GLOBALSOURCEBOOK SURVEY

If you are unable to return this portion of the survey form by the due date of June 26, 2023 for the Top Global Sourcebook survey, please send a request for an extension to Jon Keller by e-mail at *kellerj@enr.com*.

March 27, 2023

"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 December 2023, ENR will publish The Top Global Sourcebook, ranking firms from around the world 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.

Jonathan Keller, Associate Editor

ENR GLOBAL SOURCEBOOK MARKET SURVEY

The information you provide below will be used to rank firms in the Global Sourcebook to be published in December. "Revenue" refers to 2022 revenue.

Company [   ]

Preparer Name [   ] Preparer Name Title [   ]

Street Address [   ]

City [   ] State/Province [   ] Country [   ]

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	$ [ ]	$ [ ]	$ [ ]	$ [ ]

	General Contracting Revenue		Design Revenue	
	Domestic	International	Domestic	International
M. Mixed-Use	$ [ ]	$ [ ]	$ [ ]	$ [ ]
N. R&D facilities, laboratories	$ [ ]	$ [ ]	$ [ ]	$ [ ]
O. Other (specify) _____	$ [ ]	$ [ ]	$ [ ]	$ [ ]
TOTAL	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**

(2) INDUSTRIAL PROCESS

How were totals broken down among these markets?	⇑[use answers to question 3(E)(2)]		⇑[use answers to question 5(H)(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	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**

(3) MANUFACTURING

How were totals broken down among these markets?	⇑[use answers to question 3(E)(3)]		⇑[use answers to question 5(H)(3)]	
A. Auto assembly & parts fabrication	$ [ ]	$ [ ]	$ [ ]	$ [ ]
B. Semiconductor fabrication	$ [ ]	$ [ ]	$ [ ]	$ [ ]
C. Electronic assembly plants	$ [ ]	$ [ ]	$ [ ]	$ [ ]
D. Aerospace	$ [ ]	$ [ ]	$ [ ]	$ [ ]
E. Other (specify) _____	$ [ ]	$ [ ]	$ [ ]	$ [ ]
TOTAL	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**

(4) WATER SUPPLY

How were totals broken down among these markets?	⇑[use answers to question 3(E)(4)]		⇑[use answers to question 5(H)(4)]	
A. Treatment, desalination plants	$ [ ]	$ [ ]	$ [ ]	$ [ ]
B. Transmission lines, aqueducts	$ [ ]	$ [ ]	$ [ ]	$ [ ]
C. Dams, reservoirs	$ [ ]	$ [ ]	$ [ ]	$ [ ]
D. Other (specify) _____	$ [ ]	$ [ ]	$ [ ]	$ [ ]
TOTAL	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**

(5) SEWERAGE & SOLID WASTE TOTALS

	General Contracting Revenue		Design Revenue	
SEWERAGE & SOLID WASTE TOTALS	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**
How were totals broken down among these markets?	⇑[use answers to question 3(E)(5)]		⇑[use answers to question 5(H)(5)]	
A. Sanitary & storm sewers	$ [ ]	$ [ ]	$ [ ]	$ [ ]
B. Wastewater treatment plants	$ [ ]	$ [ ]	$ [ ]	$ [ ]
C. Solid waste	$ [ ]	$ [ ]	$ [ ]	$ [ ]
D. Other (specify) _____	$ [ ]	$ [ ]	$ [ ]	$ [ ]

(6) TRANSPORTATION

How were totals broken down among these markets?	⇑[use answers to question 3(E)(6)]		⇑[use answers to question 5(H)(6)]	
A. Highways	$ [ ]	$ [ ]	$ [ ]	$ [ ]
B. Bridges	$ [ ]	$ [ ]	$ [ ]	$ [ ]
C. Marine & port facilities	$ [ ]	$ [ ]	$ [ ]	$ [ ]
D. Airports, including terminals	$ [ ]	$ [ ]	$ [ ]	$ [ ]
E. Mass transit, light rail, heavy rail	$ [ ]	$ [ ]	$ [ ]	$ [ ]
F. Other (specify) _____	$ [ ]	$ [ ]	$ [ ]	$ [ ]
TOTAL	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**

(7) HAZARDOUS WASTE

How were totals broken down among these markets?	⇑[use answers to question 3(E)(7)]		⇑[use answers to question 5(H)(7)]	
A. Chemical & soil remediation	$ [ ]	$ [ ]	$ [ ]	$ [ ]
B. Nuclear waste	$ [ ]	$ [ ]	$ [ ]	$ [ ]
C. Asbestos & lead abatement	$ [ ]	$ [ ]	$ [ ]	$ [ ]
D. Clean air compliance	$ [ ]	$ [ ]	$ [ ]	$ [ ]
E. Site assessment/compliance	$ [ ]	$ [ ]	$ [ ]	$ [ ]
F. Other (specify) _____	$ [ ]	$ [ ]	$ [ ]	$ [ ]
TOTAL	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**

	General Contracting Revenue		Design Revenue	
	Domestic	**International**	**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)]

	Domestic (GC)	International (GC)	Domestic (Design)	International (Design)
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)]

	Domestic (GC)	International (GC)	Domestic (Design)	International (Design)
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)]

	Domestic (GC)	International (GC)	Domestic (Design)	International (Design)
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)]

	Domestic (GC)	International (GC)	Domestic (Design)	International (Design)
A. Mining	$ [ ]	$ [ ]	$ [ ]	$ [ ]
B. Other (specify) _____	$ [ ]	$ [ ]	$ [ ]	$ [ ]
TOTAL	**$ [ ]**	**$ [ ]**	**$ [ ]**	**$ [ ]**

(12) GRAND TOTALS

	Domestic (GC)	International (GC)	Domestic (Design)	International (Design)
Total of items 1 through 11.	$ [ ]	$ [ ]	$ [ ]	$ [ ]

INSTRUCTIONS FOR COMPLETING
THE ENR GLOBAL SOURCEBOOK MARKET SURVEY

This survey is designed to rank each firm based on contracting revenue and design revenue earned in 2022 in the individual market components of the broader market categories measured in the Top 250 International Contractors and Top 225 International Design Firms surveys. For example, the Top 225 International Design Firms survey is designed to rank the top 10 firms in such broad categories as General Building and Transportation. This Global Sourcebook 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, fill out the on-line interactive survey form. The link to the on-line version will be posted on our website, http://www.enr.com in late March. To complete the survey on-line, you will need the six-digit company code.

ENR asks that you complete the Sourcebook survey, together with your Top International Survey Form, by June 26, 2023. If that deadline is not possible, a request for an extension should be made in writing and sent by e-mail to Jon Keller at *kellerj@enr.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 225 International 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 International 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 225 International Design Firms and the Top 250 International 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@enr.com* or call him at (646) 849-7136.

<u>REMINDER:</u> THE DEADLINE FOR ONLINE SURVEY FILING IS JUNE 26, 2023