

INSTRUCTIONS FOR COMPLETING THE ENR SOURCEBOOK MARKET SURVEY

This survey is designed to rank each firm based on contracting revenue and design revenue earned in 2015 in the individual market components of the broader market categories measured in the Top 400 Contractors and Top 500 Design Firms surveys. For example, the Top 500 Design Firms and Top 400 Contractors survey is designed to rank the top 10 firms in such broad categories as General Building and Transportation. This Sourcebook Market survey will rank top firms in such market categories as government office buildings, health-care facilities, airports and marine facilities.

ENR asks that you complete the Sourcebook survey, together with your Top 100/400/500 Survey Form, by March 7, 2016. If that is not possible, a request for an extension should be made in writing and sent to Gary Tulacz, by email, to tulaczg@bnpmedia.com. Please include the date by which you expect to complete the survey.

To complete the ENR Sourcebook survey form, take the following steps:

If you are a design firm, start with the domestic and international answers from Question 5(H) of your Top 500 Design Firms survey form. If you are a contractor, start with the answers from Question 3(E) of your Top 400 Contractors survey form. Then apportion these figures from your Top 100/400/500 Survey form among the various submarket sectors listed beneath the major headings.

EXAMPLE: If your company had \$80 million in domestic contracting revenue from transportation projects and \$20 million in international contracting revenue for transportation. Start with the \$80 million figure for domestic transportation for the first column and divide this figure among the various markets you work in. It is the same for the \$20 million international revenue figure for transportation, as appropriate, among the six listed market sectors. Follow the same procedure for any markets you work in. Design firms should follow the same procedure in the two right-hand columns for all design revenue in each market sector.

"OTHER CATEGORY": Please try to place all of your revenue in the appropriate submarket category, rather than simply placing the revenue in the "Other" category, as we do not rank that category. For example, firms in the past have placed such markets as Hospitals, Airports, Marine Facilities, Automotive Plants, Condominiums, Water Treatment Plants, and Solar Plants in the various "Other" categories, not realizing that there are separate ranking lists for each of these categories. ENR works hard to make sure each firm is ranked fully and appropriately in the categories where it qualifies, but we do not always catch every anomaly. So check all the Sourcebook market categories carefully to make sure you are getting credit for all your work in every appropriate category.

NEW CATEGORIES: Please note that we have two new categories for ranking in the Power sector: Wind Generation and Solar Generation. These relate to the design and installation of facilities relating to wind energy and solar energy. Transmission and distribution of energy from wind farms and solar power facilities remain in the T&D category. Revenue from projects in the general buildings market that employ solar or wind generation equipment should continue to be reported in the general building category.

While it is not required that you complete this portion of the Sourcebook survey to be ranked in the annual Top 500 Design Firms and the Top 400 Contractors lists, we strongly urge you to participate. The reaction among owners and other purchasers of construction services to the ENR Sourcebooks has been extremely enthusiastic and the Sourcebook has proven an excellent, and free, way for construction and design firms to showcase their areas of expertise.

If you have any questions, please do not hesitate to email me at tulaczg@bnpmedia.com, or call me at (646) 849-7135. Please note that these are new email and phone addresses from last year, so update your contact list accordingly.

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