

Environmental Consultants See 4.4% Rise in 2021 Billings

Montrose, Stantec See Big Growth

By PETER J. BRENNAN

Orange County billings at local environmental consulting firms rose 4.4% to \$485 million.

The Business Journal list ranks firms based in Orange County with local billings that top \$10 million annually. The 17 companies on this list provide a mix of advice and assistance to organizations on a variety of environmental issues related to pollutants, toxic substances and other hazardous materials.

The companies reported 2,466 local employees, a 7.5% increase from a year ago.

Most firms represented work well beyond Orange County borders—several are global operators with 10-figure top lines.

Companywide, these firms reported billings increased 12% to \$12.1 billion. They find a steady source of income from local offices, with most of the larger company locations centered around Irvine, coastal areas, or state and county agencies in central Orange County.

Several of these are recognizable to OCers as their names—**Tetra Tech Inc.** and **Aecom** for instance—grace buildings facing local roads, freeways and construction which, in a nice twist, might involve projects the firms are involved with.

No. 5 Aecom with a local office in Orange reported OC billings fell 14% to \$38 million. A year ago, its sales climb 25%. Companywide billings at the Los Angeles-based firm were off 46% to \$1.5 billion.

Tetra Tech local work at Irvine's Michelson Wastewater Treatment Plant helped increase the plant's water production from 18 to 28 million gallons per day



PHOTO CREDIT: IRWD

Pasadena-based Tetra Tech is No. 1 again, with an estimated OC billings of \$72.8 million. Its Irvine office is at the corner of Von Karman Avenue and Main Street, not far from John Wayne Airport.

Montrose

The biggest percentage increase on this year's list was 49% to \$50.9 million in local billings at **Montrose Environmental Group Inc.**, which operates out of Irvine although its headquarters designation was moved last year to Arkansas. Its 2021 companywide billings jumped 67% to \$547.4 million. The company climbed from No. 5 to No. 3 on the list.

It went public in July 2020 and now sports a \$1.3 billion market cap (NYSE: MEG).

Montrose, which touts itself to investors as

a "pure play environmental company," has quickly grown its national presence after a series of roll-up acquisitions.

Its OC growth was due primarily to last year's acquisition of Laguna Beach-based **Environmental Intelligence**, which reported \$20 million in 2021 sales. Founded in 1994 by **David Levine**, Environmental Intelligence provides services in support of major capital improvement projects, including residential, oil and gas, utility, and renewable energy projects throughout California.

Since 2014, Environmental Intelligence has managed day-to-day environmental operations related to **Southern California Edison's** Hazardous Tree Removal Project to maximize tree removals and brush clearing while avoiding impacts to sensitive biological and cultural re-

sources within the utility's transmission corridors located within and adjacent to national forests in California such as the Angeles, San Bernardino and Sierra National Forests.

"We see a unique opportunity in pairing EI's pioneering work in wildfire mitigation and geospatial innovations with Montrose's disaster response services," Montrose Chief Operating Officer **Josh LeMaire** said in a statement at the time of the acquisition. "The addition of EI to the Montrose platform will also strengthen our exposure to renewable energy projects throughout Southern California."

Montrose boosted its OC headcount the most on the list, increasing 324% to 280 employees.

Stantec Surge

The next biggest increase was No. 8 **Stantec**, whose Irvine office reported billings climbed 39% to \$23.4 million. However, its OC headcount fell 5.4% to 139.

The firm works with many utilities to help them install batteries at their facilities.

"We've been doing a lot of utilities that have switching areas and we're putting in big battery storages so they can store energy right there," said **John Bollier**, Stantec's senior principal in Orange County.

He noted that renewable infrastructure projects have moved from wind turbines to solar panels to batteries. It also takes soil samples for lead testing alongside Southern California's freeways.

Stantec, which has its headquarters in Edmonton, Alberta, saw 2021 revenue jump 149% to \$3.3 billion. ■



THE LIST ENVIRONMENTAL CONSULTANTS



ALLAN DICKS
CFO
Montrose Environmental Group Inc.



DAVID F. ELWELL
VP, Community Development
Stantec



BRIAN JACOBS
Principal Hydrogeologist
Wood Environment & Infrastructure Solutions Inc.



CHRIS MOCKUS
VP
Aecom Technical Services Inc.



BRIAN PETTY
Branch Manager
Geosyntec Consultants Inc.



STEVE TEDESCO
Senior VP
Tetra Tech Inc.

THE LIST ENVIRONMENTAL CONSULTANTS

► NEXT WEEK'S LIST
2021 Largest Charitable Gifts

RANKED BY OC ENVIRONMENTAL BILLINGS

Rank	Company	OC environmental billings for 12 months ended Dec. 31, 2021	Companywide environmental billings for 12 months ended Dec. 31, 2021	OC employees	Percentage breakdown of work:			Partial list of clients served by OC office(s)	Top local official(s)
Prev. Rank	•Address •Headquarters	•yearly % change	•yearly % change	•yearly % change	•Public sector	•Private sector		•Title •Phone/fax	
Rank	Company logo				•Air/Water Quality	•Waste/Pollution Management			
					•Regulatory Compliance	•Other			
1 (1)	Tetra Tech Inc. 17885 Von Karman Ave., Ste. 500 Irvine 92614-5227 Pasadena Website: tetratech.com Email: steve.tedesco@tetratech.com	\$72.8 million ⁽¹⁾ NA	\$3 billion ⁽¹⁾ NA	245 ⁽¹⁾ NA	50% 70% 5%	50% 25% 0%	Orange County, Irvine Ranch Water District	Steve Tedesco senior VP (949) 809-5000/(949) 809-5010	
2 (2)	Arcadis U.S. Inc. 320 Commerce, Ste. 200 Irvine 92602-1363 Highlands Ranch, Colo. Website: arcadis.com/en/united-states Email: ausinternet@arcadis.com	\$52 million ⁽¹⁾ NA	\$750 million ⁽¹⁾ NA	130 ⁽¹⁾ NA	wnd	wnd	would not disclose	Craig Halvorson senior VP, transportation (714) 730-9052/(714) 730-9345	
3 (5)	Montrose Environmental Group Inc. 4 Park Plaza, Ste. 790 Irvine 92614-8507 Little Rock, Ark. Website: montrose-env.com	\$50.9 million 49%	\$547.4 million 67%	238 ⁽¹⁾ NA	0% 80% 10%	100% 10% 0%	would not disclose	Allan Dicks CFO (949) 988-3500	
4 (3)	Miller Environmental Inc. 1130 W. Trenton Ave. Orange 92867-3536 Orange Website: millerenvironmental.com	\$47 million ⁽¹⁾ NA	\$47 million ⁽¹⁾ NA	100 ⁽¹⁾ NA	50% 0% 0%	50% 70% 30%	Los Angeles Community College District, Kaiser Permanente, NBC Universal, Disneyland Resorts, Chevron Corp., L.A. Unified School District	Gregg Miller president (714) 385-0099/(714) 385-0011	
5 (4)	Aecom Technical Services Inc. 999 Town and Country Road Orange 92868-4713 Los Angeles Website: aecom.com Email: businessinquiry.americas@aecom.com	\$38 million ⁽²⁾ -14%	\$1.5 billion ⁽²⁾ -46%	387 -15%	40% 20% 45%	60% 35% 0%	U.S. Army Corp of Engineers, Dept. of the Air Force, Shell, Chevron, Orange County, SoCalGas, SCE	Chris Mockus VP (714) 567-2400/(714) 567-2594	
6 (6)	Environmental Resources Management 1920 Main St., Ste. 300 Irvine 92614-7279 London Website: erm.com Email: tony.parenteau@erm.com	\$27.1 million ⁽¹⁾ NA	\$491.8 million ⁽¹⁾ NA	85 ⁽¹⁾ NA	10% 10% 40%	90% 40% 10%	would not disclose	Anthony Parenteau partner (949) 623-4700/(949) 623-4711	
7 (7)	Ramboll US Consulting Inc. 5 Park Plaza, Ste. 500 Irvine 92614-8525 Arlington, Va. Website: americas.ramboll.com Email: apena@ramboll.com	\$24 million ⁽¹⁾ NA	\$243.7 million 15%	89 2%	25% 25% 15%	75% 50% 10%	Real estate, manufacturing, petrochemicals	Eddie Arslanian managing principal (949) 261-5151/(949) 261-6202	
8 (10)	Stantec 38 Technology Drive Irvine 92618-5310 Edmonton, Alberta Website: stantec.com Email: info@stantec.com	\$23.4 million 39%	\$3.3 billion 149%	139 -5%	64% 9% 19%	36% 56% 16%	Multiple OC cities; OCTA; water agencies; Chevron; Tesoro; Boeing; confidential clients including private developers, healthcare facilities, and commercial clients	David F. Elwell VP, community development (949) 923-6000	
9 (8)	TRC Cos. 6 Executive Circle, Ste. 200 Irvine 92614-4734 Windsor, Conn. Website: trccompanies.com Email: cobrien@trcsolutions.com	\$23 million ⁽¹⁾ NA	\$322 million ⁽¹⁾ NA	135 ⁽¹⁾ NA	9% 9% 24%	91% 53% 14%	LA Metro, LADWP, Burlington Northern Santa Fe Corp., Pacific Gas & Electric, OCTA	David Zarider senior VP (949) 727-9336/(949) 727-7311	
10 (9)	Tait 701 N. Parkcenter Drive Santa Ana 92705-3541 Santa Ana Website: tait.com Email: info@tait.com	\$19.5 million -1%	\$40.4 million -5%	100 0%	17% 30% 30%	83% 10% 30%	would not disclose	Thomas Tait/Rich Tait/Trevor Tait CEO/president/managing director (714) 560-8200/(714) 560-8233	
11 (13)	Geosyntec Consultants Inc. 3530 Hyland Ave., Ste. 100 Costa Mesa 92626-1469 Boca Raton, Fla. Website: geosyntec.com Email: bpetty@geosyntec.com	\$19 million 19%	\$400 million 14%	60 9%	40% 30% 10%	60% 30% 30%	Public agencies, manufacturing companies, oil and gas companies, attorneys, real estate developers, and solid waste companies	Brian Petty branch manager (714) 969-0800/(714) 969-0820	
12 (12)	Patriot Environmental Laboratory Services Inc. 1041 S. Placentia Ave. Fullerton 92831-5105 Fullerton Website: patriotlab.com Email: info@patriotlab.com	\$18.2 million 10%	\$25.5 million 19%	180 10%	30% 25% 0%	70% 25% 50%	would not disclose	James Thornbrugh president (714) 899-8900/(714) 899-7098	
13 (15)	Jacob & Hefner Associates Inc. 15375 Barranca Parkway, Ste. J-101 Irvine 92618-2210 Downers Grove, Ill. Website: jacobandhefner.com Email: ebatlle@jacobandhefner.com	\$17.8 million 12%	\$22.2 million 6%	77 1%	25% 40% 20%	75% 15% 25%	Aerospace, Superfunds, industrial, federal	Edward Battle VP (949) 453-1045/(949) 453-1047	

Abbreviations: NA: not applicable; wnd: would not disclose
Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽¹⁾ Business Journal estimate
⁽²⁾ Billings for 12 months ended Sept. 30, 2021

THE LIST ENVIRONMENTAL CONSULTANTS

► NEXT WEEK'S LIST
2021 Largest Charitable Gifts

RANKED BY OC ENVIRONMENTAL BILLINGS

Rank	Company	OC environmental billings for 12 months ended Dec. 31, 2021	Companywide environmental billings for 12 months ended Dec. 31, 2021	OC employees	Percentage breakdown of work:		Partial list of clients served by OC office(s)	Top local official(s)
Prev. Rank	•Address •Headquarters	•yearly % change	•yearly % change	•yearly % change	•Public sector •Air/Water Quality •Regulatory Compliance	•Private sector •Waste/Pollution Management •Other		•Title •Phone/fax
14 (11)	Wood Environment & Infrastructure Solutions Inc. 3560 Hyland Ave., Ste. 100 Costa Mesa 92626-1438 Aberdeen, U.K. Website: woodplc.com Email: toni.niedringhaus@woodplc.com	\$15 million -10%	\$1.2 billion 26%	65 2%	35% 5% 15%	65% 45% 35%	would not disclose	Brian Jacobs principal hydrogeologist (949) 642-0245/(949) 642-4474
15 (16)	Michael Baker International 5 Hutton Centre Drive, Ste. 500 Santa Ana 92707-8714 Pittsburgh Website: mbakerintl.com Email: celeste.rothstein@mbakerintl.com	\$13.8 million ⁽¹⁾ NA	\$140.8 million ⁽¹⁾ NA	250 ⁽¹⁾ NA	80% 75% 20%	20% 5% 0%	Caltrans; counties of Orange, Los Angeles, and Ventura; cities of Irvine, Santa Ana, Newport Beach, Laguna Beach, Burbank, Long Beach, Lancaster, Costa Mesa, Anaheim, Tustin, Ventura, Azusa; water districts	Malcolm Dougherty West regional director (949) 472-3470/(949) 472-8373
16 (18)	Noreas Inc. 16361 Scientific Way Irvine 92618-4354 Irvine Website: noreasinc.com Email: rfi@noreasinc.com	\$12 million ⁽¹⁾ NA	\$12 million ⁽¹⁾ NA	55 ⁽¹⁾ NA	60% 0% 30%	40% 50% 20%	Naval Facilities Engineering Command, Army Corps of Engineers, U.S. Air Force, NASA, Southern California Edison, Southern California Gas Company, private-sector clients	Leila Shaver contracts manager (949) 467-9100/(949) 398-8758
17 (17)	LSA Associates Inc. 20 Executive Park, Ste. 200 Irvine 92614-4731 Irvine Website: lsa.net Email: marketing@lsa.net	\$11.9 million -11%	\$28.1 million -5%	89 6%	47% 10% 65%	53% 0% 25%	OCTA, cities throughout OC, OC Public Works, OC Sheriff's Department, Coast Community College District, Shea Homes/Properties, Standard Pacific Homes, Lennar Family of Builders, Lyon Communities, Irvine Community Development Co., Irvine Co.	Anthony Petros president/COO (949) 553-0666/(949) 553-8076

Abbreviations: NA: not applicable; wnd: would not disclose
Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first

top official listed.
⁽¹⁾ Business Journal estimate

Researched by Meghan Klierer

Banc of California

► from page 3

Earnings Miss

Despite the optimism from Wolff, his company ended 2021 on a disappointing note.

Banc of California (NYSE: BANC) on Jan. 25 reported fourth-quarter results that didn't impress Wall Street. Its adjusted profit of 23 cents a share missed the Zacks Consensus Estimate of 29 cents.

The bank's shares fell 9.3% in the subsequent three trading sessions after its results came out. As of late last week, it counted a market cap of \$1.2 billion. Its shares are still up about 10% year-over-year.

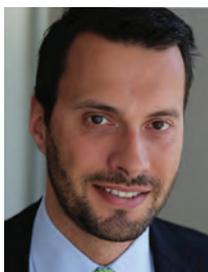
Despite the earnings miss, Wolff told analysts that "we are quite proud of what we accomplished in 2021."

The bank reported 2021 net income climbed almost 400% to \$62.3 million.

During the quarter, it completed the acquisition of locally based **Pacific Mercantile Bancorp** for \$225.4 million.

The deal added \$1.5 billion in total assets, \$962.9 million in loans and \$1.3 billion in deposits. However, its non-performing loans increased 15% to \$52.6 million because of loans acquired in the Pacific Mercantile acquisition.

Its commercial real estate portfolio jumped 62% to \$1.3 billion; it now represents 18% of its total \$7.25 billion in loans.



Guillaume de Chalendar
SVP, Head of Media & Entertainment
Banc of California

Deposit Costs Cut

Another accomplishment for the Santa Ana institution: Wolff is well on his way to reducing the costs of deposits at Banc of California, one of his key



areas of focus since taking over the top spot at the bank about three years ago.

He told analysts that non-interest bearing deposits increased to 37% of total deposits, up from 15% when Wolff joined the company in early 2019.

Reducing the bank's reliance on costly certificates of deposits for funding has been a long-stated goal of Wolff; in 2019 he told the Business Journal that "if you look at the valuations of banks in California, the most highly valued banks are the ones with the lowest costs of deposits," he said. "That's the hardest thing to do—gather low costs of deposits."

"With interest rates expected to rise in 2022, we think we'll be in a good position to benefit from the improvements we've made

in the composition of our balance sheet over the past few years that have made us more asset sensitive," Wolff told analysts late last month.

Media Hire

Separately, the bank announced the hiring of **Guillaume de Chalendar** in the new position of SVP, head of media and entertainment, responsible for bank's growth in the television, film, music and entertainment industries.

De Chalendar spent over nine years at **Bank Leumi** where he was global head of media and entertainment.

Most recently, de Chalendar led similar efforts at **Alvarium Investments**, a multifamily office headquartered in London. ■

BANC OF CALIFORNIA INC.



- **HEADQUARTERS:** Santa Ana
- **BUSINESS:** bank
- **FY 2021 NET INCOME:** \$62.3M (up 395% y/y)
- **MARKET CAP:** \$1.2B
- **NOTABLE:** CEO Jared Wolff says local economy "seems very, very strong"