

[INTRODUCTION]

ENR Top 600 Specialty Contractors

On October 14/21, ENR's estimated 250,000 readers will receive our 42nd annual listing of The ENR Top 600 Specialty Contractors. Ranked by year-end construction-specific revenue and categorized by the type of construction services provided, the leading subcontractors and specialty trade contractors in the U.S. once again will compete on our pages for the top positions in their chosen specialties. If you feel you belong with this elite group, please fill out this brief online by September 9. Just 33 short questions and minutes of your time are all that stand between you and the vast readership of the construction industry's most respected news journal. Please note that if your firm is a general contractor eligible for the ENR Top 400 Contractors listing of such contractors, or if your firm is a subsidiary of a general contractor that already has included your revenue in its Top 400 Contractor survey, then please refrain from participating in this survey. If you have any questions, you can email me at tulaczg@enr.com, or contact Survey Database Coordinator Virgilio G. Mendoza at mendozav@enr.com. Copies of this survey that you can use as worksheets may be downloaded or printed out from ENR's website at www.enr.com.

Thank you,

Gary J. Tulacz Senior Editor Engineering News-Record 350 5th Avenue, Suite 6000 New York, NY 10118 Phone: **646-849-7135**

FOR MORE DETAILED INSTRUCTIONS PLEASE CLICK ON THE "SURVEY INSTRUCTIONS" LINK IN THE FOOTER OF EACH PAGE. That will bring up a pdf file in a window that you can keep open for reference or print if you desire. You may stop the survey without submitting it at any time and using the initial link provided, come back into the survey at your last submitted page. At the end of the survey, once you have submitted it, an email will be sent to the contact email provided.

IMPORTANT: To maneuver through the survey, only use the survey's forward and back arrows. DO NOT Use the back button in your browser as that will take you out of the survey. If you hit the browser back button by mistake, then you hit refresh the survey will prompt you to retry or resend. Click ok and you will be taken to a resuming session page. Click resume from last submitted page and you should be right back to where you hit the browser back button and all data on previous pages should still be there.



subcontracted.

IMPORTANT: How should you company's name and location be listed on ENR's Top Lists and directories?							
1. Compa	1. Company name						
3. City	3. City 4. Postal Code						
4. Postal							
	5. Main Telephone 6. Main Fax						
	any Email Address						
8. Compa	any website						
Q2. State wher	e your company is located?						
[INSERT D	ROPDOWN]						
Q3. Is your com	pany's revenue from construction for	r:					
1. C a	alendar year end December 31, 2018	}					
	scal year ending (please select month						
O/I What was v	our total 2018 construction contracti	ing revenue? (ro	unded in s	\$ million w/2	decimals i.e. 25.48 for \$25.481.00		
		ing revenue: (ie	Juliueu III ş	7 mmon w/ 2	decimals, i.e. 25.46 for \$25,461.00	ر.ر	
Ť							
Q5. What was t	he value of your 2018 contract award	ls? (rounded in	\$ million w	/ 2 decimals,	i.e. 25.48 for \$25,481.000.)		
\$, 	•			,		
Q6. What perce	entage of your revenue came from the	ese specialties?	[Please no	ote: The follo	wing categories are the basis of th	е Тор	
_	nd refer to the kinds of work you do	or the trades yo	ou employ,	, not the marl	tets you serve or the nature of you	r	
client base]							
1.	Mechanical						
2.							
3.	,						
4.	0						
5.	Sheet metal	%					
6.	Concrete	%					
7.	Masonry						
8.	Painting	%					
9.	Wall/Ceiling	%					
10	Excavation/Foundation		%				
11	Steel erection [self-perform]**			%			
	2. Demolition/Wrecking		%				
	Asbestos/Lead abatement		%				
	I. Glazing/Curtain wall		%				
	5. Fire protection and sprinklers			_%			
97	7. Other (Specify): []		%			
Note: *This car	tegory applies to those working as a	utility contracto	or, and not	t to those fro	n another specialty working for a	utility	

** Include only revenue for self-performed steel erection, not revenue from contracts where erection services are



Q7. What percer	stage of your revenue came from these markets?	%	
•	building (commercial bldgs., offices, stores, education, residential, etc.)		%
	al process (pulp and paper, steel, non-ferrous metal refineries, etc.)		%
	cturing (production facilities i.e. auto assembly plant, electronic assembly, e	etc.)	%
4. Water s	upply (dams, reservoirs, water transmission lines, aqueducts, etc.)		%
5. Sewera	ge/solid waste disposal (sanitary/storm sewers, treatment plants, landfills)		%
6. Transpo	ortation (airports, bridges, highways, roads, canals and locks, etc.)		%
	ous waste (chemical, nuclear, asbestos, lead, mold, etc.)		
	thermal, hydroelectric, waste-to-energy plants, etc.)	%	
	um (refineries, petrochemical, offshore, pipelines, etc.)	%	
10. Telecor	nmunications (low voltage work, switching, underground/indoor cabling, mi	crowave, transn	nitters, etc.)
	%		
97. Other (Specify): [
	Yes No [SKIP to Q10]		
[SEE IF Q8=1]			
_	nment contracting goal program does your firm qualify for? (Select all that ap	ply)	
1.	MBE		
2.	WBE		
3.	Veteran/Disabled Veteran-owned business enterprise		
99.	None of the above		
CONFIDENTIAL:	Answers to questions 10-27 are for statistical purposes only and are not for p	ublication.	
Q10. Including y	ourself, how many employees does your company employ, including all location	ons?	
-	aft workers represented by a union?		
1.	Yes		
2.	No		
3.	Partial		



1. Yes
2. No [SKIP to Q14]
[SEE IF Q12=1]
Q13. (If yes) How large was your profit margin (in %)?
%
[SEE IF Q12=2]
Q14. (If no) How far below break-even did your company end up (in %)?
%
Q15. What percentage of your payments are received past due (in %)?
%
TIF 045-41
[IF Q15>1] Q16. For payments that are received late, what is the average number of days late?
days
Q17. Have you experienced craft worker shortages on recent projects?
1. Yes
2. No [SKIP to Q19]
[SHOW IF Q17=2]
Q18. (If yes) Which crafts have been in short supply? (Select all that apply)
1. Electricians
2. Sheet metal workers
3. Equipment operators
4. Carpenters and joiners
5. Roofers
6. Plumbers and pipefitters
7. Masons
8. Laborers
9. Ironworkers 10. Painters
11. Glazers
12. Welders
13. Tapers and finishers
14. Foremen/Superintendents
97. Other (Specify):
Q19. In what year was your firm founded?
Q20. How many of your employees are certified by the U.S. Green Building Council's LEED system, GreenGlobes, or other environmental rating services?
Q21. What is your approximate EMR (Experience Modification Ratio)?
O22 What is the approximate value of your equipment flact /alassa indicate animisal annual approximate value \(\text{2} \)
Q22. What is the approximate value of your equipment fleet (please indicate original or replacement value)?



Q23. W	What is your estimated budget for purchasing new or used equipment in the next 12 months? \$	
Q24. W	What types of equipment are you most likely to acquire?	
	Approximately what percentage of your fleet is: LAY TOTAL] [TOTAL MUST EQUAL 100%]	
1.	. Owned%	
2.	. Leased	
3.	. Rented	
Q26. Oi 1.		
2.		
_	. 11% - 20%	
	. 21% - 30%	
5.		
	. No Change	
7.	Prices have decreased	
Q27. To	Fo what do you attribute this change in prices?	
IMPOR	Who should we contact for inquiries concerning this survey? RTANT: Direct contact data will not be published or distributed. Contact person's email address serves as the only point ct for future surveys so do not leave this blank.	of
Contact		
1.		
2.		
3.	. Telephone	
4.		
5.		
6.		
7.		
8.	,	
	. State	
10.	O. Postal Code	
	1. Company Website	
12.	2. Alternate Contact Name	
13.	3. Alternate Contact Title	
	4. Alternate Contact Email	
15.	5. Alternate Contact Telephone	



Please provide the names of the following company officers:

Q29. W	/ho is your Chief Executive Officer/President?
1.	Name
2.	Title
Q30. W	ho is your Business Development Officer?
1.	Name
	Title
Q31. W	ho is your Public Relations/Communications Officer?
1.	Name
2.	Title
Q32. W	ho is your Human Resources/Personnel Officer?
1.	Name
	Title
Q33.WI	no is your Equipment Manager?
1.	Name
	Title
	ERSONAL 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.	Name
	Title
3.	
	TANT WARNING: This completes the survey of Top 600 Specialty Contractors. Do not click on "Submit" unless you are
-	tely finished with this survey. Once you click "Submit", you cannot come back to this survey to make changes. If you close the
survey	without submitting, you can return and finish at a later date.

Thank you for your responses!

Gary J. Tulacz, Senior Editor Engineering News-Record BNP Media 350 5th Avenue, Suite 6000 New York, NY 10118