

Architectural Firms Plan Around Coronavirus

OC Billings Rise 4% Despite Home Working

■ By PETER J. BRENNAN

Architectural firms appear to be adjusting well to the coronavirus, reporting a 4% increase in Orange County billings, according to the annual Business Journal ranking in this week's issue.

The 23 firms on this week's list reported OC billings of \$465.5 million for the 12 months ended June 30.

While growth continues, it didn't keep up with the pace of a year ago, when the 29 architecture firms grew more than 8% to \$499 million.

The LIST

Architecture Firms

p23

Thirteen of the companies reported growth this year, including six that saw billings increase by more than 10%. A year ago, 17 firms reported billings that topped 10%.

The firms this year reported a 2.2% decline in licensed architects to about 400, while overall employment was flat at 2,663.

The list ranked the biggest firms with annual OC billings topping \$5 million.

The firms reported more growth outside OC as companywide billings surged 12.1% to \$2.1 billion.

New Top Name

AO Architects of Orange retained its top spot with \$64.5 million, a 6.4% increase while its OC employment dropped 4.5% to 277.

"We feel this sector is fairly recession



Rendering of MVE + Partners' 4th & Main apartment project in downtown Santa Ana; 7 stories, 220 units

proof as the work from home phenomenon continues," Partner **Rob Budetti** said.

The firm, previously known as Architects Orange, recently acquired Sunnyvale-based **WHL Architects** to expand into Silicon Valley and boost its offerings to science and tech firms (see separate article, page 18).

No. 7 **MVE + Partners Inc.** of Irvine also reported a healthy 7.8% increase to \$22 million in billings. When the coronavirus struck here in March, members of the architectural firm began working from their homes.

"The good news is [as] we were going into pandemic—we were on pace for a record year," MVE President **Matt McLarand** told the Business Journal in May.

"We were fortunate to have a backlog of work coming into this pandemic."

The Business Journal's engineering firm list, which includes several firms also on the architecture list because of varied practice groups, shows even more growth, 6%, than the architects (see separate article, page 27).

Notable Changes

■ **Aecom**, a Los Angeles-based firm with an Orange office, leapfrogged the most spots from No. 19 to No. 9. Its billings jumped 71% to \$15.2 million, making it the biggest climb on the list even though its OC employee count slipped 1.6% to 503.

■ Last year's biggest percentage hike was 167% from the former Irvine-based

gkkworks, which was then acquired by **CannonDesign**. New York-based CannonDesign, which has its office in Irvine, reported billings jumped 10% to \$22 million, good enough to jump one place into the No.7 spot.

■ No. 9 **Jacobs**, which has an office in Irvine, reported its billings declined 13% to \$15.2 million. Companywide billings at the Dallas-based firm jumped 38% to \$595 million.

■ The biggest decline was 17.6% to \$6 million at **tBP/Architecture Inc.** in Newport Beach, now at No. 20.

■ The biggest employee drop was 16.1% to 136 at **KTGY Architecture + Planning**. Billings at the Irvine-based firm, ranked No. 5, also fell 12% to \$28.8 million. ■

THE LIST ARCHITECTURE FIRMS

▶ NEXT WEEK'S LISTS

Corporate Foundations/Giving, Aerospace & Defense Contractors

RANKED BY OC BILLINGS

Rank	Company	OC architecture billings for 12 months ended 6/30/2020 (millions)	Companywide architectural billings for 12 months ended 6/30/2020 (millions)	OC licensed architects	Percentage breakdown of business			Notable projects/clients	Top local official(s)
Prev. Rank	•Address •Headquarters	•yearly % change	•yearly % change	•yearly % change	•Commercial	•Hospitality	•Orange		
1 (1)	AO Architects⁽¹⁾ 144 N. Orange St. Orange 92866-1413 Website: aoarchitects.com Email: info@aoarchitects.com	\$64.5 6.4%	\$64.5 6.4%	62 3.3% 277 -4.5%	14% 0% 0%	7% 45% 0%	24% 75% 1%	2nd & PCH, Long Beach; Bosscat Kitchen & Libations, Orange; Inn at the Mission, San Juan Capistrano; Exposition Point, Los Angeles; Park & Paseo, Santa Ana; First Point Affordable Multifamily, Santa Ana	Jack Selman CEO (714) 639-9860/(714) 639-5286
2 (3)	Ware Malcomb 10 Edelman Irvine 92618-4312 Irvine Website: waremalcomb.com	\$61.2 3.3%	\$145.7 24.9%	22 10% 219 12.3%	80% 0% 7% 8%	0% 0% 0% 5%	51% 44% 5%	Alliant Insurance Services, Riverside University Health System, Irvine Ranch Water District, Keck Medicine of USC, Moulton Niguel Water District, SEB Professional	Ken Wink/Lawrence R. Armstrong/Jay Todisco CEO/chairman/president (949) 660-9128
3 (2)	LPA Inc. 5301 California Ave., Ste. 100 Irvine 92617-3226 Irvine Website: lpainc.com Email: lpa@lpainc.com	\$60.3 1.2%	\$107.3 3.5%	83 5.1% 257 -5.9%	47% 8% 9% 0%	0% 0% 36% 0%	56% 44% 0%	Spectrum Terrace Phase 2, Edwards Life Sciences Phase 2, Crown Valley Park Community Center, TGS Management Company LLC, Glaukos headquarters	Wendy Rogers/Dan Heinfeld CEO/president (949) 261-1001/(949) 260-1190
4 (5)	Gensler Newport Beach 4675 MacArthur Court, Ste. 100 Newport Beach 92660-8811 San Francisco Website: gensler.com Email: anne_bretana@gensler.com	\$35.3 17.7%	wnd	20 -28.6% 99 -13.9%	wnd	wnd	wnd	Rutan & Tucker, Irvine Co., FivePoint UCI, Bank of America, Four Seasons Cabo del Sol, Hoag, SOCCCD	Anne Bretaña/James Young co-managing directors (949) 863-9434

Abbreviations: NR: not ranked; 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⁾ Previously listed as Architects Orange

Researched by Meghan Klierer

▶ Continued on page 24

THE LIST ARCHITECTURE FIRMS

▶ NEXT WEEK'S LISTS

Corporate Foundations/Giving, Aerospace & Defense Contractors

▶ From page 23

RANKED BY OC BILLINGS

Rank	Company	OC architecture billings for 12 months ended 6/30/2020 (millions)	Companywide architectural billings for 12 months ended 6/30/2020 (millions)	OC licensed architects	Percentage breakdown of business			Notable projects/clients	Top local official(s)
Prev. Rank	•Address •Headquarters	•yearly % change	•yearly % change	•yearly % change OC employees	•Commercial •Government •Healthcare •Retail	•Hospitality •Residential •Education •Other	•Orange County •U.S. •International		•Title •Phone/fax
5 (4)	KTGY Architecture + Planning 17911 Von Karman Ave., Ste. 200 Irvine 92614-6209 Irvine Website: ktgy.com Email: irvine@ktgy.com	\$28.8 -11.5%	\$84.9 -7.7%	22 -18.5% 136 -16%	0% 0% 0% 10%	0% 80% 0% 9%	34% 66% 0%	Halcyon House, LMC; the Line, LaTerra Development LLC; Bolsa Row, IP Westminster LLC	Tricia Esser/Chris Texter CEO/managing principal (949) 851-2133/(949) 851-5156
6 (5)	WATG 300 Spectrum Center Drive, Ste. 500 Irvine 92618-4989 Irvine Website: watg.com Email: irvine@watg.com	\$28 -6.7%	\$47.5 -10%	27 -15.6% 115 -3.4%	0% 0% 0% 95%	0% 0% 0% 5%	15% 21% 64%	Nobu Hotel Los Cabos, Mexico; Hard Rock Hotel Los Cabos, Mexico; Vista Collina Resort, Napa; The Ritz-Carlton Bacara, Santa Barbara	Monica Cuervo senior VP/managing director (949) 574-8500/(949) 574-8550
7 (8)	CannonDesign 2355 Main St., Ste. 220 Irvine 92614-4251 New York City Website: cannondesign.com Email: bdekker@cannondesign.com	\$22 10%	\$253 8.6%	18 12.5% 115 0%	15% 0% 45% 0%	0% 0% 40% 0%	wnd	South Orange County Community College District, City of Newport Beach, City of Tustin, Dignity Health, Kaiser Permanente, Incipio	Praful M. Kulkarni director, integrated services (949) 250-1500/(949) 955-2708
7 (7)	MVE + Partners Inc. 1900 Main St., Ste. 800 Irvine 92614-7317 Irvine Website: mve-architects.com Email: info@mve-architects.com	\$22 7.8%	wnd	14 0% 67 0%	wnd	wnd	wnd	OCC Student Housing, Costa Mesa; Residences at Pacific City, Huntington Beach; 1111 Hill Street Tower, Los Angeles; 550 Harborfront, San Pedro; The Grace and Griffin Towers on Spring Street, Los Angeles	Matthew McLarand president/director of design (949) 809-3388/(949) 809-3399
9 (19)	Aecom 999 Town and Country Road Orange 92868-0955 Los Angeles Website: aecom.com Email: businessinquiry.americas@aecom.com	\$15.2 70.8%	\$439.3 0.9%	6 50% 503 -1.6%	11% 18% 2% 0%	68% 1% 0% 0%	2% 40% 58%	would not disclose	Charlene Dekker/Michael Converse VP, director of buildings and places/VP, business unit leader (714) 567-2400/(714) 567-2594
9 (9)	Jacobs 2600 Michelson Drive, Ste. 500 Irvine 92612-4405 Dallas Website: jacobs.com Email: denise.ryan@jacobs.com	\$15.2 -13.1%	\$595 37.9%	12 -14.3% 385 23%	wnd	wnd	wnd	would not disclose	Pierluigi Montanini (949) 224-7500/(949) 224-7501
11 (10)	Little 1300 Dove St., Ste. 100 Newport Beach 92660-2415 Newport Beach Website: littleonline.com Email: thowell@littleonline.com	\$14.1 -5.4%	\$82.3 2.5%	7 -30% 48 -5.9%	31% 3% 13% 31%	2% 0% 19% 2%	17% 83% 0%	General Dynamics, Credo Beauty, Pomona USD Roosevelt Elementary School additions, Fullerton JUHSD Sonora High School gymnasium, Plaza de Artes and amphitheater at Santa Ana College	Doug Robidoux/James Farnell/Henry Kwon office president, partner/retail practice leader, partner/retail studio principal, partner (949) 698-1400
12 (13)	H. Hendy Associates 4770 Campus Drive, Ste. 100 Newport Beach 92660-1833 Newport Beach Website: hhendy.com Email: concierge@hhendy.com	\$11.7 4%	\$11.7 4%	3 0% 42 -12.5%	70% 0% 5% 0%	0% 25% 0% 0%	90% 10% 0%	SAP, Behr Paint Company, Monster Energy Co., OluKai, Kawasaki Motors, Irvine Co., SchoolsFirst Federal Credit Union, Easterseals of Southern California	Heidi Hendy/Jennifer Walton/Felicia Hyde managing principal/principal, architect/principal, design director (949) 851-3080/(949) 851-0807
13 (18)	Taylor Design 17850 Fitch Irvine 92614-6002 Irvine Website: wearetaylor.com Email: connect@wearetaylor.com	\$11.5 28.9%	\$22.6 1.5%	8 33.3% 45 9.8%	0% 75% 0% 0%	0% 15% 10% 0%	52% 48% 0%	University of California-Irvine, Hoag Hospital, Kaiser Permanente, Scripps Health, Sharp HealthCare, University of California-San Diego	Kevin Hinrichs principal/president (949) 574-1325/(949) 574-1338
14 (17)	EwingCole 15231 Laguna Canyon Road, Ste. 200 Irvine 92618-3146 Philadelphia Website: ewingcole.com Email: jwilson@ewingcole.com	\$10.6 9.3%	\$86.8 -3.1%	22 4.8% 48 4.3%	0% 20% 40% 0%	0% 0% 0% 40%	10% 90% 0%	Alcon Inc., Baxter Bioscience, Cedars-Sinai Medical Center, Edwards Lifesciences Corp., Illumina	James Wilson managing principal (949) 417-7550/(949) 585-9391
15 (NR)	TCA Architects Inc. 19782 MacArthur Blvd., Ste. 300 Irvine 92612-2417 Irvine Website: tca-arch.com Email: melissa@tca-arch.com	\$10.6 31.8%	\$24.7 22.6%	13 8.3% 79 -9.2%	0% 0% 0% 0%	0% 100% 0% 0%	30% 70% 0%	Cumulus, Carmel Partners; One Paeso, Kilroy Realty; One Uptown Newport, Picerne Group; the Royce, Sares Regis Group; Los Olivos, Irvine Co.; the Camden, Camden Development	Aram Chahbazian/Eric Olsen/Irwin Yau CEO, president/VP/principal-in-charge, OC (949) 862-0270/(949) 862-0289
16 (15)	Danielian Associates Architects + Planners 60 Corporate Park Irvine 92606-5105 Irvine Website: danielian.com Email: info@danielian.com	\$10 0%	wnd	10 -16.7% 34 -10.5%	15% 0% 0% 15%	10% 60% 0% 0%	40% 55% 5%	Lyon Living, The Related Companies, Lennar, Greystar, Brookfield Residential, Jamboree Housing, Landsea, Beazer Homes	John Danielian president (949) 474-6030/(949) 474-0588
17 (20)	Lionakis 4000 MacArthur Blvd., Ste. 101 Newport Beach 92660-2546 Sacramento Website: lionakis.com Email: bd@lionakis.com	\$8.4 -0.4%	\$44.4 9.2%	10 11.1% 34 54.5%	5% 3% 51% 0%	0% 0% 41% 0%	19% 81% 0%	County of Orange Juvenile Hall Multipurpose Rehabilitation Center, City of Irvine, Orange Unified School District Orange High School Phase 2, Avid Bioservices, University of California-Irvine	Don McAllister president (949) 955-1919/(949) 955-9175
18 (23)	Architecture Design Collaborative 23231 S. Pointe Drive Laguna Hills 92653-1486 Laguna Hills Website: adcollaborative.com Email: cchinn@adcollaborative.com	\$7.5 8.1%	\$7.5 8.1%	10 0% 31 -13.9%	10% 0% 0% 45%	0% 45% 0% 0%	35% 65% 0%	would not disclose	Craig T. Chinn president (949) 267-1660

Abbreviations: NR: not ranked; 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.

Researched by Meghan Kiewer

▶ Continued on page 26











THE LIST ARCHITECTURE FIRMS

▶ NEXT WEEK'S LISTS

Corporate Foundations/Giving, Aerospace & Defense Contractors

▶ From page 24

RANKED BY OC BILLINGS

Rank	Company	OC architecture billings for 12 months ended 6/30/2020 (millions)	Companywide architectural billings for 12 months ended 6/30/2020 (millions)	OC licensed architects	Percentage breakdown of business			Notable projects/clients	Top local official(s)
Prev. Rank	•Address •Headquarters	•yearly % change	•yearly % change	•yearly % change OC employees •yearly % change	•Commercial	•Hospitality	•Orange County	•Title •Phone/fax	
					•Government	•Residential	•U.S.		
					•Healthcare	•Education	•International		
					•Retail	•Other			
19 (22)	SAA Interiors + Architecture 18600 MacArthur Blvd., Ste. 100 Irvine 92612-1270 Culver City Website: saaia.com Email: contact@saaia.com	\$6.3 -14.3%	\$24.7 -3.7%	4 -20% 32 6.7%	0% 74% 0% 11%	4% 0% 9% 2%	25% 100% 0%	would not disclose	Nelson Algaze/Rick Shlemmer/ Dickson Oi/Erica Zuniga owner/owner/managing director/ principal (949) 724-8958
									
20 (21)	tBP/Architecture Inc. 4611 Teller Ave. Newport Beach 92660-2104 Newport Beach Website: tbparchitecture.com Email: info@tbparchitecture.com	\$6 -17.6%	\$10.8 8.4%	8 0% 28 0%	0% 5% 0% 0%	0% 0% 95% 0%	75% 25% 0%	Orange Coast College College Center & Student Union Complex, Language Arts & Social Sciences Building; Glendale High School Aquatics Center; Golden West College Student Services Center	Gary P. Moon CEO/design principal (949) 673-0300
									
21 (24)	Carlile Coatsworth Architects Inc. 18600 MacArthur Blvd., Ste. 300 Irvine 92612-1272 Irvine Website: ccarchitects.com Email: calc@ccarchitects.com	\$5.9 -3.8%	\$5.9 -3.8%	5 -16.7% 14 -12.5%	65% 0% 0% 25%	0% 0% 0% 10%	10% 90% 0%	Palomino Business Park, Norco; Phelan Lathrop Gateway Industrial Park, Lathrop; Navy Federal Credit Union and Aritzia retail stores throughout U.S.	Calvin Coatsworth principal (949) 833-1930/(949) 833-1140
									
22 (25)	MG2 3333 Michelson Drive, Ste. 100 Irvine 92612-1663 Seattle Website: mg2.com Email: irv.newbusiness@mg2.com	\$5.4 10.2%	\$55.7 15.1%	8 33.3% 33 0%	0% 0% 100% 0%	0% 0% 0% 0%	0% 0% 0%	Costco, Target, Vans Footwear, Petco	Justin Hill partner-in-charge, Southern California practice (949) 705-0700
									
23 (26)	Robinson Hill Architecture Inc. 3195-B Airport Loop Drive Costa Mesa 92626-3406 Costa Mesa Website: rhainc.net	\$5 -1%	\$5 -1%	5 -16.7% 22 -8.3%	15% 0% 0% 45%	30% 10% 0% 0%	55% 43% 2%	Irvine Co., Water Grill, Javier's, South Coast Plaza, Billabong, Marriott International, Balboa Yacht Club, Toyota, Honeybee Robotics	John Hill managing principal (714) 825-8888/(714) 825-8889
									

Abbreviations: NR: not ranked; 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.