

# TENANT-IMPROVEMENT CONTRACTORS

Rank	Company	Headquarters	Dollar value of TI work done in OC in 2016	Square footage of TI work done in OC in 2016	OC employees	Companywide employees	Current notable projects/clients in OC	Top local official(s)
Prev. Rank	Address	Website Email	yearly % change	yearly % change	yearly % change	yearly % change		Title Phone/fax
<b>1</b>	<b>KPRS Construction Services Inc.</b> 2850 Saturn St. Brea 92821-6201	Brea kprsinc.com joels@kprsinc.com	\$170.4 million 44%	2.8 million 40%	215 16%	235 15%	Irvine Company, Broadcom Ltd., FivePoint, Memorial Care, Greenlaw Partners	Joel Stensby president (714) 672-0800/(714) 672-0871
<b>2</b>	<b>Howard Building Corp.</b> 3184 Airway Ave., Ste. K Costa Mesa 92626-4619	Los Angeles howardbuilding.com info@howardbuilding.com	\$149.3 million 36%	1.7 million 10%	80 7%	158 5%	Banc of California, Santa Ana; Blizzard Entertainment, Irvine; UST Global, Aliso Viejo; Fidelity Investments, Newport Beach & Brea	Bryan Howard executive VP (714) 438-2272/(714) 444-3446
<b>3</b>	<b>Swinerton Builders</b> 17731 Mitchell N., Ste. 200 Irvine 92614-6028	San Francisco swinerton.com rcarpe@swinerton.com	\$90.3 million -11%	750,000 -11%	288 29%	2,868 15%	Orange County Building 16, John Wayne Airport Terminal Improvements, Great Park Ice and Sports Complex Irvine, Golden West College Scenario Lab	David Callis/Ray Haj/Brian McCarthy VP, Southern California regional manager/VP, division manager - OCLA commercial/division manager - target markets (949) 622-7000/(949) 477-3085
<b>4</b>	<b>Turelk Inc.</b> 4685 MacArthur Court, Ste. 422 Newport Beach 92660-1855	Long Beach turelk.com turelk@turelk.com	\$81 million 9%	2.5 million -4%	51 11%	123 12%	LANG, Irvine Co., loanDepot LLC, Google	Michael Turi president (949) 640-8679/(949) 640-8681
<b>5</b>	<b>Driver SPG</b> 1501 S. Harris Court Anaheim 92806-5932	Anaheim driverspg.com jsmithwick@driverspg.com	\$67.7 million 53%	374,532 43%	40 -11%	40 -11%	Chapman University - Lastinger Tennis Center, HomeAid OC - Family Resource Center, Gloria Dei Lutheran Church, St. Junipero Serra Catholic School - Chapel & Student Creation Center	Matt Loorya senior VP (855) 300-4774/(855) 329-2774
<b>6</b>	<b>Snyder Langston</b> 17962 Cowan Irvine 92614-6026	Irvine snyderlangston.com info@snyderlangston.com	\$50 million <sup>(1)</sup> NA	550,000 <sup>(1)</sup> NA	131 <sup>(1)</sup> NA	131 <sup>(1)</sup> NA	ASICS America headquarters, Sand Canyon Business Center, The Boardwalk, Hoag Health Center Irvine	Steve Jones/John F. Rochford chairman, CEO/president, COO (949) 863-9200/(949) 863-1087
<b>7</b>	<b>Gray Construction</b> 421 E. Cerritos Ave. Anaheim 92805-6320	Lexington, Ky. gray.com eberg@gray.com	\$49.2 million 10%	897,653 -15%	160 -3%	160 -3%	Chapman University, Marriott Residence Inn, Theme Park, Aldi, CVS, Gap South Coast Plaza, Coffee Bean & Tea Leaf, Starbucks	Robert Moore president, West Region (714) 491-1317/(714) 333-9700
<b>8</b>	<b>DBaC Inc.</b> 101 Shipyard Way, Ste. A Newport Beach 92663-4447	Newport Beach dbacinc.com jcurci@dbacinc.com	\$48.9 million 28%	1.4 million 7%	28 -7%	28 -7%	Amare, Irvine; Nationstar, Santa Ana; Laguna College of Art + Design, Laguna Beach	John M. Curci/John Somers president/VP (949) 723-0147/(949) 723-0126
<b>9</b>	<b>Casco Contractors</b> 9850 Irvine Center Drive Irvine 92618-4353	Irvine cascocontractors.com info@cascocontractors.com	\$45 million 0%	2.1 million -6%	57 6%	57 6%	Irvine Co., ROC, Regus, KB Realty, Hueston Hennigan LLP, Squar Milner	Cheryl Osborn founder/president (949) 679-6880/(949) 679-6890
<b>10</b>	<b>Deacon Construction LLC<sup>(2)</sup></b> 17880 Fitch Irvine 92614-6002	NA deacon.com anke.rind@deacon.com	\$42.1 million 34%	2 million 91%	52 -4%	350 -7%	Aimco apartment projects, Les Schwab, Hampton Inn & Suites, Cambria Suites, Target, AMC Movie Theaters, Walmart, Walgreens, Tommy Bahama, Starbucks, Monterey Park Marketplace, Corner Bakery, Dave & Busters	Jeanine Fuller executive VP/general manager (949) 222-9060/(949) 222-0596
<b>11</b>	<b>CDG Builders Inc.</b> 26 Executive Park, Ste. 170 Irvine 92614-2708	Irvine cdgbuilders.com info@cdgbuilders.com	\$35.5 million 97%	875,303 24%	40 74%	35 52%	Caltrans, Intersect Campus Remodel, Emerald Court Senior Living, Monte Vista Grove Homes	Greg Horvath/Chris DeFazio principals (949) 892-3510/(949) 272-5848
<b>12</b>	<b>Coastline Development Inc.</b> 13911 Enterprise Drive Garden Grove 92843-4022	Garden Grove coastlinedevelopment.com general@coastlinedevelopment.com	\$30.4 million 6%	715,615 36%	50 19%	50 19%	Comerica Bank, Charles Schwab Corp., Jacobs Engineering Group, CBRE Group Inc., Wells Fargo & Co., California Bank & Trust	Todd Layman president (714) 265-0250/(714) 265-1701
<b>13</b>	<b>Coastal Pacific Construction Inc.</b> 28 Edelman Irvine 92618-4312	Irvine coastalpacificconstruction.com gmason@coastalpacificconstruction.com	\$25.2 million 2%	534,670 10%	40 0%	40 0%	OCTA 405 Partners, Liquid Graphics, Enterprise Exotic Cars OC Airport, Fullerton Towers, Western Digital, Puma	Gary Mason CEO/president (949) 770-1555/(949) 951-4408
<b>14</b>	<b>Pacific Tusk Builders</b> 1100 Quail St., Ste. 213 Newport Beach 92660-2700	Newport Beach pacifictusk.com	\$24.5 million 29%	980,000 31%	37 48%	37 48%	would not disclose	wnd (949) 679-4580/(949) 484-7866
<b>15</b>	<b>Redhawk Builders Inc.</b> 200 Technology, Ste. L Irvine 92618-2404	Irvine redhawkbuilders.com info@redhawkbuilders.com	\$22.5 million <sup>(1)</sup> NA	800,000 <sup>(1)</sup> NA	19 <sup>(1)</sup> NA	19 <sup>(1)</sup> NA	would not disclose	David Jones president (949) 754-9050/(949) 754-9038
<b>16</b>	<b>Caliber Construction Inc.</b> 240 N. Orange Ave. Brea 92821-4026	Brea caliberconstructioninc.com info@caliberconst.net	\$19.6 million -26%	400,000 -24%	32 -20%	32 -20%	would not disclose	Doug Bassett/Jim Roy co-owner, president/co-owner, VP (714) 255-2700/(714) 255-2730
<b>17</b>	<b>Slater Builders Inc.</b> 3100-B Pullman St. Costa Mesa 92626-4500	Costa Mesa slaterbuilders.com crandazzo@slaterbuilders.com	\$19.5 million 15%	956,641 76%	31 -6%	31 -6%	The George Apartments, Anaheim; The Retreat, Midway City; Trico Redhill Paularino, Costa Mesa; 350 17th St., Costa Mesa	Lizabeth S. Slater CEO (714) 434-4887/(714) 434-6173
<b>18</b>	<b>PacificCore Construction Inc.</b> 1342 Bell Ave., Ste. 3A Tustin 92780-6440	Tustin pacificcoreconstruction.com carrillo@pacificcoreinc.com	\$19.1 million 21%	253,000 17%	50 4%	50 4%	Restaurant Depot, Huntington Beach; Burlington Coat Factory, Chula Vista; Centerpointe 78, Escondido	Jeff Austin/Scot Austin CEO/president (657) 859-4500/(657) 859-4519
<b>19</b>	<b>KNR Builders</b> 14701 Myford Road, Ste. B Tustin 92780-6523	Tustin knrbuilder.com kwerner@knrbuilder.com	\$18 million 0%	475,000 -5%	9 0%	9 0%	Parsons Grinkerhoff, Consumer Portfolio Services Inc.	Kurt K. Werner president (714) 259-1700/(714) 259-1707
<b>20</b>	<b>Esplanade Builders Inc.</b> 4041 MacArthur Blvd., Ste. 220 Newport Beach 92660-2514	Torrance esplanadebuilders.com info@esplanadebuilders.com	\$16.2 million 157%	295,000 158%	15 150%	70 27%	Alliance Health Care, Stratford School, Too Faced	Christian Sorenson president (949) 556-4930/(310) 783-7665
<b>21</b>	<b>Pacific Design Directions Inc.</b> 8171 E. Kaiser Blvd. Anaheim 92808-2214	Anaheim pacdesign.com sstoneburner@pacdesign.com	\$15 million -2%	750,000 -54%	14 0%	28 12%	3161 Michelson, Irvine; 2020 Main, Irvine; Burbank Empire Center, 1301 Dove, Newport Beach	Susan Smoot Stoneburner founder/president (714) 685-7733/(714) 685-7799
<b>22</b>	<b>Smith and Severson Builders</b> 21072 Bake Parkway, Ste. 106 Lake Forest 92630-2180	Lake Forest smithandseverson.com dsmith@smithandseverson.com	\$13.7 million 356%	147,563 490%	18 13%	18 13%	Saddleback Memorial Medical Center interior and exterior renovation, 18201 Von Karman lobby and corridors renovation, Hoag Irvine Medical Office Building, GES interior renovation	David Smith president (949) 232-1222

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose  
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<sup>(1)</sup> Business Journal estimate

<sup>(2)</sup> Previously listed as Deacon Corp.

Researched by Dana Truong

# Tenant-Improvement Contractors 'Crazy Busy' in OC

## 33 Firms Pass \$1 Billion In Sales With 19% Jump

By PETER J. BRENNAN

Orange County's tenant contractor industry is "crazy busy," according to **David Smith**, president at **Smith and Severson Builders** of Lake Forest.

"The first thing out of every contractor's mouth is, 'I'm busy,'" he said. "I haven't seen a cycle like this, and I've been at it for more than 20 years."

This week's Special Report includes a list of OC's 33 largest tenant-improvement contractors ranked by dollar value of work performed in the county last year. The figure rose 19% to \$1.1 billion. The minimum amount required for inclusion on the list is \$3.5 million.



Tenant improvements typically occur when firms move into new offices.

Smith's own firm, which he co-founded four years ago, reported the fastest growth on this year's Business Journal list of contractors, with \$13.7 million in sales in OC last year, an almost five-fold increase over 2015.

The firm, which debuts on the list at No. 22, specializes in remodeling industrial buildings, corporate headquarters and medical office facilities, such as Saddleback Memorial Medical Center. It worked on 147,563 square feet worth of space in OC, an almost six-fold increase over 2015.

Eighteen firms on the list reported increases

in revenue, including 15 that said theirs rose more than 10%. Nine reported revenue decreases, two remained the same, and four declined to report revenue changes. Three firms debuted on the list.

They reported renovating 24 million square feet, an 8.9% increase.

"The uptick is because there are a lot of repositioning projects," said **Joel H. Stensby**, founding partner of **KPRS Construction**, the largest firm on the list with OC revenue climbing 44% to \$170.4 million. "A lot of investment groups are purchasing projects and preparing them for future generations."

Stensby anticipates his firm's companywide revenue will increase this year to about \$650 million from \$475 million last year.

This year's 18.9% increase is the second highest in the past decade for all contractors combined, only slightly below the 19% reported in 2013. The firms have reported six straight years of revenue increases of at least 13%.

Both Smith and Stensby said business is near the peak of a traditional building cycle and that it may slow in the coming year.

"We are seeing the subcontractor community becoming more competitive in the last few weeks," Stensby said. "It's a good time for property owners to think about renovating."

The list also details data about the firms' current—the most recent available—number of employees, though that information didn't



Smith: 'I haven't seen a cycle like this.'



2850 Saturn: Brea headquarters of KPRS Construction Services, No. 1 on the list with a 44% bump in sales to \$170.4 million last year

affect the rankings. The contractors' OC employee count rose at a slower pace—8.2% to 1,872 workers. Companywide, the employers had 5,812 employees, an 8.4% increase over 2016.

The top four contractors remained the same:

■ No. 1, **KPRS** in Brea, reported its square footage climbed 40% to 2.8 million, and its OC employee count rose 16% to 215.

■ No. 2, **Howard Building Corp.**, a Los Angeles firm with a Costa Mesa office, increased the dollar value of work performed by 36% to \$149.3 million.

■ The Irvine office of No. 3, **Swinerton Builders**, experienced an 11% decline to \$90.3 million. Its square footage also declined 11% to 750,000.

■ **Driver SPG** of Anaheim jumped four spots to No. 5 by increasing OC sales 53% to

\$67.7 million. Its square footage worked on climbed 43% to 375,532.

Among other notable changes are:

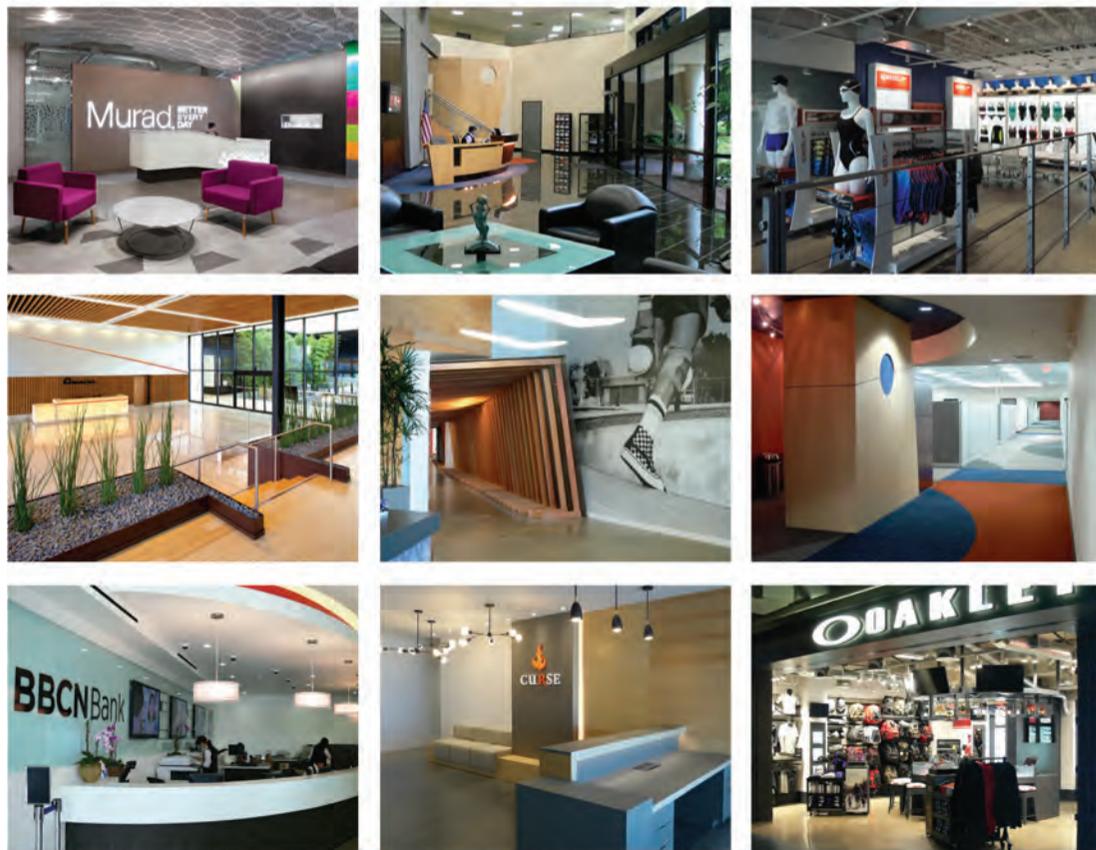
■ **Esplanade Builders Inc.** of Torrance, which reported an almost tripling of OC work to \$16.2 million, good for the No. 20 spot. It renovated 295,000 square feet, more than double that of the prior year.

■ **CDG Builders Inc.** in Irvine climbed to No. 11 with \$35.5 million in sales, an almost doubling of the prior year's number. Its local employee count climbed 74% to 40 workers.

■ **Amaron Construction Corp.** of Anaheim Hills reported the largest decline, 29% to \$5.2 million.

■ Brea-based **Caliber Construction Inc.** fell to 16th place from 12th as its revenue dropped 26% to \$19.6 million. Its square footage also declined 26% to \$19.6 million. ■

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# TENANT-IMPROVEMENT CONTRACTORS

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Rank Prev. Rank	Company •Address	Headquarters •Website •Email	Dollar value of TI work done in OC in 2016 •yearly % change	Square footage of TI work done in OC in 2016 •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	Current notable projects/clients in OC	Top local official(s) •Title •Phone/fax
<b>23</b> (23)	<b>Servco Builders</b> 18009 Sky Park Circle, Ste. J Irvine 92614-6516	Irvine servcobuilders.com info@servcobuilders.com	\$9.8 million 31%	247,382 5%	35 21%	35 21%	Advantage Way Point, Peregrine Pharmaceuticals Inc., Intertek Laboratory, Orange Coast Title	Christopher Webb president (949) 955-2300/(949) 955-2301
<b>24</b> (20)	<b>AGI General Contracting</b> 8210 Katella Ave., Ste. I Stanton 90680-3271	Stanton agigc.com generalinfo@agigc.com	\$9.6 million -5%	290,000 28%	48 0%	48 0%	Retail, grocery and medical	Chris Gautreau/Andrew Gautreau president/VP (714) 934-8066/(714) 934-8067
<b>25</b> (22)	<b>Caribou Industries Inc.</b> 1103 N. Broadway Santa Ana 92701-3409	Santa Ana caribound.com info@caribound.com	\$8.9 million <sup>(1)</sup> NA	162,000 <sup>(1)</sup> NA	212 0%	1,040 <sup>(1)</sup> NA	Original Mike's restaurant, Santa Ana Masonic Temple, Pavilion Live Arts Theater, Orange County High School of the Arts, The Orange County Register, Social Security Administration (SSA)/D.A.	Michael Harrah president/senior development partner (714) 543-9484/(714) 543-9972
<b>26</b> (21)	<b>ACR Builders Inc.</b> 23372 Madero, Ste. E Mission Viejo 92691-2789	Mission Viejo acrbuild.com	\$7.5 million -25%	204,000 -9%	12 20%	12 20%	Nordstrom, Target, Valentino, Fendi, Gucci	Michele Richardson CEO (949) 713-3266/(949) 713-3267
<b>27</b> (25)	<b>K2 General Contractors Inc.</b> 19732 MacArthur Blvd., Ste. 105 Irvine 92612-2490	Irvine k2generalcontractors.com kris@k2generalcontractors.com	\$6.1 million -9%	120,000 -8%	12 0%	12 0%	Sutra 2.0, Triangle Square, Costa Mesa; Western Dental Restack, Orange; Marque Urgent Care, Mission Viejo & Orange	Kris Thordarson president (949) 477-1047/(949) 477-1048
<b>28</b> (28)	<b>VR Mason Commercial Builder</b> 16371 Gothard St., Ste. B Huntington Beach 92647-3652	Huntington Beach vrmasonbuilder.com nicole.klove@vrmasonbuilder.com	\$5.6 million 32%	186,998 75%	17 -15%	17 -15%	Medical facilities, LabCorp clinics, Fountain Valley Regional Hospital, retail, light industrial	Vincent Mason/Nicole Klove CEO/VP (714) 843-0707/(714) 843-9996
<b>29</b> (26)	<b>Wallcon Inc.</b> 3525 Hyland Ave., Ste. 250 Costa Mesa 92626-1483	Costa Mesa wallcon.net cswan@wallcon.net	\$5.5 million -10%	149,600 -32%	5 -17%	5 -17%	Hoag Healthcare, SeneGence	Dave Walling president (714) 429-1000/(714) 429-1073
<b>30</b> (27)	<b>CRM Construction Inc.</b> 184 E. Liberty Ave. Anaheim 92801-1011	Long Beach teamcrminc.com pat@teamcrminc.com	\$5.2 million 11%	115,000 5%	12 20%	12 20%	Biowy Corp., US Merchants, Houdini, Frutron, Pepsi Co., Ralphs Distribution, Southwest Material Handling, NBTY, Steris, Holstrom Block LLC, Isomedix Services, Suburban Propane LP, TABC-Toyota, Hasco Oil Co., Kroger Co., Hall's Culligan Water	Gary Tracy treasurer (714) 921-3030
<b>31</b> (24)	<b>Amaron Construction Corp.</b> 1565 N. Harmony Circle Anaheim Hills 92807-6003	Anaheim Hills amaronconstruction.com tanner@amaronconstruction.com	\$5.2 million -29%	165,000 -13%	11 -15%	11 -15%	would not disclose	Gary Tanner president (714) 696-5108/(714) 696-5405
<b>32</b> (30)	<b>Harline Enterprises Inc.</b> 1307 E. Pomona St. Santa Ana 92705-4810	Santa Ana harline.net info@harline.net	\$3.6 million <sup>(1)</sup> NA	125,000 <sup>(1)</sup> NA	35 <sup>(1)</sup> NA	35 <sup>(1)</sup> NA	Edwards Lifesciences Corp., Irvine	Rick Rogers president (714) 751-0274/(714) 751-2160
<b>33</b> (29)	<b>MSH Construction Co.</b> 15301 Connector Lane Huntington Beach 92649-1119	Huntington Beach mshconstruction.com lmoss@mshconstruction.com	\$3.5 million -4%	47,297 -4%	16 23%	16 23%	would not disclose	Lisa Moss CEO/president/CFD (714) 899-9509/(714) 899-9510

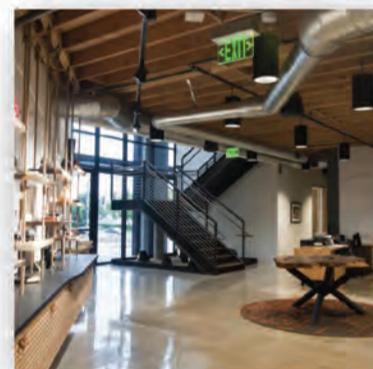
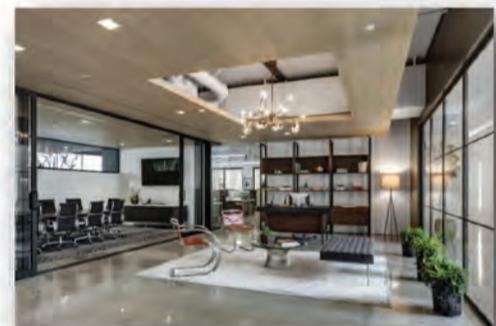
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<sup>(1)</sup> Business Journal estimate

Researched by Dana Truong

cre·a·tive /krē'ādiv/ adjective

Relating to or involving the imagination or original ideas, especially in the production of an artistic work.

"Change unleashes people's *creative energy*"



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