Dear Environmental Firm Manager:

ENR magazine is now preparing The Top 200 Environmental Firms survey for 2017 based on participants’ 2016 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 2016 environmental services revenue.

The deadline for completing and submitting survey information is JUNE 26, 2017. 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

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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 7-14, 2017 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 2016 revenue from projects registered with third party green building or sustainable construction ratings organizations, are generated by separate surveys and will appear separately in the August 7-14, 2017 issue of ENR. If interested in either of those lists, please contact Gary Tulacz at tulaczg@enr.com or 646-849-7135.
2017 TOP 200 ENVIRONMENTAL FIRMS SURVEY

Q1. What was your firm's total gross revenue in 2016 (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 2016.

Q2. What was your gross revenue from only environmental services in 2016 (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 2016?

______________________%

Q4. What was the value of environmental services contracts you were awarded in 2016 (in $ millions)?

$ __________________________ MILLION

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

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 ________________%
97. Other Market Specialty (Specify): ________________

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%

1. Federal ________________%
2. State/Local ________________%
3. Private ________________%

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 ________________%
97. Other (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 2016?  
☐ Yes - What percentage of your reported total environmental revenue was from the acquisition(s)? ________________%  
Please enter Environmental Services Firms below:  

<table>
<thead>
<tr>
<th>Environmental Services Firm(s) Acquired</th>
<th>Name of Firm</th>
<th>Type of Firm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firm 1</td>
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<td>Firm 2</td>
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<td>Firm 3</td>
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<td>Firm 4</td>
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<tr>
<td>Firm 5</td>
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</tbody>
</table>

☐ No  

Q12. Was your firm acquired by another firm in 2016?  
☐ Yes - Name of New Parent Company ___________________________________________  
- Type of business ___________________________________________  
☐ No  

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): ___________________________________________  
☐ No  

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 _____________________%  
☐ No  

Q18. How many operating subsidiaries of your firm (excluding branch offices) contributed to the 2016 revenue that is included in this survey?  
__________________________ Operating subsidiaries
Q19. Did your firm make a net profit after taxes in 2016?

☐ Yes - What was your profit margin? ___________%
☐ No - What was your loss margin? ___________%

Q21. Did your firm increase or decrease its professional staff in 2016? If so, by what percent?

☐ Increase ___________%
☐ Little or no change
☐ Decrease ___________%

Q22. Did your firm increase or decrease its backlog in 2016? If so, by what percent?

☐ Increase ___________%
☐ Little or no change
☐ Decrease ___________%

Q23. Did your firm open new offices in 2016?

☐ Yes - How many new offices did your firm open in the U.S.? ____________ offices
   - How many new offices did your firm open overseas? ____________ offices
☐ No

Q24. Did your firm close offices in 2016?

☐ Yes - How many offices did your firm close in the U.S.? ____________ offices
   - How many offices did your firm close overseas? ____________ offices
☐ No

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?

<table>
<thead>
<tr>
<th></th>
<th>Better</th>
<th>No Change</th>
<th>Worse</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>[ ]</td>
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</tr>
<tr>
<td>International</td>
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Q28. Please explain:

____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
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. Chief executive officer 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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