2021 ENR TOP 200 ENVIRONMENTAL FIRMS RANKING

Dear Environmental Firm Manager:

ENR magazine is now preparing The Top 200 Environmental Firms ranking survey for 2021 **based on participants' 2020 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 listed 2020 environmental services revenue categories.

DEADLINE for completing and submitting survey information is JUNE 16, 2021

PLEASE MAKE EVERY EFFORT TO FILE BY THIS DEADLINE. SCHEDULE IS VERY TIGHT THIS YEAR

The information you and industry peers provide will appear in the Top 200 rankings and analysis to appear in the **July 19-26, 2021** issue of ENR.

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**

OR: **Debra K. Rubin rubind@enr.com or 973-432-3211**
Mary B. Powers, marybpowers@gmail.com or 205-515-0582
Rebecca Pence, pencer@bnpmedia.com (ALL SURVEY NAVIGATION QUESTIONS)

***IMPORTANT NOTE: The ENR Top 200 Environmental Firms ranking** is **NOT THE SAME** as ENR's Top Green Building Design Firms and Top Green Building Contractors lists. They rank firms based on 2020 revenue from projects registered with third party green building or sustainable construction-ratings organizations, are generated by separate surveys and will appear in a later ENR issue. If interested in those, contact **Jon Keller** at kellerj@enr.com*

2021 TOP 200 ENVIRONMENTAL FIRMS SURVEY

Q1. **What was your firm's total gross revenue in 2020 (in $ millions)? Please Round Number to Two Decimal Points, (i.e. $32.66 MILLION)**

$ _____MILLION

IMPORTANT: **Your answer to Question 2 below will determine your published ranking on the Top 200. Please report only revenue directly from the performance of environmental services in calendar year 2020.**

Q2. What was your gross revenue from only environmental services in 2020 (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 2020? ____%

Q4. What was the value of environmental services contracts you were awarded in 2020 (in $ millions)?

$ _____MILLION

Q5. What percentage of your environmental revenue (including design, construction and management services) came from these markets in 2020 (TOTAL MUST EQUAL 100%)?

1. Hazardous/Solid Waste Cleanup and/or Management (chemical, industrial, mine cleanup; brownfields; lead/asbestos abatement) **%**

2. Nuclear or Radioactive Waste Cleanup and/or Management _____**%**

3. Air pollution control/monitoring/Permitting/Energy efficiency/Renewable or clean energy _____**%**

4. Water Supply and Treatment _____**%**

5. Wastewater/Stormwater Treatment and/or Management _____**%**

6. Environmental Management: Audits/Due Diligence/Compliance/Environmental Information Technology **%**

7. Environmental Sciences/Planning: EIS/EIRs, Natural Resources, Modeling, Wetlands **%**

8.Other Market Specialty (Specify): _____**% [NOTE: % MUST BE 40% or less; move as much revenue as possible to other above categories)**

Q6. What percentage of your 2020 environmental services revenue was from these types of owners? 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 2020 environmental services revenue was from these activities? 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	%
8. Other	%

(Other Market Specialty (Specify): _____ _____

NOTE: For Other, % MUST BE 40% or less; move as much revenue as possible to above categories

Q8. What percentage of your 2020 environmental revenue came from these regions? 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 **2020**?

Yes - What percentage of your reported total environmental revenue was from the acquisition(s)? _____**%**

Please enter name of environmental services firm(s) acquired below:

_____

Q10. Was your firm acquired by another firm in **2020**?

Yes - Name of new parent company _____ - Type of business _____

Q11. Is your firm publicly traded?

Yes - On which exchange(s) is your firm publicly traded? (Select all that apply)
▪ NYSE ▪ AMEX ▪ NASDAQ ▪ Other (Specify):
_____

Q12. Is your firm wholly or partly owned by another firm?

Yes - Please enter the following information:

1. Name of owning firm _____

2. Type of owning firm _____

3. Percent of ownership _____**%**

Q13. Which operating subsidiaries of your firm (excluding branch offices) contributed to the **2020** revenue that is included in this survey?

☐

Name of Firm	**Type of Firm**
Firm 1	
Firm 2	
Firm 3	

CONFIDENTIAL: Answers to the following questions are for statistical and/or aggregate data

purposes only and are not for specific publication. Please have the most appropriate person provide answers. Thank you.

Q14. Did your firm make a net profit after taxes in **2020**?

Yes - What was your profit margin? **%**

No - What was your loss margin? **%**

Q15. Did your firm increase or decrease environmental services professional staff in **2020**? If so, by what percent?

Increase _____**%** Little or no change Decrease _____**%**

Q16. Did your firm increase or decrease environmental services backlog in **2020**? If so, by what percent?

Increase _____**%** Little or no change Decrease _____**%**

Q17. Did your firm **open** new U.S. or non-U.S. offices related to environmental services **in 2020**? Yes or no

Q18. Did your firm **close** U.S. or non-U.S. offices related to environmental services **in 2020**? Yes or no

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Q19. Is your firm considering making a merger/acquisition offer or accepting one related to environmental services in the next 12-24 months?

Yes No Don't Know

Q20. How do you see your firm's environmental services market faring in the next 12 months?

	Better	**No Change**	**Worse**
United States			
International			

Q21 IMPORTANT PLEASE PROVIDE AS MUCH DETAIL AS POSSIBLE ON WHAT AFFECTED YOUR ENVIRONMENTAL SERVICES REVENUE POSITIVELY OR NEGATIVELY IN 2020. ALSO, PLEASE PROVIDE DETAIL ON YOUR OUTLOOK FOR ENVIRONMENTAL SERVICES REVENUE IN THE NEXT 12 MONTHS. Your full and candid responses will provide us with a better understanding of current and future marketplace issues and trends for Top 200 firms. Thankyou!

IMPORTANT - PLEASE FILL OUT FULLY

1. **Company FULL NAME** (how it will be listed in the **2021** Top 200 ranking)_____

2. Company Headquarters City (***NOT MAIN CONTACT'S LOCATION***) _____

3. Company Headquarters State _____

4. Company Headquarters Country _____

5. Website address _____

Chief Executive Officer/President

1. Full name _____

2. Job Title _____

3. Telephone CELL _____

4. Telephone DIRECT _____

5. Email _____

IMPORTANT: MAIN CONTACT for any inquiries concerning this survey filing

1. Name _____

2. Title _____

3. Telephone **(CELL-IMPORTANT)** _____

4. Telephone **(DIRECT)** _____

5. Email (To receive survey filing verification and other ENR communication _____

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. SURVEY SUBMITTER NAME _____

2. Month _____ 3. Day _____

The survey team also may send you a follow-up email, requesting further insights on key trends in the global environmental marketplace for our analysis.

For questions, contact the Top 200 Firms survey team at this address: ENRT200env@enr.com

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