

THE CONSTRUCTION RESOURCE

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INSIDE:
THE TOP 100
PROFESSIONAL
SERVICES
FIRMS

LONG-TERM INVESTOR

Chairman and CEO Vincent Clancy positions
PM firm Turner & Townsend to outmaneuver
market uncertainties (P. 20)

The Top 50 Program Management Firms

RANK 2018	FIRM	2017 REVENUE IN \$ MIL.		
		DOMESTIC REVENUE	INT'L REVENUE	TOTAL REVENUE
1	AECOM , Los Angeles, Calif.	2,940.1	400.9	3,341.0
2	JACOBS , Dallas, Texas	1,011.7	644.3	1,656.0
3	BECHTEL , San Francisco, Calif.	1,542.0	17.0	1,559.0
4	CBRE GROUP INC. , Los Angeles, Calif.	485.4	746.8	1,232.2
5	PARSONS , Pasadena, Calif.	867.3	292.7	1,160.0
6	JLL , Chicago, Ill.	547.3	425.1	972.4
7	SNC-LAVALIN INC. , Bothell, Wash.	356.8	30.4	387.2
8	HILL INTERNATIONAL INC. , Philadelphia, Pa.	154.5	121.6	276.1
9	WSP USA , New York, N.Y.	274.8	0.0	274.8
10	HDR , Omaha, Neb.	208.7	1.9	210.6
11	BURNS & MCDONNELL , Kansas City, Mo.	177.4	0.0	177.4
12	HASKELL , Jacksonville, Fla.	119.4	17.8	137.2
13	GILBANE BUILDING CO. , Providence, R.I.	107.4	0.3	107.7
14	ARCADIS NORTH AMERICA/CALLISONRTKL , Highlands Ranch, Colo.	102.0	0.0	102.0
15	CDM SMITH , Boston, Mass.	76.8	13.0	89.8
16	LEIDOS , Reston, Va.	79.3	5.1	84.4
17	BLACK & VEATCH , Overland Park, Kan.	30.9	40.4	71.3
18	LOUIS BERGER , Morristown, N.J.	38.0	30.0	68.0
19	KLEINFELDER , San Diego, Calif.	54.5	10.4	64.9
20	RS&H INC. , Jacksonville, Fla.	51.6	0.0	51.6
21	SEVAN MULTI-SITE SOLUTIONS LLC , Downers Grove, Ill.	40.7	0.0	40.7
22	VANIR CONSTRUCTION MANAGEMNT INC. , Sacramento, Calif.	39.9	0.0	39.9
23	TURNER & TOWNSEND , New York, N.Y.	38.4	0.0	38.4
24	LENDLEASE , New York, N.Y.	37.2	0.0	37.2
25	LEA+ELLIOTT INC. , Grand Prairie, Texas	35.0	0.0	35.0
26	CARDNO INC. , Lone Tree, Colo.	0.0	33.7	33.7
27	MARKON SOLUTIONS , Falls Church, Va.	28.3	4.1	32.4
28	BRAILSFORD & DUNLAVEY INC. , Washington, D.C.	31.6	0.0	31.6
29	MCDONOUGH BOLYARD PECK INC. , Fairfax, Va.	28.2	1.2	29.4
30	STANTEC INC. , Irvine, Calif.	28.5	0.0	28.5
31	PROJECT TIME & COST LLC , Atlanta, Ga.	24.2	4.2	28.4
32	KITCHELL CORP. , Phoenix, Ariz.	26.0	0.0	26.0
33	ALPHA CORP. , Dulles, Va.	25.5	0.2	25.7
34	CAROLLO ENGINEERS , Walnut Creek, Calif.	25.2	0.0	25.2
35	CSA GROUP , New York, N.Y.	23.6	1.6	25.2
36	CORDOBA CORP. , Los Angeles, Calif.	24.9	0.0	24.9
37	PMA CONSULTANTS LLC , Detroit, Mich.	24.9	0.0	24.9
38	DESIGN SYSTEMS INC. , Farmington Hills, Mich.	22.9	1.8	24.7
39	ON-BOARD ENGINEERING , East Windsor, N.J.	24.4	0.0	24.4
40	FREESE AND NICHOLS INC. , Fort Worth, Texas	23.0	0.0	23.0
41	GAFCON INC. , San Diego, Calif.	20.4	0.0	20.4
42	HOAR PROGRAM MANAGEMENT (HPM) , Birmingham, Ala.	20.1	0.0	20.1
43	TETRA TECH INC. , Pasadena, Calif.	0.0	20.0	20.0
44	HGA , Ruston, La.	19.8	0.0	19.8
45	DANNENBAUM ENGINEERING CORP. , Houston, Texas	19.4	0.0	19.4
46	JAMES R. VANNOY & SONS CONSTRUCTION CO. INC. , Jefferson, N.C.	18.0	0.0	18.0
47	THE WEITZ CO. & AFFILIATES , Des Moines, Iowa	17.9	0.0	17.9
48	SKANSKA , New York, N.Y.	17.6	0.0	17.6
49	ELECTRICAL CONSULTANTS INC. , Billings, Mont.	17.5	0.0	17.5
50	ARDURRA - KING , Tampa, Fla.	15.1	0.0	15.1

sourcing of project management, but it also has many owners calling on CM-PM firms to provide staff augmentation. “In the public sector, the trend is towards hiring embedded personnel, while our private sector clients focus on deliverables with a project-by-project approach,” says Turner of Markon Solutions.

However, many professional services firms say simply supplying needed people to fill owners’ gaps in staff to assist on project management is not always the wisest choice. For example, Angelides says many owners are using indefinite delivery/indefinite quantity or blanket purchase agreement task-order contracts to support their needs. “These contracts cover the full range of professional PM services from preconstruction to post-construction services,” he says.

But Angelides cautions that, while the role of a CM-PM firm in project delivery is always a value-added strategy for any job, the staff-augmentation role tends to limit a firm’s ability to provide the full range of its subject-matter expertise “when the role is limited to one person’s knowledge of a defined part of the work [as opposed to] a firm’s PM team bringing the collective strengths of multiple key staff in managing all aspects of the work,” he says.

As professional services firms are facing a rising market and are being asked to provide more services, they are getting hit with the same staffing shortages that are affecting the rest of the industry. “Certainly, the shortage of qualified labor is affecting the AEC industry across the board, including professional services. We are seeing price inflation, scarcity of resources and competition for talent,” says Mark Anderson, CEO of Mark G. Anderson Consultants Inc. This shortage is becoming more acute as major corporations increasingly are outsourcing their project management to third-party firms, he says.

Hill International is no exception to the need to grow staff. Griffin says that Hill is providing a very attractive compensation package for its staff, but he admits that there will continue to be salary escalation going forward because of staff shortages.

The way to attract people into the industry may be to tell people what a professional does in the industry. “We have to make this industry more attractive to young people, but just as important, we have to make it welcoming to a more diverse group of people,” says Andrea Rutledge, CEO of the Construction Management Association of America, McLean, Va.

Rutledge points out that communication is the key. “Not everyone in this industry works in a hard hat. Many work in a suit with laptops and iPhones,” she says. This fact may make the industry more appealing to young people seeking a professional career. ■