

South Central Construction magazine is planning to publish its annual rankings of Top Design Firms (including consultants, architects, engineers and other design professionals) doing business in Alabama, Arkansas, Louisiana, Mississippi, and Tennessee. Please complete the questionnaire below to earn recognition for the work your firm accomplished during 2007. The Top Design ranking also appears on our web site, [southcentral.construction.com](http://southcentral.construction.com) for a full year.

**Ranking Criteria:** We will rank firms based on total billings of design fees from projects in Alabama, Arkansas, Louisiana, Mississippi, and Tennessee during 2007. We will also rank firms by total company-wide billings by various design specialties and disciplines, and number of regional employees.

**For questions about this survey, please contact Richard Mui, Data Manager, at 212-904-3890 or [Richard\\_Mui@McGraw-Hill.com](mailto:Richard_Mui@McGraw-Hill.com)**

**Fax completed survey by our DEADLINE of August 8, 2008 to 212-904-2335 or email to [RegionalSurveys@McGraw-Hill.com](mailto:RegionalSurveys@McGraw-Hill.com)**

Company Name _____	Top Officer Name _____
Address _____	Top Officer Title _____
City _____ State _____ Zip _____	Marketing Contact _____
Phone _____ Fax _____	Marketing Title _____
Website _____	Marketing Phone _____ Fax _____
Year Founded _____ No. of Regional Employees _____	Marketing Email _____

**Please check here if you would like to learn about advertising/promotional opportunities in our Regional Publications.**

If you do check here we will share the marketing contact information you have entered above to our sales representatives. All other information will only be seen by editorial staff until after publication.

1. **A) No. of Licensed Architects:** \_\_\_\_\_ **B) No. of Licensed Engineers:** \_\_\_\_\_ **C) No. of LEED AP:** \_\_\_\_\_

2. **Worldwide Headquarters (Company Name + Location):** \_\_\_\_\_

3. **Total Worldwide Billings for all Design Work in the Calendar Year of 2007 (excludes single-family houses):** \$ \_\_\_\_\_

4. **Total 2007 Billings for all Design Work in each State: (\*Note: Please make sure REGIONAL TOTAL equals to AL-AR-LA-MS-TN Revenue)**  
 AL \$ \_\_\_\_\_ + AR \$ \_\_\_\_\_ + LA \$ \_\_\_\_\_ + MS \$ \_\_\_\_\_ + TN \$ \_\_\_\_\_ = **REGIONAL TOTAL \$** \_\_\_\_\_

5. **Column A must equal to 100% of REGIONAL TOTAL – No Double Counting of Design Work by Category.**

**Column B must equal to 100% of All General Building in Column A – Ignore if no General Building.**

**A) Regional Total Design Fees by Project Type:**

All General Building* .....	_____ %
Consulting .....	_____ %
Energy (power plants/lines/stations) .....	_____ %
Environmental (haz. waste/green design) .....	_____ %
Hydrogeology/Dams .....	_____ %
Interiors .....	_____ %
Landscaping and Urban Design .....	_____ %
Manufacturing/Industrial Facilities .....	_____ %
Renovations/Restoration (Buildings) .....	_____ %
Telecommunications .....	_____ %
Transportation (road/bridge/tunnel/airport/rail) .....	_____ %
Water Supply, Sewage, & Waste Disposal .....	_____ %
Other (Specify: _____) ...	_____ %
<b>Total Billings – Project Type .....</b>	<b>_____ 100 %</b>

**B) General Building Subcategory Breakdown:**

*5B is a breakdown of the General Building Category in 5A. Please ignore if no General Building.	
Commercial Buildings (office, banks) .....	_____ %
Correctional Facilities .....	_____ %
Educational Facilities .....	_____ %
Entertainment, Theme Parks, Casinos .....	_____ %
Government Office Buildings .....	_____ %
Health Care and Hospital .....	_____ %
Hotels, Motels, Conventional Centers .....	_____ %
Multi-family Residential .....	_____ %
Religious and Cultural Facilities .....	_____ %
Retail Facilities .....	_____ %
Sports/Recreation .....	_____ %
Other General Buildings .....	_____ %
<b>Total General Building Breakdown .....</b>	<b>_____ 100 %</b>

6. **Regional Total Design Fees by Discipline (must equal to 100% of REGIONAL TOTAL – No Double Counting of Design Work by Category):**

Architect .....	_____ %	Plumbing .....	_____ %
Civil .....	_____ %	Structural .....	_____ %
Environmental/Geotechnical .....	_____ %	Surveying and Mapping .....	_____ %
Exterior/Façade Design .....	_____ %	Other (Specify: _____) .....	_____ %
Mechanical/Electrical .....	_____ %	<b>Total Billings – Discipline .....</b>	<b>_____ 100 %</b>

7. **What is your Largest Regional Project Awarded in 2007?**

Project Name \_\_\_\_\_  
 Location (City, State) \_\_\_\_\_  
 Total Project Budget \$ \_\_\_\_\_  
 Volume of your Portion \$ \_\_\_\_\_

8. **What is your Largest Regional Project to Break Ground in 2007?**

Project Name \_\_\_\_\_  
 Location (City, State) \_\_\_\_\_  
 Total Project Budget \$ \_\_\_\_\_  
 Volume of your Portion \$ \_\_\_\_\_

**Person Filling Survey**

Check here if you would like to be contacted next year for this survey

Name \_\_\_\_\_ Title \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_ Signature (\*Required) \_\_\_\_\_ Date \_\_\_\_\_

**Verification Officer**

I hereby attest that I am an authorized officer of the company verifying that the data above are true and accurate

Name \_\_\_\_\_ Title \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_ Signature (\*Required) \_\_\_\_\_ Date \_\_\_\_\_

**FREE SUBSCRIPTION**

As a THANK YOU for completing our survey, we would like to give you a FREE subscription to New York Construction magazine

- Yes, our company would like a FREE subscription
- Renew our company's FREE subscription

Name of Subscriber \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_

Signature (\*Required to Confirm Subscription) \_\_\_\_\_

**NOTE: INDIVIDUAL ANSWERS TO THE FOLLOWING QUESTIONS WILL NOT BE PUBLICIZED AND WILL BE USED FOR STATISTICAL PURPOSES ONLY**

1. Please check the boxes that apply, if your company is certified as or applying for certification as any of the following:
  - MBE (Minority-Owned Business Enterprise)     WBE (Woman-Owned Business Enterprise)
  - DBE (Disadvantaged Business Enterprise)     LBE (Locally-Based Business Enterprise)
2. Does your company participate in programs to actively recruit or hire MWBE companies?     Yes     No
3. How influential do you think these trends will be to your business in the next 3-5 years?  
(Scale of 1-10 where 1 is not influential at all and 10 is very influential)
 

___ Adaptive Re-Use	___ Globalization	___ Water Efficiency
___ Building Information Modeling	___ Green Building Overall	___ Workforce Availability
___ Building or Structure Security	___ Interoperability	___ Other: _____
___ Construction Cost Escalation		
4. How involved is your company in green building projects?     0% - 5%     5% - 10%     10% - 15%     15% - 20%     More than 20%
5. Do you see an increase / decrease in your company's involvement in green building?
  - Increasing Greatly     Increasing     Decreasing     Decreasing Greatly     Little / No Change
6. Where do you most often get your information for green building products? (Check all that applies.)
  - Building Product Manufacturers directly
  - Peers
  - Trade publication/organization (Please Indicate) \_\_\_\_\_
  - Green Building Product Directory (Please Indicate) \_\_\_\_\_
  - Event (Please Indicate) \_\_\_\_\_
  - Other \_\_\_\_\_
7. What types of Green products have you incorporated into your building specs on a regular basis?  
\_\_\_\_\_
8. How do you see the prospects for your regional construction market in the next 12 months?
  - Improving Greatly     Improving     Worsening     Worsening Greatly     Little / No Change
9. How do you see the prospects for the U.S. construction market in the next 12 months?
  - Improving Greatly     Improving     Worsening     Worsening Greatly     Little / No Change
10. Do you foresee your firm increasing its work in your region in the next 3-5 years?     Yes     No
11. Do you foresee your firm increasing its work as a whole in the U.S. in the next 3-5 years?     Yes     No
12. Is your firm considering any merger or acquisition activity in the next 12-24 months?     Yes     No     Undecided / Don't Know
13. Do you foresee your firm increasing its international work in the next 3-5 years?     Yes     No
14. If yes, which regions do you foresee as the most active for your firm? (check all that apply)
 

<input type="checkbox"/> Canada	<input type="checkbox"/> Latin America	<input type="checkbox"/> Caribbean Islands	<input type="checkbox"/> Europe	<input type="checkbox"/> Middle East
<input type="checkbox"/> Asia/Australia	<input type="checkbox"/> North Africa	<input type="checkbox"/> Central and Southern Africa	<input type="checkbox"/> Antarctic/Arctic	
15. Do you see usage of Public-Private Partnerships for projects increasing or decreasing over the next three-to-five years?
  - Increasing Greatly     Increasing     Decreasing     Decreasing Greatly     Little / No Change
16. What do you perceive will be the most influential factors in product/materials specification/selection?
  - Advice from Reviews/Peers     Availability     Cost     Ease of Installation     Green Features     Owner Preference
  - Past Performance     Past Relationship with Manufacturer/Supplier     Product Literature     Reputation
17. What have been the most effective methods to recruit new employees to your firm in your region?
 

<input type="checkbox"/> Working directly with high schools & colleges	<input type="checkbox"/> Professional recruiters
<input type="checkbox"/> Working with government organizations	<input type="checkbox"/> International recruitment
<input type="checkbox"/> Employee referrals/internal recruitment	<input type="checkbox"/> Intern/Externships
<input type="checkbox"/> Online job listings	<input type="checkbox"/> Other: _____
18. What do you anticipate being the most effective recruitment methods in 5 years?
 

<input type="checkbox"/> Working directly with high schools & colleges	<input type="checkbox"/> Professional recruiters
<input type="checkbox"/> Working with government organizations	<input type="checkbox"/> International recruitment
<input type="checkbox"/> Employee referrals/internal recruitment	<input type="checkbox"/> Intern/Externships
<input type="checkbox"/> Online job listings	<input type="checkbox"/> Other: _____