



ENR MIDATLANTIC Regional Top Specialty Contractors

Online Survey Instructions:

- Provide answers to all the questions on this page and click on the 'Next' button to proceed through the survey. At the end, you will be asked to confirm that you wish to submit your survey.
- 'Regional' means within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia. 'Worldwide' means your entire firm across the world, including the United States.
- Ensure that revenues are reported in **full numbers**. For example, if your revenues are \$5 million, enter as 5000000.
- 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 Gary Tulacz at tulaczg@enr.com

QUESTIONS ABOUT THE REGIONAL SURVEY? CONTACT: Justin Rice | ricej@enr.com

2018 ENR MIDATLANTIC TOP SPECIALTY CONTRACTORS SURVEY

Company Information:

How should your company's name, location and other information appear in ENR MidAtlantic's 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 2017 (January 2017 - December 2017). 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]

Q1B. Fiscal-year ending:

- 1. Month []
- 2. Year []

Ranking Criteria:

- Firms will be ranked based on total revenue from their specialty contracting work performed in Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia during the Calendar or Fiscal Year 2017.
- Ensure that revenues are reported in **full numbers**. For example, if your revenues are \$5 million, enter as 5000000.
- 'Regional' means within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia and West Virginia. 'Worldwide' means your entire firm across the world, including the United States.

Specialty Contracting Revenues Include:

- 1. Prime and specialty contracts awarded to you by the owner.
- 2. Subcontracts received from other contractors.
- 3. 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.
- 4. Operations and maintenance contracts that include construction activities.

Exclude the following Revenues:

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

Q2. What is your Worldwide Specialty Contracting Revenue in Calendar or Fiscal Year 2017?

(Example: if your revenue is \$5 million, enter as 5000000)

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

Q3. What is your Regional Specialty Contracting Revenue in Calendar or Fiscal Year 2017 by state?

(Example: if your revenue is \$5 million, enter as 5000000)

- 1. Delaware \$_____.
- 2. District of Columbia \$_____.
- 3. Maryland \$_____.
- 4. Pennsylvania \$_____.
- 5. Virginia \$_____.
- 6. West Virginia \$_____.

Q4. Please provide a breakdown of your Regional Total for each of the following specialty categories listed below.

SPECIALTY CATEGORIES:

- A. Asbestos/Lead Abatement \$ _____.
- B. Concrete \$ _____.
- C. Demolition/Wrecking \$ _____.
- D. Electrical \$ _____.
- E. Glazing/Curtain Wall \$ _____.
- F. Interior Finishes/Millwork \$ _____.
- G. Masonry \$ _____.
- H. Mechanical \$ _____.
- I. Painting & Coatings \$ _____.
- J. Plastering/Drywall \$ _____.
- K. Plumbing \$ _____.
- L. Roofing \$ _____.
- M. Sheet Metal \$ _____.
- N. Site Work/Excavation/Foundation \$ _____.
- O. Steel Erection/Fabrication \$ _____.
- P. Thermal and Moisture Protection \$ _____.
- Q. Utility (This category applies to those working as a utility contractor, not those from another specialty contractor working for a utility company) \$ _____.
- R. Wall/Ceiling \$ _____.
- S. Other Project Types (please specify): \$ _____.
- TOTAL** (Note: Total should match your Regional Total) \$ _____.

Q6a-d. What is your largest regional project completed in 2017? (Must be located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia or West Virginia.)

Project name: _____.
City: _____.
State: _____.
Your Contract value \$ _____.

Q6e-h. What is your largest regional project that broke ground in 2017? (Must be located within Delaware, District of Columbia, Maryland, Pennsylvania, Virginia or West Virginia.)

Project name: _____.
City: _____.
State: _____.
Your Contract value \$ _____.

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 Top Specialty Contractor of the year?

1. Yes

2. No

[IF YES SELECTED ABOVE]

Please briefly summarize your firm's notable achievements in 2017 that warrant consideration for the MidAtlantic regions's Top Specialty Contactor of the year award. (Achievements may include business growth, major projects, unique innovations, etc.)