



Dear Environmental Firm Manager:

ENR magazine is now preparing **the 2023 Top 200 Environmental Firms ranking based on participants' 2022 revenue from noted categories of global 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 \$20 million in listed 2022 global environmental services revenue categories.

DEADLINE to complete and submit survey information is JUNE 23, 2023

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 24-July 31, 2023** issue of ENR.

If you are a new Top 200 survey filer or a new contact for your firm and have CONTENT 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

For SURVEY NAVIGATION PROBLEMS/QUESTIONS,
Contact: Rebecca Pence, pencer@bnpmedia or 248-786-1280

***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 2022 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*

2023 TOP 200 ENVIRONMENTAL FIRMS SURVEY

Q1 COMPANY FULL NAME (to be listed in the 2023 Top 200 ranking) _____

Q2. What was your firm's TOTAL GROSS revenue in 2022 (in \$ millions)? Please round number to two decimal points, (i.e. \$32.66 MILLION)

\$ _____ MILLION

IMPORTANT: Your answer to Question 3 below will determine published ranking on the Top 200. Please report only revenue directly from the performance of environmental services in calendar year 2022.

Q3. What was your GROSS REVENUE from only environmental services in 2022 (in \$ millions)? THIS IS THE REVENUE FIGURE ON WHICH YOU WILL BE RANKED. Please round number to two decimal points, (i.e. \$32.66 MILLION) \$ _____ MILLION

Q4 What was the percentage of your firm's gross revenue from performance of environmental services in 2022? ____%

Q5. What percentage of your environmental revenue (including design, construction and management services) came from these markets in 2022 (TOTAL MUST EQUAL 100%)? FILL IN ALL FIELDS, MARK 0% IF NO REVENUE

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/Renewable or clean energy/Energy efficiency _____%
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 NO MORE THAN 40%; move revenue beyond that to categories 1 through 7. Contact ENR if questions.)**

Q6. What percentage of your 2022 environmental services revenue was from these types of owners? Please round to the nearest tenth of a percent. TOTAL MUST EQUAL 100%. FILL IN ALL FIELDS, MARK 0% IF NO REVENUE

1. Federal %

2. State/Local %

3. Private %

Q7. What percentage of your 2022 environmental services revenue was from these activities? Please round to the nearest tenth of a percent. TOTAL MUST EQUAL 100%. FILL IN ALL FIELDS, MARK 0% IF NO REVENUE

1. Engineering/Design	%
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2. Consulting/Studies	%
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3. Construction/Remediation	%
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4. Construction Management/Program Management	%
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5. Technology/Research & Development %

6. Equipment	%
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7. Contract Operations	%
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8. Other	%
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(Other Market Specialty (Specify): _____

NOTE: For Other, % MUST BE 40% or less; move extra revenue to above categories 1 through 7

Q8. What percentage of your 2022 environmental revenue came from these regions? Please round to the nearest tenth of a percent. TOTAL MUST EQUAL 100%. FILL IN ALL FIELDS, MARK 0% IF NO REVENUE

1. United States	%
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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 **2022**?

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

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

Q10. Was your firm acquired by another firm in **2022**?

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?

No

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 **2022** revenue that is included in this survey? (**List largest three ONLY if more than three**)

☐

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 **2022**?

Yes - What was your profit margin? %

No - What was your loss margin? %

Q15. Did your firm increase or decrease **environmental services professional staff** in **2022**?

If so, by what percent?

Increase _____% Little or no change Decrease _____%

Q16. Did your firm increase or decrease **environmental services backlog** in **2022**? 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 **2022**?

Yes or no

Q18. Did your firm **close** U.S. or non-U.S. offices related to environmental services in **2022**?

Yes or no

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 market			
International			

market

Q21 IMPORTANT—MARKET OUTLOOK OVERVIEW UPDATE

PLEASE PROVIDE AS MUCH DETAIL AS POSSIBLE ON WHAT AFFECTED YOUR ENVIRONMENTAL SERVICES REVENUE POSITIVELY OR NEGATIVELY IN 2022. 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

- a. **Company FULL NAME** (to be listed in the **2023** Top 200 ranking). _____
- b. **Company HEADQUARTERS City** (*DO NOT LIST SURVEY SUBMITTER LOCATION*) _____
- c. **Company Headquarters State** _____
- d. **Company Headquarters Country** _____
- e. **Website address** _____

Chief Executive Officer/President

- 1. Full name _____
- 2. Job Title _____
- 3. Telephone **CELL** _____
- 4. Telephone **DIRECT** _____
- 5. Email _____

IMPORTANT: MAIN CONTACT for all inquiries related to this survey filing

- 1. Name _____
- 2. Title _____
- 3. Telephone **(CELL-MUST INCLUDE)** _____
- 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

OR

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THANK YOU FOR PARTICIPATING IN THE ENR 2023 TOP 200 ENVIRONMENTAL FIRMS RANKING!