



SURVEY OF LEADING CONTRACTORS AND DESIGN FIRMS

For publication in Engineering News-Record

Please read the attached guidelines and definitions before filling out this survey form.

Survey of Leading Contractors and Design Firms

For Publication in Engineering News-Record

Welcome to Engineering News-Record's annual survey of the industry's leading contractors and design firms. Results of this survey will appear in our rankings of **The Top 400 Contractors**, **The Top 500 Design Firms**, the **Top 100** lists of the largest construction managers and design-build firms, and in ENR's Sourcebooks.

If you have not participated in previous surveys but wish to do so, please obtain a Company ID and Password by sending an e-mail to tulaczg@bnpmedia.com.

The deadline for completing and submitting survey information is March 7, 2016. If you have questions about this survey, please contact:

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IMPORTANT: HOW SHOULD YOUR COMPANY'S NAME AND LOCATION BE LISTED ON ENR'S TOP LISTS AND DIRECTORIES?

Company name [_____]

Address [_____]

City, State, ZIP [_____]

Main Email [_____] Website [_____]

Main Telephone [_____] Main fax [_____]

1. In what year was your company founded? [_____]

2. Is your company's revenue from construction contracting or design services (Select one):

For calendar year 2015

For fiscal year ending (Month) [_____] (Year) [_____]

CONSTRUCTION - Top 400 Contractors

Complete this section if your firm had any CONSTRUCTION contracting revenue in 2015.

Important—Do not Double Count: Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 400 Contractors, Top 500 Design Firms, Top CM Firms or Top 600 Specialty Contractors under their own name.

DO NOT include the following in Question 3:

- Design revenue if also reported in Question 5 covering Design Firms
- CM-for-Fee revenue from Question 6(B) for Agency CM Ranking or Program Management fees from Question 6(C). But CM-at-Risk Revenue from Question 6(A) should be included with your Construction revenue in Question 3.

3. What was your firm's gross revenue (in \$ millions) from general contracting in 2015?

A. Domestic \$ []

B. International (see Question 7 for countries in each region):

(1) Canada	\$ []
(2) Latin America	\$ []
(3) Caribbean Islands	\$ []
(4) Europe	\$ []
(5) Middle East	\$ []
(6) Asia/Australia	\$ []
(7) North Africa	\$ []
(8) Central and Southern Africa	\$ []
(9) Antarctic/Arctic	\$ []
TOTAL INTERNATIONAL	\$ []

C. TOTAL FOR RANKING PURPOSES (3A + 3B) \$ []

D(1). How much of this contracting revenue reported in Question 3(C) comes from projects using design-build as the delivery system? (Report design revenue from design-build contracts in Question 5. **Important:** If you enter into a design-build contract and subcontract the design portion of the contract to third parties, report the total of the revenue from the design-build contract here. See guidelines.)

Domestic	\$ []
International	\$ []
TOTAL	\$ []

D(2). How much of your design-build revenue reported in Question 3(D) comes from projects using Design-Build-Operate (DBO) or Design-Build-Operate-Maintain (DBOM) contracts.

Domestic	\$ []
International	\$ []
TOTAL	\$ []

E. How much of your 2015 domestic and international gross construction contracting revenue, including construction management contracts at-risk (Question 6A) was in the market categories below? This question must be answered by all firms with construction revenue. **IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2016 SOURCEBOOK SURVEY FORM, ENCLOSED WITH THIS SURVEY.**

	Domestic	International
	[From Q(3A)]	[From Q(3B)]
E (1) General building (commercial bldgs., offices, stores, education, etc.)	\$ []	\$ []
E (2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$ []	\$ []
E (3) Manufacturing (manufacturing production facilities such as auto assembly plants, electronic assembly, etc.)	\$ []	\$ []
E (4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ []	\$ []
E (5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills)	\$ []	\$ []

E (6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ []	\$ []]
E (7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ []	\$ []]
E (8) Power (thermal, hydroelectric, waste-to-energy plants, transmission lines, etc.)	\$ []	\$ []]
E (9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ []	\$ []]
E (10) Telecommunications (Transmission lines, cabling, towers & antennae, data centers)	\$ []	\$ []]
E (11) Other (specify): _____	\$ []	\$ []]

TOTAL \$ [] \$ []

4. What is the value of new construction contracts (in \$ millions) awarded to your firm in 2015 (see guidelines)?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

DESIGN-Top 500 Design Firms

Complete this section if your firm received revenue from any design services in 2015.

Important—Do not Double Count: Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 400, Top 500, Top CM Firms or Top 600 Specialty Contractors under their own name.

DO NOT include the following in Question 5:

- a. Revenue from program management contracts for services managing or coordinating multiple projects for a single owner. Report this program management revenue in 6(C).
- b. CM and project management work provided on a fee-only basis, which is covered in Question 6(B).
- c. Contracting revenue reported in Question 3 or the contracting portion of design-build contracts covered in Question 3(D).

5. What was your revenue for design services (in \$ millions) performed in 2015?

A. Domestic \$ []

B. International (see Question 7 for countries in each region):

(1) Canada	\$ []
(2) Latin America	\$ []
(3) Caribbean Islands	\$ []
(4) Europe	\$ []
(5) Middle East	\$ []
(6) Asia/Australia	\$ []
(7) North Africa	\$ []
(8) Central and Southern Africa	\$ []
(9) Antarctic/Arctic	\$ []
TOTAL INTERNATIONAL	\$ []

C. **TOTAL FOR RANKING PURPOSES (5A + 5B)** \$ []

D. What amount of your total design revenue was passed through directly to other design firms or subconsultants?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

DESIGN PORTION OF DESIGN BUILD

E.(1) How much of your total design revenue in Question 5(C) comes from projects using design-build as the delivery system where your firm assumes part of the project risk? (Report any construction revenue from design-build contracts in Question 3(D))

Domestic	\$ []
International	\$ []
TOTAL	\$ []

ARCHITECTURAL REVENUE (FOR ARCHITECTURAL RECORD MAGAZINE RANKING)

E.(2) How much of your design revenue in Question 5(C) comes from architectural services (including passthroughs to other design firms)?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

F. What type of design organization is your firm (check one)?

- | | | |
|--|--|--|
| <input type="checkbox"/> Architect | <input type="checkbox"/> Engineer-contractor | <input type="checkbox"/> Environmental |
| <input type="checkbox"/> Geotechnical engineer | <input type="checkbox"/> Consulting engineer | <input type="checkbox"/> Landscape architect |
| <input type="checkbox"/> Engineer-architect | <input type="checkbox"/> Architect-engineer | <input type="checkbox"/> Other (specify): [|

G. What type of work does your staff do?

- | | | |
|--|---|--|
| <input type="checkbox"/> Architectural | <input type="checkbox"/> Mechanical | <input type="checkbox"/> Civil |
| <input type="checkbox"/> Construction management | <input type="checkbox"/> Structural | <input type="checkbox"/> Planning (type) [|
| <input type="checkbox"/> Electrical | <input type="checkbox"/> Transportation | <input type="checkbox"/> Environmental |

H. How much of your 2015 design revenue from Question 5 (A) and 5(B) was derived from projects in the following categories? This question must be answered by all firms with design revenue. **IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2016 SOURCEBOOK SURVEY, WHICH IS ENCLOSED WITH THIS SURVEY FORM.**

	Domestic	International
	[From Q5 (A)]	[From Q5 (B)]
H(1) General building (commercial bldgs., offices, stores, education, etc.)	\$ [\$ [
H(2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$ [\$ [
H(3) Manufacturing (manufacturing production facilities such as auto assembly plants, electronic assembly, etc.)	\$ [\$ [
H(4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ [\$ [
H(5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills)	\$ [\$ [
H(6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ [\$ [
H(7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ [\$ [
H(8) Power (thermal, hydroelectric, waste-to-energy plants, transmission lines, etc.)	\$ [\$ [
H(9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ [\$ [
H(10) Telecommunications (Transmission lines, cabling, towers & antennae, data centers)	\$ [\$ [
H(11) Other (specify):	\$ [\$ [
TOTAL	\$ [\$ [

CONSTRUCTION MANAGEMENT/PROGRAM MANAGEMENT

Complete this section if your firm provided construction management and/or program management services in 2015 (see guidelines). Please note the distinction between construction management, which is directed to a single project, and program management, which involves conceptualizing, planning and supervising multiple projects for a single owner.

CONSTRUCTION MANAGEMENT AT-RISK

6. A. What revenue (in \$millions) did your firm receive from CM-at-risk projects in 2015 (i.e., CM work included in Question 3(C)?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

CONSTRUCTION MANAGEMENT FOR FEE ONLY

6. B.(1) What was the constructed value of your firm's projects (in \$ millions) in 2015 where you provided CM or project management services on a fee-only basis? [IMPORTANT: Exclude program management projects.]

Domestic	\$ []
International	\$ []
TOTAL	\$ []

6. B. (2) What were your gross fees (in \$ millions) in 2015 for CM, or project management services provided on a fee-only basis? [Exclude program management fees that belong in 6(C) below.] Please include only your fees for professional management services and NOT revenue or passthroughs from design or construction of the project itself.

Domestic	\$ []
International	\$ []
TOTAL	\$ []

PROGRAM MANAGEMENT FEES

6. C. What were your gross fees (in \$ millions) in 2015 from program management contracts for services managing or coordinating multiple projects for a single owner? Please include only your fees for professional management services and NOT revenue or pass-throughs from the design or construction of the project itself.

Domestic	\$ []
International	\$ []
TOTAL	\$ []

INTERNATIONAL WORK

Complete this section if your firm did any construction or design work outside of its home country in 2015.

7. In the following list of countries, check those in which your company had construction work under way in 2015 or in which your firm provided design and design-related services in 2015.

Country	Const.	Design	Country	Const.	Design	Country	Const.	Design
A. NORTH AMERICA			32. Cuba	<input type="checkbox"/>	<input type="checkbox"/>	63. Poland	<input type="checkbox"/>	<input type="checkbox"/>
1. Canada	<input type="checkbox"/>	<input type="checkbox"/>	35. Lesser Antilles ²	<input type="checkbox"/>	<input type="checkbox"/>	64. Portugal	<input type="checkbox"/>	<input type="checkbox"/>
B. LATIN AMERICA			D. EUROPE			65. Romania	<input type="checkbox"/>	<input type="checkbox"/>
10. Argentina	<input type="checkbox"/>	<input type="checkbox"/>	40. Albania	<input type="checkbox"/>	<input type="checkbox"/>	66. Russia	<input type="checkbox"/>	<input type="checkbox"/>
11. Bolivia	<input type="checkbox"/>	<input type="checkbox"/>	41. Armenia	<input type="checkbox"/>	<input type="checkbox"/>	67. Slovakia	<input type="checkbox"/>	<input type="checkbox"/>
12. Brazil	<input type="checkbox"/>	<input type="checkbox"/>	42. Austria	<input type="checkbox"/>	<input type="checkbox"/>	68. Spain	<input type="checkbox"/>	<input type="checkbox"/>
13. Chile	<input type="checkbox"/>	<input type="checkbox"/>	43. Azerbaijan	<input type="checkbox"/>	<input type="checkbox"/>	69. Sweden	<input type="checkbox"/>	<input type="checkbox"/>
14. Colombia	<input type="checkbox"/>	<input type="checkbox"/>	44. Belarus	<input type="checkbox"/>	<input type="checkbox"/>	70. Switzerland	<input type="checkbox"/>	<input type="checkbox"/>
15. Costa Rica	<input type="checkbox"/>	<input type="checkbox"/>	45. Belgium	<input type="checkbox"/>	<input type="checkbox"/>	71. Ukraine	<input type="checkbox"/>	<input type="checkbox"/>
16. Ecuador	<input type="checkbox"/>	<input type="checkbox"/>	46. Bulgaria	<input type="checkbox"/>	<input type="checkbox"/>	72. United Kingdom	<input type="checkbox"/>	<input type="checkbox"/>
17. El Salvador	<input type="checkbox"/>	<input type="checkbox"/>	47. Czech Rep.	<input type="checkbox"/>	<input type="checkbox"/>	73. Serbia	<input type="checkbox"/>	<input type="checkbox"/>
18. Guatemala	<input type="checkbox"/>	<input type="checkbox"/>	48. Denmark	<input type="checkbox"/>	<input type="checkbox"/>	74. Bosnia & Herzegovina	<input type="checkbox"/>	<input type="checkbox"/>
19. Guyana	<input type="checkbox"/>	<input type="checkbox"/>	49. Estonia	<input type="checkbox"/>	<input type="checkbox"/>	75. Croatia	<input type="checkbox"/>	<input type="checkbox"/>
20. Honduras	<input type="checkbox"/>	<input type="checkbox"/>	50. Finland	<input type="checkbox"/>	<input type="checkbox"/>	76. FYR Macedonia	<input type="checkbox"/>	<input type="checkbox"/>
21. Mexico	<input type="checkbox"/>	<input type="checkbox"/>	51. France	<input type="checkbox"/>	<input type="checkbox"/>	77. Slovenia	<input type="checkbox"/>	<input type="checkbox"/>
22. Nicaragua	<input type="checkbox"/>	<input type="checkbox"/>	52. Georgia	<input type="checkbox"/>	<input type="checkbox"/>	E. MIDDLE EAST		
23. Panama	<input type="checkbox"/>	<input type="checkbox"/>	53. Germany	<input type="checkbox"/>	<input type="checkbox"/>	80. Afghanistan	<input type="checkbox"/>	<input type="checkbox"/>
24. Paraguay	<input type="checkbox"/>	<input type="checkbox"/>	54. Greece	<input type="checkbox"/>	<input type="checkbox"/>	81. Bahrain	<input type="checkbox"/>	<input type="checkbox"/>
25. Peru	<input type="checkbox"/>	<input type="checkbox"/>	55. Hungary	<input type="checkbox"/>	<input type="checkbox"/>	82. Cyprus	<input type="checkbox"/>	<input type="checkbox"/>
26. Uruguay	<input type="checkbox"/>	<input type="checkbox"/>	56. Ireland	<input type="checkbox"/>	<input type="checkbox"/>	83. Iran	<input type="checkbox"/>	<input type="checkbox"/>
27. Venezuela	<input type="checkbox"/>	<input type="checkbox"/>	57. Italy	<input type="checkbox"/>	<input type="checkbox"/>	84. Iraq	<input type="checkbox"/>	<input type="checkbox"/>
28. Suriname	<input type="checkbox"/>	<input type="checkbox"/>	58. Latvia	<input type="checkbox"/>	<input type="checkbox"/>	85. Israel	<input type="checkbox"/>	<input type="checkbox"/>
C. CARIBBEAN ISLANDS			59. Lithuania	<input type="checkbox"/>	<input type="checkbox"/>	86. Jordan	<input type="checkbox"/>	<input type="checkbox"/>
30. Greater Antilles ¹	<input type="checkbox"/>	<input type="checkbox"/>	60. Moldova	<input type="checkbox"/>	<input type="checkbox"/>	87. Kuwait	<input type="checkbox"/>	<input type="checkbox"/>
31. Puerto Rico	<input type="checkbox"/>	<input type="checkbox"/>	61. Netherlands	<input type="checkbox"/>	<input type="checkbox"/>	88. Lebanon	<input type="checkbox"/>	<input type="checkbox"/>
			62. Norway	<input type="checkbox"/>	<input type="checkbox"/>	89. Oman	<input type="checkbox"/>	<input type="checkbox"/>

- | | | |
|--------------------------|--------------------------|--------------------------|
| 90. Pakistan | <input type="checkbox"/> | <input type="checkbox"/> |
| 91. Qatar | <input type="checkbox"/> | <input type="checkbox"/> |
| 92. Saudi Arabia | <input type="checkbox"/> | <input type="checkbox"/> |
| 93. Syria | <input type="checkbox"/> | <input type="checkbox"/> |
| 94. Turkey | <input type="checkbox"/> | <input type="checkbox"/> |
| 95. United Arab Emirates | <input type="checkbox"/> | <input type="checkbox"/> |
| 96. Yemen | <input type="checkbox"/> | <input type="checkbox"/> |

F. ASIA/AUSTRALIA

- | | | |
|-------------------------|--------------------------|--------------------------|
| 100. Australia | <input type="checkbox"/> | <input type="checkbox"/> |
| 101. Bangladesh | <input type="checkbox"/> | <input type="checkbox"/> |
| 102. Brunei | <input type="checkbox"/> | <input type="checkbox"/> |
| 103. Myanmar(Burma) | <input type="checkbox"/> | <input type="checkbox"/> |
| 104. China (P.R.C.) | <input type="checkbox"/> | <input type="checkbox"/> |
| 104a. Macau | <input type="checkbox"/> | <input type="checkbox"/> |
| 105. Diego Garcia | <input type="checkbox"/> | <input type="checkbox"/> |
| 106. Hong Kong (P.R.C.) | <input type="checkbox"/> | <input type="checkbox"/> |
| 107. India | <input type="checkbox"/> | <input type="checkbox"/> |
| 108. Indonesia | <input type="checkbox"/> | <input type="checkbox"/> |
| 109. Japan | <input type="checkbox"/> | <input type="checkbox"/> |
| 110. Kazakhstan | <input type="checkbox"/> | <input type="checkbox"/> |
| 111. Korea, South | <input type="checkbox"/> | <input type="checkbox"/> |
| 111a. Korea, North | <input type="checkbox"/> | <input type="checkbox"/> |
| 112. Kyrgyzstan | <input type="checkbox"/> | <input type="checkbox"/> |
| 113. Malaysia | <input type="checkbox"/> | <input type="checkbox"/> |
| 114. Nepal | <input type="checkbox"/> | <input type="checkbox"/> |
| 115. New Zealand | <input type="checkbox"/> | <input type="checkbox"/> |
| 116. Pacific Islands | <input type="checkbox"/> | <input type="checkbox"/> |
| 117. Papua New Guinea | <input type="checkbox"/> | <input type="checkbox"/> |
| 118. Philippines | <input type="checkbox"/> | <input type="checkbox"/> |
| 119. Singapore | <input type="checkbox"/> | <input type="checkbox"/> |
| 120. Sri Lanka | <input type="checkbox"/> | <input type="checkbox"/> |
| 121. Taiwan | <input type="checkbox"/> | <input type="checkbox"/> |
| 122. Tajikistan | <input type="checkbox"/> | <input type="checkbox"/> |
| 123. Thailand | <input type="checkbox"/> | <input type="checkbox"/> |
| 124. Turkmenistan | <input type="checkbox"/> | <input type="checkbox"/> |
| 125. Uzbekistan | <input type="checkbox"/> | <input type="checkbox"/> |
| 126. Vietnam | <input type="checkbox"/> | <input type="checkbox"/> |
| 127. Laos | <input type="checkbox"/> | <input type="checkbox"/> |
| 128. Mongolia | <input type="checkbox"/> | <input type="checkbox"/> |

G. NORTH AFRICA

- | | | |
|------------------------------|--------------------------|--------------------------|
| 130. Algeria | <input type="checkbox"/> | <input type="checkbox"/> |
| 131. Egypt | <input type="checkbox"/> | <input type="checkbox"/> |
| 132. Ethiopia | <input type="checkbox"/> | <input type="checkbox"/> |
| 133. Libya | <input type="checkbox"/> | <input type="checkbox"/> |
| 134. Morocco | <input type="checkbox"/> | <input type="checkbox"/> |
| 135. Niger | <input type="checkbox"/> | <input type="checkbox"/> |
| 136. Somalia | <input type="checkbox"/> | <input type="checkbox"/> |
| 137. Sudan | <input type="checkbox"/> | <input type="checkbox"/> |
| 138. Sub Sahara ³ | <input type="checkbox"/> | <input type="checkbox"/> |
| 139. Tunisia | <input type="checkbox"/> | <input type="checkbox"/> |

H. CENTRAL AND SOUTHERN AFRICA

- | | | |
|-------------------------|--------------------------|--------------------------|
| 140. Angola | <input type="checkbox"/> | <input type="checkbox"/> |
| 141. Benin | <input type="checkbox"/> | <input type="checkbox"/> |
| 142. Botswana | <input type="checkbox"/> | <input type="checkbox"/> |
| 143. Burkina Faso | <input type="checkbox"/> | <input type="checkbox"/> |
| 144. Burundi | <input type="checkbox"/> | <input type="checkbox"/> |
| 145. Cameroon | <input type="checkbox"/> | <input type="checkbox"/> |
| 146. Cape Verde Islands | <input type="checkbox"/> | <input type="checkbox"/> |
| 147. Congo Republic | <input type="checkbox"/> | <input type="checkbox"/> |
| 148. Gabon | <input type="checkbox"/> | <input type="checkbox"/> |
| 149. Gambia | <input type="checkbox"/> | <input type="checkbox"/> |
| 150. Ghana | <input type="checkbox"/> | <input type="checkbox"/> |
| 151. Guinea | <input type="checkbox"/> | <input type="checkbox"/> |
| 152. Ivory Coast | <input type="checkbox"/> | <input type="checkbox"/> |
| 153. Kenya | <input type="checkbox"/> | <input type="checkbox"/> |
| 154. Lesotho | <input type="checkbox"/> | <input type="checkbox"/> |
| 155. Liberia | <input type="checkbox"/> | <input type="checkbox"/> |
| 156. Malawi | <input type="checkbox"/> | <input type="checkbox"/> |
| 157. Mozambique | <input type="checkbox"/> | <input type="checkbox"/> |
| 158. Nigeria | <input type="checkbox"/> | <input type="checkbox"/> |
| 159. Rwanda | <input type="checkbox"/> | <input type="checkbox"/> |
| 160. Senegal | <input type="checkbox"/> | <input type="checkbox"/> |
| 161. Sierra Leone | <input type="checkbox"/> | <input type="checkbox"/> |
| 162. South Africa | <input type="checkbox"/> | <input type="checkbox"/> |
| 163. Swaziland | <input type="checkbox"/> | <input type="checkbox"/> |
| 164. Tanzania | <input type="checkbox"/> | <input type="checkbox"/> |
| 165. Uganda | <input type="checkbox"/> | <input type="checkbox"/> |
| 166. D.R.Congo (Zaire) | <input type="checkbox"/> | <input type="checkbox"/> |
| 167. Zambia | <input type="checkbox"/> | <input type="checkbox"/> |
| 168. Zimbabwe | <input type="checkbox"/> | <input type="checkbox"/> |

I. ANTARCTIC/ARCTIC

- | | | |
|----------------------|--------------------------|--------------------------|
| 180. Antarctic/Artic | <input type="checkbox"/> | <input type="checkbox"/> |
|----------------------|--------------------------|--------------------------|

FOOTNOTES

(1) Includes The Dominican Republic, Haiti and Jamaica.

(2) Includes The Bahamas, The Leeward and Windward Islands, Trinidad and Tobago and the U.S. Virgin Islands.

(3) Includes Chad, Eritrea, Mali, Mauritania, Niger, Somalia and The Sudan.

GENERAL BUSINESS

None of the information in Questions 8-13 will be published. It will be kept strictly confidential and used for statistical purposes ONLY. Companies will not be identified.

8. Did your company make a net pre-tax, pre-bonus profit on gross revenue on your construction and/or design operations in 2015?

In the U.S. YES [] % of year-end revenue NO [] % of year-end revenue
 Outside home country YES [] % of year-end revenue NO [] % of year-end revenue

9. Did your company increase or decrease its professional staff in 2015?

U.S. office Increase [] % Decrease [] % Little or no change
 International office Increase [] % Decrease [] % Little or no change

10. Compared to a year ago, what is the status of your firm's current backlog of work?

Construction Higher Lower Same By what percent? []
 Design Higher Lower Same By what percent? []

11. A. Is your firm wholly or partly owned by any another firm?

Wholly-owned YES NO
 Partly-owned YES NO

B. If either answer in part A is yes, what is the name of your corporate parent firm and its city and country?

Firm [] City []
 State [] Country []

C. If either answer in part A is yes, is your corporate parent participating in ENR's surveys and including any of your revenue in its answers? YES NO

12. How many employees do you currently have? []

13. What are the five largest construction, design or CM contracts awarded to your company in 2015?

Name of Project	Location: City, Country	Type of work	Owner's name City, Country	Estimated cost of construction	Construction start
-----------------	-------------------------	--------------	----------------------------	--------------------------------	--------------------

Please double check the following:

- Totals should include domestic + international work unless specified otherwise.
- Do not include contracts for construction management on a fee-only basis (Question 6B) with either CM-at-risk (Question 6A) or gross revenue (Question 3C)
- Do not include design-related program management revenue (Question 5F) with your direct design revenue (Question 5A-C)
- Lines 3D + 6A should not exceed line 3C
- Lines 3C + 5C + 6B(2) + 6(C) should not exceed total company revenue reported in your corporate financial statement.

Who is your chief executive officer?

Name [] Title []

Who is your chief operating officer?

Name [] Title []

Who is your chief financial officer?

Name [] Title []

Who is your business development officer?

Name [] Title []

Who is your public relations officer?

Name [] Title []

Who is your human resources officer?

Name [] Title []

IMPORTANT NOTE: Who should we contact for any inquiries concerning this survey?

Name [] Email address []

Title [] Telephone []

Company [] Fax []

Street Address []

City, State, ZIP []

Alternate Name [] Alternate E-Mail address []

Alternate Title [] Alternate Telephone number []

VERY IMPORTANT: PERSONAL PLEDGE OF ACCURACY

Independent verification of my firm's construction revenue and/or billings is not available in time for ENR's deadline. As a result, I personally attest to the accuracy of the numbers reported.

(Signed) _____

Chief executive officer

_____ Date

Please email this form to Gary Tulacz, Senior Editor, ENR, at tulaczg@bnpmedia.com

REMINDER: THE DEADLINE FOR ONLINE SURVEY FILING IS MARCH 7, 2016

ADDITIONAL OPTIONAL QUESTIONS

As part of ENR's examination of the global construction market, we have added the following nine questions to understand our survey participants' views on issues and trends in the construction industry. While these questions do not affect your ranking on ENR's lists and are not required, we ask you to answer them to help ENR provide a more thorough presentation of the global construction industry.

Your answers to these questions will not be published or distributed and will be used only in the aggregate

15. How do you see the prospects for the Global construction market in the next 12 months?

- Improving Worsening Little/no change

16. Do you foresee your firm increasing its international work in the next three to five years?

- Yes No

17. If yes, which regions do you foresee as the most active for your firm? (Select all that apply)

- United States
 Canada
 Asia/Australia
 Latin America
 Caribbean
 Europe
 Middle East
 North Africa
 Central and Southern Africa
 Antarctic/Arctic

18. Is your firm considering any merger or acquisition activity in the next 12-24 months?

- Yes No

19. Do you see usage of Public-Private Partnerships or other private financing arrangements for public sector projects increasing or decreasing over the next three to five years?

- Increasing Decreasing Unchanged

20. What have been the most effective methods to recruit new employees to your firm: (Select all that apply)

- Working directly with high schools and colleges
 Working with industry organizations
 Working with government organizations
 Working with trade unions
 Intern/Externships
 Online job listings
 Professional recruiters
 International Recruitment
 Other _____

21. What do you perceive will be the most influential factors in product/materials specification/selection over the next 12 to 24 months? (Select all that apply)

- Availability
 Cost
 Ease of installation
 Owner preference
 Past performance
 Past relationship with manufacturer/supplier
 Reputation of manufacturer
 Product literature
 Advice from reviews or peers
 Other _____

22. How influential do you think these trends will be to your business in the next 3-5 years?
(Scale of 1-10 where 1 is not influential at all and 10 is very influential)

-] Green Building
-] Globalization
-] Construction cost escalation
-] Workforce availability
-] Interoperability
-] Building Information Modeling
-] Energy efficiency
-] Building or structure security
-] Adaptive re-use
-] Other _____

23. What percentage of your projects do you expect to be green in next 3-5 years?

- Less than 5%
- 5% to <10%
- 10% to <15%
- 15% to <20%
- 20% to <25%
- 25% or More