

ENR Top 600 Specialty Contractors

For publication in Engineering News-Record Please read the attached guidelines and definitions before filling out this survey form.

On October 23, ENR's estimated 250,000 readers will receive our 39th 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 online survey by **September 11th, 2017**. Just 33 short questions and minutes of your time are all that stand between you and the vast readership of the construction industry's most respected news journal. 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 me at tulaczg@enr.com, or contact Survey Database Coordinator Virgilio G. Mendoza at mendozav@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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IMPORTANT: 1. How should you company's name and location be listed on ENR's Top Lists and directories?

Company name []
Street Address []
City, State, Postal Code []
Main Telephone []				
Fax Number []				
Company Email Address []				
Company website []				
2. Is your company's revenue from construction for: Calendar year end December 31, 2016 Fiscal year ending (Month) []	(Year) []	

3. What was your total 2016 construction contracting revenue? (Rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481.000.)

\$[

4. What was the value of your 2016 contract awards? (Rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481.000.) \$ [

5. What percentage of your revenue came from these specialties? [Total must equal 100%]

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	[] %
(2) Electrical	[] %
(3) Utility*	[] %
(4) Roofing	[] %
(5) Sheet metal	[] %
(6) Concrete	[] %
(7) Masonry	[] %
(8) Painting	[] %
(9) Wall/Ceiling	[] %
(10) Excavation/Foundation	[] %
(11) Steel erection [self-perform]**	[] %
(12) Demolition/Wrecking	[] %
(13) Asbestos/Lead abatement	[] %
(14) Glazing/Curtain wall	[] %
(15) Fire protection and sprinklers	[] %
(16) 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.

] %

** Include only revenue for self-performed steel erection, not revenue from contracts where erection services are subcontracted.

6. What percentage of your revenue came from these markets? [Total must equal 100%]

(1) General building (commercial bldgs., o	ffices, stores, education, residential, etc.)	[] %	
(2) Industrial process (pulp and paper, ste	el, non-ferrous metal refineries, etc.)	[] %	
(3) Manufacturing (production facilities i.e	e. auto assembly plant, electronic assembly, etc.)) [] %	
(4) Water supply (dams, reservoirs, water	transmission lines, aqueducts, etc.)	[] %	
(5) Sewerage/solid waste disposal (sanita	ry/storm sewers, treatment plants, landfills)	[] %	
(6) Transportation (airports, bridges, high	[] %		
(7) Hazardous waste (chemical, nuclear, a	[] %		
(8) Power (thermal, hydroelectric, waste-to-energy plants, etc.)] %	
(9) Petroleum (refineries, petrochemical, offshore, pipelines, etc.)] %	
(10) Telecommunications (low voltage work, switching, underground/indoor cabling, microwave, transmitters, etc.)				
		[] %	
(11) Other (Specify): []	[] %	

 7. Based on majority ownership, does your firm qualify for government contracting goal programs for minorities, women, veterans or people with disabilities? Yes No [SKIP Q8] 				
[ANSWER IF Q7=YES] 8. Which government contracting goal program does your firm qualify for? BE WBE Veteran/Disabled Veteran-owned business enterprise None of the above				
CONFIDENTIAL : Answers to remaining questions are for statistical purposes only and are not for publication.				
9. Including yourself, how many employees does your company employ, including all locations?				
[] employees				
10. Are your craft workers represented by a union? Yes No Partial				
11. Did your firm have a net operating profit in 2016? Yes No				
[ANSWER IF Q11=YES]12. How large was your profit margin (in %)?[] %				
[ANSWER IF Q11=NO]13. How far below break-even did your company end up (in %)?] %				
14. What percentage of your payments are received past due (in %)? [] %				
15. For payments that are received late, what is the average number of days late?[] day(s)				
16. Have you experienced craft worker shortages on recent projects?				
Yes No				
17. Which crafts have been in short supply?				
Electricians Plumbers and pipefitters Glazers				
Sheet metal workers Masons Tapers/Finishers				
Equipment operators Laborers Foremen/Superintendents				
Carpenters and joiners Ironworkers				
Roofers Painters				
Other (Specify): []				

4
18. In what year was your firm founded? []
19. How many of your employees are certified by the U.S. Green Building Council's LEED system, GreenGlobes, or other environmental rating services? [] employee(s)
20. What is your approximate EMR (Experience Modification Ratio)?
[]
21. What is the approximate value of your equipment fleet?
\$[]
22. What is your estimated budget for purchasing new or used equipment in the next 12 months?
\$[]
23. What types of equipment are you most likely to acquire?
Asphalt (asphalt pavers, cold planers, milling machines, patchers) Attachments (buckets, shears, hammers, magnets, brooms, plows) Compact (compact excavators, skid steer loaders, compact track loaders) Compaction (ride-on soil and asphalt rollers, walk-behind and handheld compactors) Concrete (concrete pavers, pumps, mixers, curb-and-gutter machines) Drilling & Tunneling (horizontal directional drills, tunnel boring machines, trenchers) Earthmoving (excavators, loaders, dozers, backhoes, motor graders, off-highway trucks) Jobsite Accessories (light towers, air compressors, power generators, ladders, toolboxes) Jobsite Intelligence (machine control systems, site positioning, lasers, UAVs, helicopters) Lifting & Access (cranes, aerial work platforms, forklifts, telescopic handlers) Light/Service Vehicles (class 1-3 pick-up trucks, service trucks, cargo vans) On-Highway Trucking & Hauling (class 4-8 vocational trucks, trailers, bodies) Safety & Security (personal protection equipment, scaffolding, video surveillance) Specialized Transportation (self-propelled modular transporters, barges) Tools (handheld drills, saws, hammers, measuring equipment) Other (Specify): []
24. Approximately what percentage of your fleet is: [Total must equal 100%] Owned [] %

Leased []% Rented []%

25. 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

26. To what do you attribute this change in price?

27. 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.

	Contact Name [] Title	Ι]
	Telephone [] Telep	hone Extension []
	Email Address (A survey confirmation email will be sent to this address) []
	Company Name []			
	Street Address []
	City, State, Postal Code []
	Company Website []			
	Alternate Name [] Alter	nate Contact Email []
	Alternate Title [] Alter	nate Contact Telephone []
Please provide the names of the following company officers:						
Who is	s your Chief Executive Officer/President?					
	Name []	Title	[]	
Who is	s your Business Development Officer?					
	Name []	Title	[]	
Who is	s your Public Relations/Communications Officer?					
	Name []	Title	[]	
Who is	s your Human Resources/Personnel Officer?					

] Title ſ] Name [Who is your Equipment Manager?] Title Name [[]

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.

Name [] Title []
(Signature)		
Thank you for your responses!		Date
Gary J. Tulacz. Senior Editor		

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