

The Top 50 Program Management Firms

RANK 2015	FIRM	2014 REVENUE IN \$ MIL.		
		DOMESTIC REVENUE	INT'L REVENUE	TOTAL REVENUE
1	CH2M HILL, Englewood, Colo.	2,105.5	471.1	2,576.6
2	AECOM, Los Angeles, Calif.	1,676.3	558.8	2,235.0
3	BECHTEL, San Francisco, Calif.	1,294.0	14.0	1,308.0
4	JACOBS, Pasadena, Calif.	596.5	569.4	1,165.8
5	PARSONS, Pasadena, Calif.	772.0	149.5	921.5
6	CBRE INC., Dallas, Texas	256.4	306.8	563.2
7	JLL, Chicago, Ill.	263.4	238.3	501.7
8	HILL INTERNATIONAL INC., Philadelphia, Pa.	103.2	349.0	452.2
9	LEIDOS, Reston, Va.	393.2	0.0	393.3
10	LOUIS BERGER, Morristown, N.J.	50.4	140.6	191.0
11	ATKINS NORTH AMERICA/FAITHFUL+GOULD, Dallas, Texas	182.4	3.9	186.3
12	HDR, Omaha, Neb.	180.1	2.0	182.1
13	WSP PARSONS BRINCKERHOFF, New York, N.Y.	175.8	0.0	175.8
14	CDM SMITH, Boston, Mass.	74.1	42.9	117.0
15	BURNS & MCDONNELL, Kansas City, Mo.	115.0	0.0	115.0
16	BLACK & VEATCH, Overland Park, Kan.	26.8	74.9	101.7
17	ARCADIS U.S./RTKL/CALLISON, Highlands Ranch, Colo.	81.0	3.0	84.0
18	WORLEYPARSONS GROUP INC., Bellaire, Texas	7.1	72.5	79.6
19	DTZ, Chicago, Ill.	32.1	41.3	73.4
20	GILBANE BUILDING CO., Providence, R.I.	49.1	24.1	73.2
21	TURNER & TOWNSEND INC., New York, N.Y.	51.9	0.0	51.9
22	HEERY INTERNATIONAL INC., Atlanta, Ga.	51.3	0.0	51.3
23	F.A. WILHELM CONSTRUCTION CO. INC., Indianapolis, Ind.	42.0	0.0	42.0
24	LEND LEASE, New York, N.Y.	31.4	8.4	39.8
25	RS&H INC., Jacksonville, Fla.	38.0	0.0	38.0
26	PROJECT TIME & COST LLC, Atlanta, Ga.	34.1	3.2	37.3
27	MCDONOUGH BOLYARD PECK INC., Fairfax, Va.	29.6	3.1	32.7
28	VANIR CONSTRUCTION MANAGEMENT INC., Sacramento, Calif.	31.0	0.0	31.0
29	LEA+ELLIOTT INC., Grand Prairie, Texas	28.0	0.0	28.0
30	ON-BOARD ENGINEERING CORP., East Windsor, N.J.	26.3	0.0	26.3
31	THE PIKE COS. LTD., Rochester, N.Y.	26.0	0.0	26.0
32	CSA GROUP, Miami, Fla.	18.5	6.4	24.8
33	HATCH MOTT MACDONALD, Iselin, N.J.	17.5	4.2	21.7
34	ALPHA CORP., Dulles, Va.	21.5	0.0	21.5
35	MCKISSACK & MCKISSACK, Washington, D.C.	21.4	0.0	21.4
36	BALFOUR BEATTY US, Dallas, Texas	21.4	0.0	21.4
37	BRAILSFORD & DUNLAVEY, Washington, D.C.	21.0	0.0	21.0
38	HOAR PROGRAM MANAGEMENT, Birmingham, Ala.	20.4	0.0	20.4
39	GAFCON INC., San Diego, Calif.	19.2	0.0	19.2
40	PMA CONSULTANTS LLC, Ann Arbor, Mich.	19.1	0.0	19.1
41	FREESE AND NICHOLS INC., Fort Worth, Texas	18.8	0.0	18.8
42	DLZ, Columbus, Ohio	7.0	11.0	18.0
43	SGI CONSTRUCTION MANAGEMENT, Pasadena, Calif.	17.1	0.0	17.1
44	STANTEC INC., Irvine, Calif.	15.5	0.0	15.5
45	CPH INC., Sanford, Fla.	13.0	2.0	15.0
46	HUNTER ROBERTS CONSTRUCTION GROUP, New York, N.Y.	15.0	0.0	15.0
47	DANNENBAUM ENGINEERING CORP., Houston, Texas	14.5	0.0	14.5
48	CPM, San Juan, P.R.	12.5	1.5	14.0
49	EXP US SERVICES INC., Chicago, Ill.	9.0	5.0	14.0
50	HGA (HUNT GUILLOT & ASSOCIATES), Ruston, La.	13.8	0.0	13.8

to complement their in-house teams,” says John Jas-trem, CEO of Arcadis U.S. He says the cost savings of this approach “is debatable.”

Many CM firms say this focus on cost is a hangover from the market recession, where low-ball bids were common and owners came to expect more for less. “There’s an increasing trend in the industry to see professional services—design or management—as a commodity service,” says Philios Angelides, president, Alpha Corp. “The ROI for professional services is not gained through evaluating the unit cost or hourly rate for such services. Instead, it’s gained through sourcing those firms who have measurable qualifications and experience.”

But D’Agostino says that more owners are joining CMAA specifically to address this issue. “We now have 3,100 owner-practitioners as members.” He says that the growth of CMAA, particularly among owners, has been driven largely by the groups CM certification program. “Owners increasingly are demanding that the firms they hire are qualified to manage their projects.”

Finding Talent

Just like contractors and design firms, professional service firms are worrying about finding qualified people to do the work. At the same time, a talent shortage may be driving some owners to resort to hiring outside CM firms to manage their projects rather than joining the search for people in a diminishing pool.

“With all of the players across the continuum from subcontractors to owners fighting for a limited pool of talent, owners are becoming more and more likely to bring on third-party consultants to help set up and manage large, complex projects,” says Heald of Cumming. He says some owners are reluctant to build up internal teams due to memories of downsizing from the last recession.

CM firms are worried about their own potential staff shortages. “Finding good people is our top priority,” says Richter. He says Hill vigorously recruits new graduates at top colleges around the country. “We have 4,800 employees and will probably exceed 5,000 by the end of the year.”

D’Agostino says CMAA is working hard with colleges to develop academic CM programs. “But the real impact is when you reach down to the high schools to get students interested in construction as a career.”

D’Agostino says the way to reach students is to emphasize concepts they can relate to. “When you start talking about drones, geospatial analysis, laser scanning and building information modeling in construction, young people sit up and take notice. The begin to realize that construction is more than digging ditches.” ■