Dear Environmental Firm Manager:

ENR magazine is now preparing The Top 200 Environmental Firms ranking survey for 2020 based on participants’ 2019 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 2019 environmental services revenue categories.

The deadline for completing and submitting survey information is JUNE 23, 2020. PLEASE MAKE EVERY EFFORT TO MEET THIS DEADLINE. SCHEDULE IS TIGHT THIS YEAR.

The information you and industry peers provide will appear in the Top 200 rankings and analysis to appear in the July 20-27, 2020 issue of ENR.

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
OR:  Debra K. Rubin rubind@enr.com or 973-432-3211
Mary B. Powers, marybpowers@gmail.com or 205-515-0582
Katie Cooper, cooperk@bnpmedia.com (SURVEYNAVIGATION/FILING)

*IMPORTANT NOTE: The ENR Top 200 Environmental Firms ranking is NOT THE SAME as ENR’s Top Green Building Design Firms and Top Green Building Contractors lists. They rank firms based on 2019 revenue from projects registered with third party green building or sustainable construction-ratings organizations, are generated by separate surveys and will appear in a later ENR issue. If interested in those, contact Gary Tulacz at tulaczg@enr.com or 646-849-7135.
2020 TOP 200 ENVIRONMENTAL FIRMS SURVEY

Q1. What was your firm's total gross revenue in 2019 (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 2019.

Q2. What was your gross revenue from only environmental services in 2019 (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 2019? ____%

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, construction and management 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 or clean 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 %

8. Other Market Specialty (Specify): ________% [NOTE: % MUST BE 40% or less; move as much revenue as possible to other above categories]
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? 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 %

(Other Market Specialty (Specify): _________________________)

NOTE: For Other, % MUST BE 40% or less; move as much revenue as possible to above categories

Q8. What percentage of your environmental revenue came from these regions? 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 2019?
Yes - What percentage of your reported total environmental revenue was from the acquisition(s)? ____________% 
Please enter name of environmental services firm(s) acquired below: ________________________________

Q10. Was your firm acquired by another firm in 2019?
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 2019 revenue that is included in this survey?

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<tr>
<th>Name of Firm</th>
<th>Type of Firm</th>
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<td>Firm 1</td>
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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 2019?

Yes - What was your profit margin?  %

No - What was your loss margin?  %

Q15. Did your firm increase or decrease environmental services professional staff in 2019? If so, by what percent?

Increase _________%  Little or no change  Decrease _________%

Q16. Did your firm increase or decrease environmental services backlog in 2019? 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 2019? Yes or no

Q18. Did your firm close U.S. or non-U.S. offices related to environmental services in 2019? 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?

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<tr>
<th>Better</th>
<th>No Change</th>
<th>Worse</th>
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Q21 IMPORTANT  PLEASE PROVIDE AS MUCH DETAIL AS POSSIBLE ON WHAT AFFECTED YOUR ENVIRONMENTAL SERVICES REVENUE POSITIVELY OR NEGATIVELY IN 2019. 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 CELL __________________________________________

4. Telephone DIRECT __________________________________________

5. Email __________________________________________

**IMPORTANT: MAIN CONTACT for any inquiries concerning this survey filing**

1. Name __________________________________________

2. Title __________________________________________

3. Telephone (CELL-IMPORTANT) __________________________________________

4. Telephone (DIRECT) __________________________________________

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, contact the Top 200 Firms survey team at this address: ENRT200env@enr.com

OR

Debra K. Rubin rubind@enr.com or 973-432-3211

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

Hillary Harris harrish@bnmedia.com or 248-244-6404 (SURVEY NAVIGATION/FILING)

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THANK YOU FOR PARTICIPATING IN THE ENR ANNUAL TOP 200 ENVIRONMENTAL FIRMS RANKING!