

## 2020 ENR TOP 200 ENVIRONMENTAL FIRMS RANKING

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](mailto:ENRT200env@enr.com)

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

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**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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**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 **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

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**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**

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United States

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International

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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!**

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**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](mailto:ENRT200env@enr.com)

OR

Debra K. Rubin [rubind@enr.com](mailto:rubind@enr.com) or 973-432-3211

Mary B. Powers, [marybpowers@gmail.com](mailto:marybpowers@gmail.com) or 205-515-0582

Hillary Harris [harrish@bnpmedia.com](mailto:harrish@bnpmedia.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!**