



**ENR MIDATLANTIC
REGIONAL TOP DESIGN SURVEY**

On Monday, June 18, 2019, ENR MidAtlantic will publish its annual rankings of Top Design Firms (including consultants, architects, engineers and other design professionals) doing business in Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia.

Online Survey Instructions:

- All survey questions appear on this page. Provide answers to all the questions on this page and click on the 'Next' button to go to the next page where you will be asked to confirm that you wish to submit your survey.
- 'Regional' means design work performed on projects located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia. 'Worldwide' means your entire firm across the world, including the United States.
- You will not be able to continue to the next page if validation errors are indicated. View details of any validation error by bringing your mouse over the shaded area in the question where an error is indicated. Check for accuracy and completeness of your answers before proceeding to the next page
- Inputted responses may not always be saved if you close the browser before submitting your survey. We advise you to complete the survey in one session.
- If more than one survey is received from a firm for a particular region, only the most recently submitted survey will be used for that region's Top Design Firms ranking.

IMPORTANT NOTE: The ENR Top 400 Contractors and Top 500 Design Firms national lists each have a separate survey. For these national surveys, please contact Gary Tulacz at tulaczg@enr.com.

QUESTIONS ABOUT THE REGIONAL SURVEY? CONTACT: Justin Rice | ricej@enr.com

2019 ENR MidAtlantic TOP DESIGN SURVEY

Company Information:

How should your company's name, location and other information appear in ENR MidAtlantic's Top Design Firms List?

1. Name of Firm : _____.
2. Year Founded : _____.
3. Company Website : _____.
4. Regional Headquarters Street Address : _____.
5. Regional Headquarters City : _____.
6. Regional Headquarters State : _____.
7. Regional Headquarters ZIP/Postal Code : _____.
8. Regional Headquarters Telephone : _____.
10. Regional Top Officer Full Name : _____.
11. Regional Top Officer Title : _____.

Minority and Women-owned Business Enterprise (MWBE) Certification(s) (Please select all that apply):

1. Certified Minority-Owned Business Enterprise
2. Certified Women-Owned Business Enterprise
3. Certified Disadvantaged Business Enterprise
4. Certified Small Business Enterprise
5. Certified Locally-based Enterprise
6. Hires/Recruits MWBE Companies
99. None of the above

Q1A. Design revenue reported in the following questions should be based on Calendar Year 2018 (January 2018 - December 2018). If it is not possible to provide your design revenue in calendar year, select the fiscal-year option. Design revenue based on...

1. Calendar Year
2. Fiscal Year

[IF SELECTED "Fiscal Year" IN Q1A]

Q1B. Please select your fiscal-year ending

1. April 2018
2. May 2018
3. June 2018
4. July 2018
5. August 2018
6. September 2018
7. October 2018
8. November 2018
9. January 2019
10. February 2019
11. March 2019

Ranking Criteria:

- Firms will be ranked based on total revenue of design services from projects in Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia during the Calendar or Fiscal Year 2018. Firms will also be ranked by state revenue and various design specialties and disciplines.
- 'Regional' means design work performed on projects located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia. 'Worldwide' means your entire firm across the world, including the United States.

Exclude the following:

- Exclude revenue from Single-family Residences.

Q2. What is your Worldwide Design Revenue in Calendar or Fiscal Year 2018?
(Example: if your revenue is \$5 million, enter as 5000000)

\$ _____ Worldwide Design Revenue (Include U.S. revenue)

Q3. What is your Design Revenue in Calendar or Fiscal Year 2018 by state?

1. Delaware \$ _____.

2. District of Columbia \$ _____.

3. Maryland \$ _____.

4. Pennsylvania \$ _____.

5. Virginia \$ _____.

6. West Virginia \$ _____.

Q4. Please provide a breakdown of your Regional Total for each of the following project types listed below.

Note: General Building is auto-calculated from categories 01-14. If you cannot break down your General Building category, place all your revenue in 14-Other General Building and specify it as General Building. Exclude revenues from single-family residences. Total for all project types should match your Regional Total.

GENERAL BUILDING:

1. Commercial (offices and banks) \$_____.
 2. Correctional (correctional facilities) \$_____.
 3. Distribution and Warehouses \$_____.
 4. Education (public and private educational facilities, including both K-12 and higher education) \$_____.
 5. Entertainment (entertainment facilities, casinos and theme parks) \$_____.
 6. Government/Public Service (military bases, courthouses, judicial centers, law enforcement, federal, state and local government office facilities) \$_____.
 7. Health Care (hospitals, clinics, medical assistance facilities, nursing homes and assisted-living centers) \$_____.
 8. Hospitality (hotels, resorts and convention centers) \$_____.
 9. Multi-Unit Residential (co-ops, condominiums, apartment buildings and student housing) \$_____.
 10. R&D Facilities (laboratories, research and development facilities) \$_____.
 11. Religious and Cultural (theaters, museums, cultural centers, libraries/archives, churches, temples and other religious structures) \$_____.
 12. Retail (stores and retail facilities) \$_____.
 13. Sports/Recreation (stadiums, arenas, sports and recreational facilities) \$_____.
 14. Other General Building (please specify) : _____ \$_____.
- General Building Total:** \$_____.

OTHER PROJECT TYPES:

- B. Hazardous Waste (chemical and nuclear waste treatment, asbestos removal and lead abatement, etc.) \$_____.
 - C. Industrial Process (pulp and paper mills, steel mills, non-ferrous metal refineries, pharmaceutical plants, chemical plants, food and other processing plants, etc.) \$_____.
 - D. Manufacturing (auto, electronic assembly, textile plants, etc.) \$_____.
 - E. Master-Planned Development/Site Infrastructure \$_____.
 - F. Petroleum (refineries, petrochemical plants, offshore oil facilities, pipelines, etc.) \$_____.
 - G. Power (thermal and hydroelectric powerplants, waste-to-energy plants, transmission lines, substations, cogeneration plants, etc.) \$_____.
 - H. Sewerage/Solid Waste (sanitary and storm sewers, treatment plants, pumping plants, incinerators, industrial waste facilities etc.) \$_____.
 - I. Telecommunications (transmission lines and cabling, towers and antennae, data centers, etc.) \$_____.
 - J. Transportation (airports, bridges, roads, canals, locks, dredging, marine facilities, piers, railroads, tunnels, etc.) \$_____.
 - K. Water Supply (dams, reservoirs, water transmission lines, distribution mains, irrigation canals, desalination and potability treatment plants, pumping stations, etc.) \$_____.
 - L. Other Project Types (please specify) : _____ \$_____.
- TOTAL FOR ALL PROJECT TYPES** (Note : Total should match your Regional Total) \$_____.

Q5. Please provide a breakdown of your Regional Total for each of the following **disciplines** below:
(Total should match you Regional Total)

1. Architecture \$_____.
 2. Landscape Architecture \$_____.
 3. Exterior Facade Design \$_____.
 4. Interior Design \$_____.
 5. Civil Engineering \$_____.
 6. Environmental & Geotechnical Engineering \$_____.
 7. MEP Engineering \$_____.
 8. Structural Engineering \$_____.
 9. Surveying and Mapping \$_____.
 10. Other Disciplines (please specify) : _____ \$_____.
- TOTAL FOR ALL DISCIPLINES** (Note: Total should match your Regional Total) \$_____.

Q6. What is your largest regional project on which construction broke ground in 2018? (Must be located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia.)

Project name: _____.

City: _____.

State: _____.

Total Construction Cost: \$_____.

Q7. What is your **Regional Green Design Revenue** in 2018? (Note: Regional Green Design Revenue cannot exceed your Regional Total).

Ranking will be based on revenue for design services generated in 2018 from projects within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia that are officially registered with or certified by a third-party organization that sets standards for measuring a facility's environmental impact, energy efficiency or carbon footprint. Such groups include the U.S. Green Building Council, Green Advantage, Green Building Initiative and Build It Green.

\$_____ Regional Green Design Revenue

_____ Number of Officially Registered/Certified Projects

Q8. What is your largest regional green project that broke ground and registered via a green building system in 2018? (Must be located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia.)

Green Project name: _____.

City: _____.

State: _____.

Total Construction Cost: (For largest regional green project) \$_____.

Level of Certification (for largest regional green project)

1. Registered for LEED Certification
2. Registered for LEED Silver Certification
3. Registered for LEED Gold Certification
4. Registered for LEED Platinum Certification
5. Registered for CHPS Designed
6. Registered for CHPS Verified
7. Other (specify) : _____.

Q9. Please base your responses to the questions below on employees located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia in 2018.

1. Number of Licensed Architects : _____.
2. Number of Licensed Engineers : _____.
3. Number of Accredited Staff : _____.

(ACCREDITED STAFF: This is the number of people employed by the firm that have been certified as knowledgeable in green construction by third-party accreditation organizations, including such groups as USGBC, Green Advantage, Green Building initiative and Build it Green.)

Marketing Contact Information: Contact details of the individual responsible for the marketing function at the firm:

1. Full Name : _____.
2. Job Title : _____.
3. Email : _____.
4. Telephone : _____.
5. Extension : _____.

Submitter Contact Information: Contact details of the individual that has completed this survey:

1. Full Name : _____.
2. Job Title : _____.
3. Email (After submitting this survey, a copy of the results will be sent to this email address) : _____.
4. Telephone : _____.
5. Extension : _____.

VERY IMPORTANT: VERIFICATION DATA

Please indicate if you are an authorized officer attesting to the accuracy of the numbers reported in this survey.

1. Yes
2. No

If you selected "No" in the previous question, please supply details of the executive at the firm who has reviewed the data in this survey and attests to the accuracy of the numbers reported:

1. Full Name : _____.
2. Job Title : _____.
3. Email (After submitting this survey, a copy of the results will be sent to this email address): _____.
4. Telephone : _____.
5. Extension : _____.

An email receipt with your responses will be sent to the Submitter and the Verification Officer listed above after you confirm that you wish to submit the survey.

Does your company want to be considered for recognition as the MidAtlantic's Top Design Firm of the year?

1. Yes
2. No

[IF YES SELECTED ABOVE]

Please briefly summarize your firm's notable achievements in 2018 that warrant consideration for the MidAtlantic's Top Design Firm of the year award. (Achievements may include business growth, major projects, unique innovations, etc.)