

A spotlight on top revenue

Fifty firms prosper despite weak economy

By Tara Richards

Given a challenging economic climate, many structural engineering and architecture firms are prospering despite increased competition for projects, smaller backlogs, and company restructuring. Fifty of these top firms are listed by revenue here in the **Structural Engineering & Design Top Structural Engineering and Architecture Firms list**. Twenty-five firms in each of the two categories are listed separately on the following pages.

Though these firms have employed a variety of tactics to survive — and even thrive — in this economy, one common theme is diversification. “As a firm, we have been forced to step out of our comfort zones to engage in marketing and business development strategies with new and existing clients,” says Chris Taylor, AIA, LEED AP, Chief Practice Officer at HMC Architects of Los Angeles. “In these times, clients have to do more with less, and the strength of our relationships has been the lynchpin of our success. More clients are planning and renovating facilities rather than engaging in new construction, and we must be thoughtful in how we are packaging our services.”

Timothy Haahs & Associates, Inc., of Blue Bell, Pa., has used the failing economy as an opportunity to expand their

work to new markets overseas, particularly in the Middle East and Asia. “While pursuing these opportunities, our focus and direction remains the same — to provide master planning for parking and mixed-use developments while creating people places and urban revitalization,” explains the firm president, Timothy H. Haahs, P.E., AIA. “We are looking forward to providing innovative solutions to our international clients.”

Many architects and structural engineers feel the worst is over, though. “We see a slow improvement in

the economy, and we are trying to be strategic but cautious,” says Taylor of HMC Architects. “We are looking at key indicators in all of our core markets and trying to build differentiators for our firm to help position us when these market start to grow again.” Haahs believes the recession has been beneficial for the AEC industry. “We believe the entire AEC industry will emerge more streamlined, more resilient, and more competitive,” Haahs says. “Essentially, our teaming partners and our competition will be stronger and more efficient.”

It will be interesting to see how revenue numbers change over the course of the next year — and which firms find a place on this list for 2011. ▼



About the Structural Engineering & Design Top Structural Engineering and Architecture Firms list

Firms on the list are solely devoted to either architecture or structural engineering or offer multidisciplinary services with a strong architecture or structural 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 and was later confirmed by firm representatives. Some firms declined to participate. Additionally, some data was submitted by firm representatives through an online questionnaire hosted by **Structural Engineering & Design**. In all cases, the most recent financial data (primarily from fiscal year 2009) was used.

Other requirements were that that firms must have at least 51 percent of their revenue derived from either architectural or structural engineering services, depending on the list, and that all must have a U.S.-based headquarters. Let us know if you belong on this list for next year by e-mailing Tara Richards, associate editor, at trichards@stagnitimedia.com.

TOP STRUCTURAL ENGINEERING FIRMS 2010

Firm North American Headquarters	Annual Revenue	No. of employees	Leadership	Website
HNTB Los Angeles, CA	\$800 Million	3,700	Robert Stromsted, CEO	www.hntb.com
Dewberry Fairfax, VA	\$353 Million	1,800	Donald E. Stone, Jr., CEO	www.dewberry.com
Arup New York, NY	\$203 Million	878	Gregory Hodkinson, Chairman of Arup in the Americas	www.arup.com
T.Y. Lin International New York, NY	\$194 Million	1,400	Alvaro J. Piedrahita, President and CEO	www.tylin.com
KPFF Seattle, WA	\$110.7 Million	828	Jefferson Asher, President	www.kpff.com
Thornton Tomasetti New York, NY	\$103.1 Million	550	Daniel A. Cuoco, President and CEO	www.thorntontomasetti.com
Wiss, Janney, Elstner Associates Inc. Northbrook, IL	\$91.2 Million	500	William J. Nugent, President and Senior Principal	www.wje.com
Simpson Gumpertz & Heger Inc. Waltham, MA	\$82.9 Million	425	Glenn Bell, CEO	www.sgh.com
Walter P Moore Houston, TX	\$53.9 Million	308	Raymond F. Messer, President and CEO	www.walterpmoore.com
Degenkolb Engineers San Francisco, CA	\$29 Million	154	Chris D. Poland, CEO and Chairman	www.degenkolb.com
Collins Engineers, Inc Chicago, IL	\$29 Million	166	Thomas J. Collins, President	www.collinsengr.com
Magnusson Klemecic Associates Inc. Seattle, WA	\$23.2 Million	109	John Magnusson, CEO	www.mka.com
Jaster-Quintanilla Austin, TX	\$16.1 Million	128	Gary W. Jaster, Principal	www.jqeng.com
Wallace Engineering Structural Consultants Inc. Tulsa, OK	\$14.8 Million	140	Tom Wallace, President and CEO	www.wallacesc.com
KL&A, Inc. Golden, CO	\$9.1 Million	38	Gregory Kingsley, President and CEO	www.klaa.com
Timothy Haahs & Associates, Inc. Blue Bell, PA	\$8.5 Million	42	Timothy H. Haahs, President	www.timhaahs.com
PCS Structural Solutions Seattle, WA	\$7.3 Million	39	Craig Stauffer, President	www.pcs-structural.com
Raths, Raths & Johnson, Inc. Willowbrook, IL	\$6.1 Million	28	Otto C. Guedelhoefer, Senior Principal	www.rroj.com
Steven Schaefer Associates, Inc. Cincinnati, OH	\$5.5 Million	50	James R. Miller, President	www.ssastructural.com
Finley Engineering Group, Inc. Tallahassee, FL	\$5 Million	34	Craig Finley, Jr., Managing Principal	www.finleyengineeringgroup.com
Ruby+Associates, Inc. Farmington Hills, MI	\$3.7 Million	31	Jay Ruby, President and CEO	www.rubyusa.com
Clark Western Design Roswell, GA	\$2.2 Million	21	Robert Warr, Director of Design Services	www.clarkwesterndesign.com
BHB Consulting Engineers, P.C. Salt Lake City, UT	\$2.1 Million	22	Don W. Barker, President	www.bhbengineers.com
Mulhern & Kulp Structural Engineering Inc. Ambler, PA	\$1.7 Million	12	Joe Kulp, Principal	www.mulhernkulp.com
Integrity Structural Corp. Houston, TX	\$1.1 Million	11	Jason A. Laymon, Principal	www.integritystructural.com