

7th Annual Exclusive Rankings

the
Zweigletter

Hot Firm 2006 List

100 Fastest-Growing A/E/P & Environmental Consulting Firms



The Zweig Letter

HOT FIRM 2006

The Zweig Letter Hot Firm 2006 List: The 100 Fastest-Growing A/E/P & Environmental Consulting Firms

Rank	Firm	2002 revenue	2005 revenue	\$ growth	% growth
1	Compass Environmental, Inc. , Chicago, IL	\$20,198,165	\$97,533,000	\$77,334,835	383%
2	ENGlobal Corporation , Houston, TX	\$89,122,595	\$254,158,217	\$165,035,622	185%
3	ENTACT , Grapevine, TX	\$47,332,557	\$118,355,886	\$71,023,329	150%
4	ITAC Engineers & Constructors , Chester, VA	\$16,643,637	\$52,142,768	\$35,499,131	213%
5	Arquitectonica , Miami, FL	\$23,718,186	\$64,096,000	\$40,377,814	170%
6	Wood Rodgers, Inc. , Sacramento, CA	\$20,718,120	\$59,386,858	\$38,668,738	187%
7	NELSON , Philadelphia, PA	\$10,419,613	\$36,836,818	\$26,417,205	254%
8	Fagen Engineering LLC , Granite Falls, MN	\$9,533,142	\$34,650,134	\$25,116,992	263%
9	Atwell-Hicks, Inc. , Ann Arbor, MI	\$26,186,264	\$59,757,740	\$33,571,476	128%
10	Bury+Partners , Austin, TX	\$17,498,682	\$40,794,424	\$23,295,742	133%
11	Engineering/Remediation Resources Group, Inc. , Concord, CA	\$6,128,186	\$22,351,955	\$16,223,769	265%
12	Safety and Ecology Corporation , Knoxville, TN	\$34,274,976	\$73,340,692	\$39,065,716	114%
13	Matrix Design Group, Inc. , Colorado Springs, CO	\$5,171,995	\$19,272,522	\$14,100,527	273%
14	Quad Knopf , Visalia, CA	\$12,227,907	\$30,453,881	\$18,225,974	149%
15	ASCG Incorporated , Anchorage, AK	\$58,337,462	\$117,054,665	\$58,717,203	101%
16	LS3P ASSOCIATES LTD. , Charleston, SC	\$18,734,780	\$41,141,549	\$22,406,769	120%
17	Cubellis , Boston, MA	\$9,896,450	\$25,589,054	\$15,692,604	159%
18	LJA Engineering & Surveying, Inc. , Houston, TX	\$15,982,136	\$35,766,603	\$19,784,467	124%
19	Borm Associates, Inc. , Costa Mesa, CA	\$3,368,600	\$14,897,387	\$11,528,787	342%
20	ENVIRON Holdings, Inc. , Arlington, VA	\$82,642,885	\$156,282,533	\$73,639,648	89%
21	King Engineering Associates, Inc. , Tampa, FL	\$14,480,397	\$32,666,830	\$18,186,433	126%
22	The SI Group , Arlington Heights, IL	\$3,915,485	\$14,906,415	\$10,990,930	281%
23	Core States, Inc. , Duluth, GA	\$2,529,711	\$12,936,904	\$10,407,193	411%
24	Vector Engineering, Inc. , Grass Valley, CA	\$5,701,305	\$17,137,771	\$11,436,466	201%
25	Dyer, Riddle, Mills & Precourt, Inc. , Orlando, FL	\$20,288,573	\$41,450,869	\$21,162,296	104%
26	Trihydro Corporation , Laramie, WY	\$10,199,917	\$24,140,302	\$13,940,385	137%
27	WD Partners , Columbus, OH	\$33,848,720	\$65,414,244	\$31,565,524	93%
28	Paulus, Sokolowski and Sartor, LLC , Warren, NJ	\$39,084,648	\$74,433,515	\$35,348,867	90%
29	Buck Engineering , Cary, NC	\$3,014,853	\$13,208,749	\$10,193,896	338%
30	Albert-Garaudy Consulting Engineers , Metairie, LA	\$22,238,916	\$44,574,235	\$22,335,319	100%
31	CMX , Phoenix, AZ	\$18,897,911	\$38,443,484	\$19,545,573	103%
32	Kimley-Horn and Associates, Inc. , Cary, NC	\$195,925,800	\$345,647,575	\$149,721,775	76%
33	Langan Engineering & Environmental Services , Elmwood Park, NJ	\$54,540,497	\$98,261,995	\$43,721,498	80%
34	R.W. Beck, Inc. , Seattle, WA	\$76,273,648	\$136,572,772	\$60,299,124	79%
35	EBI Consulting , Burlington, MA	\$9,351,387	\$21,385,562	\$12,034,175	129%
36	gkkworks , Newport Beach, CA	\$14,948,336	\$31,051,083	\$16,102,747	108%
37	GRG, Inc. , Maitland, FL	\$10,156,244	\$22,733,735	\$12,577,491	124%
38	Bloodgood Sharp Buster Architects & Planners, Inc. , West Des Moines, IA	\$20,539,053	\$40,426,502	\$19,887,449	97%
39	ARCADIS G&M, Inc. , Highlands Ranch, CO	\$250,515,000	\$430,892,000	\$180,377,000	72%
40	BRPH Companies, Inc. , Melbourne, FL	\$29,236,059	\$53,011,329	\$23,775,270	81%
41	The Lawrence Group , St. Louis, MO	\$13,454,346	\$27,698,000	\$14,243,654	106%
42	EYP Mission Critical Facilities , New York, NY	\$23,997,700	\$44,502,400	\$20,504,700	85%
43	WDG Architecture , Washington, DC	\$15,413,271	\$31,072,790	\$15,659,519	102%
44	Patton Harris Rust & Associates , Chantilly, VA	\$19,812,726	\$38,054,005	\$18,241,279	92%
45	Pacific Advanced Civil Engineering, Inc. , Fountain Valley, CA	\$3,918,442	\$12,260,537	\$8,342,095	213%
46	JCJ Architecture, Inc. , Hartford, CT	\$21,600,000	\$40,500,000	\$18,900,000	88%
47	Crafton, Tull & Associates, Inc. , Rogers, AR	\$8,933,272	\$19,899,691	\$10,966,419	123%



Rank	Firm	2002 revenue	2005 revenue	\$ growth	% growth
48	Mid-Valley Engineering, Inc. , Modesto, CA	\$5,341,745	\$13,912,196	\$8,570,451	160%
49	Johnson Engineering, Inc. , Fort Myers, FL	\$13,497,498	\$27,321,669	\$13,824,171	102%
50	Stantec Consulting Inc. , Irvine, CA	\$115,502,387	\$194,039,141	\$78,536,754	68%
51	Cunningham Group Architecture, PA , Minneapolis, MN	\$18,751,554	\$35,334,957	\$16,583,403	88%
52	Groundwater & Environmental Services, Inc. , Neptune, NJ	\$56,655,231	\$96,504,292	\$39,849,061	70%
53	GHAFARI Associates, L.L.C. , Dearborn, MI	\$21,871,109	\$39,939,170	\$18,068,061	83%
54	M2 Group, Inc. , Mesa, AZ	\$1,465,758	\$8,310,434	\$6,844,676	467%
55	Hall & Foreman, Inc. , Irvine, CA	\$12,350,961	\$24,799,882	\$12,448,921	101%
56	GeoTek, Inc. , Las Vegas, NV	\$11,622,531	\$23,574,664	\$11,952,133	103%
57	WilsonMiller, Inc. , Naples, FL	\$37,015,724	\$64,278,350	\$27,262,626	74%
58	URS Corporation , San Francisco, CA	\$2,427,827,000	\$3,917,565,000	\$1,489,738,000	61%
59	EDSA , Fort Lauderdale, FL	\$20,876,494	\$37,997,923	\$17,121,429	82%
60	Terracon Consultants, Inc. , Lenexa, KS	\$137,359,617	\$223,847,653	\$86,488,036	63%
61	SCS Engineers , Long Beach, CA	\$48,313,681	\$81,985,635	\$33,671,954	70%
62	Surveying and Mapping, Inc. , Austin, TX	\$6,508,803	\$14,907,752	\$8,398,949	129%
63	Consul-Tech Enterprises, Inc. , Miramar, FL	\$16,881,824	\$31,778,883	\$14,897,059	88%
64	Hard Hat Services, Inc. , Naperville, IL	\$1,247,037	\$7,285,262	\$6,038,225	484%
65	GeoSyntec Consultants , Atlanta, GA	\$62,099,210	\$101,910,765	\$39,811,555	64%
66	Civil & Environmental Consultants, Inc. , Pittsburgh, PA	\$29,382,735	\$50,824,875	\$21,442,140	73%
67	WPH Architecture, Inc. , Portland, OR	\$2,657,958	\$8,992,335	\$6,334,377	238%
68	Perkowitz+Ruth Architects , Long Beach, CA	\$20,140,694	\$36,113,092	\$15,972,398	79%
69	Margulies & Associates , Boston, MA	\$3,996,955	\$10,683,479	\$6,686,524	167%
70	HDR, Inc. , Omaha, NE	\$470,038,120	\$729,174,856	\$259,136,736	55%
71	Delta Environmental Consultants, Inc. , St. Paul, MN	\$73,610,233	\$117,617,486	\$44,007,253	60%
72	Becker Morgan Group, Inc. , Salisbury, MD	\$9,120,844	\$18,753,849	\$9,633,005	106%
73	Apex Companies, LLC , Rockville, MD	\$23,003,870	\$40,322,515	\$17,318,645	75%
74	Floyd Browne Group , Delaware, OH	\$7,244,093	\$15,468,970	\$8,224,877	114%
75	Building & Earth Sciences, Inc. , Birmingham, AL	\$5,737,808	\$13,112,197	\$7,374,389	129%
76	Universal Engineering Sciences , Orlando, FL	\$32,356,448	\$54,464,983	\$22,108,535	68%
77	Wantman Group, Inc. , West Palm Beach, FL	\$4,126,379	\$10,630,832	\$6,504,453	158%
78	Cline Design Associates , Raleigh, NC	\$6,027,421	\$13,543,222	\$7,515,801	125%
79	Integrus Architecture , Spokane, WA	\$6,762,440	\$14,655,255	\$7,892,815	117%
80	The Evans Group , Orlando, FL	\$5,645,056	\$12,858,091	\$7,213,035	128%
81	Engineering Consulting Services Ltd. , Chantilly, VA	\$61,278,306	\$97,300,000	\$36,021,694	59%
82	Holabird & Root, LLC , Chicago, IL	\$8,429,577	\$17,219,888	\$8,790,311	104%
83	Withers & Ravenel , Cary, NC	\$8,542,268	\$17,371,563	\$8,829,295	103%
84	Converse Consultants , Monrovia, CA	\$21,026,819	\$36,624,894	\$15,598,075	74%
85	Cole & Associates, Inc. , St. Louis, MO	\$2,178,437	\$7,699,731	\$5,521,294	253%
86	VA Consulting, Inc. , Irvine, CA	\$4,229,628	\$10,439,254	\$6,209,626	147%
87	Maverick Engineering, Inc. , Victoria, TX	\$10,283,355	\$20,051,999	\$9,768,644	95%
88	ESP Associates, P.A. , Charlotte, NC	\$9,263,685	\$18,489,768	\$9,226,083	100%
89	EnviroTrac Ltd. , Ronkonkoma, NY	\$10,920,198	\$20,938,017	\$10,017,819	92%
90	Bohannon Huston, Inc. , Albuquerque, NM	\$14,901,138	\$26,833,125	\$11,931,987	80%
91	Bowman Consulting Group, Ltd. , Chantilly, VA	\$20,246,471	\$35,250,054	\$15,003,583	74%
92	SB Architects , San Francisco, CA	\$9,015,353	\$17,865,582	\$8,850,229	98%
93	Long Engineering, Inc. , Atlanta, GA	\$1,393,363	\$6,311,960	\$4,918,597	353%
94	C.T. Hsu Group , Orlando, FL	\$3,413,488	\$9,091,012	\$5,677,524	166%
95	McKim & Creed, P.A. , Wilmington, NC	\$22,641,983	\$38,511,915	\$15,869,932	70%
96	Hayes, Seay, Mattern & Mattern, Inc. , Roanoke, VA	\$50,721,518	\$79,392,045	\$28,670,527	57%
97	Nodarse & Associates, Inc. , Winter Park, FL	\$13,197,962	\$23,829,023	\$10,631,061	81%
98	Hill International, Inc. , Marlton, NJ	\$73,090,000	\$112,229,000	\$39,139,000	54%
99	Xpert Design & Diagnostics, LLC , Stratham, NH	\$2,388,313	\$7,404,869	\$5,016,556	210%
100	H+L Architecture , Denver, CO	\$12,827,298	\$23,247,310	\$10,420,012	81%



Behind *The Zweig Letter* Hot Firm 2006 List

> An explanation of how the 100 fastest-growing A/E/P and environmental consulting firms were determined.

How did these 100 firms get named to *The Zweig Letter* Hot Firm 2006 List? Not only did they survive economic instabilities over the past few years, but they grew in the process— some doubling or even tripling their gross revenue from 2002 to 2005. For the seventh year in a row, *The Zweig Letter* has ranked the fastest-growing architecture, engineering, and environmental consulting firms. As with previous years, we began the procedure for the list in early March with a nationwide call for industry firms to complete a short entry form with questions about their firm type, size, and 2002 and 2005 gross revenues. Firm leaders from all types and sizes of companies shared this information with us. We received submissions from firms exhibiting growth over the past three years, and then verified the top contenders' revenue figures using financial statements or income tax returns reviewed by third parties.

We created *The Zweig Letter* Hot Firm 2006 List to identify the fastest-growing A/E/P and environmental firms in the United States from 2002 to 2005. We also invited Canadian firms to enter, but received only a handful of entries. Because of the small Canadian turnout, only U.S. firms cracked the top 100. We had a record number of more than 400 entries for this year's Hot Firm List, making it even more difficult than in previous years to attain one of the top 100 spots.

Eligibility rules for *The Zweig Letter* Hot Firm 2006 List state that firms must be based in the United States or Canada and derive the majority of their revenue from the practice of architecture, engineering, planning, environmental consulting, design and construction, or allied disciplines. Eligible firms had to be in business as of January 1, 2002, and had to have 2002 gross revenues of at least \$1 million.

Since we first created the Hot Firm List in 2000, we've taken special care to recognize both small firms and large firms for their success. A \$5 million firm may have an easier time doubling in size than a \$5 billion firm, while at the same time, growing by an additional \$1 billion is a more feasible goal for the large firm than the small firm. To alleviate this problem, we weighted firms' dollar growth and percentage growth equally to give both small firms and large firms an opportunity to make the list. Each firm was assigned a dollar ranking and a percentage ranking; then we combined the two numbers for a total score. The 100 firms with the best combined scores are the winners on *The Zweig Letter* Hot Firm 2006 List. The top 100 firms are of all types and sizes. Some are strictly architecture, engineering, or environmental consulting firms. Others are multi-discipline or full-service firms, offering a range of design and environmental services and, in some cases, project management and other services as well. Firms on this year's list range in size from \$6.3 million in 2005 revenue to \$3.9 billion. And yet they all have one common characteristic— amazing growth over the past three years.

The number-one firm on *The Zweig Letter* Hot Firm 2006 List is environmental firm **Compass Environmental, Inc.** (Chicago, IL). E/A firm **URS Corporation** (San Francisco, CA) had the highest dollar growth of all the firms, while design/build firm **Hard Hat Services, Inc.** (Naperville, IL) grew the most on a percentage basis. Finally, we'd like to give special recognition to **King Engineering Associates, Inc.** (Tampa, FL), which moved up 61 places (more than any other firm this year)— from #82 on last year's Hot Firm List to #21 this year.

Congratulations to all of this year's Hot Firms. We know it isn't easy to get to the top! And to those firms that didn't make it to this year's list, we look forward to giving you another opportunity to earn this recognition next year. — **LAURA ROTHMAN**

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> Hot Firm 2006 Conference

Now in its 7th year, *The Zweig Letter* Hot Firm Conference is the annual gathering for leaders from the country's foremost design, engineering, and environmental consulting firms. Every October since 2000, these executives have come together to meet other entrepreneurs, authors, educators, and management experts, to network, learn about best practices, and celebrate another successful year.

This conference is designed for anyone who wants to know more about how the most successful A/E firms are managed. In keynote presentations, and in-depth focus sessions, we take on the topics of foremost concern to firms that want to stay competitive, including recruitment strategies, leadership development, ownership transition, merger and acquisition trends and other management issues for the leaders of growing firms.

Topping the list of inspiring keynote speakers confirmed for 2006:

Mark C. Zweig, founder and vice chairman of ZweigWhite, will give the opening talk on "Managing the business of you." Also, Tony P. Franceschini, P.E., president and CEO of Stantec Inc., will talk about "Should growth be your driving strategy?"

Exclusively for *The Zweig Letter* subscribers!

You are invited to a private breakfast with Mark Zweig to be held on Friday, October 28, 2006. The breakfast will be open ONLY to subscribers of *The Zweig Letter* who are registered for the conference. Here's your chance to get up close and personal with the author you read every week— the "voice" behind the voice of reason for architecture and engineering firms. As a subscriber to *The Zweig Letter*, you also receive a significant discount off the regular registration fee.

For more information or to register, call (800) 466-6275 or check out the conference web site at events.zweigwhite.com/hotfirm2006.

