

RECOGNIZING FIRMS WITH \$100 MILLION OR MORE IN REVENUE

The last two years have been challenging, as many firms struggled with the realities of revenue loss, smaller backlogs, and company restructuring. Those issues are evident in the bottom lines and employee rosters of many organizations, which look different, to varying degrees, than they did a couple of years ago. That said, many firms that specialize in civil engineering, or that have strong civil engineering disciplines, have kept their revenues above the \$100 million mark, and many are included on **CE News** Top Civil Engineering Firms list.

One key to these firms' stability and growth is diversification. Dave Gockel, CEO of Langan Engineering, headquartered in Elmwood Park, N.J., said that his company has been able to meet challenges by opening up its scope of work. "We've really done so through penetration into more markets, including both geographic markets and service markets," said Gockel, who credits his company's employees for finding new avenues. "These people are good at understanding that their traditional clients were not doing as much work and so they pursued other opportunities, like in colleges and universities, K-12 schools, and healthcare, to name a few." As a result of that teamwork, he said, Langan Engineering opened four new offices in the last year, including three in the United States and one in Dubai.

Diversification was also cited by Mike Salmon, president of TRC Companies, Inc., based in Lowell, Mass. "If you would have looked at our company 10 years ago we were probably 90 percent environmental, 10 percent energy, and 10 percent

infrastructure. Before, many of our customers were in the private sector, and now we've expanded to 20 to 30 percent in the public sector," he explained, adding that the infrastructure and energy part of their business now comprises half of its overall projects.

In addition to diversification, many of the industry's top firms have strengthened their base by adding to their operations through mergers and acquisitions. Examples include ARCADIS U.S., Inc.'s acquisition of Malcolm Pirnie; the acquisition of Parsons Brinckerhoff by Balfour Beatty; and the move by Kleinfelder to take on S.E.A. Consultants,

Inc.; among others. Just recently, Jacobs Engineering Group Inc., announced it acquired the 500-person professional services firm Jordan, Jones & Goulding as a way to expand Jacobs' capability in the wastewater sector.

However firm leaders are choosing to maintain or expand their business, public and private civil engineering firms of all types have had to contend with fewer phone calls and with balance sheets that don't compare to previous years'

figures. Gockel said that, as with the general global economy, the pace of future expansion in civil engineering projects will be deliberate. "I think 2009 was a combination of a freefall during the first part of the year, when you hit bottom, and stabilization during the second half of the year. Now, we're starting to see activity and the beginning of what is likely a prolonged recovery," he observed. "The challenge to engineering firms is not as much rebuilding as reshaping — you have to reshape your company to the new markets that are out there." ■



About the CE News Top Civil Engineering Firms list

Firms on the list, all of which reported revenues of more than \$100 million, are solely devoted to civil engineering or offer multidisciplinary services with a strong civil engineering business.

Information used to comprise this list came from multiple sources. Research was gathered primarily from public information on company websites and other published business sources, as well as during interviews with firm

representatives. Additionally, some data was submitted by firm representatives through an online questionnaire hosted by **CE News**.

Because of the timing of this list, some reported revenue and employee counts are based on fiscal 2008 figures, while in other cases, firms recently released financial information for 2009 and this data was used.

For consideration to appear on next year's list, please go to www.cenews.com/topfirms,

where you'll find a brief questionnaire to answer about your firm. Next year, the list will be expanded to include firms with \$75 million or more in revenue. The other requirements are that firms must have at least 51 percent of their revenue derived from the practice of civil engineering and they must have at least 200 U.S.-based employees. Let us know if you belong on this list by completing the questionnaire at the URL above.

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Firm	Annual Revenue	No. of employees	Leadership	Website
Bechtel Group Inc. San Francisco, CA	\$31.4 billion	49,000	Riley Bechtel, CEO and Chairman	www.bechtel.com
Fluor Corp. Irving, TX	\$22 billion	40,000	Alan Boeckmann, Chairman and CEO	www.fluor.com
Kellogg, Brown & Root Houston, TX	\$12.1 billion	57,000	William Utt, Chairman, President and CEO	www.kbr.com
Jacobs Engineering Group Inc. Pasadena, CA	\$11.5 billion	38,900	Craig Martin, President and CEO	www.jacobs.com
URS San Francisco, CA	\$9.3 billion	45,000	Martin Koffel, Chairman, President and CEO	www.urscorp.com
The Shaw Group Baton Rouge, LA	\$7.3 billion	28,000	James Bernhard, Chairman, President and CEO	www.shawgrp.com
WorleyParsons Houston, TX	\$6.6 billion	28,000	John Grill, CEO	www.worleyparsons.com
CH2M HILL Inc. Englewood, CO	\$6.4 billion	25,000	Lee McIntire, CEO	www.ch2m.com
AECOM Los Angeles, CA	\$6.1 billion	45,000	Richard Newman, Chairman; John M. Dionisio, President and CEO	www.aecom.com
AMEC Plymouth Meeting, PA	\$4 billion	22,000	Samir Brikho, Chief Executive	www.amec.com.
Black & Veatch Overland Park, KS	\$3.2 billion	9,600	Len C. Rodman, Chairman, President and CEO	www.bv.com
Parsons Corporation Pasadena, CA	\$2.9 billion	11,500	Charles Harrington, Chairman and CEO	www.parsons.com
ARCADIS Highlands Ranch, CO	\$2.8 billion	15,000	Harrie Noy, Chairman	www.arcadis.com
Tetra Tech Inc. Pasadena, CA	\$2.3 billion	10,000	Dan Batrack, Chairman, CEO and President	www.tetrattech.com
Parsons Brinckerhoff New York, NY	\$2.1 billion	12,535	George J. Pierson, CEO	www.pbworld.com
Stantec Inc. Irvine, CA	\$1.4 billion	10,000	Robert J. Gomes, CEO, President and Director	www.stantec.com
MWH Global Broomfield, CO	\$1.3 billion	7,000	Robert Uhler, Chairman and CEO	www.mwhglobal.com
Burns & McDonnell Kansas City, MO	\$1.1 billion	3,000	Greg Graves, CEO	www.burnsmcd.com
CDM Cambridge, MA	\$1 billion	4,500	Richard Fox, Chairman and CEO	www.cdm.com
HDR Inc. Omaha, NE.	\$994.6 million	7,800	Richard Bell, Chairman and CEO	www.hdrinc.com
Berger Group Holdings, Inc. Morristown, NJ	\$970.6 million	5,000	Nicholas J. Masucci, CEO and President	www.louisberger.com
Golder Associates Corporation Mississauga, Ontario Canada	\$937 million	7,000	Brian H. Conlin, President	www.golder.com

Firm	Annual Revenue	No. of employees	Leadership	Website
HNTB Kansas City, MO	\$800 million	3,700	Robert Stromsted, CEO	www.hntb.com
The PBSJ Corp. Tampa, FL	\$798.6 million	3,600	Robert J. Paulsen, P.E., Chairman, CEO, and President	www.pbsj.com
ERM Group, Inc. Exton, PA	\$695 million	3,500	John Alexander, CEO	www.erm.com
S&B Engineering and Constructors (S&B) Holdings Houston, TX	\$674 million	3,500	James Slaughter, Jr, CEO	www.sbec.com
Halcrow New York, NY	\$604 million	7,000	Peter Gammie, Chief Executive	www.halcrow.com
MACTEC, Inc. Alpharetta, GA	\$490 million	3,000	Ann E. Massey, P.G., president and CEO	www.mactec.com
Kimley-Horn & Associates, Inc. Cary, NC	\$461 million	1,500	John Atz, President, Mark S. Wilson, Chairman	www.kimley-horn.com
Michael Baker Corp. Moon Township, PA	\$456 million	2,300	Bradley Mallory, President and CEO	www.mbakercorp.com
TRC Companies, Inc. Lowell, MA	\$368.3 million	2,250	Christopher Vincze, Chairman and CEO	www.trcsolutions.com
Dewberry Fairfax, VA	\$353 million	2,000	Ronald L. Ewing, CEO	www.dewberry.com
Hatch Mott MacDonald Millburn, NJ	\$333 million	1,900	Nicholas M. DeNichilo, CEO	www.hatchmott.com
Terracon Consultants Olathe KS	\$327 million	2,750	David Gaboury, President and CEO	www.terracon.com.
Kleinfelder Group San Diego, CA	\$305.4 million	1,100	William C. Siegel, President and CEO	www.kleinfelder.com
STV Group New York, NY	\$303 million	1,700	Dominick Servedio, Chairman and CEO	www.stvinc.com
Brown & Caldwell Walnut Creek, CA	\$294 million	1,500	Craig Goehring, CEO	www.brownandcaldewell.com
Gannett Fleming, Inc. Harrisburg, PA	\$259.2 million	2,000	William Stout, Chairman of the Board	www.gannettfleming.com
Professional Service Industries, Inc. Oakbrook Terrace, IL	\$240 million	2,500	Murray Savage, CEO	www.psiusa.com
Transystems Kansas City, MO	\$225.6 million	1,400	Brian G. Larson, CEO	www.transystems.com
Stanley Consultants Muscatine, IA	\$224.6 million	1,500	Gregs Thomopoulos, Chairman and CEO	www.stanleyconsultants.com
T.Y. Lin International San Francisco, CA	\$194 million	1,800	Alvaro J. Piedrahita, President and CEO	www.tylin.com
Mustang Engineering, Inc. Houston, TX	\$191 million	5,000	William Higgs and Paul Redmon, Co-Chairmen	www.mustangeng.com
ATC Associates Lafayette, LA	\$184 million	1,550	Bobby Toups, CEO	www.atcassociates.com

Firm	Annual Revenue	No. of employees	Leadership	Website
Carollo Engineers Phoenix, AZ	\$174 million	720	Gary Deis, CEO	www.carollo.com
Hazen and Sawyer New York, NY	\$168 million	800	James W. Fagan, President	www.hazenandsawyer.com
Wilbur Smith Associates Columbia, SC	\$165.4 million	1,000	Steven Smith, CEO	www.wilbursmith.com
Reynolds, Smith and Hills Jacksonville, FL.	\$153 million	811	Leerie T. Jenkins Jr., CEO and chairman	www.rsandh.com
Greenman-Pedersen Babylon NY	\$152.5 million	1,000	Steve Greenman, CEO	www.gpinet.com
KCI Technologies Sparks, MD	\$142 million	900	Terry Neimeyer, Chairman and CEO	www.kci.com
VHB/Vanasse Hangen Brustlin, Inc. Watertown, MA	\$135 million	750	Robert Brustlin, President and CEO	www.vhb.com
Psomas Los Angeles, CA	\$130 million	500	Blake Murillo, CEO	www.psomas.com
Woolpert, Inc. Dayton, OH	\$129 million	800	Michael Flannery, CEO	www.woolpert.com
SCS Engineers Long Beach, CA	\$128 million	650	Jim Walsh, President and CEO	www.scsengineers.com
David Evans and Associates Portland, OR	\$127 million	800	Al Barkouli, President	www.deainc.com
CMX Manalapan, NJ	\$122.5 million	440	Bret H Bero, Interim CEO	www.cmxengineering.com
Moffatt & Nichol Long Beach, CA	\$121 million	510	Eric Nichol, President	www.moffattnichol.com
RBF Consulting Irvine, CA	\$115 million	600	S. Robert Kallenbaugh and James E. McDonald, Co-CEOs	www.rbf.com
CHA Albany NY	\$111.8 million	675	Raymond J. Kinley, Jr., President and CEO	www.chacompanies.com
KPFF, Inc. Seattle, WA	\$110.7 million	828	Jefferson Asher, President	www.kpff.com
R.W. Beck Seattle, WA	\$110 million	550	Russell Stepp, President and CEO	www.rwbeck.com
Thornton Tomasetti New York, NY	\$103.1 million	550	Thomas Z. Scarangelo, Chairman	www.thorntontomasetti.com
Rummel, Klepper and Kahl Baltimore, MD	\$102 million	630	Steven G. Zentz, Administrative Partner	www.rkk.com
Foth Green Bay, WI	\$100 million	600	Tim Weyenberg, CEO	www.foth.com
Langan Engineering Elmwood Park, NJ	\$100 million	500	Dave Gockel, CEO	www.langan.com