

# BUILDING DESIGN + CONSTRUCTION

*Building Design+Construction* reaches the entire building team - architects, engineers, contractors, building owners and facilities managers involved in design and construction of non-residential buildings.

*Building Design+Construction* delivers the complete decision-making team in which all members are involved in the selection of products and services.



www.bdcnetwork.com

*Building Design+Construction* targets the Top 300 Design Build firms that produce the largest volumes of buildings, plus the industry's leading owners/developers.

- ◆ This list is useful for promoting building products such as:
  - ◆ Concrete/Masonry
  - ◆ Electrical Products
  - ◆ Plumbing & HVAC Products
  - ◆ Thermal Moisture Products
  - ◆ Metals
- ◆ Doors/Windows
- ◆ Roofing Products
- ◆ Mechanical
- ◆ Woods & Plastics

*Building Design+Construction* is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.

**Postal List Size: 74,503**  
**Postal Price: \$135/M**  
**E-list Size: 27,146**  
**E-list Price: \$395/M**

## SELECTIONS (ADDITIONAL COST / M)

Acquisition Source	\$20/M	Involved in Renovation/ Reconstruction Projects	\$20/M
Building Type	\$20/M	One Per Location	\$20/M
Business Type	\$20/M	Recency	\$30/M
Buying Authority	\$50/M	Sales Volume	\$20/M
Canadian Names	\$20/M	SIC/NAICS Code	\$20/M
Company Name Match/Omit	\$50/M	Telephone Numbers	\$60/M
Employee Size	\$20/M	Title	\$20/M
Geographic Analysis	\$10/M		
International Names	\$250/M		

## SEE ALSO

- Consulting-Specifying Engineer
- DecisionMaker® Building/Construction Marketplace Database
- Plant Engineering
- Professional Builder
- Professional Remodeler
- RCD - Associated Construction Publications

### Multi-Channel Pricing

Mailing/Telemarketing: \$235/M  
 Mailing/E-Mail: \$495/M  
 E-Mail/Telemarketing: \$520/M  
 Mailing/E-Mail/Telemarketing: \$595/M

*Minimum Order: 5,000 Names  
 1 year unlimited usage available  
 Prices subject to change without notice  
 Call for any additional costs, conditions and terms.*

## GEOGRAPHIC ANALYSIS

State	SCF	Individuals
ME	039-049	311
NH	030-038	358
VT	050-059	185
MA	010-027	2,190
RI	028-029	292
CT	060-069	1,115
<b>New England</b>	<b>6.0%</b>	<b>4,451</b>
NY	100-149	5,567
NJ	070-089	2,583
PA	150-196	3,482
<b>Middle Atlantic</b>	<b>15.6%</b>	<b>11,648</b>
OH	430-458	3,020
IN	460-479	1,281
IL	600-629	3,997
MI	480-499	2,179
WI	530-549	1,615
<b>East North Central</b>	<b>16.2%</b>	<b>12,092</b>
MN	550-567	1,408
IA	500-528	730
MO	630-658	1,757
ND	580-588	158
SD	570-577	167
NE	680-693	596
KS	660-679	807
<b>West North Central</b>	<b>7.6%</b>	<b>5,623</b>
DE	197-199	183
MD	206-219	1,689
DC	200-205	808
VA	220-246	1,838
WV	247-268	223
NC	270-289	1,960
SC	290-299	930
GA	300-319	2,298
FL	320-349	4,392
<b>South Atlantic</b>	<b>19.2%</b>	<b>14,330</b>
KY	400-427	707
TN	370-385	1,229
AL	350-369	754
MS	386-397	337
<b>East South Central</b>	<b>4.1%</b>	<b>3,027</b>
AR	716-729	473
LA	700-714	658
OK	730-749	630
TX	750-799	5,145
<b>West South Central</b>	<b>9.3%</b>	<b>6,906</b>
MT	590-599	265
ID	832-838	373
WY	820-831	118
CO	800-816	1,557
NM	870-884	442
AZ	850-865	1,178
UT	840-847	531
NV	889-898	449
<b>Mountain</b>	<b>6.6%</b>	<b>4,913</b>
AK	995-999	210
WA	980-994	1,543
OR	970-979	705
CA	900-961	7,117
HI	967-968	398
<b>Pacific</b>	<b>13.4%</b>	<b>9,973</b>
<b>United States</b>	<b>97.9%</b>	<b>72,963</b>
<b>U.S. Territories</b>	<b>0.4%</b>	<b>273</b>
<b>Canada</b>	<b>1.0%</b>	<b>755</b>
<b>Mexico</b>	<b>0.0%</b>	<b>13</b>
<b>Other International</b>	<b>0.7%</b>	<b>496</b>
<b>APO/FPO</b>	<b>0.0%</b>	<b>3</b>
<b>Total</b>	<b>100.0%</b>	<b>74,503</b>

## BUSINESS TYPE

### **Build Firms:**

	Postal	Email
Construction Management Firm	4,099	1,908
Design/Build Firm	6,230	2,565
General Contracting Firm	7,197	2,906
Specialty Contracting Firm	3,087	1,250

### **Design Firms:**

Architectural Firm	19,641	5,071
Architectural/Engineering and/or Engineering/Architectural Firm	7,094	691
Engineering Firm	8,298	2,186

### **Owning Firms:**

Government Agency	3,922	1,015
Owner/Developer	14,639	4,317
Public Utility	295	52

## SALES VOLUME

	Postal	Email
Less than \$1,000,000	11,037	4,507
\$1,000,001 - \$5,000,000	14,907	5,645
\$5,000,001 - \$10,000,000	10,230	3,544
\$10,000,001 - \$50,000,000	13,420	4,425
\$50,000,001 - \$100,000,000	7,876	2,639
More than \$100,000,000	11,728	4,010

## TITLE

	Postal	Email
Architect, Designer, Drafter	6,213	1,580
Associate, General Manager, Vice President, Treasurer, Director	2,659	1,068
Chief Architect, Department Head, Project Supervisor	3,043	1,201
Designer, Spec Writer, Facility Manager	3,222	1,612
Owner, Partner, Chairman, President	15,717	5,204
Specification Writer	297	62
<b>Construction Management:</b> Construction Professionals	11,652	4,417

### **Engineers:**

Electrical Engineer	1,176	548
Mechanical Engineer	1,411	623
Plumbing Engineer	115	61
Structural Engineer	1,436	892
Other Engineers & Management Titles	6,835	1,062

### **Corporate Management:**

Facility/Building/Property/Asset Manager/Executive	1,420	289
Owner, Principal, Corporate Executive, General Manager, VP, Other Corporate Management Titles	16,339	3,772
Corporate Management Titles	2,968	1,064

## INVOLVED IN RENOVATION/RECONSTRUCTION

	Postal	Email
Yes	36,907	16,661

## BUILDING TYPES

	Postal	Email
Airport/Transportation	16,546	5,408
Government/Military	23,464	7,194
Hospitals/Health Care	29,292	9,045
Hotels/Resorts	25,734	8,580
Industrial Warehouse/Distribution	30,944	101
Industrial/Manufacturing	29,508	9,303
Justice Facilities	16,039	4,879
Multifamily	20,936	8,601
Multi-use Commercial	21,819	87
Office Buildings	52,248	16,911
Parking Structures	10,644	2,192
Religious	15,148	5,506
Restaurants	30,473	10,015
Retail (Big Box)/Shopping Centers	32,614	9,796
Schools/Universities	32,226	10,286
Sports/Entertainment/Convention/Museums	23,302	6,328

## BUYING AUTHORITY

	Postal	Email
Concrete/Masonry	32,151	14,073
Conveying Systems	22,433	8,904
Doors & Windows	32,318	13,912
Electrical	26,936	11,807
Equipment	29,727	12,674
Finishes	31,928	13,688
Furnishings	24,887	10,688
Mechanical	25,772	11,099
Metals	31,077	13,091
Site Work	29,976	13,037
Special Construction	28,232	12,023
Specialties	29,683	12,373
Thermal & Moisture Protection	29,971	12,497
Woods & Plastics	31,793	13,619

### **ATTEND:**

	Postal	Email
Conferences	22,265	6,774
Online Course	14,844	4,030

## BUILDING HEIGHTS

	Postal	Email
Campus	8,803	1,799
High Rise (11+ stories)	7,995	1,771
Low Rise (1-3 stories)	25,864	5,782
Mid Rise (4-10 stories)	15,072	3,327

Source: Publisher's own data

‡ Call a DM2 Account Executive for the latest counts.