



ENR MIDATLANTIC Regional Top Specialty Contractors

On December 25, 2023, ENR MidAtlantic will publish its annual rankings of Top Specialty Contractors doing business in Delaware, Maryland, Pennsylvania, Virginia, Washington D.C. and West Virginia.

Online Survey Instructions:

- All survey questions appear on this page. Provide answers to all the questions on this page and click on the 'Next' button to go to the next page where you will be asked to confirm that you wish to submit your survey.
- 'Regional' means within Delaware, Maryland, Pennsylvania, Virginia, Washington D.C. and West Virginia. 'Worldwide' means your entire firm across the world, including the United States.
- You will not be able to continue to the next page if validation errors are indicated. View details of any validation error by bringing your mouse over the shaded area in the question where an error is indicated. Check for accuracy and completeness of your answers before proceeding to the next page
- Inputted responses may not always be saved if you close the browser before submitting your survey. We advise you to complete the survey in one session.
- If more than one survey is received from a firm for a particular region, only the most recently submitted survey will be used for that region's Top Specialty Contractors ranking.

IMPORTANT NOTE: The ENR Top 600 Specialty Contractors list has a separate survey. For this survey, please contact Jonathan Keller at kellerj@enr.com.

QUESTIONS ABOUT THE REGIONAL SURVEY? CONTACT: Jack McMackin | mcmackinj@enr.com

2023 ENR MIDATLANTIC TOP SPECIALTY CONTRACTORS SURVEY

Q1. Company Information:

How should your company's name, location and other information appear in ENR MidAtlantic Top Specialty Contractors list?

1. Name of Firm : _____.
2. Year Founded : _____.
3. Company Website : _____.
4. Primary Regional Office Street Address : _____.
5. Primary Regional Office City : _____.
6. Primary Regional Office State : _____.
7. Primary Regional Office ZIP/Postal Code : _____.
8. Primary Regional Office Telephone : _____.
9. EMR (Experience Modification Ratio) : _____.
10. Number of Worldwide Employees (including the U.S.) : _____.
11. Number of Regional Employees : _____.
12. Regional Top Officer Full Name : _____.
13. Regional Top Officer Title : _____.

Minority and Women-owned Business Enterprise (MWBE) Certification(s) (Please select all that apply):

1. Certified Minority-Owned Business Enterprise
2. Certified Women-Owned Business Enterprise
3. Certified Disadvantaged Business Enterprise
4. Certified Small Business Enterprise
5. Certified Locally-based Enterprise
6. Hires/Recruits MWBE Companies
99. None of the above

Q1A. Specialty Contracting revenue reported in the following questions should be based on Calendar Year 2022 (January 2022 - December 2022). If it is not possible to provide your specialty contracting revenue in calendar year, select the fiscal-year option. Specialty Contracting revenue based on...

1. Calendar Year
2. Fiscal Year

[IF SELECTED "Fiscal Year" IN Q1A]

Q2B. Please select your fiscal-year ending.

1. April 2022
2. May 2022
3. June 2022
4. July 2022
5. August 2022
6. September 2022
7. October 2022
8. November 2022
9. January 2023
10. February 2023
11. March 2023

Ranking Criteria:

- Firms will be ranked based on total revenue from their specialty contracting work performed in Delaware, Maryland, Pennsylvania, Virginia, Washington D.C. and West Virginia during the Calendar or Fiscal Year 2022.
- 'Regional' means within Delaware, Maryland, Pennsylvania, Virginia, and West Virginia. 'Worldwide' means your entire firm across the world, including the United States.

Specialty Contracting Revenues Include:

- Prime and specialty contracts awarded to your firm by the owner.
- Subcontracts received from other contractors.
- The value of materials and fabrication but only if the procurement, fabrication and installation is included in the scope of the self-performed portion of your construction contract. Thus, do not include revenue from fabrication or supply contracts that will be erected or installed by your subcontractors, even if you hold the primary subcontracts for their erection or installation.
- Operations and maintenance contracts that include construction activities.

Exclude the following Revenues:

- Revenue from subsidiaries or internal corporate groups, divisions, business units or departments engaged exclusively in non-construction activities.
- Revenue from general contracting.
- Revenue from non-contracting or third-party manufacturing, fabrication and sales, leases or rental of products, materials or equipment.
- Rental, lease and property development income.

When entering revenue:

- Please enter all revenue values in number of millions, rounded to two decimal places.
- Example: if your revenue is \$162,567,000 enter it as 162.57.

Q3. What is your Worldwide Specialty Contracting Revenue in Calendar or Fiscal Year 2022?

\$ _____ Worldwide Construction Revenue (Include U.S. revenue)

Q4. What is your Regional Specialty Contracting Revenue in Calendar or Fiscal Year 2022 by state?

- Please enter all revenue values in number of millions, rounded to two decimal places.
- Example: if your revenue is \$162,567,000 enter it as 162.57.

1. Delaware \$_____.

2. Maryland \$_____.

3. Pennsylvania \$_____.

4. Virginia \$_____.

5. Washington D.C. _____.

6. West Virginia \$_____.

Q5. Please provide a breakdown of your Regional Total for each of the following specialty categories listed below.

- Please enter all revenue values in number of millions, rounded to two decimal places.
- Example: if your revenue is \$162,567,000 enter it as 162.57.

SPECIALTY CATEGORIES:

A. Mechanical/Plumbing \$_____.

B. Electrical \$_____.

C. Utility* \$_____.

D. Roofing \$_____.

E. Sheet Metal \$_____.

F. Concrete \$_____.

G. Masonry \$_____.

H. Painting/Coatings \$_____.

I. Wall/Ceiling \$_____.

J. Excavation/Grading \$_____.

K. Steel (structural)** \$_____.

L. Demolition/Wrecking \$_____.

M. Abatement/environmental \$_____.

N. Glazing/curtain wall \$_____.

O. Fire protection and sprinklers \$_____.

P. Steel (reinforcing)*** \$_____.

Q. Interior/Millwork \$_____.

R. Other Project Types (please specify): \$_____.

TOTAL (Note: Total should match your Regional Total) \$_____.

* 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.

Q6a-d. What is your largest regional project completed in 2022? (Must be located within Delaware, Maryland, Pennsylvania, Virginia, Washington D.C. or West Virginia.)

- Please enter contract value in number of millions, rounded to two decimal places.
- Example: if the contract value is \$162,567,000 enter it as 162.57.

Project name:_____.

City:_____.

State:_____.

Your Contract value \$_____.

Q6e-h. What is your largest regional project that broke ground in 2022? (Must be located within Delaware, Maryland, Pennsylvania, Virginia, Washington D.C. or West Virginia.)

- Please enter contract value in number of millions, rounded to two decimal places.
- Example: if the contract value is \$162,567,000 enter it as 162.57.

Project name:_____.

City:_____.

State:_____.

Your Contract value \$_____.

Q7. If you have not already filled out the National Top 600 Specialty Contractors survey and ALL of your revenue falls into this region, ENR can create a national filing using the data you have supplied on this survey. Would you like us to create a national entry for you?*

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

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

Marketing Contact Information: Contact details of the individual responsible for the marketing function at the firm:

1. Full Name : _____.
2. Job Title : _____.
3. Email : _____.
4. Telephone : _____.
5. Extension : _____.

Submitter Contact Information: Contact details of the individual that has completed this survey:

1. Full Name : _____.
2. Job Title : _____.
3. Email : _____.
4. Telephone : _____.
5. Extension : _____.

VERY IMPORTANT: VERIFICATION DATA

Please indicate if you are an authorized officer attesting to the accuracy of the numbers reported in this survey.

1. Yes
2. No

If you selected "No" in the previous question, please supply details of the executive at the firm who has reviewed the data in this survey and attests to the accuracy of the numbers reported:

1. Full Name : _____.
2. Job Title : _____.
3. Email : _____.
4. Telephone : _____.
5. Extension : _____.

An email receipt with your responses will be sent to the Submitter and the Verification Officer listed above after you confirm that you wish to submit the survey on the next page.

Does your company want to be considered for recognition as the MidAtlantic region's Specialty Contractor of the Year?

1. Yes

2. No

[IF YES SELECTED ABOVE]

Please briefly summarize your firm's notable achievements in 2022 that warrant consideration for the ENR MidAtlantic region's Specialty Contactor of the Year award. (Achievements may include business growth, major projects, unique innovations, etc.)