

After Slow 2020, TI Firms See Business Return

Top 23 Firms: 2020 Work Down 12% YOY

By KATIE MURAR

After more than a year of headwinds caused by a shaky office sector and shelter-in-place orders, tenant-improvement contractors are finally starting to see demand return.

“It was one of our most challenging years, but in the past few months there’s been a significant pickup in business,” said **Todd Layman**, president of **Coastline Development**, No. 14 on this week’s list, which ranks companies by the dollar value of their work done in Orange County last year.

Indicative of the tough business climate in 2020, Coastline’s ranking moved up two spots from a year ago, despite seeing a decline in business.

In total, Orange County’s top 23 tenant contractors saw a nearly 12% decline in business last year, reporting \$1.2 billion in total billings in 2020.

Compare that with 2019, which brought a nearly 30% jump in business over 2018.

Not all companies saw declines last year, however.

“We had our best year since 2007,” said **Vincent Mason**, whose Huntington Beach firm **VR Mason**, No. 21, saw an 8.7% jump in business to \$9.6 million.

Medical Sector

VR Mason was one of just seven firms to report an increase in billings last year.



Medical work boosts VR Mason

Los Angeles-based **Howard Building Corp.** saw a 49% boost in business out of its Costa Mesa office, snagging the top spot on the list, replacing the Santa Ana office of **Swinerton**.

It was the largest increase reported on this year’s list.

For VR Mason, last year’s gains were bolstered by the company’s work with hospitals and medical offices, the latter being a sector that outperformed other office product types during the pandemic.

Orange County office sales volume dropped from north of \$3 billion in 2017 to about \$1.6 billion in 2020, according to research from **CoStar Group Inc.**

During that same time, sales volume for medical office properties rose from about \$300 million to nearly \$480 million.

“That sector gave us quite a bit of work last

year,” Mason said. “A lot of our clients were buying new buildings, while other clients were doing refurbishments, such as doctor’s offices.”

Sanitation Stays

For the traditional office sector, contractors are staying busy by retrofitting spaces in the wake of COVID-19 as employees return to the office.

Work varies from increasing an office’s share of outdoor space to renovating common areas with sanitation-friendly materials.

“For one client we are redoing their break room with stone and glass surfaces, so everything is easier to clean,” said **Gary Mason** of **Coastal Pacific Construction**, No. 18 on the list. “There’s a lot more thought going into cleanliness.”

Office Layout

While some design trends implemented in the early days of the pandemic have fallen to the wayside, some are here to stay.

This includes open-floor plans, collaborative spaces and indoor-outdoor connectivity.

“Some companies are looking to add more functional windows to increase outdoor space and add to air flow,” said Mason,

whose Coastal Pacific operates out of Irvine.

One of Irvine’s newer office properties highlights this trend: **Innovation Office Park**.

Irvine Co. implemented rollup doors that lead to private patios as a new design feature at the first 300,000-square-foot phase of the low-rise campus in the wake of the pandemic.

Hybrid

Some office brokers have suggested the pandemic may lead to a downsizing for certain offices, and tenant contractors such as Layman have seen evidence as of late.

“Many offices are reducing their footprint as employers adapt to a more hybrid work force.”

An example of a local company buying into the hybrid model is **American Advisors Group**, which recently consolidated and relocated its Orange headquarters to the **Irvine Towers** high-rise office complex while simultaneously growing its employee headcount.

Headwinds

Tenant contractors are experiencing headwinds that largely mirror those seen by the construction industry: looming inflation, rising costs for construction materials and labor shortages.

Still, firms are optimistic for the remainder of 2021, as employers relocate to new offices and others look to retrofit their existing space.

“Demand is definitely picking up, especially as employers rethink their space to help get employees back in the office,” said Coastal Pacific’s Mason. ■

The LIST
Tenant-Improvement Contractors
p25

THE LIST TENANT-IMPROVEMENT CONTRACTORS



MICHAEL F. HARRAH
President
Caribou Industries Inc.



BRYAN HOWARD
Executive VP
Howard Building Corp.



NICOLE KLUVE
VP and Project Manager
VR Mason Commercial Builder



KARL KREUTZIGER
President
Driver SPG



LIZABETH S. SLATER
CEO
Slater Builders Inc.



SUSAN S. STONEBURNER
Founder and President
Pacific Design Directions Inc.

THE LIST TENANT-IMPROVEMENT CONTRACTORS

▶ NEXT WEEK'S LIST
Women-Owned Businesses

RANKED BY DOLLAR VALUE OF TI WORK IN OC

Rank	Company	Company logo	Dollar value of TI work done in OC in 2020	Square footage of TI work done in OC in 2020	OC employees	Companywide employees	Current notable projects/clients in OC	Top local official(s)	
Prev. Rank	•Address •Headquarters		•yearly % change	•yearly % change	•yearly % change	•yearly % change		•Title •Phone/fax	
1 (3)	Howard Building Corp. 3184 Airway Ave., Ste. K Costa Mesa 92626-4619 Los Angeles Website: howardbuilding.com Email: info@howardbuilding.com		\$203.7 million 49%	1.5 million 45%	48 -8%	161 -12%	would not disclose	Bryan Howard executive VP (714) 438-2272/(714) 444-3446	
2 (1)	Swinerton 200 N. Main St. Santa Ana 92701-4800 Concord Website: swinerton.com Email: rcarpe@swinerton.com		\$185 million -26%	850,000 70%	1,396 -3%	4,475 0%	First Republic Bank Newport Beach, Spirit Airlines JWA, United Airlines JWA, BayWa Irvine, Hotel Lulu Anaheim, confidential automotive technology headquarters/R&D facility, County of Orange Building 14 & 16, Swinerton Santa Ana office	Pete Ruiz/Lia Tatevosian/Brian McCarthy division manager, building/division manager, special projects/division manager, target markets (949) 622-7000/(877) 349-1894	
3 (2)	KPRS Construction Services Inc. 2850 Saturn St. Brea 92821-6201 Brea Website: kprsinc.com Email: joels@kprsinc.com		\$141.9 million -31%	1.9 million -32%	280 8%	300 7%	Irvine Co., FivePoint Holdings Inc., CT Realty, Zillow, Alteryx Inc.	Joel Stensby founder/president (714) 672-0800/(714) 672-0871	
4 (4)	Turelk Inc. 4685 MacArthur Court, Ste. 422 Newport Beach 92660-1855 Long Beach Website: turelk.com Email: marcos.ramirez@turelk.com		\$100 million -5%	1.8 million -8%	60 0%	127 -3%	would not disclose	Michael Turi president (949) 640-8679	
5 (10)	Snyder Langston 17962 Cowan Irvine 92614-6026 Irvine Website: snyderlangston.com Email: info@snyderlangston.com		\$61 million -13%	150,000 ⁽¹⁾ NA	75 -6%	157 ⁽¹⁾ NA	Christ Cathedral, Be Well, Innovation Office Park, Leonard Cancer Institute, Irvine Spectrum, The Boardwalk, Concordia University	John Rochford/Jason Rich chairman, CEO/president, COO (949) 863-9200/(949) 863-1087	
6 (5)	Ram Construction LLC 19900 MacArthur Blvd., Ste. 600 Irvine 92612-8421 Irvine Website: ramconstruction-us.com Email: matt@ramconstruction-us.com		\$58.3 million -15%	450,000 -25%	42 -14%	42 -14%	EVA Air, Port View Prep, Jenavalve, Hoag Health System, Evolus, EBS Engineering, Beyond Limits	Matt Renault/Spencer Moran co-founders (949) 418-7688	
7 (7)	Casco Contractors 9850 Irvine Center Drive Irvine 92618-4353 Irvine Website: cascocontractors.com Email: info@cascocontractors.com		\$56.6 million -15%	2.5 million -23%	63 -3%	63 -3%	would not disclose	Cheryl Osborn founder/president (949) 679-6880/(949) 679-6890	
8 (12)	Driver SPG 1501 S. Harris Court Anaheim 92806-5932 Anaheim Website: driverspg.com Email: asiemianowski@driverspg.com		\$50.6 million 9%	705,351 -18%	41 -2%	286 0%	Chapman University Swenson Family Hall of Engineering, RiverRock Corp. Headquarters, Emmes Realty - 2000 Main St.	Karl Kreutziger/Aimee Siemianowski president/senior VP (855) 300-4774/(855) 329-2774	
9 (9)	Pacific Tusk Builders 1100 Quail St., Ste. 213 Newport Beach 92660-2700 Newport Beach Website: pacifictusk.com Email: info@pacifictusk.com		\$42 million -22%	1.7 million -31%	66 -8%	66 -8%	would not disclose	Eric Prendergast/David Goldberg principals (949) 679-4580/(949) 484-7866	
10 (15)	Esplanade Builders Inc. 3002 Dow Ave., Ste. 102 Tustin 92780-7247 Torrance Website: esplanadebuilders.com Email: info@esplanadebuilders.com		\$39 million 3%	584,000 3%	17 6%	61 -31%	Orgain, Pacific Life, County of Orange, UCI	Christian D. Sorenson president (949) 556-4930/(310) 783-7665	
11 (17)	Slater Builders Inc. 3100-B Pullman St. Costa Mesa 92626-4500 Costa Mesa Website: slaterbuilders.com Email: mbutron@slaterbuilders.com		\$34.2 million 4%	384,000 2%	40 5%	40 5%	Our Lady Queen of Angels Athletic and Activity Center, Quay Works - 3101 W. PCH, Little Tree Montessori School, MCMF Breast Center Newport Beach, MCMF Huntington Beach Breast Center, Phire Labs	Lizabeth S. Slater CEO (714) 434-4887/(714) 434-6173	
12 (19)	Caribou Industries Inc. 1103 N. Broadway Santa Ana 92701-3409 Santa Ana Website: caribouind.com Email: info@caribouind.com		\$31.8 million 19%	130,210 -34%	416 21%	924 -28%	625 N. Grand, Santa Ana; 888 N. Main, Santa Ana; 3rd and Broadway, Santa Ana; YMCA; One Broadway Plaza	Michael F. Harrah president (714) 543-9484/(714) 543-9972	
13 (13)	Smith and Severson Builders 21072 Bake Parkway, Ste. 106 Lake Forest 92630-2180 Lake Forest Website: smithandseverson.com Email: dsmith@smithandseverson.com		\$31.6 million -27%	300,000 -27%	22 -8%	22 -8%	Irvine Valley Vet Clinic, 660 Baker - Dunbar & CenterSquare, Aisthetikos Plastic Surgery	David Smith president (949) 232-1222	

Abbreviations: NA: not applicable
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

▶ Continued on page 26

THE LIST TENANT-IMPROVEMENT CONTRACTORS

▶ NEXT WEEK'S LIST
Women-Owned Businesses

▶ From page 25

RANKED BY DOLLAR VALUE OF TI WORK IN OC

Rank	Company	Company logo	Dollar value of TI work done in OC in 2020	Square footage of TI work done in OC in 2020	OC employees	Companywide employees	Current notable projects/clients in OC	Top local official(s)	
Prev. Rank	•Address •Headquarters		•yearly % change	•yearly % change	•yearly % change	•yearly % change		•Title •Phone/fax	
14 (16)	Coastline Development Inc. 13911 Enterprise Drive Garden Grove 92843-4022 Garden Grove Website: coastlinedevelopment.com Email: general@coastlinedevelopment.com		\$29.8 million -21%	439,432 -21%	41 -20%	41 0%	Comerica Bank, Charles Schwab Corp., Jacobs Engineering Group, CBRE Group Inc., Wells Fargo & Co., California Bank & Trust	Todd Layman president (714) 265-0250/(714) 265-1701	
15 (20)	Caliber Construction Inc. 240 N. Orange Ave. Brea 92821-4026 Brea Website: caliberconstructioninc.com Email: info@caliberconst.net		\$24.6 million -3%	375,000 -29%	41 0%	41 0%	would not disclose	Doug Bassett/Jim Roy co-owner, president/co-owner, VP (714) 255-2700/(714) 255-2730	
16 (14)	Gray West Construction 421 E. Cerritos Ave. Anaheim 92805-6320 Lexington, Ky. Website: gray.com Email: jwilson@gray.com		\$23.1 million -41%	313,380 1%	150 7%	150 7%	Chapman University, Biola University, Disneyland, Kinsbursky Brothers, Starbucks, Irvine Co., NN Inc., Amada America, Diocese of Orange, Pepsi	Robert Moore president, West region (714) 491-1317/(714) 333-9700	
17 (21)	RBA Builders Inc. 17601 Sampson Lane Huntington Beach 92647-6750 Huntington Beach Website: rbabuildersinc.com Email: marketing@rbabinc.com		\$19.5 million -21%	350,000 -13%	76 -5%	76 -5%	Disneyland Jellyman Bridge Expansion, Boeing Parking Lots Installation	Robert Anderson founder/CEO (714) 895-9000/(714) 895-9001	
18 (18)	Coastal Pacific Construction Inc. 28 Edelman Irvine 92618-4312 Irvine Website: coastalpacificconstruction.com Email: gmason@coastalpacificconstruction.com		\$17 million -41%	211,962 -55%	32 -16%	32 -16%	Calo Kitchen + Tequila, Western Digital, LBA Realty, McDonald Property Group, SGI-USA, Buie Stoddard	Gary Mason CEO/president (949) 770-1555	

Abbreviations: NA: not applicable
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 Kliever



ESPLANADE BUILDERS, INC. has proudly provided general contracting services in Los Angeles, Orange County, and the Inland Empire since 2003. Esplanade services customers in all commercial real estate market sectors from pre-construction through occupancy.

Adaptable, Flexible, and Accommodating

Our Team is focused on building long-lasting relationships with repeat customers.

Tenant Improvement

Industrial

Medical / Lab

Aerospace



Greg Guba
greg@esplanadebuilders.com



Nima Namdar
nnamdar@esplanadebuilders.com

3002 Dow Ave., Unit 100
Tustin, CA 92780
949 556 4930











esplanadebuilders.com

23820 Hawthorne Blvd., Suite 100
Torrance, CA 90505
310 783 7663

THE LIST TENANT-IMPROVEMENT CONTRACTORS

▶ NEXT WEEK'S LIST
Women-Owned Businesses

RANKED BY DOLLAR VALUE OF TI WORK IN OC

Rank	Company	Company logo	Dollar value of TI work done in OC in 2020	Square footage of TI work done in OC in 2020	OC employees	Companywide employees	Current notable projects/clients in OC	Top local official(s)	
Prev. Rank	•Address •Headquarters		•yearly % change	•yearly % change	•yearly % change	•yearly % change		•Title •Phone/fax	
19 (23)	Pacific Design Directions Inc. 8171 E. Kaiser Blvd. Anaheim 92808-2214 Anaheim Website: pacdesign.com Email: sstoneburner@pacdesign.com		\$15 million -1%	425,000 -35%	24 50%	44 47%	17901 Von Karman, 5000 Birch, 100 Bayview Circle, 2020 Main Street	Susan S. Stoneburner founder/president (714) 685-7733/(714) 685-7799	
20 (30)	CRM Construction Inc. 184 E. Liberty Ave. Anaheim 92801-1011 Long Beach Website: teamcrminc.com Email: info@teamcrminc.com		\$9.6 million 9%	151,000 26%	13 0%	16 14%	would not disclose	Gary Tracy president (714) 921-3030/(714) 921-0183	
21 (29)	VR Mason Commercial Builder 16371 Gothard St., Ste. B Huntington Beach 92647-3652 Huntington Beach Website: vrmasonbuilder.com Email: nicole.kluve@vrmasonbuilder.com		\$9.6 million 9%	1 million 9%	23 35%	23 35%	Kimco Realty Corp., Healthcare Realty Services, PS Business Parks, Tenet, Cushman & Wakefield, CBRE, Fountain Valley Regional Hospital, Duke Realty, LabCorp of America, Pacific Coast Commercial Real Estate, Physical Rehabilitation Network, Mathis Bros., Sasco Electric	Nicole Kluve VP, project manager (714) 843-0707/(714) 843-9996	
22 (28)	SCGWest Retail & Restaurant Construction Management 2549 Eastbluff Drive, Ste. B211 Newport Beach 92660-3500 scgwest.com Website: scgwest.com Email: team@scgwest.com		\$8 million -12%	127,500 -15%	7 0%	7 -13%	Chase Bank, Glidewell Laboratories, Las Brisas, Veg'n, Acapulco, Waters Edge Winery, Capriotti's	Kyle Gorman co-founder/partner (855) 348-5505	
23 (25)	KNR Builders 1300 Quail St., Ste. 102 Newport Beach 92660-2711 Newport Beach Website: knrbuilder.com Email: kurt.werner@knrbuilder.com		\$6.5 million -53%	27,000 -75%	5 -44%	5 -44%	would not disclose	Kurt K. Werner president (714) 259-1700/(714) 259-1707	

Abbreviations: NA: not applicable
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 Klierer




Calo Kitchen & Tequila
Laguna Niguel, CA

COASTAL PACIFIC CONSTRUCTION
28 Edelman, Irvine, CA 92618
(949) 770-1555
www.coastalpacificonstruction.com



Muir-Chase Plumbing Co.

- BIM MODELING
- GROUND UP CONSTRUCTION
- DESIGN & BUILD
- SERVICE & REPAIR
- COMMERCIAL
- TENANT IMPROVEMENT
- COVID OFFICE SOLUTIONS

BUILDING ORANGE COUNTY SINCE 1975

PROUDLY SERVING GENERAL CONTRACTORS & BUILDING OWNERS FOR 45 YEARS

Los Angeles: 818-500-1940 // Anaheim: 714-780-0266
www.muirchase.com