

2019 ENR TOP 200 ENVIRONMENTAL FIRMS RANKING

Dear Environmental Firm Manager:

ENR magazine is now preparing The Top 200 Environmental Firms ranking survey for 2019 **based on participants' 2018 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 listed 2018 environmental services revenue categories.

The deadline for completing and submitting survey information is JUNE 28, 2019.

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

Debra K. Rubin rubind@enr.com or 646-849-7128

Mary B. Powers, marybpowers@gmail.com or 205-515-0582

Hillary Swantek, swantekh@bnpmedia.com or 248-244-6404

The information you and industry peers provide will appear in the Top 200 rankings and analysis to appear in the **August 5-12, 2019** issue of ENR.

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

The ENR Top 200 Survey Team

***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 2018 revenue from projects registered with third party green building or sustainable construction ratings organizations, and are generated by separate surveys and will appear in the Sept. 16 issue of ENR. If interested in either of those lists, please contact **Gary Tulacz** at tulaczg@enr.com or 646-849-7135.*

2019 TOP 200 ENVIRONMENTAL FIRMS SURVEY

Q1. What was your firm's total gross revenue in 2018 (in \$ millions)? Please Round Number to Two Decimal Points, (i.e. \$32.66 MILLION)

\$ _____ MILLION

IMPORTANT: Your answer to Question 2 below will determine your published ranking on the Top 200. Please report only revenue directly from the performance of environmental services in calendar year 2018.

Q2. What was your gross revenue from only environmental services in 2018 (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 2018? ____%

Q4. What was the value of environmental services contracts you were awarded in 2018 (in \$ millions)?

\$ _____ MILLION

Q5. What percentage of your environmental revenue **(including design and construction services)** came from these markets (TOTAL MUST EQUAL 100%)?

1. Hazardous/Solid Waste Cleanup and/or Management (chemical, industrial, mine cleanup; brownfields; lead/asbestos abatement) ____%

2. Nuclear or Radioactive Waste Cleanup and/or Management _____%

3. Air pollution control/monitoring/Permitting/Energy efficiency/Renewable energy _____%

4. Water Supply and Treatment _____%

5. Wastewater/Stormwater Treatment and/or Management _____%

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 services revenue was from these types of owners? Please round to the nearest tenth of a percent. TOTAL MUST EQUAL 100%

1. Federal %

2. State/Local %

3. Private %

Q7. What percentage of your environmental services 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 %

[Please keep this figure at or below 40%]

Other Market Specialty (Specify):

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 %
-

Q9. Did your firm acquire an environmental services firm or firms in 2018?

Yes - What percentage of your reported total environmental revenue was from the acquisition(s)? _____%

Please enter name of environmental services firms acquired below:

Q10. Was your firm acquired by another firm in 2018?

Yes - Name of new parent company _____ -

Type of business _____

Q11. Is your firm publicly traded?

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

- NYSE ▪ AMEX ▪ NASDAQ ▪ Other (Specify):

Q12. Is your firm wholly or partly owned by another firm?

Yes - Please enter the following information:

1. Name of owning firm _____

2. Type of owning firm _____

3. Percent of ownership _____%

Q13. Which operating subsidiaries of your firm (excluding branch offices) contributed to the 2018 revenue that is included in this survey?

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.

Q14. Did your firm make a net profit after taxes in **2018**?

Yes - What was your profit margin? %

No - What was your loss margin? %

Q15. Did your firm increase or decrease environmental services professional staff in **2018**? If so, by what percent?

Increase _____% Little or no change Decrease _____%

Q16. Did your firm increase or decrease environmental services backlog in **2018**? If so, by what percent?

Increase _____% Little or no change Decrease _____%

Q17. Did your firm **open** new U.S. or non-U.S. offices related to environmental services in 2018? Yes or no

Q18. Did your firm **close** U.S. or non-U.S. offices related to environmental services in 2018? Yes or no

Q19. Is your firm considering making a merger/acquisition offer or accepting one related to environmental services in the next 12-24 months?

Yes No Don't Know

Q20 How do you see your firm's environmental services market faring in the next 12 months?

	Better	No Change	Worse
United States			
International			

Q21 IMPORTANT PLEASE PROVIDE DETAIL ON WHAT AFFECTED YOUR ENVIRONMENTAL SERVICES REVENUE POSITIVELY OR NEGATIVELY IN 2018. ALSO, PLEASE PROVIDE DETAIL ON YOUR OUTLOOK FOR ENVIRONMENTAL SERVICES REVENUE IN THE NEXT 12 MONTHS. Your full and candid responses will provide us with a better understanding of current and future marketplace issues and trends for Top 200 firms. Thankyou!

IMPORTANT - PLEASE FILL OUT FULLY

1. **Company FULL NAME** (how the firm will be listed in the Top 200 ranking) _____
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: Who should we contact for any inquiries concerning this survey filing?

1. Name _____
2. Title _____
3. Telephone (Direct) _____
4. Telephone (Cell) _____

5. Email (To receive survey filing verification and other ENR communication _____)

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 may send you a follow-up email, requesting further insights on key trends in the global environmental marketplace for our analysis.

For questions, please contact the Top 200 Firms survey team at this address:

ENRT200env@enr.com

OR

Debra K. Rubin rubind@enr.com or 646-849-7128

Mary B. Powers, marybpowers@gmail.com or 205-515-0582

Hillary Swantek, swantekh@bnpmedia.com or 248-244-6404 (SURVEY NAVIGATION/FILING)

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