

Engineering Firms See 3.1% Rise in Billings

See Boom Coming In Solar, 2028 Olympics

■ By PETER J. BRENNAN

Orange County's largest engineering firms reported a 3.1% rise in OC billings to \$1.2 billion for the 12 months ended June 30.

A notable leap was the Brea office of No. 3 **Burns & McDonnell**, which said billings climbed 28% to \$118.2 million.

"What has really stood out has been how incredibly fortunate we are to be part of a company with such a diversified portfolio," **Rashmi Menon**, vice president/GM, California for Burns & McDonnell, told the Business Journal.

She said the firm's OC office has been busy with work in everything from environmental work to aerospace to utilities.

The list ranks OC's 23 largest engineering firms by local billings.

It also provides companywide revenues, which fell 6% to \$62.4 billion; the number of licensed engineers, which climbed 1.4% to 1,103; and local employees, which fell 0.6% to 4,193. None of these latter three affect the rankings.

Eleven firms said their billings were up while seven reported a decline and two had no change. Three firms are listed with Business Journal estimates.

Optimism

No. 20 **Salas O'Brien Engineers** of Santa Ana reported Orange County billings climbed 1.3% to \$11.7 million while companywide it rose 12% to \$174 million.

"The past year was surprisingly good for us," Chief Executive **Darin Anderson** told the Busi-



Anaheim's ARTIC transportation center among Fuscoe Engineering's area projects

ness Journal. "We're fortunate to be in resilient sectors that thrive like data centers, telecom, defense."

It's been building many projects for large technology companies, healthcare firms and university campuses, Anderson said.

The company, which has employed a rollup strategy to grow to 1,300 employees in 51 offices, was profitable on both organic and acquisition growth, he said.

"It was kind of surprising," Anderson said. "We had little exposure to commercial and retail."

He's bullish not only about the coming year. "It's first time in 15 years that I feel very bullish about the next 5 years," he said.

"The evidence is that we have a record backlog today. There aren't enough qualified engineers to do the work. The prospects are very

positive for critical infrastructure work."



Rashmi Menon
VP/GM, California
Burns & McDonnell

Backlog Zenith

Another company with record backlog was Irvine-based **Fuscoe Engineering Inc.**

"Our backlog is at a zenith—10 months," founder and CEO **Pat Fuscoe** said.

"We have \$31 million in signed contracts that we haven't started on. In our industry, the (backlog) average is five to six months."

While the company reported no change in OC billings and a decline companywide, that's an anomaly from what he expects will be 10% growth this calendar year.

"We're doing well. Our utilization and productivity remain excellent despite 70% working at home," Fuscoe said. "The company's thriving."

He foresees growth in solar energy, multifamily apartments, water reuse and repurposing of

old shopping centers.

Orange County and California will boom in the coming years as projects are being planned on everything from solar energy to the 2028 Olympics in Los Angeles, said Burns & McDonnell's Menon.

The company, with headquarters in Kansas City, MO, provided the engineering, procurement and construction of California's **Vistra Moss Landing Energy Storage Facility** in Monterey County, the world's biggest battery energy storage system now at 400 megawatts.

"The next couple of years will be incredible growth in California, once the infrastructure bill (in Congress) is formalized," she predicted.

Notables

■ The fastest grower was No. 2 **Aecom**, a Dallas-based firm with an office in Orange. It reported billings climbed 32% to \$134.6 million. Its engineer count fell 14% to 92 while its employee count also dropped, 9.7% to 454.

"We anticipate growth in Orange County in the water and civil infrastructure sectors," said **Chris Mockus**, the construction management and construction engineering inspection division manager for AECOM's west region. He also said the upcoming infrastructure package should "help drive funding to important sectors such as transportation/transit."

■ The biggest drop was 51% to \$12 million at **CDM Smith Inc.**, a Boston firm with an office in Irvine.

■ Another firm with a large decline in local work was Anaheim's **Willdan Group Inc.** (Nasdaq: WLDN), which reported billings fell 31% to \$13.8 million. Companywide, its billings also fell 14% to \$364.6 million. Shares of the provider of energy consulting services have declined by about a third since February to \$36.74 and a \$469 million market cap. ■



THE LIST ENGINEERING FIRMS

▶ NEXT WEEK'S LISTS

Corporate Foundations/Giving, Aerospace & Defense Contractors

RANKED BY OC BILLINGS

Rank	Company	Company logo	OC engineering billings for 12 months ended June 30, 2021	Companywide billings for 12 months ended June 30, 2021	OC backlog	OC licensed engineers	Notable projects/clients	Top local official(s)	
Prev. Rank	•Address		•yearly % change	•yearly % change		•yearly % change		•Title	
Rank	•Headquarters					OC employees		•Phone/fax	
						•yearly % change			
1	Fluor Corp. 3 Polaris Way Aliso Viejo 92698-5338 Irving, Texas Website: fluor.com Email: info@fluor.com		\$300 million ⁽¹⁾ NA	\$19.2 billion ⁽¹⁾ NA	wnd	250 ⁽¹⁾ NA 780 ⁽¹⁾ NA	would not disclose	Jennifer Foelske general manager, Southern California operations (949) 349-2000/(949) 349-2585	
2	Aecom 999 Town and Country Road Orange 92868-4713 Los Angeles Website: aecom.com Email: businessinquiry.americas@aecom.com		\$134.6 million 31.5%	\$13.2 billion -34.7%	wnd	92 -14% 454 -9.7%	would not disclose	Chris Mockus construction management, construction engineering and inspection division manager (714) 567-2400/(714) 567-2594	
3	Burns & McDonnell 140 S. State College Blvd., Ste. 100 Brea 92821-5807 Kansas City, Mo. Website: burnsmcd.com Email: lbschroeder@burnsmcd.com		\$118.2 million 27.8%	\$4 billion 129.8%	\$132 million	32 10.3% 131 -13.8%	LAX Delta Ground Support Equipment Design-Build Project, LA Metro Environmental Compliance & Sustainability Support Services for LA Metro, Los Angeles World Airports Environmental On-Call Services, Southern California Edison Grid Modernization	Rashmi Menon VP/general manager, California (714) 256-1595/(714) 256-1764	
4	Jacobs 2600 Michelson Drive, Ste. 500 Irvine 92612-6506 Dallas Website: jacobs.com Email: denise.ryan@jacobs.com		\$107.1 million -0.8%	\$13.6 billion 6.5%	wnd	119 28% 376 1.6%	would not disclose	Julian Hoyle manager, California geographic operations, buildings and infrastructure Americas (949) 224-7500/(949) 224-7501	
5	Tetra Tech Inc. 17885 Von Karman Ave., Ste. 500 Irvine 92614-5227 Pasadena Website: tetrattech.com Email: steve.tedesco@tetrattech.com		\$79 million ⁽¹⁾ NA	\$3.1 billion ⁽¹⁾ NA	wnd	56 ⁽¹⁾ NA 242 5.2%	would not disclose	Steve Tedesco senior VP (949) 809-5000/(949) 809-5010	
6	Michael Baker International 5 Hutton Centre Drive, Ste. 500 Santa Ana 92707-8714 Pittsburgh Website: mbakerintl.com Email: celeste.rothstein@mbakerintl.com		\$77.4 million ⁽¹⁾ NA	\$715.2 million ⁽¹⁾ NA	wnd	84 ⁽¹⁾ NA 250 ⁽¹⁾ NA	would not disclose	Michael J. Conaboy senior VP/West regional director (949) 472-3470/(949) 472-8373	
7	Stantec 38 Technology Drive Irvine 92618-5310 Edmonton, Alberta Website: stantec.com Email: info@stantec.com		\$42.3 million -19.5%	\$3.7 billion -1.1%	\$35.7 million	45 -2.2% 147 -14%	County of Orange, OCSD, OCTA, OCWD, IRWD, South Coast Water District, SCE, and the cities of Anaheim, Irvine, Laguna Beach, Laguna Niguel, Orange, and Santa Ana	David F. Elwell VP, community development (949) 923-6000	
8	Hunsaker & Associates 3 Hughes Irvine 92618-2021 Irvine Website: hnagi.com		\$37 million 0%	\$37 million 0%	wnd	57 ⁽¹⁾ NA 192 -3.5%	would not disclose	Doug Staley president (949) 583-1010/(949) 583-0759	
9	SPEC Services Inc. 10540 Talbert Ave., Ste. 100E Fountain Valley 92708-6051 Fountain Valley Website: specservices.com Email: ccross@specservices.com		\$35.5 million -1.7%	\$35.5 million -7.1%	\$42.3 million	32 0% 208 1%	would not disclose	Kim R. Henry CEO/president (714) 963-8077/(714) 963-0364	
10	Kimley-Horn and Associates Inc. 1100 W. Town and Country Road, Ste. 700 Orange 92868-4648 Raleigh, N.C. Website: kimley-horn.com Email: services@kimley-horn.com		\$34 million 8.8%	\$1.3 billion 10.3%	wnd	58 18.4% 155 28.1%	LAX TBIT Midfield Satellite Concourse, UCI Campus Medical Complex EIR, Local Roadway Safety Plan – City of Seal Beach, Be Well OC – City of Orange Regional Wellness Campus	Jason Matson/Darren Adrian/ Tyler Holst senior VP/senior VP/VP (714) 939-1030	
11	TRC Cos. 17911 Von Karman Ave., Ste. 400 Irvine 92614-6261 Windsor, Conn. Website: trccompanies.com Email: cobrien@trcsolutions.com		\$29.5 million -5.7%	\$1 billion -5.8%	\$99.1 million	45 -10% 135 -2.2%	would not disclose	David Zarider senior VP (949) 727-9336/(949) 727-7311	
12	Tait 701 N. Parkcenter Drive Santa Ana 92705-3541 Santa Ana Website: tait.com Email: jjones@tait.com		\$26.1 million 6.4%	\$40.9 million -5%	\$13.5 million	26 0% 113 0%	would not disclose	Trevor Tait managing director (714) 560-8200/(714) 560-8233	
13	Ninyo & Moore 475 Goddard, Ste. 200 Irvine 92618-4622 San Diego Website: ninyoandmoore.com Email: nm inquiries@ninyoandmoore.com		\$24.7 million 1.7%	\$87.4 million 12.2%	\$13.4 million	13 0% 149 7.2%	would not disclose	Avram Ninyo principal engineer (949) 753-7070/(949) 753-7071	

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 Kliever

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14 (18)	tk1sc 15231 Laguna Canyon Road, Ste. 100 Irvine 92618-7714 Irvine Website: tk1sc.com Email: collaborate@tk1sc.com	\$21.8 million 9.6%	\$49.2 million 13.2%	\$39.8 million	28 3.7% 117 6.4%	would not disclose	Roger Carter principal/partner (949) 751-5800 / (949) 751-5811
15 (16)	Fusco Engineering Inc. 16795 Von Karman Ave., Ste. 100 Irvine 92606-4974 Irvine Website: fuscoe.com Email: info@fuscoe.com	\$21.6 million 0%	\$33.2 million -2.8%	\$20.5 million	21 -30% 107 -10.1%	Park & Paseo, Alliance Residential; ocV!be, Anaheim RE Partners; Crab Cooker Restaurant; Ranch Camp Recreation, Rancho Mission Viejo; The Groves, Brookfield Residential; Della Rosa Apts, Affirmed Housing	Patrick R. Fuscoe CEO (949) 474-1960/(949) 474-5315
16 (12)	Geosyntec Consultants Inc. 2100 Main St., Ste. 150 Huntington Beach 92648-2460 Boca Raton, Fla. Website: geosyntec.com Email: bpetty@geosyntec.com	\$18 million 5.9%	\$375 million 7.1%	wnd	20 0% 55 0%	would not disclose	Brian Petty branch manager (714) 969-0800/(714) 969-0820
17 (17)	Willdan Group Inc. 2401 E. Katella Ave., Ste. 300 Anaheim 92806-5909 Anaheim Website: willdan.com Email: csteele@willdan.com	\$13.8 million -30.6%	\$364.6 million -13.6%	\$11.4 million	12 9.1% 150 17.2%	California Energy Commission Emerging Technology grant at South Coast Air Quality Management District, City Engineering for the City of Los Alamitos, Plan Checking and Code Enforcement for Orange County, Traffic Engineering Services for the City of Newport Beach, Building and Safety Services for the City of Laguna Woods, Construction Management and Inspection Observation Services for the City of Santa Ana	Thomas Brisbin CEO (714) 940-6300/(714) 940-4920
18 (20)	Leighton Consulting Inc. 17781 Cowan Irvine 92614-6009 Irvine Website: leightongroup.com Email: gthomas@leightongroup.com	\$13.1 million 13.8%	\$39.5 million 4.3%	wnd	26 13% 81 1.3%	Orange County Department of Public Works, Southern California Edison, Long Beach Unified School District, Bridge Industrial, OCTA	Kris Lutton/Terry Brennan senior VP/chairman (949) 250-1421/(949) 250-1114

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19 (15)	CDM Smith Inc. 46 Discovery, Ste. 250 Irvine 92618-3133 Boston Website: cdmsmith.com		\$12 million -50.5%	\$1 billion -9.1%	\$9 million	9 0% 35 0%	would not disclose	Anthony Skidmore VP (949) 752-5452	
20 (19)	Salas O'Brien 3700 S. Susan St., Ste. 150 Santa Ana 92704-6953 Santa Ana Website: salasobrien.com Email: darin.anderson@salasobrien.com		\$11.7 million 1.3%	\$174 million 12.3%	\$9.6 million	12 0% 52 0%	Federal government, higher education, healthcare, science and technology	Darin Anderson chairman/CEO (949) 517-4900/(949) 517-4905	
21 (21)	Psomas 5 Hutton Centre Drive, Ste. 300 Santa Ana 92707-8708 Los Angeles Website: psomas.com Email: info@psomas.com		\$11.5 million 2.3%	\$131.3 million 8.5%	\$35.1 million	35 29.6% 159 -3%	County of Orange – Roads and Parking Lots Rehabilitation & ADA Improvements in Brea and Dana Point, City of Fountain Valley - I-405 Widening Design and Construction Support Services, City of Newport Beach - Transmission Main Valve Replacement Phase II	Reuben Tolentino VP (714) 751-7373/(714) 545-8883	
22 (22)	GMU 23241 Arroyo Vista Rancho Santa Margarita 92688-2611 Rancho Santa Margarita Website: gmugeo.com Email: info@gmugeo.com		\$10.2 million -4.1%	\$10.2 million -4.1%	\$5 million	11 0% 41 -6.8%	RMV - PA3/Rienda & Cow Camp Road, SMWD - Trampas Dam, Burnham-Ward Properties/R.D. Olson Construction/Bellwether Financial Group - Dana Point Harbor Revitalization, Western National Group - various apartments, Griffin Structures - Cypress Sports Park, Cities of Mission Viejo, Dana Point, Lake Forest, Aliso Viejo, Garden Grove	Greg Silver/Mike Moscrop/Aron Taylor CEO/VP/VP (949) 888-6513/(949) 888-1380	
23 (0)	KPFF Consulting Engineers 18400 Von Karman Ave., Ste. 600 Irvine 92612-0509 Seattle Website: kpff.com Email: christopher.dominas@kpff.com		\$10 million 9.8%	\$231.3 million 1.7%	\$12.3 million	20 -23.1% 64 20.8%	would not disclose	Robert Fecarotta/William Thorpe/Ali Khamsi/Christopher Dominas managing principals/principal (949) 252-1022/(949) 252-8082	

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