

# Architecture Firms' Local Work Grows 4% to \$451M

## Renovations Up for Office, School, Retailer Clients

■ By MICHAEL DE LOS REYES

Orange County's architecture firms combined for about \$451.1 million in local billings in the past year, up about 4%. Firmwide billings dropped 11% based on numbers reported by half of the firms.

The activity reflects national trends in which California and other warm-weather states are seeing increases in architectural billings as declines occur in the Midwest and Northwest parts of the country, according to the **American Institute of Architects**.

This week's Business Journal ranks the 39 largest architecture firms with significant operations in OC by the dollar value of billings in the 12 months ending June 30.

The list also includes companywide billings and the number of licensed architects and local employees, though those numbers don't affect the rankings. The firms employed 505 architects in OC, up about 12%. Local overall staffing was flat at 2,723.



Six firms said their local billings dropped, 18 reported increases, and the Business Journal estimated billings for 15 firms.

■ Irvine-based **LPA Inc.** retained the top spot with \$50.6 million in local billings, up about 4%. Companywide billings were up about 24% to

\$70.6 million.

One of its notable projects is the 300,000-square-foot makeover of the former L.A. Times building in Costa Mesa into a three-story open-air office space.

"We're fortunate to be in the middle of a good business cycle where there's growth in all segments," said LPA Chief Operating Officer **John Mills**, referring to office, hospital, retail and school clients.

"We're usually helping clients reimagine or renovate existing (offices), facilities or creating a new entry space," Principal **Wendy Rogers** said.



Chinn: list newcomer firm's local billings up 62%

About 44% of LPA's clients are in the education sector, and about 25% are corporations in need of office redesigns, while 72% are in OC.

"About 80% of clients are repeat business," Mills said. Business clients usually need a new design every seven years, while public school buildings change every 40 years.

The firm hired 11 architects in OC for a total of 51, raising its local headcount 10% to 209.

■ **Architects Orange** in the city of Orange held onto the No. 2 spot with about \$44.7 million in local billings, up about 1.5%. All of its billings occurred in Orange County. The firm held steady with 45 architects and 235 total local employees. More than 90% of its work is for retailers and residential spaces.

■ **Ware Malcomb** in Irvine rose one spot to No. 3 with a 20% increase in local billings to about \$40.4 million. Its companywide billings were up 22% to about \$67 million. The firm hired eight architects for a total of 22 locally, with an overall staff of 136. About 84% of its projects are for corporate office spaces.

■ **KTGY Group** in Irvine ranks No. 4 with \$30.6 million in local billings, up 44%. Companywide billings were about \$76 million, up about 19%. It has 27 architects and employs a total of 156 locally, up 25%. About 83% of its work is for residential spaces.

### Notables

A few companies outside of the top four experienced growth or faced challenges.

■ **Jeffery Rome & Associates**, No. 12, reported a 35% drop in local billings to \$12 million. The Irvine-based firm had two local architects and employed 50 in OC, down about 27%. About 70% of its projects are outside the county, and all of the major wireless phone service providers are among its clients.

■ **Architecture Design Collaborative** in Costa Mesa is a newcomer at No. 35. The firm reported \$3 million in local billings, up 62% and the largest overall increase represented on the list. It reported \$3.4 million in companywide billings, has seven architects and employs 25 in OC. About 90% of billings are for retail or residential spaces.

The firm's clients include retail mall owner-operator **General Growth Properties** in Chicago, real estate fund manager **CIM Group** in Los Angeles and multifamily developer **Trammell Crow Residential** in Dallas.

Principal **Craig Chinn** said the firm can cut about six months from the design process by drafting in front of clients.

"It can be intimidating for architects to sketch in front of clients," he said, "but it's easier to make changes if they can see the design as it leaves your hand."

The typical design process can take up to a year because designers draft entire floorplans, present them to clients for critiquing, then return to the drafting table to incorporate the changes.

The traditional process is "exhausting" because revisions continue until the sketches exactly meet clients' demands, Chinn said.

The firm is seeing an increase in business at its Denver office and in the Midwest, he said, and may break \$4.2 million by year-end. ■

### CORRECTIONS

**Leighton Consulting Inc.** in Irvine was incorrectly omitted from the Environmental Consultants list in the March 21 issue. Billings of \$8.7 million give it a No. 20 ranking among environmental firms in Orange County.

The Fastest-Growing Private Companies list in the Sept. 19 issue gave the wrong address for **CDG Builders Inc.** Its headquarters is 26 Executive Park, Ste. 170 in Irvine.

Please bring errors to our attention  
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Author, educator and researcher, Dr. Struppa is the recipient of numerous awards and honors, including the Bartolozzi Prize from the Italian Mathematical Union and the Matsumae Medal from the Matsumae International Foundation of Tokyo.

He earned his laurea in Mathematics from the University of Milan, and received his doctoral degree in Mathematics from the University of Maryland, College Park.

He has held academic positions at the University of Milan, the Scuola Normale Superiore in Pisa, and the University of Calabria, in Italy; and at George Mason University in Virginia.

Dr. Struppa began his tenure at Chapman in 2006, and has served as provost and chief academic officer, and as chancellor. In September 2015, he was appointed by the Board of Trustees to be president-elect of Chapman University.



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# ARCHITECTURE FIRMS

Rank Prev. Rank	Company •Address Rank	Headquarters •Website •Email	OC architecture billings for 12 months ended June 30, 2016 (millions) •yearly % change	Companywide architectural billings for 12 months ended June 30, 2016 (millions) •yearly % change	OC licensed architects •yearly % change	OC employees •yearly % change	Percentage breakdown of business											Notable projects/clients	Top local official(s) •Title •Phone/fax
							Commercial	Government	Healthcare	Retail	Hospitality	Residential	Education	Other	Orange County	U.S.	International		
<b>1</b> (1)	<b>LPA Inc.</b> 5161 California Ave., Ste. 100 Irvine 92617-8002	Irvine lpainc.com lpa@lpainc.com	\$50.6 4.3%	\$70.6 24.5%	51 27.5%	209 10%	26%	8%	6%	3%	1%	0%	44%	12%	72%	28%	0%	The Press, Cal State San Bernardino Extended Learning Center, San Pedro High School, 200 Spectrum Center	Dan Heinfeld president (949) 261-1001/(949) 260-1190
<b>2</b> (2)	<b>Architects Orange</b> 144 N. Orange St. Orange 92866-1413	Orange architectsorange.com info@architectsorange.com	\$44.7 1.5%	\$44.7 1.5%	45 0%	235 0%	0%	0%	0%	43%	6%	51%	0%	0%	28%	70%	2%	The Village at La Floresta, Brea; The Point Retail Center, El Segundo; Alhambra Place, Alhambra; Elan Apartments, Huntington Beach; Main & Jamboree Apartments, Irvine; The Heritage, Santa Ana; Katella Grand Apartments, Anaheim	Jack Selman senior partner (714) 639-9860/(714) 639-5286
<b>3</b> (4)	<b>Ware Malcomb</b> 10 Edelman Irvine 92618-4312	Irvine waremalcomb.com mktg@waremalcomb.com	\$40.4 20%	\$66.6 22.2%	22 57.1%	136 15.3%	84%	0%	3%	4%	3%	0%	0%	6%	wnd	wnd	wnd	Great Wolf Resort, Fiat Chrysler Automobiles, Experian, St. Joseph Hospital, Good Samaritan, Thales, Hylands, Porsche, Microvention	Lawrence R. Armstrong/Ken Wink/Jay Todisco CEO/executive VP/executive VP (949) 660-9128/(949) 863-1581
<b>4</b> (3)	<b>KTGY Group</b> 17911 Von Karman Ave., Ste. 200 Irvine 92614-6209	Irvine ktgy.com tesser@ktgy.com	\$30.6 44.3%	\$76.3 18.8%	27 NA	156 24.8%	1%	0%	0%	4%	1%	83%	0%	11% <sup>(1)</sup>	40%	59%	1%	Olympic & Olive, Lennar Multifamily Communities; AMLI Uptown Orange, AMLI Residential; Cleo at Playa Vista, Brookfield Residential; The Capri at Hidden Canyon, Toll Brothers	Tricia Esser CEO (949) 851-2133/(949) 851-5156
<b>5</b> (6)	<b>TCA Architects Inc.</b> 19782 MacArthur Blvd., Ste. 300 Irvine 92612-2417	Irvine tca-arch.com melissa@tca-arch.com	\$24.2 <sup>(2)</sup> NA	wnd	48 <sup>(2)</sup> NA	71 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Los Olivos/Irvine Apartment Communities, Boardwalk/Sares-Regis Group, Picerne Group Equity Residential	Thomas Cox/Aram Chahbazian/ Eric Olsen/Vin Luca CEO/president/VP/CFO (949) 862-0270/(949) 862-0289
<b>6</b> (7)	<b>WATG</b> 300 Spectrum Center Drive, Ste. 500 Irvine 92618-4989	Irvine watg.com irvine@watg.com	\$23.1 <sup>(2)</sup> NA	wnd	28 <sup>(2)</sup> NA	109 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Nobu Resort, Cabo San Lucas; Island Hotel Newport Beach; Trump International Doral Golf Resort and Spa, Florida; Four Seasons Resort and Spa, Westlake Village; The Lodge at Torrey Pines, La Jolla	Monica Cuervo/Peter Priebe VP, managing director/VP, CFO (949) 574-8500/(949) 574-8550
<b>7</b> (8)	<b>Gensler Newport Beach</b> 4675 MacArthur Court, Ste. 100 Newport Beach 92660-8811	San Francisco gensler.com jobeth_skaggs@gensler.com	\$22.2 <sup>(2)</sup> NA	wnd	24 <sup>(2)</sup> NA	115 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Broadcom, Masimo, Irvine Company, Kobe, Chase Bank, DNC, Citibank, LBA, Reyes Holdings, Opus Bank, Vizio, Smashbox, Quiksilver Resorts, Auckland Int'l Airport	Kim Graham regional managing principal (949) 863-9434/(949) 553-1676
<b>8</b> (9)	<b>Jacobs<sup>(3)</sup></b> 3161 Michelson Drive, Ste. 500 Irvine 92612-4405	Pasadena jacobs.com	\$22 <sup>(2)</sup> NA	wnd	34 <sup>(2)</sup> NA	261 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	would not disclose	Mark Graves regional operations manager (949) 224-7500/(949) 224-7501
<b>9</b> (10)	<b>AECOM</b> 999 Town and Country Road Orange 92868-0955	Los Angeles aecom.com askamericas@aecom.com	\$18 -8.2%	\$605.1 -24.5%	6 -14.3%	515 -10.3%	2%	71%	2%	0%	25%	0%	0%	0%	30%	46%	24%	would not disclose	Bob Lavey VP, managing principal (213) 996-2577
<b>10</b> (11)	<b>Taylor Design</b> 17850 Fitch Irvine 92614-6002	Irvine wearetaylor.com connect@wearetaylor.com	\$14.7 4.2%	\$19.3 3.3%	8 -20%	50 8.7%	0%	0%	60%	0%	0%	0%	20%	20%	70%	30%	0%	St. Jude Medical Center, Hoag Hospital Irvine, Kaiser Permanente Antelope Valley, Scripps Health, UC San Francisco, UC San Diego, Stanford Hospital & Clinics	Randy Regier/Gary Davidson CEO, president/principal, CFO (949) 574-1325/(949) 574-1338
<b>11</b> (13)	<b>Westberg + White Inc.</b> 14471 Chambers Road, Ste. 210 Tustin 92780-6964	Tustin wwarch.com info@wwarch.com	\$12.2 6.1%	wnd	19 5.6%	49 16.7%	0%	10%	0%	0%	0%	0%	90%	0%	88%	12%	0%	Santa Ana College site remodel, Rio Hondo College Campus reconstruction, Torrance Unified Aquatic Center, Bellflower Unified STEAM complex	Paul Westberg managing partner (714) 508-1780/(714) 508-1790
<b>12</b> (12)	<b>Jeffrey Rome &amp; Associates</b> 131 Innovation Drive, Ste. 100 Irvine 92617-3072	Irvine jeffreyyromeassociates.com jeffreyr@jrinc.net	\$12 -35.1%	\$12 -35.1%	2 0%	50 -26.5%	90%	0%	0%	10%	0%	0%	0%	0%	25%	75%	0%	AT&T, Verizon, Sprint, T-Mobile, MasTec, Ericsson, Alcatel-Lucent, Bechtel Corp., Black & Veatch, Plancom, Crown Castle, SBA, Gandona Winery	Jeffrey Rome founder/president (949) 760-3929/(949) 760-3931
<b>13</b> (NR)	<b>Little</b> 1300 Dove St., Ste. 100 Newport Beach 92660-2415	Newport Beach littleonline.com drobidoux@littleonline.com	\$10.9 -2.9%	\$72.2 9%	12 0%	50 -9.1%	26%	0%	10%	35%	0%	0%	21%	8%	15%	84%	1%	Skyline Library, City of San Diego; David G. Millen School for Palmdale School District, Shinola (Detroit), Wescom Bank, CVS, Bristol Farms Supermarket, Avid Pharmaceuticals, iHerb, Hoag Health	Doug Robidoux/Susan Hensley office president, partner/studio principal, FM Strategies, partner (949) 698-1400
<b>14</b> (5)	<b>MVE + Partners Inc.</b> 1900 Main St., Ste. 800 Irvine 92614-7317	Irvine mve-architects.com info@mve-architects.com	\$8.8 NA	\$33.5 10%	23 -4.2%	100 -1%	0%	0%	0%	3%	0%	75%	1%	21%	28%	66%	6%	Park Place, Irvine; Meridian, Newport Beach; 8500, Los Angeles; River View, San Jose; 333 La Cienega, Los Angeles; The Landmark Tower, Milpitas; Centerpointe, Irvine; Pacific City, Huntington Beach; Station Park Green, San Mateo	Carl McLarand/Richard Emsiek chairman, CEO/president, COO (949) 809-3388/(949) 809-3399
<b>15</b> (17)	<b>Newman Garrison + Partners Inc.</b> 3100 Bristol St., Ste. 400 Costa Mesa 92626-7333	Costa Mesa nggpartners.com mpeffer@nggpartners.com	\$7.7 10%	\$7.7 10%	6 50%	27 8%	0%	0%	0%	5%	0%	95%	0%	0%	5%	95%	0%	Runway Playa Vista, 820 Mission, 6200 Warner Center, The Villages Mixed Use Warner Center, Elysian Park, Lincoln Property Co., Intracorp, CHB, Hines	Kevin R. Newman/John Garrison CEO/president (949) 756-0818/(949) 756-0817

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose  
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<sup>(2)</sup> Business Journal estimate

<sup>(3)</sup> Jacobs Engineering Group Inc. plans to move its headquarters from Pasadena to Dallas

<sup>(1)</sup> 10% mixed-use; 1% student housing

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								Commercial	Government	Healthcare	Retail	Hospitality	Residential	Education	Other	Orange County	U.S.	International		
<b>16</b> (15)	<b>EwingCole</b>	15231 Laguna Canyon Road, Ste. 200 Irvine 92618-3146	Philadelphia ewingcole.com jwilson@ewingcole.com	\$7.2 <sup>(2)</sup> NA	wnd	8 <sup>(2)</sup> NA	33 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Abbott Vascular, Alcon Inc., Baxter Bioscience, Cedars-Sinai Medical Center, Edwards Lifesciences Corp., Kaiser Permanente, Sutter Health, UC San Diego	James Wilson senior VP (949) 417-7550/(949) 585-9391
<b>17</b> (16)	<b>Langdon Wilson International</b>	3901 Westerly Place, Ste. 111 Newport Beach 92660-2306	Los Angeles langdonwilson.com pallen@lw-oc.com	\$7.1 <sup>(2)</sup> NA	wnd	8 <sup>(2)</sup> NA	11 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	County Law Building, Indio; Village Center, Jackson, Wyo.; Special Needs Schools, Kuwait	J. Patrick Allen/Robert Keeler/ Robert Braun principal/senior associate principal/senior associate principal (949) 833-9193/(949) 833-3098
<b>18</b> (22)	<b>Humphreys &amp; Partners Architects LP</b>	2350 S.E. Bristol St., Ste. 310 Newport Beach 92660-1528	Dallas humphreys.com nicoleb@humphreys.com	\$6.3 12.5%	wnd	13 0%	31 6.9%	0%	0%	0%	0%	5%	95%	0%	0%	wnd	wnd	wnd	would not disclose	Vince Chupka regional director (949) 955-9400/(949) 955-1897
<b>19</b> (18)	<b>GreenbergFarrow</b>	19000 MacArthur Blvd., Ste. 250 Irvine 92612-1440	Atlanta greenbergfarrow.com info@greenbergfarrow.com	\$6.3 <sup>(2)</sup> NA	wnd	2 <sup>(2)</sup> NA	28 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Wal-Mart, Carl's Jr., Costco, Home Depot, Target, 7-Eleven, Starbucks, Circle K, Savers, IKEA, Texas Roadhouse, ALDI	Frank Coda principal (949) 296-0450/(949) 296-0479
<b>20</b> (19)	<b>gkkworks</b>	2355 Main St., Ste. 220 Irvine 92614-4251	Irvine gkkworks.com mbray@gkkworks.com	\$6.2 <sup>(2)</sup> NA	wnd	9 <sup>(2)</sup> NA	47 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Learning Resource Center, South Orange County Community College District	Praful Kulkarni CEO/president (949) 250-1500/(949) 955-2708
<b>21</b> (20)	<b>Danielian Associates   Architecture + Planning</b>	60 Corporate Park Irvine 92606-5105	Irvine danielian.com info@danielian.com	\$6 20%	wnd	11 0%	40 0%	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Nineteen01/Lyon Communities; Residences at Westgate Pasadena/Equity Residential; Parkside Family Apartments/Related Companies of CA	Art Danielian/John Danielian/Mike Boyd/Rob Hutchinson founding principal/principal/ principal/CFO (949) 474-6030/(949) 474-0588
<b>22</b> (26)	<b>Carlile Coatsworth Architects Inc.</b>	2495 Campus Drive, second floor Irvine 92612-1502	Irvine ccarchitects.com calc@ccarchitects.com	\$5.8 24.4%	\$5.8 24.4%	6 0%	21 0%	35%	0%	0%	35%	5%	5%	0%	20%	wnd	wnd	wnd	International Union of Operators and Engineers Training Center, Houston; Car Pros Kia of Carson, Carson	Calvin Coatsworth principal (949) 833-1930/(949) 833-1140
<b>23</b> (28)	<b>Lionakis</b>	4000 MacArthur Blvd., Ste. 101 Newport Beach 92660-2546	Sacramento lionakis.com alycia.mccarthy@lionakis.com	\$5.6 19.9%	\$34.5 -2.3%	6 20%	28 64.7%	0%	8%	71%	0%	0%	0%	21%	0%	16%	84%	0%	San Dieguito Union High School District, County of Orange, Rancho Santiago Community College District, Kaiser Permanente, Hoag Hospital, Tenet Healthcare, Dignity Health	Don McAllister president (949) 955-1919/(949) 955-9175

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<sup>(2)</sup> Business Journal estimate

Researched by Dana Truong

# ARCHITECTURE FIRMS

► From page 23

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							Commercial	Government	Healthcare	Retail	Hospitality	Residential	Education	Other	Orange County	U.S.	International		
<b>24</b> (20)	<b>Lee &amp; Sakahara Architects Inc.</b> 16842 Von Karman Ave., Ste. 125 Irvine 92606-4934	Irvine leesak.com dlee@leesak.com	\$5.5 -8.3%	wnd	13 0%	20 0%	25%	35%	0%	0%	40%	0%	0%	0%	75%	25%	0%	Homewood Suites Irvine, Islands Restaurants, Lanogrande Clubhouse, Colombia	Douglas Lee founder/CEO (949) 261-1100/(949) 261-1144
<b>25</b> (23)	<b>Dougherty + Dougherty Architects LLP</b> 3194-D Airport Loop Drive, Ste. D Costa Mesa 92626-3405	Costa Mesa ddarchitecture.com info@ddarchitecture.com	\$5 <sup>(2)</sup> NA	wnd	10 <sup>(2)</sup> NA	27 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	ATEP, Advanced Technology Education Park IVC First Building, Saddleback College Science building, Irvine Valley College Life Sciences building	Betsey O. Dougherty/Brian P. Dougherty/Gray B. Dougherty partners (714) 427-0277/(714) 427-0288
<b>26</b> (24)	<b>H. Hendy Associates</b> 4770 Campus Drive, Ste. 100 Newport Beach 92660-1833	Newport Beach hhendy.com concierge@hhendy.com	\$4.8 <sup>(2)</sup> NA	wnd	3 <sup>(2)</sup> NA	35 0%	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Monster Energy Co., Mak IV, tk1sc, Corelogic Inc., First American Financial, Irvine Company, Southern California Edison, 99 Cents Only Stores	Heidi Hendy managing principal (949) 851-3080/(949) 851-0807
<b>27</b> (25)	<b>International Parking Design</b> 2 Faraday, Ste. 101 Irvine 92618-2736	Sherman Oaks ipd-global.com info@ipd-global.com	\$4.7 -0.3%	wnd	\$9.6 9.7%	3 50%	13 8.3%	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	The Boardwalk, UC San Diego, Microvention Inc.	Don Marks president (949) 595-8004/(949) 595-8011
<b>28</b> (27)	<b>JZMK Partners</b> 3080 Bristol St., Ste. 650 Costa Mesa 92626-7311	Costa Mesa jzmkpartners.com ccritchfield@jzmkpartners.com	\$4.3 <sup>(2)</sup> NA	wnd	7 16.7%	25 -28.6%	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Irvine Company, Warmington Homes, Standard Pacific Homes, Rancho Mission Viejo, Tri Pointe Homes, Taylor Morrison, Pulte Homes, Ryland Homes	Anastacio Martinez CEO (714) 426-6900/(714) 426-6901
<b>29</b> (29)	<b>SMS Architects</b> 17848 Skypark Circle, Ste. B Irvine 92614-6135	Irvine sms-arch.com joseph@sms-arch.com	\$3.9 0.5%	\$3.9 0.5%	3 0%	22 0%	0%	0%	0%	70%	30%	0%	0%	0%	70%	30%	0%	Pacific City, Lido Marina Village, Cinepolis, The Lot, Hyatt Andaz Hotel, Dana Point Hotel, Isleta Casino Hotel	Greg Simonoff principal (949) 757-3240
<b>30</b> (30)	<b>Interior Architects Inc.</b> 18100 Von Karman Ave., Ste. 100 Irvine 92612-0183	San Francisco interiorarchitects.com b.koshley@interiorarchitects.com	\$3.9 2.9%	\$99.9 0.8%	2 0%	19 -5%	94.6%	2.5%	0%	1.5%	0.2%	0%	1.2%	0%	3.5%	90.5%	6%	2525 Main repositioning, Axis Campus repositioning, Combatant Gentlemen, Davita corporate headquarters, Pacific Life Insurance Co. in Omaha	Brian M. Koshley/Lisa M. Kelly managing principal/principal (949) 798-7300/(949) 798-7301
<b>31</b> (31)	<b>GAA Architects Inc.</b> 8811 Research Drive, Ste. 200 Irvine 92618-4271	Irvine gaaarchitects.com gaa@gaaarchitects.com	\$3.6 <sup>(2)</sup> NA	wnd	4 <sup>(2)</sup> NA	13 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Mission & Grove Business Park, UPS Fulfillment Center, Santa Ana & Poplar Distribution Center, HSE Inc., Extron Electronics, overseas movie studio	Craig Williamson/Roger Deitos principals (949) 474-1775/(949) 553-9133

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Rank Prev. Rank	Company •Address	Headquarters •Website •Email	OC architecture billings for 12 months ended June 30, 2016 (millions) *yearly % change	Companywide architectural billings for 12 months ended June 30, 2016 (millions) *yearly % change	OC licensed architects *yearly % change	OC employees *yearly % change	Percentage breakdown of business											Notable projects/clients	Top local official(s) •Title •Phone/fax
							Commercial	Government	Healthcare	Retail	Hospitality	Residential	Education	Other	Orange County	U.S.	International		
<b>31</b> (36)	<b>Robinson Hill Architecture Inc.</b> 3195-B Airport Loop Drive Costa Mesa 92626-3406	Costa Mesa rhainc.net	\$3.6 25.2%	\$3.6 25.2%	5 25%	21 10.5%	10%	0%	0%	60%	15%	15%	0%	0%	30%	68%	2%	Irvine Company, Water Grill, Disney, T2 Development, Billabong, Toyota	John Hill managing principal (714) 825-8888/(714) 825-8889
<b>31</b> (34)	<b>WD Partners</b> 19100 Von Karman Ave., Ste. 600 Irvine 92612-6572	Columbus, Ohio wdpartners.com talktous@ wdpartners.com	\$3.6 9.1%	\$41 -3.4%	2 0%	25 -21.9%	0%	0%	0%	100%	0%	0%	0%	0%	wnd	wnd	wnd	Aramark, CVS, 7-Eleven, Fossil Inc., Sonic Automotive	Andrew Maletz executive VP (949) 753-7676/(949) 753-7678
<b>34</b> (33)	<b>J.R. Miller &amp; Associates Inc. (JRMA)</b> 2700 Saturn St. Brea 92821-6798	Brea jrma.com jrma@jrma.com	\$3.4 -0.9%	\$3.4 24.9%	7 16.7%	38 5.6%	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Atlantic Aviation FBO LAX Facility; CR&R Waste-to-Energy Facility in Perris	Dan Bianco president (714) 524-1870/(714) 524-1875
<b>35</b> (NR)	<b>Architecture Design Collaborative</b> 3505 Cadillac Ave. Costa Mesa 92626-1429	Costa Mesa adcollaborative.com cchinn@ adcollaborative.com	\$3 62.2%	\$3.4 61.9%	7 75%	25 56.3%	10%	0%	0%	50%	0%	40%	0%	0%	wnd	wnd	wnd	would not disclose	Craig C. Chinn founding principal (949) 267-1660
<b>36</b> (37)	<b>tBP/Architecture Inc.</b> 4611 Teller Ave. Newport Beach 92660-2104	Newport Beach tbparchitecture.com info@tbparchitecture.com	\$3 6.2%	\$4.7 -7.6%	7 0%	16 33.3%	0%	0%	0%	0%	0%	0%	96%	4%	75%	25%	0%	Crafton Hill College- Crafton Center, College View School, Cerritos College Liberal Arts/ Disabled Student Program & Services Building, College of the Desert Communication Building	Daniel Nolan/Gary P. Moon CEO/president (949) 673-0300/(949) 732-3895
<b>37</b> (14)	<b>PJHM Architects Inc.</b> 24461 Ridge Route Drive, Ste. 100 Laguna Hills 92653-1686	Laguna Hills pjhm.com info@pjhm.com	\$2.5 45.1%	\$7.8 -9.3%	11 0%	36 0%	0%	0%	0%	0%	0%	0%	100%	0%	32%	68%	0%	Irvine Unified School District- Beacon Park K-8 School, Central Kitchen Facility; Fullerton Joint Union High School District- Sunny Hills High School pool replacement and improvements	Kenneth Podany/Leo Johnson/ Charlene Yarnall/Thomas Kruse CEO, principal, architect/ president, principal, architect/ principal/principal, architect (949) 496-6191/(949) 496-0269
<b>38</b> (38)	<b>Nadel Inc.</b> 3050 Pullman St. Costa Mesa 92626-8006	Los Angeles nadelarc.com jfrei@nadelarc.com	\$2.4 <sup>(2)</sup> NA	wnd	2 <sup>(2)</sup> NA	11 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	The Boulevards at Southbay, Oakbrook Village, Village at Nellie Gale Ranch, Heritage Plaza, Wells Fargo banks, Chase Banks	Joan Frei principal, director of business development (714) 540-5000/(714) 755-3013
<b>39</b> (40)	<b>MVA Architects</b> 2151 Michelson Drive, Ste. 140 Irvine 92612-1334	Irvine mvaarc.com info@mvaarc.com	\$1.5 <sup>(2)</sup> NA	wnd	1 <sup>(2)</sup> NA	5 <sup>(2)</sup> NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Mercedes Benz/MBUSA	Michael Volk principal (949) 852-5900/(949) 852-5909

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose  
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<sup>(2)</sup> Business Journal estimate