

## 2018 TOP 200 ENVIRONMENTAL FIRMS RANKING

Dear Environmental Firm Manager:

ENR magazine is now preparing The Top 200 Environmental Firms ranking survey for 2018 **based on participants' 2017 revenue from noted categories of environmental services**. The listings and related analysis provide a look at one of the construction industry's most dynamic market sectors. Your company has been ranked in the past or is believed to meet the list's threshold of about \$18 million in 2017 environmental services revenue.

**The deadline for completing and submitting survey information is JUNE 29, 2018.**

If you are a new Top 200 survey filer or a new contact for your firm and have questions, please contact the Top 200 Firms survey team at this address: **ENRT200env@enr.com**

**Andrea Pinyan 917-238-5521 ENREventCoordinator@bnpmedia.com** and **Debra K. Rubin 646-849-7128 rubind@enr.com**

The information you and industry peers provide will appear in the Top 200 rankings and analysis to appear in the **August 6-13, 2018** issue of ENR.

Thank you for being part of the ENR Top 200 Environmental Firms survey.

Sincerely,

**Debra K. Rubin ENR Top 200 Survey Coordinator**

**\*IMPORTANT NOTE: The ENR Top 200 Environmental Firms list is NOT THE SAME** as ENR's Top Green Building Design Firms and Top Green Building Contractors lists. They rank firms based on 2017 revenue from projects registered with third party green building or sustainable construction ratings organizations, are generated by separate surveys and will appear separately in ENR.

If interested in either of those lists, please contact Gary Tulacz at [tulaczg@enr.com](mailto:tulaczg@enr.com) or 646-849-7135.

# 2018 TOP 200 ENVIRONMENTAL FIRMS SURVEY

Q1. What was your firm's total gross revenue in 2017 (in \$ millions)? **Please Round Number to Two Decimal Points, (i.e. \$32.66 MILLION)**

\$ \_\_\_\_\_ MILLION

**IMPORTANT:** Your answer to Question 2 will determine your published ranking on the Top 200. Please report only revenue directly from the performance of environmental services in calendar year 2017.

Q2. What was your gross revenue from only environmental services in 2017 (in \$ millions)? **THIS IS THE FIGURE ON WHICH YOU WILL BE RANKED. Please Round Number to Two Decimal Points, (i.e. \$32.66 MILLION) \$ \_\_\_\_\_ MILLION**

Q3. What was the percentage of your firm's gross revenue from performance of environmental services in 2017? \_\_\_\_%

Q4. What was the value of environmental services contracts you were awarded in 2017 (in \$ millions)?

\$ \_\_\_\_\_ MILLION

**Q5. What percentage of your environmental revenue came from these markets (Total must equal 100%)?**

1. Hazardous/Solid Waste (chemical, industrial, mine cleanup; material management; brownfields; lead/asbestos) %

2. Nuclear or Radioactive Waste Cleanup or Management \_\_\_\_\_%

3. Air Pollution Control/Monitoring/Permitting/Energy efficiency \_\_\_\_\_%

4. Water Supply and Treatment \_\_\_\_\_%

5. Wastewater/Storm water Treatment \_\_\_\_\_%

6. Environmental Management: Audits/Due Diligence/Compliance/Environmental Information Technology %

7. Environmental Sciences/Planning: EIS/EIRs, Natural Resources, Modeling, Wetlands %

Other Market Specialty (Specify): % **[Please keep this % at 40% or less]**

**Q6. What percentage of your environmental revenue was from these types of owners? (Total must equal 100%) Please round to the nearest tenth of a percent. TOTAL MUST EQUAL 100%**

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1. Federal %

2. State/Local %

3. Private %

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**Q7. What percentage of your environmental revenue was from these activities? (Total must equal 100%) Please round to the nearest tenth of a percent. TOTAL MUST EQUAL 100%**

1. Engineering/Design %

2. Consulting/Studies %

3. Construction/Remediation %

4. Construction Management/Program Management %

5. Technology/Research & Development %

6. Equipment %

7. Contract Operations %

8. Other (Specify): %

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**Q8. What percentage of your environmental revenue came from these regions? (Total must equal 100%) Please round to the nearest tenth of a percent. TOTAL MUST EQUAL 100%**

1. United States %

2. Canada %

3. Latin America/South America/Caribbean %

4. Europe %

5. Middle East %

6. Asia %

7. Australia/New Zealand %

8. Africa %

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Q9. Did your firm acquire an environmental services firm or firms in 2017?

Yes - What percentage of your reported total environmental revenue was from the acquisition(s)? \_\_\_\_\_% Please enter Environmental Services Firms below:

Q12. Was your firm acquired by another firm in **2017**?

Yes - Name of New Parent Company \_\_\_\_\_ -  
Type of business \_\_\_\_\_

Q14. Is your firm publicly traded?

Yes - On which exchange(s) is your firm publicly traded? (Select all the apply)  NYSE

AMEX  NASDAQ  Other (Specify):  
\_\_\_\_\_

Q16. Is your firm wholly or partly owned by another firm?

Yes - Please enter the following information:

1. Name of the firm \_\_\_\_\_

2. Type of the firm \_\_\_\_\_

3. Percent of ownership \_\_\_\_\_%

Q18. How many operating subsidiaries of your firm (excluding branch offices) contributed to the 2017 revenue that is included in this survey?

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| Name of Firm | Type of Firm |
|--------------|--------------|
| Firm 1       | _____        |
| Firm 2       |              |
| Firm 3       |              |

**CONFIDENTIAL: Answers to the following questions are for statistical and/or aggregate data purposes only and are not for specific publication. Please have the most appropriate person provide answers. Thank you.**

Q19. Did your firm make a net profit after taxes in **2017**? Yes - What was your profit margin? %

No - What was your loss margin? %

Q21. Did your firm increase or decrease its professional staff in **2017**? If so, by what percent

Increase \_\_\_\_\_% Little or no change Decrease \_\_\_\_\_%

Q22. Did your firm increase or decrease its backlog in **2017**? If so, by what percent?

Increase \_\_\_\_\_% Little or no change Decrease \_\_\_\_\_%

Q23. Did your firm open new offices in 2017? Yes or no

How many new offices did your firm open in the U.S.? - How many new offices did your firm open overseas?

Q24. Did your firm close offices in 2017? Yes or no

Yes - How many offices did your firm close in the U.S.? - How many offices did your firm close overseas?

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Q26. Is your firm considering making a merger/acquisition offer or accepting one in the next 12-24 months?

Yes No Don't Know

Q27. How do you see your firm's environmental services market faring in the next 12 months?

|               | Better | No Change | Worse |
|---------------|--------|-----------|-------|
| United States |        |           |       |
| International |        |           |       |

**PLEASE PROVIDE DETAIL ON WHAT AFFECTED YOUR ENVIRONMENTAL SERVICES REVENUE POSITIVELY? NEGATIVELY? IN 2017. WHAT DO YOU SEE IN 2018??**

**IMPORTANT - PLEASE FILL OUT FULLY**

1. Company name \_\_\_\_\_
2. Headquarters Street Address \_\_\_\_\_
3. City \_\_\_\_\_
4. State \_\_\_\_\_
5. Country \_\_\_\_\_
6. ZIP/Postal code \_\_\_\_\_
7. Website address \_\_\_\_\_

**Chief Executive Officer/President**

1. Full name \_\_\_\_\_
2. Job Title \_\_\_\_\_
3. Telephone \_\_\_\_\_
4. Email \_\_\_\_\_

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

1. Name \_\_\_\_\_
2. Title \_\_\_\_\_
3. Telephone (Direct) \_\_\_\_\_
4. Telephone (Main company #) \_\_\_\_\_
5. Email (An email containing survey responses will be sent to this email address)  
\_\_\_\_\_

**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.

1. SURVEY SUBMITTER NAME \_\_\_\_\_
2. Month \_\_\_\_\_
3. Day \_\_\_\_\_

The survey team also will send you a follow-up email, requesting your insights on key trends in the global environmental marketplace for our analysis—particularly drivers and challenges in 2016 and ahead, in the form of open-ended questions. Your candid responses will help us reflect what Top 200 firms are thinking, since we can't reach everyone by phone.

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