



SOURCEBOOK MARKET SURVEY

If you are unable to return this portion of the survey form by the due date of March 15, 2021 for the Top 100/400/500 survey, please send a request for an extension to Jon Keller by e-mail at kellerj@bnpmedia.com.

January 25, 2021

“Which contractors and design firms do a lot of work in the health care market?” That is the kind of question owners and construction industry executives are constantly asking. They and other purchasers of design and construction services want to know the main companies that specialize in specific markets, such as education, semiconductors, light rail, nuclear waste cleanup or hydroelectric power. That is why ENR launched its series of Sourcebooks in 1997.

In 2021, ENR will publish The Top 500 Design Firms Sourcebook and the Top 400 Contractors Sourcebook, ranking U.S.-based firms in almost 60 separate market and submarket sectors. With these lists, contractors and design firms will be able to demonstrate activity in particular areas of expertise.

To participate and be ranked in the Sourcebook, either complete this form or fill out the interactive on-line survey available on ENR’s website, www.enr.com. FOR MORE DETAILED INSTRUCTIONS PLEASE SEE THE LAST PAGE OF THIS FORM.

We look forward to your participation.

Jon Keller, Associate Editor

ENR SOURCEBOOK MARKET SURVEY

The information you provide below will be used to rank firms in the Top 500 Design Firms Sourcebook and the Top 400 Contractors Sourcebook to be published in July and September respectively. “Revenue” refers to 2020 revenue.

Company [] Preparer Name & Title []
 Address []
 Telephone [] Fax [] E-mail Address []
 Home Page Internet Address []

General Contracting Revenue **Design Revenue**
 Domestic International Domestic International

(1) GENERAL BUILDING

How were totals broken down among these markets?	↑[use answers to question 3(E)(1)]		↑[use answers to question 5(H)(1)]	
A. Commercial bldgs. (retail)	\$ []	\$ []	\$ []	\$ []
B. Commercial bldgs. (office/banks)	\$ []	\$ []	\$ []	\$ []
C. Government office buildings	\$ []	\$ []	\$ []	\$ []
D. Educational	\$ []	\$ []	\$ []	\$ []
E. Correctional	\$ []	\$ []	\$ []	\$ []
F. Health care, including assisted living centers	\$ []	\$ []	\$ []	\$ []
G. Distribution, warehouses	\$ []	\$ []	\$ []	\$ []
H. Hotels, motels, convention centers	\$ []	\$ []	\$ []	\$ []
I. Multi-unit residential	\$ []	\$ []	\$ []	\$ []
J. Sports	\$ []	\$ []	\$ []	\$ []
K. Entertainment, theme parks, casinos	\$ []	\$ []	\$ []	\$ []
L. Museums, cultural and religious	\$ []	\$ []	\$ []	\$ []
M. Mixed-Use	\$ []	\$ []	\$ []	\$ []
N. Other (specify) _____	\$ []	\$ []	\$ []	\$ []
TOTAL	\$ []	\$ []	\$ []	\$ []

General Contracting Revenue
Domestic International

Design Revenue
Domestic International

(2) INDUSTRIAL PROCESS

How were totals broken down among these markets?	↑[use answers to question 3(E)(2)]	
A. Steel & non-ferrous metals	\$ []	\$ []
B. Chemicals (non-petroleum)	\$ []	\$ []
C. Pharmaceuticals	\$ []	\$ []
D. Food and beverage processing	\$ []	\$ []
E. Pulp and paper plants	\$ []	\$ []
F. Other (specify) _____	\$ []	\$ []
TOTAL	\$ []	\$ []

↑[use answers to question 5(H)(2)]
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []

(3) MANUFACTURING

How were totals broken down among these markets?	↑[use answers to question 3(E)(3)]	
A. Auto assembly & parts fabrication	\$ []	\$ []
B. Semiconductor fabrication	\$ []	\$ []
C. Electronic assembly plants	\$ []	\$ []
D. Aerospace	\$ []	\$ []
E. Other (specify) _____	\$ []	\$ []
TOTAL	\$ []	\$ []

↑[use answers to question 5(H)(3)]
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []

(4) WATER SUPPLY

How were totals broken down among these markets?	↑[use answers to question 3(E)(4)]	
A. Treatment, desalination plants	\$ []	\$ []
B. Transmission lines, aqueducts	\$ []	\$ []
C. Dams, reservoirs	\$ []	\$ []
D. Other (specify) _____	\$ []	\$ []
TOTAL	\$ []	\$ []

↑[use answers to question 5(H)(4)]
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []

(5) SEWERAGE & SOLID WASTE TOTALS

How were totals broken down among these markets?	↑[use answers to question 3(E)(5)]	
A. Sanitary & storm sewers	\$ []	\$ []
B. Wastewater treatment plants	\$ []	\$ []
C. Solid waste	\$ []	\$ []
D. Other (specify) _____	\$ []	\$ []

↑[use answers to question 5(H)(5)]
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []

(6) TRANSPORTATION

How were totals broken down among these markets?	↑[use answers to question 3(E)(6)]	
A. Highways	\$ []	\$ []
D. Bridges	\$ []	\$ []
C. Marine & port facilities	\$ []	\$ []
D. Airports, including terminals	\$ []	\$ []
E. Mass transit, light rail, heavy rail	\$ []	\$ []
F. Other (specify) _____	\$ []	\$ []
TOTAL	\$ []	\$ []

↑[use answers to question 5(H)(6)]
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []

(7) HAZARDOUS WASTE

How were totals broken down among these markets?	↑[use answers to question 3(E)(7)]	
A. Chemical & soil remediation	\$ []	\$ []
B. Nuclear waste	\$ []	\$ []
C. Asbestos & lead abatement	\$ []	\$ []
D. Clean air compliance	\$ []	\$ []
E. Site assessment/compliance	\$ []	\$ []
F. Other (specify) _____	\$ []	\$ []
TOTAL	\$ []	\$ []

↑[use answers to question 5(H)(7)]
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []
\$ [] \$ []

General Contracting Revenue
Domestic International

Design Revenue
Domestic International

(8) POWER

How were totals broken down among these markets?	↑[use answers to question 3(E)(8)]	↑[use answers to question 5(H)(8)]
A. Fossil fuel plants, natural gas and coal	\$ [] \$ []	\$ [] \$ []
B. Nuclear plants	\$ [] \$ []	\$ [] \$ []
C. Hydro plants	\$ [] \$ []	\$ [] \$ []
D. Cogeneration and waste fuels	\$ [] \$ []	\$ [] \$ []
E. Transmission & distribution	\$ [] \$ []	\$ [] \$ []
F. Operations & maintenance	\$ [] \$ []	\$ [] \$ []
G. Wind generation	\$ [] \$ []	\$ [] \$ []
H. Solar generation	\$ [] \$ []	\$ [] \$ []
I. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(9) PETROLEUM

How were totals broken down among these markets?	↑[use answers to question 3(E)(9)]	↑[use answers to question 5(H)(9)]
A. Refineries & petrochemical plants	\$ [] \$ []	\$ [] \$ []
B. Pipelines	\$ [] \$ []	\$ [] \$ []
C. Offshore and underwater facilities	\$ [] \$ []	\$ [] \$ []
D. Maintenance, including turnarounds	\$ [] \$ []	\$ [] \$ []
E. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(10) TELECOMMUNICATIONS

How were totals broken down among these markets?	↑[use answers to question 3(E)(10)]	↑[use answers to question 5(H)(10)]
A. Transmission lines and cabling	\$ [] \$ []	\$ [] \$ []
B. Towers and antennae	\$ [] \$ []	\$ [] \$ []
C. Data centers and Web hotels	\$ [] \$ []	\$ [] \$ []
D. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(11) MISCELLANEOUS

How were totals broken down among these markets?	↑[use answers to question 3(E)(11)]	↑[use answers to question 5(H)(11)]
A. Mining	\$ [] \$ []	\$ [] \$ []
B. Other (specify) _____	\$ [] \$ []	\$ [] \$ []
TOTAL	\$ [] \$ []	\$ [] \$ []

(12) GRAND TOTALS

Total of items 1 through 11.	\$ [] \$ []	\$ [] \$ []
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INSTRUCTIONS FOR COMPLETING THE ENR SOURCEBOOK MARKET SURVEY

This survey is designed to rank each firm based on contracting revenue and design revenue earned in 2020 in the individual market components of the broader market categories measured in the Top 400 Contractors and Top 500 Design Firms surveys. For example, the Top 500 Design Firms survey is designed to rank the top 10 firms in such broad categories as General Building and Transportation. This Sourcebook Market survey will rank top firms in such market categories as government office buildings, health-care facilities, airports and marine facilities.

To participate in the Sourcebook rankings, either complete the form contained on the previous pages of this document or fill out the on-line interactive survey form. The on-line version will be posted on our website, <http://www.enr.com> in late January. To complete the survey on-line, you will need the six digit company code and eight-digit password printed on your mailing label.

ENR asks that you complete the Sourcebook survey, together with your Top 100/400/500 Survey Form, by March 15, 2021. If that is not possible, a request for an extension should be made in writing and sent to Jon Keller, by e-mail, to kellerj@bnpmedia.com. Please include the date by which you expect to complete the survey.

To complete the ENR Sourcebook survey form, take the following steps:

If you are a design firm, take the answers from Question 5(H) of your Top 500 Design Firms survey form and use them as the basis for the totals in the two right-hand columns—for domestic and international—of the numbered entries on your Sourcebook survey. If you are a contractor, take the answers from Question 3(E) of your Top 400 Contractors survey form and use them as the basis for the totals in the two left-hand columns—for domestic and international—of the numbered entries on your Sourcebook survey. After transferring the figures from your Top 100/400/500 Survey form, apportion the amounts for each heading among the various submarket sectors listed beneath the major headings.

EXAMPLE: If your company had \$80 million in domestic contracting revenue from transportation projects and \$20 million in international contracting revenue for transportation, please divide the \$80 million of domestic transportation revenue, as appropriate, among the six listed market sectors: (a) highways; (b) bridges; (c) marine & port facilities; (d) airports, including terminals; (e) mass transit, light rail, heavy rail; and (f) other. Do the same for the \$20 million of international transportation revenue. Follow the same procedure for any markets you work in. Design firms should follow the same procedure in the two right-hand columns for all design revenue in each market sector.

NEW CATEGORIES: Please note that we have a new category in the General Building sector for "Mixed Use," and two new categories for ranking in the Power sector: Wind Generation and Solar Generation. These relate to the design and installation of facilities relating to wind energy and solar energy. Transmission and distribution of energy from wind farms and solar power facilities remain in the T&D category. Revenue from projects in the general buildings market that employ solar or wind generation equipment should continue to be reported in the general building category.

While it is not required that you complete this portion of the Sourcebook survey to be ranked in the annual Top 500 Design Firms and the Top 400 Contractors lists, we strongly urge you to participate. The reaction among owners and other purchasers of construction services to the ENR Sourcebooks has been extremely enthusiastic and the Sourcebook has proven an excellent, and free, way for construction and design firms to showcase their areas of expertise.

If you have any questions, please do not hesitate to email Jon Keller at kellerj@bnpmedia.com or call him at (646) 849-7136.

REMINDER: THE DEADLINE FOR ONLINE SURVEY FILING IS MARCH 15, 2021