



Dear Environmental Firm Manager:

ENR magazine is now preparing **the 2024 Top 200 Environmental Firms ranking based on participants' 2023 revenue from noted categories of global environmental services**. The list and related analysis provide a look at one of the construction industry's most dynamic market sectors. Your company has ranked in the past on the Top 200 or is believed to meet **its threshold of about \$20 million** in 2023 global environmental services revenue categories listed.

DEADLINE to complete and submit survey information is JUNE 30, 2024

PLEASE MAKE EVERY EFFORT TO FILE BY THIS DEADLINE.

The information you and industry peers provide will appear in the Top 200 rankings and analysis to be published online and in an upcoming print issue of ENR.

If your firm is a new Top 200 survey filer or you are a new survey contact 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](mailto:pencer@bnpmedia.com) or 248-786-1280

***IMPORTANT NOTE: The ENR Top 200 Environmental Firms ranking is NOT THE SAME as ENR's Top Green 100 Building Design Firms and Top 100 Green Building Contractors lists. They rank firms based on 2023 revenue from projects registered with third party green building or sustainable construction-ratings organizations and are generated by a separate survey. If interested in being ranked on those lists, contact Jon Keller at kellerj@enr.com**

2024 ENR TOP 200 ENVIRONMENTAL FIRMS SURVEY

Q1 **COMPANY FULL NAME** (to be listed in the 2024 Top 200 ranking) _____

Q2. What was your company **TOTAL GROSS REVENUE** in 2023 (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 2023.

Q3 What was your **GROSS REVENUE** from only environmental services in 2023 (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 2023? ____ %

Q5. What percentage of your environmental revenue (**including design, construction and management services**) came from these markets in 2023 (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: This % MUST BE NO MORE THAN 40%; revenue beyond should be in categories 1 through 7. Contact ENR if questions.)**

Q6. What percentage of your 2023 environmental services revenue was from work for 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 2023 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 %

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: Other category % 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 %

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 **2023**?

No

Yes - What percentage of your reported total 2023 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 **2023**?

No

Yes - Name of new parent company _____ -

Type of business _____

Q11. Is your firm publicly traded?

No

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 **2023** revenue that is included in this survey? (**List largest two ONLY, if more than two**)

Name of Firm

Type of Firm

Firm 1

Firm 2

CONFIDENTIAL: Answers to the following questions are for statistical and/or aggregate data purposes only, not for specific publication. Please have the most appropriate person provide them. Thank you.

Q14 Did your firm make a net profit after taxes in **2023**?

Yes - What was your profit margin? %

No - What was your loss margin? %

Q15 Did your firm increase or decrease **environmental services professional staff** in **2023**?
If so, by what percent?

Increase _____% Little or no change Decrease _____%

Q16 Did your firm increase or decrease **environmental services backlog** in **2023**? If so, by what percent?

Increase _____% Little or no change Decrease _____%

Q17 Did your firm **open** U.S. or non-U.S. offices related to environmental services in **2023**? Yes or no

Q18 Did your firm **close** U.S. or non-U.S. offices related to environmental services in **2023**? 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 markets faring in the next 12 months?

Better No Change Worse

United States

International

Q21 IMPORTANT—MARKET OUTLOOK OVERVIEW UPDATE

PLEASE PROVIDE AS MUCH DETAIL AS POSSIBLE ON WHAT AFFECTED YOUR ENVIRONMENTAL SERVICES REVENUE POSITIVELY OR NEGATIVELY IN 2023; AND DETAIL ALSO ON OUTLOOK FOR ENVIRONMENTAL SERVICES REVENUE IN THE NEXT 12 MONTHS. Your full and candid responses will offer 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 **2024** 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

Full name _____
Job Title _____
Telephone **CELL** _____ Telephone **DIRECT** _____
Email _____

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

Name _____
Title _____
Telephone **(CELL-MUST INCLUDE)** _____ Telephone **(DIRECT)** _____

IMPORTANT: EMAIL (To receive survey filing verification and ENR communication) _____

PERSONAL PLEDGE OF ACCURACY Independent verification of my firm's Top 200 survey revenue is not available in time for ENR's deadline. As a result, I personally attest to the accuracy of numbers reported.

SURVEY SUBMITTER NAME _____ Month _____ Day _____

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

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

Debra K. Rubin rubind@enr.com 973-432-3211 OR Mary Powers, marybpowers@gmail.com, 205-515-0582

Rebecca Pence, pencer@bnpmedia.com (ALL SURVEY NAVIGATION PROBLEMS/QUESTIONS)

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THANK YOU FOR PARTICIPATING IN THE ENR 2024 TOP 200 ENVIRONMENTAL FIRMS RANKING

