

# *Pavement Maintenance and Reconstruction's*

## 2023 Top Contractor Award

Welcome to the *Pavement Maintenance & Reconstruction's* Top Contractor award, which spotlights the top contractors in the pavement, sealcoating, striping and pavement repair markets.

This survey of paving and pavement maintenance contractors will help develop verifiable Top Contractor listings in each of five industry segments: Paving, Sealcoating, Striping, Sweeping and Pavement Repair.

To do that we need to know:

- Gross Sales Volume for your fiscal year (FY) 2022 (regardless of the date that fiscal year ended)
- A breakdown by percentage of the type of work that generated those 2022 sales
- Third-party verification of that sales total (see additional explanation at the end of the survey)

To determine whether a company qualifies for one (or more) of the five lists, we will multiply your total 2022 sales dollars by the percentage of work done in each industry segment. For example, if a contractor reports \$1 million in 2022 sales and generated 40% of those sales from paving, the number used to determine qualification for the Paving Top Contractor List would be \$400,000 (\$1 million x 40%).

***Note: No sales figures will be reported or published; sales figures are only used internally for determining each list. Also, no contractor will be eligible for the list without third-party verification of your FY 2022 Gross Sales Volume.***

**What is the overall timeframe?**

**Entries due:** Friday, February 24, 2023 at 11:59 PM CST

**Featured** in *Pavement Maintenance & Reconstruction's* June/July 2023 print issue and on *ForConstructionPros.com*.

**The criteria includes:**

- *Pavement Maintenance & Reconstruction's* 2023 Top Contractor award winners are specific to the pavement, sealcoating, striping and pavement repair markets.
- Winners are based on sales revenue breakdowns provided by contractors in the submission process.
- U.S. companies only; international companies not eligible.
- Applications are free; there is no charge/fee to apply.
- Application must be completed in full to be considered. Incomplete submissions or those with incorrect information will be disqualified.
- Information will publish as listed in the nomination form. Not all pieces of the nomination form will publish. *Pavement Maintenance & Reconstruction* will not be held responsible for publishing information that was incorrectly submitted in the nomination process.
- All applications must be submitted electronically. Applications submitted via email or other platforms will not be eligible.
- Information provided in the application may be used in print and online.

- Limit up to one nomination per company. Multiple applications will not be eligible.
- Contractors must self-nominate and submit their financial documents that verify total gross sales. PR companies, suppliers, vendors, etc. not eligible to submit nominations.
- Honorees are vetted by *Pavement Maintenance & Reconstruction*'s editorial staff.
- Proprietary information may not be included.
- Nominations close **Friday, February 24, 2022** at 11:59 p.m. CST. *Pavement Maintenance & Reconstruction* **will not** accept any past due submissions.
- Questions can be directed to editor Brandon Noel [Bnoel@acbusinessmedia.com](mailto:Bnoel@acbusinessmedia.com).

Your Name (required, will not publish):

Your Email (required, will not publish):

Company Name/Organization (required):

Company Street Address (required):

City (required):

State (required):

Zip Code (required):

Company Website (required):

Company Phone Number (required):

Contact Name at Company/Organization (required, will not publish):

Contact Email at Company/Organization (required, will not publish):

Company Social Media Handles (will not publish):

Number of Years in Business (required):

Indicate number of employees at peak season (if employees fulfill more than one function, please include them in the category they perform most often):

Management

Office Staff

Field Supervisor

Sales

Laborer

What is your company's Total Gross Sales for FY 2022? Round to whole dollar amounts (required, will not publish):

What percentage of your FY 2022 Total Gross Sales is represented by each of the following areas (must total 100%) (required):

Paving

Sealcoating

Striping

Pavement Repair

Surface Treatments (micro, slurry, chip, fog, etc.)

Hot Mix Asphalt

Other (please specify)

What percentage of your FY 2022 Total Gross Sales is generated from work done on each of the following (must total 100%) (required):

Highways

Roads/Streets

Parking Lots

Driveways

Other (please specify)

What percentage of your FY 2022 Total Gross Sales is generated from each of the following types of customers (must total 100%) (required):

Commercial/Industrial

Municipal (state/local)

Multi-Family Residential (apartments/condos/HOAs)

Single-Family Residential

Other (please specify)

What percentage of your FY 2022 Total Gross Sales is generated by working as a subcontractor for other contractors? (required):

Do you self-perform more than 50% of your work? (required):

Yes

No

What was your overall company-wide profit margin in FY 2022? (required, will not publish):

Less than 3%

3-5%

5-10%

10-15%

More than 15%

How many different customers did you work for in FY 2022? (required, will not publish):

Fewer than 100

101-150

151-200

201-300

301-400

More than 400

How many different jobs did your company complete in FY 2022? (required, will not publish):

Fewer than 100

101-150

151-200

201-300

301-400

More than 400

What is the estimated replacement value of your fleet of equipment (including trucks)? (required, will not publish):

Less than \$250,000

\$250,000-500,000

\$500,000-\$1 million

\$1 million-\$2 million

More than \$2 million



To qualify and be considered for this Top Contractor award, third-party verification of your FY 2022 Total Gross Sales is required from your company's CPA, an independent CPA or your accounting firm, or a copy of the appropriate page from your tax return. Verification must be on the CPA or accounting firm letterhead (no photocopies) and must include a statement to the effect that **"I have reviewed the company's Top Contractor application, and the FY 2022 gross sales response to question Number 7 is accurate to the best of my knowledge."** The letter must be signed and dated and include the person's name, title and telephone number. **No financial information will be revealed;** it will be used only internally to determine qualification for each listing.

Send Verification to:

[bnoel@acbusinessmedia.com](mailto:bnoel@acbusinessmedia.com)

Questions can be directed to editor Brandon Noel [Bnoel@acbusinessmedia.com](mailto:Bnoel@acbusinessmedia.com).