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ENR MIDATLANTIC

REGIONAL TOP CONTRACTORS SURVEY

On August 20, 2019, ENR MidAtlantic will publish its annual rankings of Top Contractors (General Contractor, Construction Manager and Program manager) doing business in Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia.

Online Survey Instructions:

- Provide answers to all the questions on this page and click on the 'Next' button to proceed through the survey. At the end, you will be asked to confirm that you wish to submit your survey.
- 'Regional' means 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 Contractors 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

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2019 ENR MIDATLANTIC TOP CONTRACTOR SURVEY

Company Information:
How should your company's name, location and other information appear in ENR MidAtlantic's Top Contractors 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 :_____
9. EMR (Experience Modification Ratio) :_____
10. Number of Worldwide Employees (including the U.S.) :_____
11. Number of Regional Employees :_____
12. Regional Top Officer Full Name :_____
13. 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. Construction revenue reported in the following questions should be based on Calendar Year 2018 (January 2018 - December 2018). Include revenue from general contracting, construction management at risk, design-build, construction management for fee only, and program management. If it is not possible to provide your construction revenue in calendar year, select the fiscal-year option. Construction revenue based on...

1. Calendar Year
2. Fiscal Year

[IF SELECTED "Fiscal Year" IN Q1A]

Q1B. Fiscal-year ending:

1. Month **[ ]**
2. Year **[ ]**

Ranking Criteria:

- Firms will be ranked based on total construction revenue from projects in Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia during the Calendar or Fiscal Year 2018.
- 'Regional' means within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia. 'Worldwide' means your entire firm across the world, including the United States.
- Report only your firm's share of construction revenue from projects, NOT total construction revenue generated for all parties to a project. Your total construction revenue should not exceed that reported on a 10K or similar financial report.
- Construction revenue should include revenue from general contracting, construction management at risk, design-build, construction management for fee only, and program management. Include only the construction portion of design-build activities.
- The revenue/total construction cost fields in questions on 'worldwide revenue', 'regional revenue breakdown by divisions', 'regional green construction revenue', 'total construction cost for largest regional project completed in 2018' and 'total construction cost for largest regional project that broke ground in 2018 are not required but will be used for ranking at the editor's discretion if applicable.

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

$_____ Worldwide Construction Revenue (Include U.S. revenue)

Q3. What is your Regional Construction 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, 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. Interior/Tenant Improvements $_____

E. Manufacturing (auto, electronic assembly, textile plants, etc.) $_____

F. Master-Planned Development/Site Infrastructure $_____

G. Petroleum (refineries, petrochemical plants, offshore oil facilities, pipelines, etc.) $_____

H. Power (thermal and hydroelectric powerplants, waste-to-energy plants, transmission lines, substations, cogeneration plants, etc.) $_____

I. Sewerage/Solid Waste (sanitary and storm sewers, treatment plants, pumping plants, incinerators, industrial waste facilities etc.) $_____

J. Telecommunications (transmission lines and cabling, towers and antennae, data centers, etc.) $_____

K. Transportation (airports, bridges, roads, canals, locks, dredging, marine facilities, piers, railroads, tunnels, etc.) $_____

L. Water Supply (dams, reservoirs, water transmission lines, distribution mains, irrigation canals, desalination and potability treatment plants, pumping stations, etc.) $_____

M. 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 **divisions** below:

DIVISION A – Delivery Methods

1. General Contracting $_____
2. Construction Management at Risk $_____
3. Construction Management for Fee Only $_____
4. Program Management $_____
5. Design-Build (Construction Portion Only) $_____
6. Other Delivery Methods (please specify) :_____ $_____

TOTAL (Note: Total should match your Regional Total) **$**_____

DIVISION B – Public Sector vs. Private Sector

1. Public Sector $_____
2. Private Sector $_____

TOTAL (Note: Total should match your Regional Total) **$**_____

DIVISION C – Negotiated Work vs. Hard-Bid Work

1. Negotiated Work $_____

2. Hard-Bid Work $_____

   TOTAL (Note: Total should match your Regional Total) **$_____**

DIVISION D – New Construction vs. Renovation

1. New Construction $_____
2. Renovation $_____

   TOTAL (Note: Total should match your Regional Total) **$**_____

DIVISION E – Interior vs. Core & Shell

1. Interior/Tenant Improvement $_____
2. Exterior/Core & shell $_____
3. Other (Infrastructure, non-building) $_____

   TOTAL $_____

CONSTRUCTION MANAGEMENT FOR FEE ONLY

What was the constructed $ value of your firm's projects in 2018 where you provided CM or project management services on a fee-only basis in the region? (Must be located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia.) [**Important:** Exclude project management projects.]

$_____

Q6a-d. What is your largest regional project completed in 2018? (Must be located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia or West Virginia.)

Project name:_____

City:_____

State:_____

Total Construction Cost: **$**_____

Q6e-h. What is your largest regional project that broke ground in 2018? (Must be located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia or West Virginia.)

Project name: _____

City:_____

State:_____

Total Construction Cost: **$**_____

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

Notes for reporting Regional Green Construction Revenue:

- Ranking will be based on any 2018 revenue from projects within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia or West Virginia that have been registered with third-party green building or sustainable construction ratings organization.
- Any 2018 regional green revenue from projects that are officially registered with a third-party rating group may be included, even though the project has not been certified. Even if the registered project may never achieve certification, the registration will be sufficient to show intent to design toward a recognized set of green standards.
- Projects that are not registered and being built specifically with certification as a goal should not be included, even where the contractor applies its own set of green construction standards, no matter how stringent. We wish to avoid subjective application of the term 'green building' to projects and revenue.
- This includes only the company revenue generated in 2018 from these projects and not the value of the entire project when completed.

$_____ Regional Green Construction Revenue (Note: This cannot exceed your Regional Total)

Q9. How many people in your organization within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia had professional accreditation in 2018 under the U.S. Green Building Council's LEED System, Green Building Initiative Sustainability Standards, or other third-party sustainability or environmental standard rating organization? (Note: No double counting)

1. LEED (U.S. Green Building Council) : _____
2. Green Building Initiative : _____
3. Other (please specify) :_____ Number :_____

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 :_____
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 :_____
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 on the next page.

Does your company want to be considered for recognition as the MidAtlantic region's Top Contractor 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 region's Top Contactor of the year award. (Achievements may include business growth, major projects, unique innovations, etc.)