



SOURCEBOOK MARKET SURVEY

If you are unable to return this portion of the survey form by the due date of March 14, 2022 for the Top 100/400/500 survey, please send a request for an extension to Jon Keller by e-mail at kellerj@enr.com.

January 24, 2022

“Which contractors and design firms do a lot of work in the health care market?” That is the kind of question owners and construction industry executives are constantly asking. They and other purchasers of design and construction services want to know the main companies that specialize in specific markets, such as education, semiconductors, light rail, nuclear waste cleanup or hydroelectric power. That is why ENR launched its series of Sourcebooks in 1997.

In 2022, ENR will publish The Top 500 Design Firms Sourcebook and the Top 400 Contractors Sourcebook, ranking U.S.-based firms in almost 60 separate market and submarket sectors. With these lists, contractors and design firms will be able to demonstrate activity in particular areas of expertise.

To participate and be ranked in the Sourcebook, either complete this form or fill out the interactive on-line survey available on ENR’s website, www.enr.com. FOR MORE DETAILED INSTRUCTIONS PLEASE SEE THE LAST PAGE OF THIS FORM.

We look forward to your participation.

Jon Keller, Associate Editor

ENR SOURCEBOOK MARKET SURVEY

The information you provide below will be used to rank firms in the Top 500 Design Firms Sourcebook and the Top 400 Contractors Sourcebook, to be published in July and September respectively. “Revenue” refers to 2021 revenue.

Company [_____] Preparer Name & Title [_____]
 Address [_____]
 Telephone [_____] Fax [_____] E-mail Address [_____]
 Home Page Internet Address [_____]

	General Contracting Revenue		Design Revenue	
	Domestic	International	Domestic	International

(I) GENERAL BUILDING

How were totals broken down among these markets?	↑[use answers to question GC3(a)]		↑[use answers to question D6(a)]	
A. Commercial bldgs. (retail)	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
B. Commercial bldgs. (office/banks)	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
C. Government office buildings	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
D. Educational	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
E. Correctional	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
F. Health care, including assisted living centers	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
G. Distribution, warehouses	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
H. Hotels, motels, convention centers	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
I. Multi-unit residential	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
J. Sports	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
K. Entertainment, theme parks, casinos	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
L. Museums, cultural and religious	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
M. Mixed-Use	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
N. Other (specify) _____	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]
TOTAL	\$ [_____]	\$ [_____]	\$ [_____]	\$ [_____]

General Contracting Revenue
Domestic International

Design Revenue
Domestic International

(2) INDUSTRIAL PROCESS

How were totals broken down among these markets?	↑[use answers to question GC3(b)]	↑[use answers to question D6(b)]
A. Steel & non-ferrous metals	\$ [] \$ []	\$ [] \$ []
B. Chemicals (non-petroleum)	\$ [] \$ []	\$ [] \$ []
C. Pharmaceuticals	\$ [] \$ []	\$ [] \$ []
D. Food and beverage processing	\$ [] \$ []	\$ [] \$ []
E. Pulp and paper plants	\$ [] \$ []	\$ [] \$ []
F. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(3) MANUFACTURING

How were totals broken down among these markets?	↑[use answers to question GC3(c)]	↑[use answers to question D6(c)]
A. Auto assembly & parts fabrication	\$ [] \$ []	\$ [] \$ []
B. Semiconductor fabrication	\$ [] \$ []	\$ [] \$ []
C. Electronic assembly plants	\$ [] \$ []	\$ [] \$ []
D. Aerospace	\$ [] \$ []	\$ [] \$ []
E. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(4) WATER SUPPLY

How were totals broken down among these markets?	↑[use answers to question GC3(d)]	↑[use answers to question D6(d)]
A. Treatment, desalination plants	\$ [] \$ []	\$ [] \$ []
B. Transmission lines, aqueducts	\$ [] \$ []	\$ [] \$ []
C. Dams, reservoirs	\$ [] \$ []	\$ [] \$ []
D. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(5) SEWERAGE & SOLID WASTE TOTALS

How were totals broken down among these markets?	↑[use answers to question GC3(e)]	↑[use answers to question D6(e)]
A. Sanitary & storm sewers	\$ [] \$ []	\$ [] \$ []
B. Wastewater treatment plants	\$ [] \$ []	\$ [] \$ []
C. Solid waste	\$ [] \$ []	\$ [] \$ []
D. Other (specify) _____	\$ [] \$ []	\$ [] \$ []

(6) TRANSPORTATION

How were totals broken down among these markets?	↑[use answers to question GC3(f)]	↑[use answers to question D6(f)]
A. Highways	\$ [] \$ []	\$ [] \$ []
D. Bridges	\$ [] \$ []	\$ [] \$ []
C. Marine & port facilities	\$ [] \$ []	\$ [] \$ []
D. Airports, including terminals	\$ [] \$ []	\$ [] \$ []
E. Mass transit, light rail, heavy rail	\$ [] \$ []	\$ [] \$ []
F. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(7) HAZARDOUS WASTE

How were totals broken down among these markets?	↑[use answers to question GC3(g)]	↑[use answers to question D6(g)]
A. Chemical & soil remediation	\$ [] \$ []	\$ [] \$ []
B. Nuclear waste	\$ [] \$ []	\$ [] \$ []
C. Asbestos & lead abatement	\$ [] \$ []	\$ [] \$ []
D. Clean air compliance	\$ [] \$ []	\$ [] \$ []
E. Site assessment/compliance	\$ [] \$ []	\$ [] \$ []
F. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

General Contracting Revenue
Domestic International

Design Revenue
Domestic International

(8) POWER

How were totals broken down among these markets?	↑[use answers to question GC3(h)]		↑[use answers to question D6(h)]	
A. Fossil fuel plants, natural gas and coal	\$ []	\$ []	\$ []	\$ []
B. Nuclear plants	\$ []	\$ []	\$ []	\$ []
C. Hydro plants	\$ []	\$ []	\$ []	\$ []
D. Cogeneration and waste fuels	\$ []	\$ []	\$ []	\$ []
E. Transmission & distribution	\$ []	\$ []	\$ []	\$ []
F. Operations & maintenance	\$ []	\$ []	\$ []	\$ []
G. Wind generation	\$ []	\$ []	\$ []	\$ []
H. Solar generation	\$ []	\$ []	\$ []	\$ []
I. Other (specify) _____	\$ []	\$ []	\$ []	\$ []
TOTAL	\$ []	\$ []	\$ []	\$ []

(9) PETROLEUM

How were totals broken down among these markets?	↑[use answers to question GC3(i)]		↑[use answers to question D6(i)]	
A. Refineries & petrochemical plants	\$ []	\$ []	\$ []	\$ []
B. Pipelines	\$ []	\$ []	\$ []	\$ []
C. Offshore and underwater facilities	\$ []	\$ []	\$ []	\$ []
D. Maintenance, including turnarounds	\$ []	\$ []	\$ []	\$ []
E. Other (specify) _____	\$ []	\$ []	\$ []	\$ []
TOTAL	\$ []	\$ []	\$ []	\$ []

(10) TELECOMMUNICATIONS

How were totals broken down among these markets?	↑[use answers to question GC3(j)]		↑[use answers to question D6(j)]	
A. Transmission lines and cabling	\$ []	\$ []	\$ []	\$ []
B. Towers and antennae	\$ []	\$ []	\$ []	\$ []
C. Data centers and Web hotels	\$ []	\$ []	\$ []	\$ []
D. Other (specify) _____	\$ []	\$ []	\$ []	\$ []
TOTAL	\$ []	\$ []	\$ []	\$ []

(11) MISCELLANEOUS

How were totals broken down among these markets?	↑[use answers to question GC3(k)]		↑[use answers to question D6(k)]	
A. Mining	\$ []	\$ []	\$ []	\$ []
B. Other (specify) _____	\$ []	\$ []	\$ []	\$ []
TOTAL	\$ []	\$ []	\$ []	\$ []

(12) GRAND TOTALS

Total of items 1 through 11.	\$ []	\$ []	\$ []	\$ []
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INSTRUCTIONS FOR COMPLETING THE ENR SOURCEBOOK MARKET SURVEY

This survey is designed to rank each firm based on contracting revenue and design revenue earned in 2021 in the individual market components of the broader market categories measured in the Top 400 Contractors and Top 500 Design Firms surveys. For example, the Top 500 Design Firms survey is designed to rank the top 10 firms in such broad categories as General Building and Transportation. This Sourcebook Market survey will rank top firms in such market categories as government office buildings, health-care facilities, airports and marine facilities.

To participate in the Sourcebook rankings, fill out the online interactive survey form. Links to the online survey will be posted on our website, <http://www.enr.com> in late January. To complete the survey online, you will need a six-digit company code.

ENR asks that you complete the Sourcebook survey, together with your Top 100/400/500 Survey Form, by March 14, 2022. If that is not possible, a request for an extension should be made in writing and sent to Jon Keller, by e-mail, to kellerj@enr.com. Please include the date by which you expect to complete the survey.

To complete the ENR Sourcebook survey form, take the following steps:

If you are a design firm, take the answers from Question D6 of your Top 500 Design Firms survey form and use them as the basis for the totals in the two right-hand columns—for domestic and international—of the numbered entries on your Sourcebook survey. If you are a contractor, take the answers from Question GC3 of your Top 400 Contractors survey form and use them as the basis for the totals in the two left-hand columns—for domestic and international—of the numbered entries on your Sourcebook survey. After transferring the figures from your Top 100/400/500 Survey form, apportion the amounts for each heading among the various submarket sectors listed beneath the major headings.

EXAMPLE: If your company had \$80 million in domestic contracting revenue from transportation projects and \$20 million in international contracting revenue for transportation, please divide the \$80 million of domestic transportation revenue, as appropriate, among the six listed market sectors: (a) highways; (b) bridges; (c) marine & port facilities; (d) airports, including terminals; (e) mass transit, light rail, heavy rail; and (f) other. Do the same for the \$20 million of international transportation revenue. Follow the same procedure for any markets you work in. Design firms should follow the same procedure in the two right-hand columns for all design revenue in each market sector.

While it is not required that you complete the Sourcebook survey to be ranked in the annual Top 500 Design Firms and the Top 400 Contractors lists, we strongly urge you to participate. The reaction among owners and other purchasers of construction services to the ENR Sourcebooks has been extremely enthusiastic and the Sourcebook has proven an excellent, and free, way for construction and design firms to showcase their areas of expertise.

If you have any questions, please do not hesitate to email Jon Keller at kellerj@enr.com or call him at (646) 849-7136.

REMINDER: THE DEADLINE FOR ONLINE SURVEY FILING IS MARCH 14, 2022