

Introduction

ENR Top 600 Specialty Contractors

On October 16/23, ENR's estimated 250,000 readers will receive our 46th annual listing of The ENR Top 600 Specialty Contractors. Ranked by year-end construction-specific revenue and categorized by the type of construction services provided, the leading subcontractors and specialty trade contractors in the U.S. once again will compete on our pages for the top positions in their chosen specialties. If you feel you belong with this elite group, please fill out this brief survey online by August 14.

Please note that if your firm is a general contractor eligible for the ENR Top 400 Contractors listing of such contractors, or if your firm is a subsidiary of a general contractor that already has included your revenue in its Top 400 Contractor survey, then please refrain from participating in this survey. If you have any questions, you can email kellerj@enr.com. Copies of this survey that you can use as worksheets may be downloaded or printed out from ENR's website at www.enr.com.

Thank you,

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To participate and be ranked in the Top 600 Specialty Contractors, please complete the survey.

- Use the "Prev" or "Save and Next" buttons at the bottom of the page to navigate through the survey. Please do not use the back button on your browser.
- You may save your responses and return later to complete and/or submit the survey.
- To save information you have entered so far, click the "Save" or "Save and Next" button at the bottom of the page before exiting the form.
- Once you are ready to submit your form, click the "Save and Finalize" button on the last page of the survey.

Company Information

IMPORTANT: How should your company's name and location be listed on ENR's Top Lists and directories?

Company name _____

Headquarters Street Address _____

City _____

Postal Code _____

Main Telephone (____) ____-_____

Main Fax (____) ____-_____

Company Email Address _____

Company website _____

State where your company is located? _____

Q1. Is your company's revenue from construction for:

1. Calendar year end December 31, 2022
2. Fiscal year ending (please select month/year below)
Month: _____ Year _____

Contracting Revenue

Q2. What was your total 2022 construction contracting revenue? (rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481,000.)
\$ _____

Q3. What was the value of your 2022 contract awards? (rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481,000.)
\$ _____

Specialty Revenue

Q4. What percentage of your revenue came from these specialties? [Please note: The following categories are the basis of the Top 600 rankings and refer to the kinds of work you do or the trades you employ, not the markets you serve or the nature of your client base]

1. Mechanical/Plumbing []%
2. Electrical []%
3. Utility* []%
4. Roofing []%
5. Sheet metal []%
6. Concrete []%
7. Masonry []%
8. Painting/Coatings []%
9. Wall/Ceiling []%
10. Excavation/Grading []%
11. Steel (structural)** []%
12. Steel (reinforcing)*** []%
13. Demolition/Wrecking []%
14. Abatement/Environmental []%
15. Glazing/Curtain wall []%
16. Fire protection and sprinklers []%
17. Interior/Millwork []%
97. Other (Specify): [] [] []%

Note: *This category applies to those working as a utility contractor, and not to those from another specialty working for a utility company.

** Includes self-perform steel erection and structural steel fabrication.

*** Includes self-perform rebar installation and rebar fabrication.

Market Revenue

Q5. What percentage of your revenue came from these markets?

1. General building (commercial bldgs., offices, stores, education, hospitals residential, etc.) _____%
 2. Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.) _____%
 3. Manufacturing (production facilities i.e. auto assembly plant, electronic assembly, etc.) _____%
 4. Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.) _____%
 5. Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills) _____%
 6. Transportation (airports, bridges, highways, roads, canals and locks, etc.) _____%
 7. Hazardous waste (chemical, nuclear, asbestos, lead, mold, etc.) _____%
 8. Power (thermal, hydroelectric, waste-to-energy plants, solar etc.) _____%
 9. Petroleum (refineries, petrochemical, offshore, pipelines, oil & gas etc.) _____%
 10. Telecommunications (low voltage work, switching, underground/indoor cabling, data centers, transmitters, etc.) _____%
 11. Other (Specify): _____%
- TOTAL** _____ (Must equal 100%)

Q6. If you have not already filled out a Regional Top Specialty Contractors survey and ALL of your revenue falls in one region, ENR can create a regional filing using the data you have supplied on this survey.* Would you like us to create a regional entry for you?

1. **Yes**
2. **No**

a. Select your region:

1. **California (Calif., Hawaii)**
 - a. **California** []
 - b. **Hawaii** []
2. **MidAtlantic (D.C., Del., Md., Pa., Va., W. Va)**
 - a. **D.C.** []
 - b. **Delaware** []
 - c. **Maryland** []
 - d. **Pennsylvania** []
 - e. **Virginia** []
 - f. **West Virginia** []
3. **Midwest (Ill., Ind., Iowa, Kan., Ky., Mich., Minn., Mo., Neb., Ohio, Wis.)**
 - a. **Illinois** []
 - b. **Indiana** []
 - c. **Iowa** []
 - d. **Kansas** []
 - e. **Kentucky** []
 - f. **Michigan** []
 - g. **Minnesota** []
 - h. **Missouri** []
 - i. **Nebraska** []
 - j. **Ohio** []
 - k. **Wisconsin** []
4. **Mountain States (Colo., Idaho, Mont., N.D., S.D., Utah, Wyo.)**
 - a. **Colorado** []
 - b. **Idaho** []
 - c. **Montana** []
 - d. **North Dakota** []
 - e. **South Dakota** []
 - f. **Utah** []
 - g. **Wyoming** []
5. **New England (Conn., Maine, Mass., N.H., R.I., Vt.)**
 - a. **Connecticut** []
 - b. **Maine** []
 - c. **Massachusetts** []
 - d. **New Hampshire** []
 - e. **Rhode Island** []
 - f. **Vermont** []
6. **New York (N.J., N.Y.)**
 - a. **New Jersey** []
 - b. **New York** []
7. **Northwest (Alaska, Ore., Wash.)**
 - a. **Alaska** []
 - b. **Oregon** []
 - c. **Washington** []
8. **Southeast (Ala., Fla., Ga., N.C., P.R., S.C., Tenn.)**
 - a. **Alabama** []
 - b. **Florida** []

- c. Georgia []
- d. North Carolina []
- e. Puerto Rico []
- f. South Carolina []
- g. Tennessee []
- 9. Southwest (Ariz., N.M., Nev.)
 - a. Arizona []
 - b. New Mexico []
 - c. Nevada []
- 10. Texas & Louisiana (Ark., La., Miss., Okla., Texas)
 - a. Arkansas []
 - b. Louisiana []
 - c. Mississippi []
 - d. Oklahoma []
 - e. Texas []

*Please note: some regional surveys close earlier than the Top 600, and so it may be too late to port the data.

Government Contracting

Q7. Based on majority ownership, does your firm qualify for government contracting goal programs for minorities, women, veterans or people with disabilities? Yes No **[SKIP to Q8]**

1. (If Yes) Which government contracting goal program does your firm qualify for? (Select all that apply)
 - MBE
 - WBE
 - Veteran/Disabled Veteran-owned business enterprise
 - None of the above

CONFIDENTIAL: Answers to questions 7-21 are for statistical purposes only and are not for publication

Q8. Including yourself, how many employees does your company employ, including all locations? _____

Q9. Are your craft workers represented by a union? Yes No Partial

Q10. Did your firm have a net operating profit in 2022? Yes No

1. (If Yes) How large was your profit margin (in %)? _____
2. (If No) How far below break-even did your company end up (in %)? _____

Q11. What percentage of your payments are received past due (in %)? _____%

Q12. For payments that are received late, what is the average number of days late? _____

Q13. Have you experienced craft worker shortages on recent projects? Yes No **[SKIP to Q14]**

1. (If Yes) Which crafts have been in short supply? (Select all that apply)
 - Electricians

- Sheet metal workers
 - Equipment operators
 - Carpenters and joiners
 - Roofers
 - Plumbers and pipefitters
 - Masons
 - Laborers
 - Ironworkers
 - Painters
 - Glazers
 - Welders
 - Tapers and finishers
 - Foremen/Superintendents
- Other (Specify): _____

Q14. In what year was your firm founded? _____

Q15. How many of your employees are certified by the U.S. Green Building Council's LEED system, GreenGlobes, or other environmental rating services? _____

Q16. What is your approximate EMR (Experience Modification Ratio)? _____

Government Contracting continued

Q17. What is the approximate value of your equipment fleet? Please indicate original or replacement value (rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481,000.). _____

Q18. What is your estimated budget for purchasing new or used equipment in the next 12 months (rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481,000.)? \$ _____

Q19. What types of equipment are you most likely to acquire? _____

Q20. Approximately what percentage of your fleet is:

1. Owned _____%
2. Leased _____%
3. Rented _____%
4. **TOTAL** _____% (Must equal 100%)

Q21. On average, how much have prices for new machines increased over the past 5 years?

- 1% - 5%
- 6% - 10%
- 11% - 20%
- 21% - 30%
- 30% or more
- No Change
- Prices have decreased

Q22. To what do you attribute this change in prices? _____

Contact Information

Q23. Who should we contact for inquiries concerning this survey?

IMPORTANT: Direct contact data will not be published or distributed. Contact person's email address serves as the only point of contact for future surveys so do not leave this blank.

1. Contact Name _____
 2. Title _____
 3. Telephone (____) ____ - _____
 4. Telephone extension (____) ____ - _____
 5. Email Address _____
 6. Company Name _____
 7. Street Address _____
 8. City _____
 9. State _____
 10. Postal Code _____
 11. Company Website _____
 12. Alternate Contact Name _____
 13. Alternate Contact Title _____
 14. Alternate Contact Email _____
 15. Alternate Contact Telephone (____) ____ - _____
-

Company Officers

Please provide the names of the following company officers:

Q24. Who is your Chief Executive Officer/President?

1. Name _____
2. Title _____

Q25. Who is your Business Development Officer?

1. Name _____
2. Title _____

Q26. Who is your Public Relations/Communications Officer?

1. Name _____
2. Title _____

Q27. Who is your Human Resources/Personnel Officer?

1. Name _____
2. Title _____

Q28. Who is your Equipment Manager?

1. Name _____
 2. Title _____
-

Pledge of Accuracy

Q29. **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. Name _____
 2. Title _____
 3. Date _____
-

Important Warning

IMPORTANT WARNING: This completes the survey of Top 600 Specialty Contractors. Do not click on "Submit" unless you are completely finished with this survey. Once you click "Submit", you cannot come back to this survey to make changes. If you close the survey without submitting, you can return and finish at a later date.

****ALL entries must be submitted online****

Thank you for your responses!

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