

Engineering Firms' Local Billings Up 7% to \$1.45B

OC Market Defies US Slide on Oil Price Decline

By MICHAEL DE LOS REYES

Orange County's top engineering firms had a mixed year with an increase in local billings as companywide revenue dipped.

The top 39 with headquarters or significant operations here combined for \$1.45 billion in local billings for the year ended June 30, up about 7%, as companywide revenue dropped 4.4% to \$69.8 billion.

Most of the firms traditionally have won lucrative contracts from oil and gas producers and work on related environmental issues. Many diversified their client bases following a big drop in oil prices late last year that likely caused

the companywide dip in billings at many firms.

This week's Business Journal list ranks OC's largest firms by local billings. It also provides companywide revenues, the number of licensed engineers and local employees, none of which affect the rankings.

The firms combined to employ 1,293 licensed engineers, up a little more than 2%, though total employment declined about 1% to 4,786.

Most firms—18—said their billings were up. Nine were down, and the Business Journal estimated billings for 11. Three firms debuted on the list this year.

Top Three

■ The Santa Ana office of **CH2M Hill Cos.** climbed one spot to top the list with \$495.8 million in local billings. Its companywide billings were flat at \$5.4 billion. The Englewood, Colo.-based company added five engineers to employ 68 in OC while releasing 15 staffers for 165 locally.

■ **Fluor Corp.**'s Aliso Viejo office is No. 2 with \$300 million in local billings, up about 32%. Its headquarters in Irving, Texas, reported companywide sales were down about 16% to \$18.1 billion.

The local office employs 248 engineers and a total staff of 780.

■ The **AECOM** office in Orange is No. 3 with about \$73.6 million, down 1%. Companywide billings were flat at about \$17.8 billion. Its OC office added five engineers to employ 106 but cut total headcount by 10% to 515.

Notables

■ **Stantec**'s Irvine office climbed four spots to No. 9 with about \$29.7 million in local billings, up 57%.

The company broadened its services late last year in order to acquire more contracts in OC and surrounding counties, said **Dean Palumbo**, head of its western U.S. operations.

"Orange County is very important to us because it's a very stable and growing region that has a diversity of work," he said.

Stantec has a variety of projects in OC—municipal, transportation, architecture, community building and parks, he said.

"We've made a strong effort to identify target markets beyond the oil and gas and mining industries."

Those types of businesses cut capital expenditures and contracts for engineering work when oil prices dropped. He said he anticipates the engineering industry to feel those effects for several more months. "There is a bit of a lag and a domino effect."

The firm has 134 engineers, up 3%, but cut three staff positions to end the period with 206 overall. Its headquarters in Edmonton, Alberta,



Jeffrey Open Space Trailhead: nontraditional project designed by Stantec

Canada reported companywide billings of \$2.5 billion, down 8%.

■ **Willdan Group Inc.** in Anaheim dropped two spots to No. 31 on about \$4.9 million in OC

billings, down about 29% and the biggest percentage drop on the list.

The local office released half of its engineers to employ 10 and had 95 total on staff locally.

The firm's companywide revenues jumped 54% to \$143.6 million.

Newly Ranked

Three firms joined the list.

■ **Mayers & Associates Civil Engineers** in Lake Forest ranks No. 33 with \$3.8 million, up 31%. The firm hired two engineers for a total of five locally and employs 26 overall, up 37%.

■ **DCI Engineers'** office in Irvine premiered at No. 36 with \$2.5 million, up 16%. It had 10 engineers and a total of 20 employees in OC. Its Seattle headquarters reported companywide billings of about \$35.8 million, up about 18%.

■ **4 S.T.E.L. Engineering Inc.** in Mission Viejo is No. 37 with \$2.4 million, up about 49%. The firm employs three engineers and 19 total, up 36%. ■



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ENGINEERING COMPANIES

Rank Prev. Rank	Company •Address	Headquarters •Website •Email	OC engineering billings for 12 months ended June 30, 2016 •yearly % change	Companywide billings for 12 months ended June 30, 2015 •yearly % change	OC backlog	OC licensed engineers •yearly % change	OC employees •yearly % change	Notable projects/clients	Top local official(s) •Title •Phone/fax
1 (2)	CH2M Hill Cos. 6 Hutton Centre Drive, Ste. 700 Santa Ana 92707-5735	Englewood, Colo. ch2m.com peter.woodfill@ch2m.com	\$495.8 million 0%	\$5.4 billion 0%	wnd	68 7.9%	165 -8.3%	would not disclose	Peter Woodfill VP/area manager (714) 435-6062/(714) 429-2050
2 (1)	Fluor Corp. 3 Polaris Way Aliso Viejo 92698-5356	Irving, Texas fluor.com info@fluor.com	\$300 million ⁽¹⁾ 32.2%	\$18.1 billion ⁽¹⁾ -15.9%	wnd	248 NA	780 NA	would not disclose	Joe Brennan VP/general manager, Southern California (949) 349-2000/(949) 349-2585
3 (3)	AECOM 999 Town and Country Road Orange 92868-4713	Los Angeles aecom.com askamericas@aecom.com	\$73.6 million -1%	\$17.8 billion 0.1%	wnd	106 5%	515 -10.3%	would not disclose	Kelli Bernard CEO, LA metropolitan and region (213) 593-8100
4 (4)	Tetra Tech Inc. 17885 Von Karman Ave., Ste. 400 Irvine 92614-5227	Pasadena tetratech.com	\$56.4 million ⁽²⁾ NA	wnd	wnd	43 ⁽²⁾ NA	150 2%	would not disclose	Steve Tedesco senior VP (949) 809-5000/(949) 809-5010
5 (5)	Burns & McDonnell Engineering Co. 1 Pointe Drive, Ste. 540 Brea 92821-7634	Kansas City, Mo. burnsmcd.com efhall@burnsmcd.com	\$50.2 million -5.3%	\$2.7 billion 8.1%	\$81,988	34 6.3%	89 3.5%	would not disclose	Renita Mollman VP (714) 256-1595/(714) 256-1764
6 (7)	RBF Consulting, a Michael Baker International Company 14725 Alton Parkway Irvine 92618-2027	Pittsburgh mbakerintl.com	\$48.3 million ⁽²⁾ NA	\$594.3 million ⁽²⁾ NA	\$45.4 million ⁽²⁾	84 ⁽²⁾ NA	234 ⁽²⁾ NA	would not disclose	Mike Tylman VP/office executive (949) 472-3505/(949) 472-8373
7 (6)	SPEC Services Inc. 10540 Talbert Ave., Ste. 100 East Fountain Valley 92708-6027	Fountain Valley specservices.com ccross@specservices.com	\$47.8 million -1.1%	\$47.8 million -1.1%	wnd	38 5.6%	227 -0.4%	would not disclose	Kim R. Henry CEO/president (714) 963-8077/(714) 963-0364
8 (8)	Hunsaker & Associates 3 Hughes Irvine 92618-2021	Irvine hunsaker.com	\$34.5 million 19%	\$34.5 million ⁽³⁾ 19%	wnd	60 9.1%	201 3.1%	would not disclose	Doug Staley president (949) 583-1010/(949) 583-0759
9 (13)	Stantec 38 Technology Drive, Ste. 100 Irvine 92618-5312	Edmonton, Alberta stantec.com info@stantec.com	\$29.7 million 57%	\$2.5 billion -8.3%	\$11.8 million	134 3.1%	206 -1.4%	would not disclose	Eric C. Nielsen executive VP (949) 923-6000/(949) 923-6121
10 (9)	Arcadis U.S. Inc. 320 Commerce, Ste. 200 Irvine 92602-1363	Highlands Ranch, Colo. arcadis.com catherine.hamm@arcadis.com	\$28.4 million 9.1%	\$1.2 billion 4.1%	\$21.1 million	26 -16.1%	124 -17.9%	would not disclose	Craig Halvorson operations director (714) 508-2616/(714) 730-9345
11 (11)	HDR Engineering Inc. 3230 El Camino Real, Ste. 200 Irvine 92602-1377	Omaha, Neb. hdrinc.com	\$20 million ⁽²⁾ NA	\$1.9 billion ⁽²⁾ NA	wnd	45 ⁽²⁾ NA	137 0%	would not disclose	George Little chairman/CEO (714) 730-2300/(714) 730-2301
12 (12)	Amec Foster Wheeler Environment & Infrastructure Inc. 121 Innovation Drive, Ste. 200 Irvine 92617-3094	Alpharetta, Ga. amecfw.com hassan.amini@amecfw.com	\$20 million ⁽²⁾ NA	\$1.2 billion ⁽²⁾ NA	\$16.5 million	18 ⁽²⁾ NA	74 -1.3%	would not disclose	Hassan Amini office manager/principal (949) 642-0245/(949) 642-4474
13 (14)	Geosyntec Consultants Inc. 2100 Main St., Ste. 150 Huntington Beach 92648-2460	Boca Raton, Fla. geosyntec.com	\$18.2 million ⁽²⁾ NA	\$300 million ⁽²⁾ NA	\$10 million ⁽²⁾	20 ⁽²⁾ NA	61 -3.2%	would not disclose	Bertrand Palmer VP (714) 465-1390
14 (15)	TRC Cos. 9685 Research Drive Irvine 92618-4657	Windsor, Conn. trcsolutions.com cobrien@trcsolutions.com	\$18.1 million 3.9%	\$620.9 million 13.8%	\$25 million	39 5.4%	119 -13.8%	San Diego Gas & Electric, Southern California Edison, OCTA, LA Metro	David Zarider senior VP (949) 727-9336/(949) 727-7311
15 (16)	Fuscoe Engineering 16795 Von Karman Ave., Ste. 100 Irvine 92606-4974	Irvine fuscoe.com info@fuscoe.com	\$18 million 10.6%	\$29.2 million 8.4%	\$21.2 million	20 5.3%	117 6.4%	Marina Park, Rabben Herman Design; Newport Beach Country Club Clubhouse, Melzer Deckert & Ruder Architects; Lido House Hotel, RD Olson Development; Heritage Apartments, Alliance Residential; Ventana & Alondra Homes, Rancho Mission Viejo, Shea Homes	Patrick R. Fuscoe CEO (949) 474-1960/(949) 474-5315
16 (10)	Ninyo & Moore 475 Goddard, Ste. 200 Irvine 92618-4622	San Diego ninyoandmoore.com nminquiries@ninyoandmoore.com	\$17.8 million -18%	\$60.8 million 6.6%	\$1.4 million	13 -7.1%	116 6.4%	Chino Hills 500 KV; Jordan High School renovation	Avram Ninyo principal engineer (949) 753-7070/(949) 753-7071
17 (17)	Jacobs⁽⁴⁾ 3161 Michelson Drive, Ste. 500 Irvine 92612-4405	Pasadena jacobs.com	\$16.2 million ⁽²⁾ NA	\$12.7 billion ⁽²⁾ NA	\$3.3 million	47 ⁽²⁾ NA	261 ⁽²⁾ NA	would not disclose	Mark Graves regional operations manager (949) 224-7500/(949) 224-7501
18 (18)	Parsons Brinckerhoff 505 S. Main St., Ste. 900 Orange 92868-4529	Canada wsp-pb.com	\$13.6 million ⁽²⁾ NA	\$2.6 billion ⁽²⁾ NA	wnd	23 ⁽²⁾ NA	90 ⁽²⁾ NA	would not disclose	Hank Alonso VP/area manager (714) 973-4880/(714) 973-4918
19 (19)	CDM Smith Inc. 111 Academy, Ste. 150 Irvine 92617-3053	Boston cdmsmith.com	\$13.2 million -2.2%	\$1.3 billion 1.4%	wnd	8 -11.1%	48 4.3%	would not disclose	Steven Brewer senior VP (949) 752-5452

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose
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⁽¹⁾ Billings for 12 months ended Dec. 31, 2015

⁽²⁾ Business Journal estimate

⁽³⁾ Companywide billings for Hunsaker and Associates Irvine Inc.

⁽⁴⁾ Jacobs Engineering Group Inc. plans to move its headquarters from Pasadena to Dallas

Researched by Dana Truong

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ENGINEERING COMPANIES

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Rank Prev. Rank	Company •Address	Headquarters •Website •Email	OC engineering billings for 12 months ended June 30, 2016 •yearly % change	Companywide billings for 12 months ended June 30, 2015 •yearly % change	OC backlog	OC licensed engineers •yearly % change	OC employees •yearly % change	Notable projects/clients	Top local official(s) •Title •Phone/fax
20 (21)	Bureau Veritas North America Inc. 1665 Scenic Ave., Ste. 200 Costa Mesa 92626-1407	Neuilly-sur-Seine, France bureauveritas.com contacthse@us.bureauveritas.com	\$11.9 million ⁽²⁾ NA	wnd	wnd	9 ⁽²⁾ NA	105 ⁽²⁾ NA	would not disclose	Gustavo Valdivia director, Southwest region (714) 431-4100/(714) 825-0685
21 (24)	AndersonPenna Partners Inc. 3737 Birch St., Ste. 250 Newport Beach 92660-2682	Newport Beach andpen.com info@andpen.com	\$11.1 million 20.4%	\$11.1 million 20.4%	\$12.7 million	16 6.7%	72 7.5%	OCTA, LA Metro, Irvine IRWD, Laguna Beach, Fountain Valley	Lisa M. Penna CEO/president (949) 428-1500
22 (20)	Psomas 3 Hutton Centre Drive, Ste. 200 Santa Ana 92707-8794	Los Angeles psomas.com info@psomas.com	\$11 million -14.7%	\$101.8 million -1.6%	\$32.3 million	24 4.3%	162 -4.7%	City of Anaheim- La Palma Complex Reservoir Rehabilitation and Pump Station Replacement; Irvine Company- 400 Spectrum Center Drive; OCTA- I-405 Improvement Project; City of Westminster- Active Transportation Plan	Lee Whiteley regional manager (714) 751-7373/(714) 545-8883
23 (23)	TMAD Taylor & Gaines 222 S. Harbor Blvd., Ste. 800 Anaheim 92805-3715	Pasadena ttgcorp.com communications@ttgcorp.com	\$10.4 million ⁽²⁾ NA	\$55.5 million ⁽²⁾ NA	wnd	15 ⁽²⁾ NA	74 ⁽²⁾ NA	would not disclose	Zareh Astourian CEO/president (714) 490-5555/(714) 490-5560
24 (28)	DRC Engineering Inc. 160 S. Old Springs Road, Ste. 210 Anaheim Hills 92808-1226	Anaheim Hills drc-eng.com lgates@drc-eng.com	\$9.9 million 35.6%	\$9.9 million 35.6%	wnd	10 0%	60 25%	would not disclose	Larry Gates president (714) 685-6860/(714) 685-6801
25 (25)	Owen Group⁽⁵⁾ 220 Technology Drive, Ste. 100 Irvine 92618-2423	Los Angeles owengroup.com info@owengroup.com	\$9.5 million 3.3%	\$13 million 0%	\$45 million	19 5.6%	61 3.4%	would not disclose	Michael Chegini CEO (949) 860-4800/(949) 860-4810
26 (27)	GMU Geotechnical Inc. 23241 Arroyo Vista Rancho Santa Margarita 92688-2611	Rancho Santa Margarita gmugeo.com info@gmugeo.com	\$9.4 million 25.3%	\$9.9 million 22.2%	\$5 million	8 33.3%	40 17.6%	The Irvine Co.'s 200 & 400 Spectrum Center Dr. 20-story Office Towers; 15-story Irvine Marriott Hotel; Master Planned Community of Esencia for RMV; Cow Camp Road & Bridge; I-5 Fwy. Widening; LAX Runway 7L-25R Soil Cement Mix Designs; City of Irvine Jamboree/ Main Intersection Widening Design	Gary Urban/Gregory Silver/Michael Moscrop/Aron Taylor CEO/president/VP/VP (949) 888-6513/(949) 888-1380
27 (26)	Tait & Associates Inc. 701 N. Park Center Drive Santa Ana 92705-3541	Santa Ana tait.com info@tait.com	\$8.6 million 4.3%	\$14 million 14%	\$6.1 million	18 20%	62 3.3%	would not disclose	Thomas Tait/K. Richard Tait CEO/president (714) 560-8200/(714) 560-8233
28 (34)	Huitt-Zollars Inc. 2603 Main St., Ste. 400 Irvine 92614-4250	Dallas huitt-zollars.com	\$6.6 million 5%	\$93.1 million 11.9%	wnd	8 33.3%	35 12.9%	La Pata Gap Closure, Orange County; Los Patrones Parkway, Orange County; Rancho Mission Viejo, Irvine Company, County of Orange	Marc Haslinger office manager (949) 988-5815/(949) 988-5820
29 (30)	National Engineering & Consulting Inc. 27 Orchard Lake Forest 92630-8304	Lake Forest nationaleng.com jonathan.werner@nationaleng.com	\$5.5 million -16.1%	\$5.5 million -16.1%	wnd	8 0%	42 -19.2%	Design development, commercial developments, tenant improvements, telecommunications	Jonathan Werner CEO/president (949) 716-9990/(949) 716-9997
30 (22)	Leighton Consulting Inc. 17781 Cowan Irvine 92614-6009	Irvine leightongeo.com cperez@leightongroup.com	\$5 million NA	\$28 million NA	\$4 million	19 11.8%	84 5%	Port of Los Angeles; Orange County Department of Public Works	Terry M. Brennan/Kris R. Lutton chairman/senior VP (949) 250-1421/(949) 250-1114
31 (29)	Willdan Group Inc. 2401 E. Katella Ave., Ste. 300 Anaheim 92806-5909	Anaheim willdan.com info@willdan.com	\$4.9 million -28.6%	\$143.6 million 53.9%	\$3.5 million	10 -50%	95 8%	Traffic engineer in Brea and Los Alamitos, city engineer in Los Alamitos, assessment engineering in Laguna Beach, building and safety inspection in Irvine, construction inspection in Yorba Linda and Los Alamitos	Thomas Brisbin/Mike Bieber CEO, president/senior VP, corporate development (714) 940-6300/(714) 940-4920
32 (31)	David Evans and Associates Inc.⁽⁶⁾ 17782 17th St., Ste. 200 Tustin 92780-1947	Tustin deainc.com webmaster@deainc.com	\$4.7 million -24.2%	\$144 million 2.9%	wnd	14 7.7%	27 -20.6%	Commercial, education, residential, public works	John Hogan CEO (714) 665-4500/(714) 665-4501
33 (33)	FBA Engineering 150 Paularino Ave., Ste. A120 Costa Mesa 92626-3301	Costa Mesa fbaengr.com info@fbaengr.com	\$3.8 million ⁽²⁾ NA	\$4.3 million ⁽²⁾ NA	\$1.5 million	4 ⁽²⁾ NA	27 ⁽²⁾ NA	would not disclose	Stephen Zajicek CEO (949) 852-9995/(949) 852-1657
33 (NR)	Mayers & Associates Civil Engineers 19 Spectrum Pointe Drive, Ste. 609 Lake Forest 92630-2278	Lake Forest mayerscivil.com info@mayerscivil.com	\$3.8 million 31%	\$3.8 million 31%	wnd	5 66.7%	26 36.8%	Meritage Homes, Pardee Homes, KB Home, DR Horton, City of Anaheim	Dru J. Mayers president (949) 599-0870/(949) 599-0880
35 (35)	JBA Consulting Engineers Inc. 36 Technology Drive, Ste. 200 Irvine 92618-5309	Las Vegas jbace.com info@jbace.com	\$3 million 62.8%	\$34.1 million 25.1%	\$3.1 million	10 233.3%	15 50%	would not disclose	Vic Sibilla executive director of project operations (949) 419-3030/(949) 419-3040
36 (NR)	DCI Engineers 2600 Michelson Drive, Ste. 930 Irvine 92612-6577	Seattle dci-engineers.com	\$2.5 million 16.1%	\$35.8 million 17.7%	\$2.8 million	10 0%	20 17.6%	Irvine Spectrum Marriott, R.D. Olson Development; Irvine AC Hotel, HKS Architects; Residence Inn Marriott Wailea - Maui, R.D. Olson Development; Manhattan Medical Center - Manhattan Beach, The Watermark Group; Highland Apartments - Hollywood, Lennar Multifamily	Damon A. Smith principal (949) 892-4950/(949) 892-4970
37 (NR)	4 S.T.E.L. Engineering Inc. 26030 Acero, Ste. 200 Mission Viejo 92691-2768	Mission Viejo 4steleng.com info@4steleng.com	\$2.4 million 48.8%	\$2.4 million 48.8%	\$950,000	3 50%	19 35.7%	would not disclose	Dustin Rosepink/Jonathan Varela/ Gary Mills CEO, president/COO/director of engineering (949) 305-1150/(949) 305-1420
38 (36)	Salas O'Brien Engineers 3700 S. Susan St., Ste. 100 Santa Ana 92704-6953	San Jose salasobrien.com darin.anderson@salasobrien.com	\$2.1 million 14.1%	\$60 million 87.5%	\$850,000	3 0%	8 33.3%	would not disclose	Darin Anderson CEO (949) 338-9394
39 (37)	J.R. Miller & Associates Inc. (JRMA) 2700 Saturn St. Brea 92821-6798	Brea jrma.com jrma@jrma.com	\$1.7 million 5.9%	\$7.8 million 42.7%	\$6.3 million	6 -25%	38 5.6%	Atlantic Aviation FBO LAX, CR&R Waste-to-Energy Facility in Perris	Dan Bianco president (714) 524-1870/(714) 524-1875

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⁽²⁾ Business Journal estimate

⁽⁵⁾ Previously listed as Owen Design Group

⁽⁶⁾ Previously listed as Hall & Foreman Inc., a division of David Evans and Associates Inc.

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