



## **SURVEY OF LEADING INTERNATIONAL CONTRACTORS AND DESIGN FIRMS**

**For publication in Engineering News-Record**

**Please read the attached guidelines and definitions before filling out this survey form.**

You have come to the right place to participate in the Engineering News-Record's annual survey of the industry's leading contractors and design firms. Results of this survey will appear in our rankings of **The Top 250 International Contractors, The Top 250 Global Contractors, The Top International Design Firms and the Top 150 Global Design Forms** lists, and in ENR's Global sourcebook.

To ensure that your company is considered for these prestigious lists, enter your Company ID and Password below, then complete the survey form. If you have not participated in previous surveys but wish to do so, please obtain a Company ID by sending an e-mail to [tulaczg@enr.com](mailto:tulaczg@enr.com).

The deadline for completing and submitting survey information is May 25, 2020. You may come back to this form and revise your information until that time. If you have questions about this survey, please contact:

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### **IMPORTANT: HOW SHOULD YOUR COMPANY'S NAME AND LOCATION BE LISTED ON ENR'S TOP LISTS AND DIRECTORIES?**

Company name [ ]

Address [ ]

City, state, postal code [ ]

Country [ ]

Main E-Mail [ ] Home page [ ]

Main phone # [ ] Main fax # [ ]

1. In what year was your company founded? [                                      ]
2. Is your company’s revenue from construction contracting or design services (check one):
  - for calendar year 2019 (preferred)
  - for fiscal year ending (Month)                                      [   ]                                      (Year)                                      [   ]

**CONSTRUCTION - Top 250 International Contractors**

Fill out this section if your firm had any CONSTRUCTION contracting revenue in 2019.

**Important—No Double Counting:** Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 250 International Contractors, Top International Design Firms or Top International CM Firms. DO NOT include the following in Question 3:

Design revenue if also reported in Question 5 covering Design Firms  
CM-for-Fee revenue from Question 6(B) for Agency CM Ranking or Program Management fees from Question 6(C). But  
CM-at-Risk Revenue from Question 6(A) should be included with your Construction revenue in Question 3.

3. What was your firm’s gross revenue (**in \$ millions**) from general contracting in 2019?

- A. Domestic ..... \$ [       ]
- B. International (see page 4 for countries in each region):
  - (1) Canada ..... \$ [                                      ]
  - (2) United States ..... \$ [                                      ]
  - (3) Latin America ..... \$ [                                      ]
  - (4) Caribbean Islands ..... \$ [                                      ]
  - (5) Europe ..... \$ [                                      ]
  - (6) Middle East ..... \$ [                                      ]
  - (7) Asia/Australia ..... \$ [                                      ]
  - (8) North Africa ..... \$ [                                      ]
  - (9) Central and Southern Africa ..... \$ [                                      ]
  - (10) Antarctic/Arctic ..... \$ [                                      ]
  - TOTAL INTERNATIONAL ..... \$ [                                      ]
- C. TOTAL FOR RANKING PURPOSES (3A + 3B) ..... \$ [       ]

D (1). How much of this contracting revenue reported in Question 3(C) comes from projects using design-build as the delivery system? (Report design revenue from design-build contracts in Question 5. **Important:** If you enter into a design-build contract and subcontract the design portion of the contract to third parties, report the total of the revenue from the design-build contract here. See Guidelines.)

- Domestic ..... \$ [       ]
- International ..... \$ [       ]
- TOTAL ..... \$ [                                      ]

D (2). How much of your design-build revenue reported in Question 3(D) comes from projects using Design-Build-Operate (DBO) or Design-Build-Operate-Maintain (DBOM) contracts.

- Domestic ..... \$ [       ]
- International ..... \$ [       ]
- TOTAL ..... \$ [                                      ]

E. How much of your 2019 domestic and international gross construction contracting revenue, including construction management contracts at-risk (Question 6A) was in the market categories below? This question must be answered by all firms with construction revenue. IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2020 SOURCEBOOK SURVEY FORM, ENCLOSED WITH THIS SURVEY.

**Domestic International**  
**[From Quest. [From Quest.**

	<b>3 (A)</b>	<b>3 (B)</b>
E (1) General building (commercial bldgs., offices, stores, education, etc.)	\$ [     ]	\$ [     ]
E (2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$ [     ]	\$ [     ]
E (3) Manufacturing (manufacturing production facilities such as auto assembly plants, electronic assembly, etc.)	\$ [     ]	\$ [     ]
E (4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ [     ]	\$ [     ]
E (5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills, etc.)	\$ [     ]	\$ [     ]
E (6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ [     ]	\$ [     ]
E (7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ [     ]	\$ [     ]
E (8) Power (thermal, hydroelectric, waste-to-energy plants, transmission lines, etc.)	\$ [     ]	\$ [     ]
E (9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ [     ]	\$ [     ]
E (10) Telecommunications (Transmission lines, cabling, towers, data centers, etc)	\$ [     ]	\$ [     ]
E (11) Other (specify)	\$ [     ]	\$ [     ]
<b>TOTAL</b>	<b>\$ [     ]</b>	<b>\$ [     ]</b>

4. What is the value of new construction contracts **(in \$ millions)** awarded to your firm in 2019 (see guidelines)?

Domestic .....	\$ [     ]
International .....	\$ [     ]
<b>TOTAL</b> .....	<b>\$ [     ]</b>

### DESIGN-Top 225 International Design Firms

Fill out this section if your firm received revenue from any design services in 2019.

**Important—No Double Counting:** Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 250 International Contractors, Top 225 International Design Firms or Top International CM Firms.

#### DO NOT include the following in Question 5:

- a. Revenue from program management contracts for services managing or coordinating multiple projects for a single owner. Report this program management revenue in 6(C).
- b. CM and project management work provided on a fee-only basis, which is covered in Question 6(B).
- c. Contracting revenue reported in Question 3 or the contracting portion of design-build contracts covered in Question 3(D).

5. What was your revenue for design services **(in \$ millions)** performed in 2019?

A. Domestic ..... \$ [     ]

B. International (see page 4 for countries in each region):

(1) Canada .....	\$ [     ]
(2) United States .....	\$ [     ]
(3) Latin America .....	\$ [     ]
(4) Caribbean Islands .....	\$ [     ]
(5) Europe .....	\$ [     ]
(6) Middle East .....	\$ [     ]
(7) Asia/Australia .....	\$ [     ]
(8) North Africa .....	\$ [     ]
(9) Central and Southern Africa .....	\$ [     ]
(10) Antarctic/Arctic .....	\$ [     ]
<b>TOTAL INTERNATIONAL</b>	<b>\$ [     ]</b>

C. TOTAL FOR RANKING PURPOSES (5A + 5B) ..... \$ [     ]

D. What amount of your total design revenue was passed through directly to other design firms or subconsultants?

Domestic .....	\$ [     ]
International .....	\$ [     ]
<b>TOTAL</b> .....	<b>\$ [     ]</b>

**DESIGN PORTION OF DESIGN BUILD**

E.(1) How much of your total design revenue in Question 5(C) comes from projects using design-build as the delivery system where your firm assumes part of the project risk? (Report any construction revenue from design-build contracts in Question 3(D))

Domestic .....	\$ [     ]
International .....	\$ [     ]
TOTAL .....	\$ [         ]

**ARCHITECTURAL REVENUE (FOR ARCHITECTURAL RECORD MAGAZINE RANKING)**

E.(2) How much of your design revenue in Question 5(C) comes from architectural services (including passthroughs to other design firms)?

Domestic .....	\$ [     ]
International .....	\$ [     ]
TOTAL .....	\$ [         ]

F. What type of design organization is your firm (check one)?

<input type="checkbox"/> Architect	<input type="checkbox"/> Engineer-contractor	<input type="checkbox"/> Environmental
<input type="checkbox"/> Geotechnical engineer	<input type="checkbox"/> Consulting engineer	<input type="checkbox"/> Landscape architect
<input type="checkbox"/> Engineer-architect	<input type="checkbox"/> Architect-engineer	<input type="checkbox"/> Other (specify) [     ]

G. What type of work does your staff do?

<input type="checkbox"/> Architectural	<input type="checkbox"/> Mechanical	<input type="checkbox"/> Civil
<input type="checkbox"/> Construction management	<input type="checkbox"/> Structural	<input type="checkbox"/> Planning (type) [     ]
<input type="checkbox"/> Electrical	<input type="checkbox"/> Transportation	<input type="checkbox"/> Environmental

H. How much of your 2019 design revenue from Question 5 (A) and 5(B) was derived from projects in the following categories? This question must be answered by all firms with design revenue. **IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2020 SOURCEBOOK SURVEY, WHICH IS ENCLOSED WITH THIS SURVEY FORM.**

	Domestic [From Quest. 5 (A)]	International [From Quest. 5 (B)]
H(1) General building (commercial bldgs., offices, stores, education, etc.)	\$ [     ]	\$ [     ]
H(2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$ [     ]	\$ [     ]
H(3) Manufacturing (manufacturing production facilities such as auto assembly plants, electronic assembly, etc.)	\$ [     ]	\$ [     ]
H(4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ [     ]	\$ [     ]
H(5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills, etc.)	\$ [     ]	\$ [     ]
H(6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ [     ]	\$ [     ]
H(7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ [     ]	\$ [     ]
H(8) Power (thermal, hydroelectric, waste-to-energy plants, transmission lines, etc.)	\$ [     ]	\$ [     ]
H(9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ [     ]	\$ [     ]
H(10) Telecommunications (Transmission lines, cabling, towers & antennae, data centers, etc.)	\$ [     ]	\$ [     ]
H(11) Other (specify)	\$ [     ]	\$ [     ]
<b>TOTAL</b>	<b>\$ [         ]</b>	<b>\$ [         ]</b>

**CONSTRUCTION MANAGEMENT/PROGRAM MANAGEMENT**

Fill out this section if your firm provided construction management and/or program management services in 2019 (see guidelines). Please note the distinction between construction management, which is directed to a single project, and program management, which involves conceptualizing, planning and supervising multiple projects for a single owner.

**CONSTRUCTION MANAGEMENT AT-RISK**

6. A. What revenue (in \$millions) did your firm receive from CM-at-risk projects in 2019 (i.e., CM work included in Quest. 3(C))?

Domestic .....	\$ [     ]
International .....	\$ [     ]
TOTAL .....	\$ [         ]

**CONSTRUCTION MANAGEMENT FOR FEE ONLY**

6. B. (1) What was the constructed value of your firm's projects (**in \$ millions**) in 2019 where you provided CM or project management services on a fee-only basis? [IMPORTANT: Exclude program management projects.]

Domestic .....	\$ [     ]
International .....	\$ [     ]
TOTAL .....	\$ [         ]

6. B. (2) What were your gross fees (**in \$ millions**) in 2019 for CM, or project management services provided on a fee-only basis? [Exclude program management fees that belong in 6(C) below.] Please include only your fees for professional management services and NOT revenue or passthroughs from design or construction of the project itself.

Domestic .....	\$ [     ]
International .....	\$ [     ]
TOTAL .....	\$ [         ]

**PROGRAM MANAGEMENT FEES**

6. C. What were your gross fees (**in \$ millions**) in 2019 from program management contracts for services managing or coordinating multiple projects for a single owner? Please include only your fees for professional management services and NOT revenue or pass-throughs from the design or construction of the project itself.

Domestic .....	\$ [     ]
International .....	\$ [     ]
TOTAL .....	\$ [         ]

**INTERNATIONAL WORK**

Fill out this section if your firm did any construction or design work outside of its home country in 2019.

7. In the following list of countries, check those in which your company had construction work under way in 2019 or in which your firm provided design and design-related services in 2019.

Country	Const.	Design	Country	Const.	Design	Country	Const.	Design
<b>A. NORTH AMERICA</b>			24. Paraguay	<input type="checkbox"/>	<input type="checkbox"/>	46. Bulgaria	<input type="checkbox"/>	<input type="checkbox"/>
1. Canada	<input type="checkbox"/>	<input type="checkbox"/>	25. Peru	<input type="checkbox"/>	<input type="checkbox"/>	47. Czech Rep.	<input type="checkbox"/>	<input type="checkbox"/>
2. United States	<input type="checkbox"/>	<input type="checkbox"/>	26. Uruguay	<input type="checkbox"/>	<input type="checkbox"/>	48. Denmark	<input type="checkbox"/>	<input type="checkbox"/>
<b>B. LATIN AMERICA</b>			27. Venezuela	<input type="checkbox"/>	<input type="checkbox"/>	49. Estonia	<input type="checkbox"/>	<input type="checkbox"/>
10. Argentina	<input type="checkbox"/>	<input type="checkbox"/>	28. Suriname	<input type="checkbox"/>	<input type="checkbox"/>	50. Finland	<input type="checkbox"/>	<input type="checkbox"/>
11. Bolivia	<input type="checkbox"/>	<input type="checkbox"/>	<b>C. CARIBBEAN ISLANDS</b>			51. France	<input type="checkbox"/>	<input type="checkbox"/>
12. Brazil	<input type="checkbox"/>	<input type="checkbox"/>	30. Greater Antilles <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	52. Georgia	<input type="checkbox"/>	<input type="checkbox"/>
13. Chile	<input type="checkbox"/>	<input type="checkbox"/>	31. Puerto Rico	<input type="checkbox"/>	<input type="checkbox"/>	53. Germany	<input type="checkbox"/>	<input type="checkbox"/>
14. Colombia	<input type="checkbox"/>	<input type="checkbox"/>	32. Cuba	<input type="checkbox"/>	<input type="checkbox"/>	54. Greece	<input type="checkbox"/>	<input type="checkbox"/>
15. Costa Rica	<input type="checkbox"/>	<input type="checkbox"/>	35. Lesser Antilles <sup>2</sup>	<input type="checkbox"/>	<input type="checkbox"/>	55. Hungary	<input type="checkbox"/>	<input type="checkbox"/>
16. Ecuador	<input type="checkbox"/>	<input type="checkbox"/>	<b>D. EUROPE</b>			56. Ireland	<input type="checkbox"/>	<input type="checkbox"/>
17. El Salvador	<input type="checkbox"/>	<input type="checkbox"/>	40. Albania	<input type="checkbox"/>	<input type="checkbox"/>	57. Italy	<input type="checkbox"/>	<input type="checkbox"/>
18. Guatemala	<input type="checkbox"/>	<input type="checkbox"/>	41. Armenia	<input type="checkbox"/>	<input type="checkbox"/>	58. Latvia	<input type="checkbox"/>	<input type="checkbox"/>
19. Guyana	<input type="checkbox"/>	<input type="checkbox"/>	42. Austria	<input type="checkbox"/>	<input type="checkbox"/>	59. Lithuania	<input type="checkbox"/>	<input type="checkbox"/>
20. Honduras	<input type="checkbox"/>	<input type="checkbox"/>	43. Azerbaijan	<input type="checkbox"/>	<input type="checkbox"/>	60. Moldova	<input type="checkbox"/>	<input type="checkbox"/>
21. Mexico	<input type="checkbox"/>	<input type="checkbox"/>	44. Belarus	<input type="checkbox"/>	<input type="checkbox"/>	61. Netherlands	<input type="checkbox"/>	<input type="checkbox"/>
22. Nicaragua	<input type="checkbox"/>	<input type="checkbox"/>	45. Belgium	<input type="checkbox"/>	<input type="checkbox"/>	62. Norway	<input type="checkbox"/>	<input type="checkbox"/>
23. Panama	<input type="checkbox"/>	<input type="checkbox"/>				63. Poland	<input type="checkbox"/>	<input type="checkbox"/>
						64. Portugal	<input type="checkbox"/>	<input type="checkbox"/>

- 65. Romania
- 66. Russia
- 67. Slovakia
- 68. Spain
- 69. Sweden
- 70. Switzerland
- 71. Ukraine
- 72. United Kingdom
- 73. Serbia
- 74. Bosnia & Herzegovina
- 75. Croatia
- 76. FYR Macedonia
- 77. Slovenia

**E. MIDDLE EAST**

- 80. Afghanistan
- 81. Bahrain
- 82. Cyprus
- 83. Iran
- 84. Iraq
- 85. Israel
- 86. Jordan
- 87. Kuwait
- 88. Lebanon
- 89. Oman
- 90. Pakistan
- 91. Qatar
- 92. Saudi Arabia
- 93. Syria
- 94. Turkey
- 95. United Arab Emirates
- 96. Yemen

**F. ASIA/AUSTRALIA**

- 100. Australia
- 101. Bangladesh
- 102. Brunei
- 103. Myanmar(Burma)
- 104. China (P.R.C.)
- 104a. Macau
- 105. Diego Garcia
- 106. Hong Kong (P.R.C.)
- 107. India
- 108. Indonesia
- 109. Japan
- 110. Kazakhstan
- 111. Korea, South
- 111a. Korea, North
- 112. Kyrgyzstan
- 113. Malaysia
- 114. Nepal
- 115. New Zealand
- 116. Pacific Islands
- 117. Papua New Guinea
- 118. Philippines
- 119. Singapore

- 120. Sri Lanka
- 121. Taiwan
- 122. Tajikistan
- 123. Thailand
- 124. Turkmenistan
- 125. Uzbekistan
- 126. Vietnam
- 127. Laos
- 128. Mongolia
- 129. Cambodia
- 129A. Lao PDR

**G. NORTH AFRICA**

- 130. Algeria
- 131. Egypt
- 132. Ethiopia
- 133. Libya
- 134. Morocco
- 135. Niger
- 136. Somalia
- 137. Sudan
- 138. Sub Sahara<sup>3</sup>
- 139. Tunisia

**H. CENTRAL AND SOUTHERN AFRICA**

- 140. Angola
- 141. Benin
- 142. Botswana
- 143. Burkina Faso
- 144. Burundi
- 145. Cameroon
- 146. Cape Verde Islands
- 147. Congo Republic
- 148. Gabon
- 149. Gambia
- 150. Ghana
- 151. Guinea
- 152. Ivory Coast
- 153. Kenya
- 154. Lesotho
- 155. Liberia
- 156. Malawi
- 157. Mozambique
- 158. Nigeria
- 159. Rwanda
- 160. Senegal
- 161. Sierra Leone
- 162. South Africa
- 163. Swaziland
- 164. Tanzania
- 165. Uganda
- 166. D.R.Congo (Zaire)
- 167. Zambia
- 168. Zimbabwe

**I. 180. ANTARCTIC/ARCTIC**

**FOOTNOTES**

(1) Includes The Dominican Republic, Haiti and Jamaica. (2) Includes The Bahamas, The Leeward and Windward Islands, Trinidad and Tobago and the Virgin Islands. (3) Includes Chad, Eritrea, Mali, Mauritania, Niger, Somalia and The Sudan.







Please double check:

- Totals should include domestic + international work unless specified otherwise.
- Do not include contracts for construction management on a fee-only basis (Question 6B) with either CM-at-risk (Question 6A) or gross revenue (Question 3C)
- Do not include design-related program management revenue (Question 5F) with your direct design revenue (Question 5A-C)
- Lines 3D + 6A should not exceed line 3C
- Lines 3C + 5C + 6B(2) + 6(C) should not exceed total company revenue reported in your corporate financial statement.

Who is your chief executive officer?

Name [ ] Title [ ]

Who is your chief operating officer?

Name [ ] Title [ ]

Who is your chief financial officer?

Name [ ] Title [ ]

Who is your business development officer?

Name [ ] Title [ ]

Who is your public relations officer?

Name [ ] Title [ ]

Who is your human resources officer?

Name [ ] Title [ ]

**VERY IMPORTANT: Who should we contact for inquiries concerning this survey?**

Name [ ] E-Mail address [ ]

Title [ ] Telephone number [ ]

Company [ ] Fax number [ ]

Address [ ]

City, state, postal code [ ]

Country [ ]

Alternate Name [ ] Alternate E-Mail address [ ]

Alternate Title [ ] Alternate Telephone number [ ]

**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.

(Signed) \_\_\_\_\_

Chief executive officer

\_\_\_\_\_

Date

**REMINDER: THE DEADLINE FOR ONLINE SURVEY FILING IS May 25, 2020**