment | (9,225 |) (11,760 |
| Proceeds from sales of property and equipment | 2,883 | 4,623 |
| Other investing activities, net | (294 |) 1,221 |
| Net cash provided by investing activities | 3,377 | 5,011 |
| Financing activities | | |
| Long-term debt principal payments | (2,500 |) (7,235 |
| Cash dividends paid | (5,021 |) (5,038 |
| Purchase of common stock | (3,837 |) (3,515 |
| Distributions to noncontrolling partners, net | (66 |) (2,062 |
| Other financing activities, net | 156 | 909 |
| Net cash used in financing activities | (11,268 |) (16,941 |
| Decrease in cash and cash equivalents | (30,764 |) (11,254 |
| Cash and cash equivalents at beginning of period | 256,990 | 252,022 |
| Cash and cash equivalents at end of period | \$ 226,226 | \$ 240,768 |
| Supplementary Information | | |
| Cash paid during the period for: | | |
| Interest | \$ 610 | \$ 936 |
| Income taxes | 305 | 33 |
| Non-cash investing and financing activities: | | |
| Restricted stock/units issued, net of forfeitures | \$ 10,940 | \$ 3,964 |
| Accrued cash dividends | 5,021 | 5,023 |

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| | | |
|--|-------|-----|
| Debt payments out of escrow from sale of assets | 659 | 837 |
| Debt extinguishment from joint venture interest transfer | 9,115 | — |
| Debt payment from refinance | 1,150 | — |

The accompanying notes are an integral part of these condensed consolidated financial statements.

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GRANITE CONSTRUCTION INCORPORATED
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

1. Basis of Presentation

The condensed consolidated financial statements included herein have been prepared by Granite Construction Incorporated (“we,” “us,” “our,” “Company” or “Granite”) without audit, pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”) and should be read in conjunction with our Annual Report on Form 10-K for the year ended December 31, 2011. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”) have been condensed or omitted, although we believe the disclosures which are made are adequate to make the information presented not misleading. Further, the condensed consolidated financial statements reflect, in the opinion of management, all normal recurring adjustments necessary to state fairly our financial position at March 31, 2012 and 2011 and the results of our operations and cash flows for the periods presented. The December 31, 2011 condensed consolidated balance sheet data was derived from audited consolidated financial statements, but does not include all disclosures required by U.S. GAAP.

We prepared the accompanying condensed consolidated financial statements on the same basis as our annual consolidated financial statements except for the adoption of the following new accounting standards in the first quarter of 2012:

Accounting Standards Update (“ASU”) No. 2011-05, Comprehensive Income (Topic 220): Presentation of Comprehensive Income, which eliminates the option to present the components of other comprehensive income as part of the statement of stockholders’ equity or as a footnote to the condensed consolidated financial statements, and provides the option of presenting comprehensive income in a continuous statement of comprehensive income. This standard became effective for our quarter ended March 31, 2012 and requires prior year amounts to conform to current year presentation. For all periods presented the comprehensive loss was equal to the net loss; therefore, a separate statement of comprehensive loss is not included in the accompanying condensed consolidated financial statements.

ASU No. 2011-04, Fair Value Measurement (Topic 820): Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and International Financial Reporting Standards, which clarifies the application of certain existing fair value measurement guidance and expands the disclosure requirements for fair value measurements that are estimated using significant unobservable (Level 3) inputs and for assets and liabilities disclosed but not recorded at fair value. This standard was effective for our quarter ended March 31, 2012. As a result of this new standard, we disclosed the level of the fair value hierarchy within which the fair value measurements of assets and liabilities disclosed but not recorded at fair value were categorized (see Note 4). Other items in this new standard had no impact to our condensed consolidated financial statements.

ASU No. 2011-08, Intangibles - Goodwill and Other (Topic 350): Testing Goodwill for Impairment, which gives companies the option to first assess qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying value when assessing goodwill for impairment. If it is determined that it is more likely than not that the fair value of a reporting unit exceeds its carrying value, further impairment analysis is not necessary. However, if it is concluded otherwise, we are required to perform step one of the goodwill impairment test. This standard was effective for annual goodwill impairment tests performed for our 2012 fiscal year and early adoption was permitted. For the annual impairment test performed for our 2011 fiscal year, we elected to perform step one of the impairment test and did not apply this new standard. Therefore, this new standard had no impact to our condensed consolidated financial statements.

Interim results are subject to significant seasonal variations and the results of operations for the three months ended March 31, 2012 are not necessarily indicative of the results to be expected for the full year.

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NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

2. Revisions in Estimates

Our profit recognition related to construction contracts is based on estimates of costs to complete each project. These estimates can vary in the normal course of business as projects progress and uncertainties are resolved. We do not recognize revenue on contract change orders or claims until we have a signed agreement; however, we do recognize costs as incurred and revisions to estimated total costs as soon as the obligation to perform is determined. Approved change orders and claims, as well as changes in related estimates of costs to complete, are considered revisions in estimates. We use the cumulative catch-up method applicable to construction contract accounting to account for revisions in estimates. Under this option, revisions in estimates are accounted for in their entirety in the period of change. As of March 31, 2012, we had no revisions in estimates that are reasonably certain to impact future periods.

Construction

The net changes in project profitability from revisions in estimates, both increases and decreases, that individually had an impact of \$1.0 million or more on gross profit was a net decrease of \$0.2 million and a net increase of \$1.0 million for the three months ended March 31, 2012 and 2011, respectively. The projects are summarized as follows:

Increases

| (dollars in millions) | Three Months Ended March 31, | |
|--|------------------------------|--------|
| | 2012 | 2011 |
| Number of projects with upward estimate changes | 2 | 1 |
| Range of increase in gross profit from each project, net | \$ 1.0 - 1.8 | \$ 1.0 |
| Increase on project profitability | \$ 2.8 | \$ 1.0 |

The increases during the three months ended March 31, 2012 were due to lower than anticipated costs and settlement of outstanding issues with contract owners. The increase during the three months ended March 31, 2011 was due to owner directed scope changes.

Decreases

| (dollars in millions) | Three Months Ended March 31, | |
|---|------------------------------|------|
| | 2012 | 2011 |
| Number of projects with downward estimate changes | 1 | — |
| Reduction in gross profit from each project, net | \$ 3.0 | \$ — |
| Decrease on project profitability | \$ 3.0 | \$ — |

The decrease during the three months ended March 31, 2012 was due to lower productivity than originally anticipated.

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NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

Large Project Construction

The net changes in project profitability from revisions in estimates, both increases and decreases, that individually had an impact of \$1.0 million or more on gross profit were net increases of \$4.4 million and \$5.9 million for the three months ended March 31, 2012 and 2011, respectively. Amounts attributable to noncontrolling interests were \$1.3 million and \$0.4 million of the net increases for the three months ended March 31, 2012 and 2011, respectively. The projects are summarized as follows:

Increases

| (dollars in millions) | Three Months Ended March 31, | |
|--|------------------------------|--------------|
| | 2012 | 2011 |
| Number of projects with upward estimate changes | 4 | 3 |
| Range of increase in gross profit from each project, net | \$ 1.6 - 2.4 | \$ 1.0 - 4.2 |
| Increase on project profitability | \$ 8.1 | \$ 8.8 |

The increases during the three months ended March 31, 2012 were due to owner directed scope changes and lower than anticipated construction costs. The increases during the three months ended March 31, 2011 were due to resolution of project uncertainties.

Decreases

| (dollars in millions) | Three Months Ended March 31, | |
|---|------------------------------|--------|
| | 2012 | 2011 |
| Number of projects with downward estimate changes | 2 | 1 |
| Range of reduction in gross profit from each project, net | \$ 1.5 - 2.2 | \$ 2.9 |
| Decrease on project profitability | \$ 3.7 | \$ 2.9 |

The downward estimate changes during the three months ended March 31, 2012 and 2011 were due to lower productivity than anticipated.

Our wholly owned subsidiaries, Granite Construction Company (“GCCO”) and Granite Northwest, Inc., are members of a joint venture known as Yaquina River Constructors (“YRC”) which has been under contract with the Oregon Department of Transportation (“ODOT”) to construct a new road alignment of U.S. Highway 20 near Eddyville, Oregon. In addition to previous geologic landslide issues, unanticipated ground movement was observed at several hillsides beginning in 2010. YRC and ODOT have been in dispute regarding their respective responsibilities under the terms of the contract relative to the project revisions necessary on account of the unanticipated ground movement. In March 2012, YRC received a Notice of Default (the “Notice”) from ODOT which YRC believes was without merit. Subsequent to March 31, 2012, ODOT and YRC have reached a settlement that withdraws and rescinds the Notice and releases both parties from claims against the other. The settlement ends YRC’s responsibility to complete the project following limited site maintenance and demobilization work by YRC. The settlement does not have a material impact on the Company’s financial position or results of operations.

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GRANITE CONSTRUCTION INCORPORATED

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

3. Marketable Securities

All marketable securities were classified as held-to-maturity for the dates presented and the carrying amounts of held-to-maturity securities were as follows:

| (in thousands) | March 31, 2012 | December 31, 2011 | March 31, 2011 |
|--|-------------------|----------------------|-------------------|
| U.S. Government and agency obligations | \$35,123 | \$40,240 | \$48,240 |
| Commercial paper | 24,988 | 24,980 | 19,986 |
| Municipal bonds | 2,052 | 2,057 | 9,825 |
| Corporate bonds | 8,281 | 3,131 | 5,033 |
| Total short-term marketable securities | 70,444 | 70,408 | 83,084 |
| U.S. Government and agency obligations | 61,247 | 65,109 | 39,415 |
| Municipal bonds | 8,867 | 8,909 | 3,625 |
| Corporate bonds | — | 5,232 | 3,211 |
| Total long-term marketable securities | 70,114 | 79,250 | 46,251 |
| Total marketable securities | \$140,558 | \$149,658 | \$129,335 |

Scheduled maturities of held-to-maturity investments were as follows (in thousands):

| March 31, 2012 | |
|--------------------------|-----------|
| Due within one year | \$70,444 |
| Due in one to five years | 70,114 |
| Total | \$140,558 |

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NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

4. Fair Value Measurement

Effective in 2012, we adopted a new accounting standard that expands the disclosure of our assets and liabilities disclosed but not recorded at fair value. As of March 31, 2012, December 31, 2011 and March 31, 2011, these assets and liabilities were our held-to-maturity marketable securities and senior notes payable. The following tables summarize each class of assets and liabilities measured at fair value on a recurring basis as well as assets and liabilities that are disclosed but not recorded at fair value:

| March 31, 2012 (in thousands) | Fair Value Measurement at Reporting Date Using | | | Total |
|---|--|----------------------|----------------------|------------|
| | Level 1 ¹ | Level 2 ² | Level 3 ³ | |
| Cash equivalents | | | | |
| Money market funds | \$ 157,034 | \$— | \$— | \$ 157,034 |
| Marketable securities | | | | |
| Held-to-maturity marketable securities | 140,728 | — | — | 140,728 |
| Total assets | \$ 297,762 | \$— | \$— | \$ 297,762 |
| Long-term debt (including current maturities) | | | | |
| Senior notes payable | \$— | \$— | \$ 246,600 | \$ 246,600 |
| Total liabilities | \$— | \$— | \$ 246,600 | \$ 246,600 |
| December 31, 2011 (in thousands) | Fair Value Measurement at Reporting Date Using | | | Total |
| | Level 1 ¹ | Level 2 ² | Level 3 ³ | |
| Cash equivalents | | | | |
| Money market funds | \$ 178,174 | \$— | \$— | \$ 178,174 |
| Marketable securities | | | | |
| Held-to-maturity marketable securities | 149,979 | — | — | 149,979 |
| Total assets | \$ 328,153 | \$— | \$— | \$ 328,153 |
| Long-term debt (including current maturities) | | | | |
| Senior notes payable | \$— | \$— | \$ 250,541 | \$ 250,541 |
| Total liabilities | \$— | \$— | \$ 250,541 | \$ 250,541 |
| March 31, 2011 (in thousands) | Fair Value Measurement at Reporting Date Using | | | Total |
| | Level 1 ¹ | Level 2 ² | Level 3 ³ | |
| Cash equivalents | | | | |
| Money market funds | \$ 197,714 | \$— | \$— | \$ 197,714 |
| Marketable securities | | | | |
| Held-to-maturity marketable securities | 129,815 | — | — | 129,815 |
| Total assets | \$ 327,529 | \$— | \$— | \$ 327,529 |
| Long-term debt (including current maturities) | | | | |
| Senior notes payable | \$— | \$— | \$ 242,524 | \$ 242,524 |
| Total liabilities | \$— | \$— | \$ 242,524 | \$ 242,524 |

¹Quoted prices in active markets for identical assets or liabilities.

²Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for

substantially the full term of the assets or liabilities.

³Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

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NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

A reconciliation of money market funds to consolidated cash and cash equivalents is as follows:

| (in thousands) | March 31, 2012 | December 31, 2011 | March 31, 2011 |
|-----------------------------------|-------------------|----------------------|-------------------|
| Money market funds | \$ 157,034 | \$ 178,174 | \$ 197,714 |
| Held-to-maturity commercial paper | 4,997 | 4,999 | 14,993 |
| Cash | 64,195 | 73,817 | 28,061 |
| Total cash and cash equivalents | \$ 226,226 | \$ 256,990 | \$ 240,768 |

We believe the carrying values of receivables, other current assets, and accrued expenses and other current liabilities approximate their fair values because of the short-term nature of these instruments. In addition, we believe the carrying value of non-recourse debt approximates its fair value due its relative short-term nature and competitive interest rates. The fair value of the senior notes payable was based on borrowing rates available to us for long-term loans with similar terms, average maturities, and credit risk. The carrying amount of senior notes payable, including current maturities, was \$216.7 million, \$225.0 million and \$225.0 million as of March 31, 2012, December 31, 2011 and March 31, 2011, respectively. See Note 3 for the carrying amount of held-to-maturity marketable securities as of March 31, 2012, December 31, 2011 and March 31, 2011.

We measure certain nonfinancial assets and liabilities at fair value on a nonrecurring basis. During the three months ended March 31, 2012 and 2011, we did not record any significant fair value adjustments related to nonfinancial assets and liabilities measured at fair value on a nonrecurring basis.

5. Receivables, net

| (in thousands) | March 31, 2012 | December 31, 2011 | March 31, 2011 |
|---------------------------------------|-------------------|----------------------|-------------------|
| Construction contracts: | | | |
| Completed and in progress | \$ 101,659 | \$ 122,987 | \$ 69,095 |
| Retentions | 70,071 | 77,038 | 77,523 |
| Total construction contracts | 171,730 | 200,025 | 146,618 |
| Construction material sales | 26,959 | 30,356 | 13,964 |
| Other | 12,837 | 24,337 | 13,024 |
| Total gross receivables | 211,526 | 254,718 | 173,606 |
| Less: allowance for doubtful accounts | 2,819 | 2,880 | 3,165 |
| Total net receivables | \$ 208,707 | \$ 251,838 | \$ 170,441 |

Receivables include amounts billed and billable for public and private contracts and do not bear interest. The balances billed but not paid by customers pursuant to retainage provisions in construction contracts generally become due upon completion and acceptance of the contract by the owners. Included in other receivables at March 31, 2012, December 31, 2011 and March 31, 2011 were items such as notes receivable, interest receivable, fuel tax refunds and income tax refunds. No such receivables individually exceeded 10% of total net receivables at any of these dates.

Financing receivables consisted of long-term notes receivable and retentions receivable. As of March 31, 2012, December 31, 2011 and March 31, 2011, long-term notes receivable outstanding were \$2.0 million for each year and primarily related to loans made to employees and were included in other noncurrent assets in our condensed consolidated balance sheets.

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NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

We segregate our retention receivables into two categories: escrow and non-escrow. The balances in each category were as follows:

| (in thousands) | March 31, 2012 | December 31, 2011 | March 31, 2011 |
|-----------------------------|-------------------|----------------------|-------------------|
| Escrow | \$46,430 | \$43,378 | \$34,945 |
| Non-escrow | 23,641 | 33,660 | 42,578 |
| Total retention receivables | \$70,071 | \$77,038 | \$77,523 |

The escrow receivables include amounts due to Granite which have been deposited into an escrow account and bear interest. Typically, escrow retention receivables are held until work on a project is complete and has been accepted by the owner who then releases those funds, along with accrued interest, to us. There is minimal risk of not collecting on these amounts.

Non-escrow retention receivables are amounts that the project owner has contractually withheld that will be paid upon owner acceptance of contract completion. We evaluate our non-escrow retention receivables for collectability using certain customer information that includes the following:

Federal - includes federal agencies such as the Bureau of Reclamation, the Army Corp of Engineers, and the Bureau of Indian Affairs. The obligations of these agencies are backed by the federal government. Consequently, there is minimal risk of not collecting the amounts we are entitled to receive.

State - primarily state departments of transportation. The risk of not collecting on these accounts is small; however, we have experienced occasional delays in payment as states have struggled with budget issues.

Local - these customers include local agencies such as cities, counties and other local municipal agencies. The risk of not collecting on these accounts is small; however, we have experienced occasional delays in payment as some local agencies have struggled to deal with budget issues.

Private - includes individuals, developers and corporations. The majority of our collection risk is associated with these customers. We perform ongoing credit evaluations of our customers and generally do not require collateral, although the law provides us certain remedies, including, but not limited to, the ability to file mechanics' liens on real property improved for private customers in the event of non-payment by such customers.

The following table summarizes the amount of our non-escrow retention receivables within each category:

| (in thousands) | March 31, 2012 | December 31, 2011 | March 31, 2011 |
|----------------|-------------------|----------------------|-------------------|
| Federal | \$2,306 | \$2,811 | \$3,587 |
| State | 4,342 | 5,453 | 7,994 |
| Local | 10,827 | 14,708 | 21,476 |
| Private | 6,166 | 10,688 | 9,521 |
| Total | \$23,641 | \$33,660 | \$42,578 |

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GRANITE CONSTRUCTION INCORPORATED

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

We regularly review our accounts receivable, including past due amounts, to determine their probability of collection. If it is probable that an amount is uncollectible, it is charged to bad debt expense and a corresponding reserve is established in allowance for doubtful accounts. If it is deemed certain that an amount is uncollectible, the amount is written off. Based on contract terms, non-escrow retention receivables are typically due within 60 days of owner acceptance of contract completion. We consider retention amounts beyond 60 days of owner acceptance of contract completion to be past due. The following tables present the aging of our non-escrow retention receivables (in thousands):

| | | | | |
|-------------------|----------|-------------------------|--------------------------|----------|
| March 31, 2012 | Current | 1 - 90 Days Past Due | Over 90 Days Past Due | Total |
| Federal | \$1,169 | \$1,078 | \$59 | \$2,306 |
| State | 2,490 | 795 | 1,057 | 4,342 |
| Local | 4,915 | 3,720 | 2,192 | 10,827 |
| Private | 5,167 | 674 | 325 | 6,166 |
| Total | \$13,741 | \$6,267 | \$3,633 | \$23,641 |
| December 31, 2011 | Current | 1 - 90 Days Past Due | Over 90 Days Past Due | Total |
| Federal | \$2,462 | \$326 | \$23 | \$2,811 |
| State | 2,751 | 860 | 1,842 | 5,453 |
| Local | 12,313 | 1,326 | 1,069 | 14,708 |
| Private | 9,599 | 765 | 324 | 10,688 |
| Total | \$27,125 | \$3,277 | \$3,258 | \$33,660 |
| March 31, 2011 | Current | 1 - 90 Days Past Due | Over 90 Days Past Due | Total |
| Federal | \$2,690 | \$666 | \$231 | \$3,587 |
| State | 6,177 | 600 | 1,217 | 7,994 |
| Local | 16,698 | 2,426 | 2,352 | 21,476 |
| Private | | | | |