

Engineering Billings Steady Amid ‘Recessionary Environment’

Local Firms Willdan, SPEC Grow OC Work

By KATIE MURAR

Engineering firms with operations in OC reported a stable amount of business for the 12 months ended June 30, overcoming challenges emerging from the recessionary environment.

The 22 companies on this week’s list reported Orange County’s local billings were flat at \$1.2 billion for the year ended June 30. That’s down from last year when companies on the list reported a 3.1% increase.

Business for locally based engineering firms outpaced the sector as a whole.

Of the nine engineering firms with headquarters in Orange County, six reported increases in revenue over the past year, while one was about flat from the year prior.

The highest ranked locally based firm was once again **SPEC Services Inc.** in Fountain Valley, which posted a 23% jump in billings to \$43.8 million. SPEC is known for providing engineering work on projects like pipelines, gas production and wastewater for customers like **Chevron**, the **Southern California Gas Co.** and the **Orange County Water District**.

Another big grower locally was Anaheim’s **Willdan Group Inc.**, which increased revenue 127% to \$31.5 million, helping it jump six spots to No. 11. Companywide revenue at



Santa Ana-based Salas O’Brien has been the engineer on record for the UCI Medical Center for over a decade

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Willdan (Nasdaq: WLDN), which has a \$367 million market cap as of last week and whose services help companies increase their energy efficiency, increased, 5.6%, to \$385 million during the same period.

Big Three

The three largest firms on the list accounted for \$527.1 million, or about 45%, of the total OC engineering billings.

Companywide billings climbed 5.7% to \$65.6 billion, which marked a return to gains after seeing a decline during the pandemic.

The perennial leader, **Fluor Corp.** (NYSE: FLR), said in its second-quarter earnings that

it secured \$3.6 billion in new awards during the quarter, more than twice the \$1.7 billion of new awards in the year-ago period. The Business Journal estimated Fluor’s OC billings were flat at \$300 million.

“Our new awards for the quarter demonstrate that clients are moving forward with capital spending plans in a challenging business environment,” Fluor Chairman and Chief Executive **David Constable** said in a statement. “Although I am disappointed with the performance to date on a few legacy infrastructure projects, our strategic priority to pursue contracts with fair and balanced terms continues to drive a healthier backlog with as-sold margins above our expectations.”

The firm said it has \$38 billion in potential future work for energy transition projects, a fast-growing segment for the firm. In one example of a new energy transition contract, Fluor signed on a large lithium chemicals project in China, for which Fluor will handle engineering, procurement and fabrication management.

Constable said the new awards have helped to offset current market uncertainties.

“We historically perform well in a recessionary environment. And we’re seeing that now,” Constable said.

Aecom (NYSE: ACM), which is based in Los Angeles and has its local office in Orange, said its OC billings declined 11% to \$120 million.

“The markets in which we operate remain strong despite recessionary pressures,” CEO **Troy Rudd** said during the company’s third-quarter earnings call. “A global infrastructure investment renaissance, investments in environment, sustainability and resilience, and adaptation to a post-COVID new normal are secular mega trends that will continue to create growth opportunities for several years to come.”

Rounding out the top three engineering firms is Dallas-based **Jacobs Engineering Group Inc.** (NYSE: J), which counts an office in Irvine. Its work in Southern California includes the \$2 billion widening of Orange County’s 405 Freeway and the \$20 billion renovation of the Los Angeles International Airport. Its estimated OC billings were unchanged at \$107.1 million. ■

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THOMAS BRISBIN
CEO
Willdan Group Inc.



MATTHEW GOLLAN
Associate VP and Construction Manager
Aecom



KIM R. HENRY
CEO and President
SPEC Services Inc.



JASON MATSON
Senior VP
Kimley-Horn and Associates Inc.



RASHMI MENON
VP and General Manager of California
Burns & McDonnell



REUBEN TOLENTINO
Regional Manager
Psomas

THE LIST ENGINEERING FIRMS

▶ NEXT WEEK'S LISTS

Corporate Foundations/Giving, Aerospace & Defense Contractors

RANKED BY OC BILLINGS

Rank	Company	OC engineering billings for 12 months ended June 30, 2022	Companywide billings for 12 months ended June 30, 2022	OC backlog	OC licensed engineers	Notable projects/clients	Top local official(s)
Prev. Rank	•Address •Headquarters	•yearly % change	•yearly % change		•yearly % change •OC employees •yearly % change		•Title •Phone/fax
	Company logo						
1	Fluor Corp. (1) 3 Polaris Way Aliso Viejo 92698-5338 Irving, Texas Website: fluor.com Email: info@fluor.com	\$300 million ⁽¹⁾ NA	\$19.1 billion ⁽¹⁾ NA	wnd	250 ⁽¹⁾ NA 780 ⁽¹⁾ NA	wnd	Jennifer Foelske general manager, Southern California operations (949) 349-2000/(949) 349-2585
2	Aecom (2) 999 Town and Country Road Orange 92868-4713 Los Angeles Website: aecom.com Email: businessinquiry.americas@aecom.com	\$120 million -11%	\$13.3 billion 1%	wnd	116 26% 387 -15%	wnd	Matthew Gollan associate VP, construction manager/construction engineering and inspection, transportation, U.S. West region (714) 567-2400/(714) 567-2594
3	Jacobs (4) 2600 Michelson Drive, Ste. 500 Irvine 92612-6506 Dallas Website: jacobs.com Email: denise.ryan@jacobs.com	\$107.1 million ⁽¹⁾ NA	\$13.5 billion ⁽¹⁾ NA	wnd	120 ⁽¹⁾ NA 375 ⁽¹⁾ NA	wnd	Julian Hoyle manager, California geographic operations, buildings and infrastructure Americas (949) 224-7500/(949) 224-7501
4	Tetra Tech Inc. (5) 17885 Von Karman Ave., Ste. 500 Irvine 92614-5227 Pasadena Website: tetratech.com Email: steve.tedesco@tetratech.com	\$85 million 8%	\$3.9 billion 26%	wnd	59 5% 252 3%	wnd	Steve Tedesco senior VP (949) 809-5000/(949) 809-5010
5	Burns & McDonnell (3) 140 S. State College Blvd., Ste. 100 Brea 92821-5807 Kansas City, Mo. Website: burnsmcd.com Email: lbschroeder@burnsmcd.com	\$77.8 million -34%	\$5.9 billion 48%	wnd	34 6% 151 15%	Los Angeles County Metropolitan Transportation Agency, Los Angeles World Airports, Los Angeles County, City of Newport Beach, Port of Los Angeles	Rashmi Menon VP/general manager, California (714) 256-1595/(714) 256-1764
6	Michael Baker International (6) 5 Hutton Centre Drive, Ste. 500 Santa Ana 92707-8714 Pittsburgh Website: mbakerintl.com	\$77 million ⁽¹⁾ NA	\$715 million ⁽¹⁾ NA	wnd	80 ⁽¹⁾ NA 250 ⁽¹⁾ NA	wnd	Malcolm Dougherty West regional director (949) 472-3505/(949) 472-8373
7	Kimley-Horn and Associates Inc. (10) 1100 W. Town and Country Road, Ste. 700 Orange 92868-4648 Raleigh, N.C. Website: kimley-horn.com Email: services@kimley-horn.com	\$45.8 million 35%	\$1.8 billion 35%	wnd	69 19% 171 10%	Metrolink SCORE Program, City of Santa Ana CEQA, Shea Properties Cypress City Center, Providence St. Joseph medical office building	Jason Matson/Darren Adrian/ Nicole Kerry senior VPs (714) 939-1030
8	SPEC Services Inc. (9) 10540 Talbert Ave., Ste. 100E Fountain Valley 92708-6051 Fountain Valley Website: specservices.com Email: ccross@specservices.com	\$43.8 million 23%	\$43.8 million 23%	\$41.6 million	39 22% 232 12%	wnd	Kim R. Henry CEO/president (714) 963-8077/(714) 963-0364
9	Stantec (7) 38 Technology Drive Irvine 92618-5310 Edmonton, Alberta Website: stantec.com Email: dave.elwell@stantec.com	\$42.3 million ⁽¹⁾ NA	\$3.7 billion ⁽¹⁾ NA	\$35.7 million ⁽¹⁾	45 ⁽¹⁾ NA 139 -5%	wnd	David F. Elwell senior principal, community development (949) 923-6000
10	Hunsaker & Associates (8) 3 Hughes Irvine 92618-2021 Irvine Website: hnagi.com	\$40 million 8%	\$40 million 8%	wnd	57 0% 200 4%	wnd	Doug Staley president (949) 583-1010/(949) 583-0759
11	Willdan Group Inc. (17) 2401 E. Katella Ave., Ste. 300 Anaheim 92806-5909 Anaheim Website: willdan.com Email: csteele@willdan.com	\$31.5 million 127%	\$385 million 6%	\$15 million	15 25% 182 21%	wnd	Thomas Brisbin CEO (714) 940-6300/(714) 940-4920
12	TRC Cos. (11) 6 Executive Circle, Ste. 200 Irvine 92614-4734 Windsor, Conn. Website: trccompanies.com	\$29.4 million ⁽¹⁾ NA	\$1 billion ⁽¹⁾ NA	\$99.1 million ⁽¹⁾	45 ⁽¹⁾ NA 135 ⁽¹⁾ NA	wnd	David Zarider senior VP (949) 727-9336/(949) 727-7311
13	Ninyo & Moore (13) 475 Goddard, Ste. 200 Irvine 92618-4622 San Diego Website: ninyoandmoore.com Email: nminquiries@ninyoandmoore.com	\$29 million 17%	\$98.1 million 12%	\$9.5 million	11 -15% 145 -3%	wnd	Avram Ninyo principal engineer (949) 753-7070/(949) 753-7071
14	Tait (12) 701 N. Parkcenter Drive Santa Ana 92705-3541 Santa Ana Website: tait.com Email: ijones@tait.com	\$26 million -1%	\$39.4 million -4%	\$7.6 million	26 0% 110 -3%	wnd	Trevor Tait managing director (714) 560-8200/(714) 560-8233

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

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15 (15)	Fusco Engineering Inc. 16795 Von Karman Ave., Ste. 100 Irvine 92606-4974 Irvine Website: fuscoe.com Email: info@fuscoe.com		\$22.7 million 5%	\$36.9 million 11%	\$21.7 million	20 -5% 122 14%		VEA Newport Beach Marriott/Lyon Living; The Landing at Tustin Legacy/Brookfield; RMV Village of Rienda Evolve Homes/Pulte Homes; Laguna Niguel City Center Residential/Sares-Regis; Westmont Senior Living/SRM Development; Costco Wholesale (various sites)	John Olivier CEO (949) 474-1960/(949) 474-5315
16 (14)	tk1sc 15231 Laguna Canyon Road, Ste. 100 Irvine 92618-7714 Irvine Website: tk1sc.com Email: collaborate@tk1sc.com		\$21.8 million ⁽¹⁾ NA	\$49 million ⁽¹⁾ NA	\$39.8 million ⁽¹⁾	30 ⁽¹⁾ NA 120 ⁽¹⁾ NA		wnd	Roger Carter principal/partner (949) 751-5800/(949) 751-5811
17 (16)	Geosyntec Consultants Inc. 3530 Hyland Ave., Ste. 100 Costa Mesa 92626-1469 Boca Raton, Fla. Website: geosyntec.com Email: bpetty@geosyntec.com		\$19 million 6%	\$400 million 7%	\$10 million	20 0% 60 9%		wnd	Brian Petty branch manager (714) 969-0800/(714) 969-0820
18 (21)	Psomas 5 Hutton Centre Drive, Ste. 300 Santa Ana 92707-8708 Los Angeles Website: psomas.com Email: info@psomas.com		\$15 million 31%	\$140 million 7%	\$12.5 million	29 -17% 166 4%		City of Laguna Niguel - Crown Valley Parkway Widening; City of Fountain Valley - I-405 Widening Design and Construction Support Services; City of Newport Beach - Transmission Main Valve Replacement Phase II; OCTA	Reuben Tolentino regional manager (714) 751-7373/(714) 545-8883

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19 (18)	Leighton Consulting Inc. 17781 Cowan Irvine 92614-6009 Irvine Website: leightongroup.com Email: gthomas@leightongroup.com	\$12.3 million -7%	\$43.2 million 10%	\$5.8 million	22 -15% 97 20%	Irvine Metrolink Station (OCTA) - Irvine, A-Town - Anaheim, CHOC Expansion, Santa Ana	Sudhir Damle/Kris Lutton CEO/senior VP, president of environmental services (949) 250-1421/(949) 250-1114
							
20 (19)	CDM Smith Inc. 46 Discovery, Ste. 250 Irvine 92618-3133 Boston Website: cdmsmith.com	\$12 million ⁽¹⁾ NA	\$1 billion ⁽¹⁾ NA	\$9 million ⁽¹⁾	10 ⁽¹⁾ NA 35 ⁽¹⁾ NA	wnd	Anthony Skidmore VP (949) 752-5452
							
21 (20)	Salas O'Brien 3700 S. Susan St., Ste. 150 Santa Ana 92704-6953 Santa Ana Website: salasobrien.com Email: darin.anderson@salasobrien.com	\$11.3 million -4%	\$340.4 million 96%	\$18.6 million	13 8% 55 6%	Kaiser Permanente	Darin Anderson chairman/CEO (949) 517-4900/(949) 517-4905
							
22 (22)	GMU Geotechnical Inc. 23241 Arroyo Vista Rancho Santa Margarita 92688-2611 Rancho Santa Margarita Website: gmugeo.com Email: info@gmugeo.com	\$10.6 million 4%	\$10.6 million 4%	\$5 million	9 -18% 41 0%	Rancho Mission Viejo, Santa Margarita Water District, counties of Orange and LA, Irvine Co., numerous cities	Greg Silver/Mike Moscrop/Aron Taylor CEO/VP/VP (949) 888-6513/(949) 888-1380
							

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Researched by Meghan Kliever





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