

---

**[INTRODUCTION]**

**ENR Top 600 Specialty Contractors**

On October 28, ENR's estimated 250,000 readers will receive our 47th 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 survey online by August 12.

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 [kellerj@enr.com](mailto:kellerj@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](http://www.enr.com).

Thank you,

Jonathan Keller  
Associate Editor  
Engineering News-Record

350 5<sup>th</sup> Avenue, Suite 6000  
New York, NY 10118  
Phone: **646-849-7136**

To participate and be ranked in the Top 600 Specialty Contractors, please complete the survey.

- Use the "Prev" or "Save and Next" buttons at the bottom of the page to navigate through the survey. Please do not use the back button on your browser.
- You may save your responses and return later to complete and/or submit the survey.
- To save information you have entered so far, click the "Save" or "Save and Next" button at the bottom of the page before exiting the form.
- Once you are ready to submit your form, click the "Save and Finalize" button on the last page of the survey.

Click on the PDF format to preview, print out or download a copy of the survey: [Top 600 Specialty Contractors PDF](#)

**[NEXT BUTTTON]**

---

Q1. Company Information

**IMPORTANT:** How should you company's name and location be listed on ENR's Top Lists and directories?

- a. **Company name** [    ]
- b. **Headquarters Street Address** [    ]
- c. **City** [    ]
- d. **State** [    ] (DROPDOWN)
- e. **Postal Code** [    ]
- f. **Main Telephone** [            ]
- g. **Company website** [            ]
- h. **In what year was your firm founded?** [    ]
- i. **Number of Worldwide Employees (including the U.S.)** [    ]
- j. **Which government contracting goal program does your firm qualify for? (Select all that apply)**
  - a. **MBE**
  - b. **WBE**
  - c. **Veteran/Disabled Veteran-owned business enterprise**

d. **None of the above**

Q2. Is your company's revenue from construction for:

1. **Calendar year end December 31, 2023**
2. **Fiscal year ending (please select month/year below)**
  - a. April 2023
  - b. May 2023
  - c. June 2023
  - d. July 2023
  - e. August 2023
  - f. September 2023
  - g. October 2023
  - h. November 2023
  - i. January 2024
  - j. February 2024
  - k. March 2024

Q3. What was your total 2023 construction contracting revenue? (rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481,000.)

\$ [     ]

Q4. What was the value of your 2023 contract awards? (rounded in \$ million w/ 2 decimals, i.e. 25.48 for \$25,481,000.)

\$ [     ]

Q5. What percentage of your revenue came from these specialties? **[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/Plumbing [     ]%
2. Electrical [     ]%
3. Utility\* [     ]%
4. Roofing [     ]%
5. Sheet metal [     ]%
6. Concrete [     ]%
7. Masonry [     ]%
8. Painting/Coatings [     ]%
9. Wall/Ceiling [     ]%
10. Excavation/Sitework [     ]%
11. Steel (structural)\*\* [     ]%
12. Steel (reinforcing)\*\*\* [     ]%
13. Demolition/Wrecking [     ]%
14. Abatement/Environmental [     ]%
15. Glazing/Curtain wall [     ]%
16. Fire protection and sprinklers [     ]%
17. Interior/Millwork [     ]%
18. Deep Foundations [     ]%
97. 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.

\*\* Includes self-perform steel erection and structural steel fabrication.

\*\*\*Includes self-perform rebar installation and rebar fabrication.

- Q6. What percentage of your revenue came from these markets? [ ]%
1. General building (commercial bldgs., offices, stores, education, hospitals residential, etc.) [ ]%
  2. Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.) [ ]%
  3. Manufacturing (production facilities i.e. auto assembly plant, electronic assembly, etc.) [ ]%
  4. Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.) [ ]%
  5. Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills) [ ]%
  6. Transportation (airports, bridges, highways, roads, canals and locks, etc.) [ ]%
  7. Hazardous waste (chemical, nuclear, asbestos, lead, mold, etc.) [ ]%
  8. Power (thermal, hydroelectric, waste-to-energy plants, solar etc.) [ ]%
  9. Petroleum (refineries, petrochemical, offshore, pipelines, oil & gas etc.) [ ]%
  10. Telecommunications (low voltage work, switching, underground/indoor cabling, data centers, transmitters, etc.) [ ]%
  97. Other (Specify): [ ] [ ]%

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

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

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

a. Select your region:

1. **California (Calif., Hawaii)**
  - a. **California** [ ]
  - b. **Hawaii** [ ]
2. **MidAtlantic (D.C., Del., Md., Pa., Va., W. Va)**
  - a. **D.C.** [ ]
  - b. **Delaware** [ ]
  - c. **Maryland** [ ]
  - d. **Pennsylvania** [ ]
  - e. **Virginia** [ ]
  - f. **West Virginia** [ ]
3. **Midwest (Ill., Ind., Iowa, Kan., Ky., Mich., Minn., Mo., Neb., Ohio, Wis.)**
  - a. **Illinois** [ ]
  - b. **Indiana** [ ]
  - c. **Iowa** [ ]
  - d. **Kansas** [ ]
  - e. **Kentucky** [ ]
  - f. **Michigan** [ ]
  - g. **Minnesota** [ ]
  - h. **Missouri** [ ]
  - i. **Nebraska** [ ]
  - j. **Ohio** [ ]
  - k. **Wisconsin** [ ]
4. **Mountain States (Colo., Idaho, Mont., N.D., S.D., Utah, Wyo.)**
  - a. **Colorado** [ ]
  - b. **Idaho** [ ]
  - c. **Montana** [ ]
  - d. **North Dakota** [ ]
  - e. **South Dakota** [ ]
  - f. **Utah** [ ]
  - g. **Wyoming** [ ]

5. New England (Conn., Maine, Mass., N.H., R.I., Vt.)
  - a. Connecticut [ ]
  - b. Maine [ ]
  - c. Massachusetts [ ]
  - d. New Hampshire [ ]
  - e. Rhode Island [ ]
  - f. Vermont [ ]
6. New York (N.J., N.Y.)
  - a. New Jersey [ ]
  - b. New York [ ]
7. Northwest (Alaska, Ore., Wash.)
  - a. Alaska [ ]
  - b. Oregon [ ]
  - c. Washington [ ]
8. Southeast (Ala., Fla., Ga., N.C., P.R., S.C., Tenn.)
  - a. Alabama [ ]
  - b. Florida [ ]
  - c. Georgia [ ]
  - d. North Carolina [ ]
  - e. Puerto Rico [ ]
  - f. South Carolina [ ]
  - g. Tennessee [ ]
9. Southwest (Ariz., N.M., Nev.)
  - a. Arizona [ ]
  - b. New Mexico [ ]
  - c. Nevada [ ]
10. Texas & Louisiana (Ark., La., Miss., Okla., Texas)
  - a. Arkansas [ ]
  - b. Louisiana [ ]
  - c. Mississippi [ ]
  - d. Oklahoma [ ]
  - e. Texas [ ]

Q7a. What is your largest regional project that broke ground in 2023? (Must be located within your chosen region)

- 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 \$\_\_\_\_\_.

---

**CONFIDENTIAL:** Answers to questions 8-28 are for statistical purposes only and are not for publication.

Q8. Are your craft workers represented by a union?

1. **Yes**
2. **No**
3. **Partial**

---

Q9. Did your firm have a net operating profit in 2023?

1. **Yes**
2. **No [SKIP to Q11]**

---

**[SEE IF Q9=1]**

Q10. (If yes) How large was your profit margin (in %)?

[ ]%

---

**[SEE IF Q9=2]**

Q11. (If no) How far below break-even did your company end up (in %)?

[ ]%

---

Q12. What percentage of your payments are received past due (in %)?

[ ]%

---

**[IF Q12>1]**

Q13. For payments that are received late, what is the average number of days late?

[ ] days

---

Q14. Have you experienced craft worker shortages on recent projects?

1. **Yes**
2. **No [SKIP to Q16]**

---

**[SHOW IF Q14=1]**

Q15. (If yes) Which crafts have been in short supply? (Select all that apply)

1. Electricians
2. Sheet metal workers
3. Equipment operators
4. Carpenters and joiners
5. Roofers
6. Plumbers and pipefitters
7. Masons
8. Laborers
9. Ironworkers
10. Painters
11. Glazers
12. Welders
13. Tapers and finishers
14. Foremen/Superintendents
97. Other (Specify): [ ]

---

Q16. What is your approximate EMR (Experience Modification Ratio)?

[ ]

---

Q17. What is the approximate value of your equipment fleet (please indicate original or replacement value)?

\$ [ ]

---

Q18. What is your estimated budget for purchasing new or used equipment in the next 12 months?

\$ [ ]

---

Q19. What types of equipment are you most likely to acquire?

[ ]

---

Q20. Approximately what percentage of your fleet is:

**[DISPLAY TOTAL] [TOTAL MUST EQUAL 100%]**

1. Owned [ ]%
2. Leased [ ]%
3. Rented [ ]%

---

Q21. On average, how much have prices for new machines increased over the past 5 years?

1. **1% - 5%**
2. **6% - 10%**
3. **11% - 20%**
4. **21% - 30%**
5. **30% or more**
6. **No Change**
7. **Prices have decreased**

---

Q22. To what do you attribute this change in prices?

[ ]

---

Q23. 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.

1. Contact Name [ ]
  2. Title [ ]
  3. Telephone [ ]
  4. Telephone extension [ ]
  5. Email Address [ ]
  6. Company Name [ ]
  7. Street Address [ ]
  8. City [ ]
  9. State [ ]
  10. Postal Code [ ]
  11. Company Website [ ]
  12. Alternate Contact Name [ ]
  13. Alternate Contact Title [ ]
  14. Alternate Contact Email [ ]
  15. Alternate Contact Telephone [ ]
-

---

Please provide the names of the following company officers:

Q24. Who is your Chief Executive Officer/President?

1. Name [ ]
2. Title [ ]

Q25. Who is your Business Development Officer?

1. Name [ ]
2. Title [ ]

Q26. Who is your Public Relations/Communications Officer?

1. Name [ ]
2. Title [ ]

Q27. Who is your Human Resources/Personnel Officer?

1. Name [ ]
2. Title [ ]

Q28. Who is your Equipment Manager?

1. Name [ ]
2. Title [ ]

---

Q29. **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.

1. Name [ ]
2. Title [ ]
3. **Date** [ ]

---

**IMPORTANT WARNING:** This completes the survey of Top 600 Specialty Contractors. Do not click on "Submit" unless you are completely finished with this survey. Once you click "Submit", you cannot come back to this survey to make changes. If you close the survey without submitting, you can return and finish at a later date.

**[SUBMIT BUTTON]**

---

Thank you for your responses!

Jonathan Keller, Associate Editor  
Engineering News-Record  
BNP Media  
350 5th Avenue, Suite 6000  
New York, NY 10118