

The **Top 100** Green Design Firms



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HKS designed the 30,000-seat stadium for North Texas University's "Mean Green" football team. It has three wind turbines to supply power.

Owners Are Reaching Out to Green Designers For Money-Saving Sustainable Solutions

By Gary J. Tulacz

The construction market may be in the doldrums, but what is being built increasingly is requiring some sort of sustainable design. More and more, owners are not looking at green design as a simple bolt-on to the overall project to be discarded when budgetary pressures ramp up but rather as a valuable asset to the facility and, in the long run, a money saver. Thus, to succeed, designers working in sustainable design must have the ability to provide innovative and verifiable means of saving energy and operating expenses.

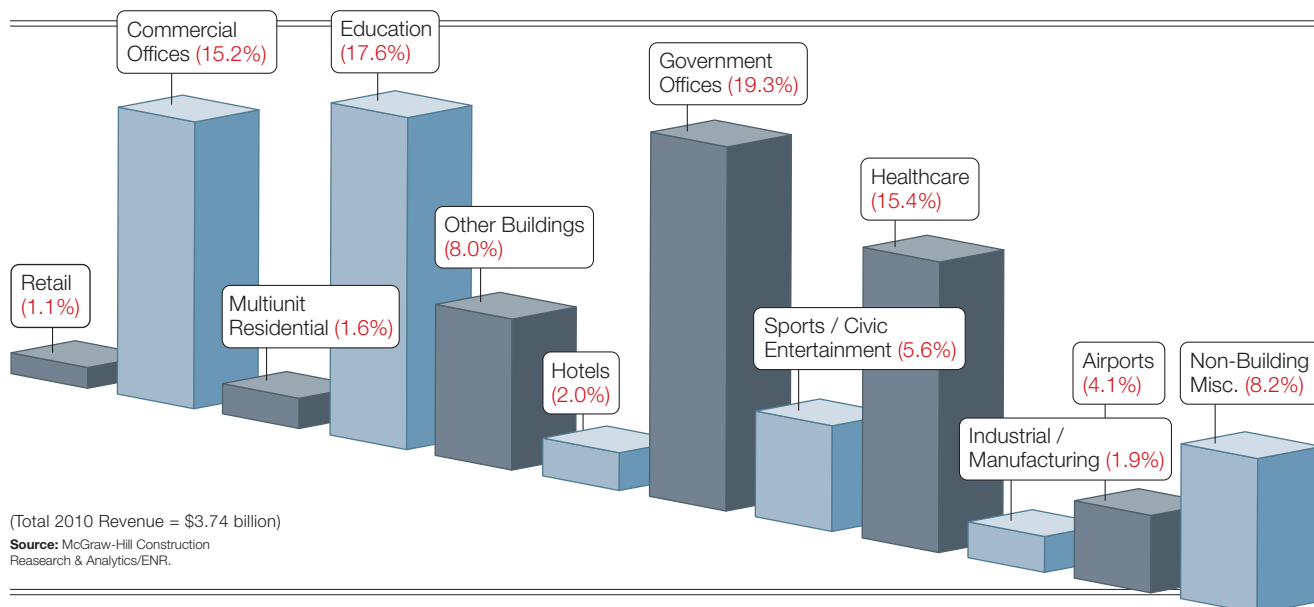
THE TOP 100 GREEN DESIGN FIRMS

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How Green Are the Markets?



For anyone curious about sustainable design's impact on the market, one need only look at the results of ENR's Top 100 Green Design firms list. As a group, the Top 100 generated \$3.74 billion in design revenue in 2010 from projects registered with and actively seeking certification from third-party ratings groups under objective sustainable-design standards, such as the U.S. Green Building Council's Leadership in Energy and Environmental Design standards. This revenue is a 12.3% increase over \$3.33 billion in 2009 for the group. Domestically, green design revenue rose 19.4%, to \$3.30 billion in 2010 from \$2.76 billion in 2009. The Top 100 had \$442.9 million in revenue from green projects outside the U.S. in 2010, down a surprising 15.4% from \$523.7 million in 2009.

This revenue increase shows that interest in green design remains strong, despite the industry recession. "Sustainable design is finally going mainstream," says Kirsten Ritchie, principal at Gensler. She says many state and local building codes are adopting sustainable design requirements, which is requiring the industry to pay attention to green design.

Sustainable Savings

In a tough economy, more owners are focusing on facility life-cycle costs in addition to initial costs. This trend has sparked new interest in the efficiency of operating green. "If green design saves them money, clients love it. In recent years, the cost of utilities alone has been a compelling reason for both industrial and institutional clients to take notice," says Louise Schlatter,



"If green design saves them money, clients love it. The cost of utilities alone has been a compelling reason for both industrial and institutional clients to take notice."

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Architectural
Department
Manager,
SSOE Group

ter, SSOE Group architectural department manager.

Further, many owners are willing to pay up front for savings down the road. "The marketplace has become progressively receptive to a larger up-front investment in intelligent, high-performing building design," says Ronald W. Krentz, assistant vice president of the Michael Baker Group.

Thus, there has been a greater focus on the measurables in green design. "We are seeing clients provide very specific and aggressive performance targets in their RFPs," says Tom Hootman, director of sustainability for RNL. "[The design profession] is becoming better at measuring and quantifying building performance during design. The real game-changer is the continual improvement in how we are monitoring and operating our buildings," he says.

Some designers say this bottom-line approach may cause some owners to ignore other elements of sustainable design. "We've seen some pushback from going through formal certification using the LEED system due to the added costs for documentation," says Roger Chang, director of sustainability for Westlake Reed Leskosky. He says facility managers, in particular, prefer to invest in tangible improvements to infrastructure rather than focusing too much on issues like recycled content or certified wood.

The drive toward performance-based design is influencing both owners and designers. When the market turns around, "we will see an increased focus on hard, meaningful sustainability metrics that require some level of scientific/administrative rigor to estab-

The Top 5 Green Firms by Sector

COMMERCIAL OFFICES		
RANK	FIRM	\$ MIL. REVENUE
1	GENSLER	211.8
2	TETRA TECH INC.	44.0
3	PERKINS+WILL	42.2
4	HOK	34.6
5	AECOM TECHNOLOGY CORP.	30.4

EDUCATION		
RANK	FIRM	\$ MIL. REVENUE
1	URS CORP.	58.2
2	EYP ARCHITECTURE & ENGINEERING	28.6
3	PERKINS+WILL	28.3
4	LPA INC.	26.0
5	AYERS SAINT GROSS	22.1

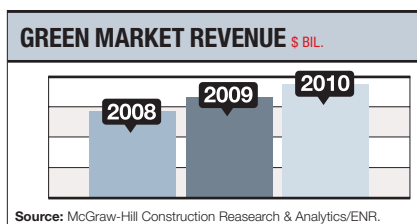
GOVERNMENT OFFICES		
RANK	FIRM	\$ MIL. REVENUE
1	TETRA TECH INC.	92.0
2	JACOBS	73.2
3	AECOM TECHNOLOGY CORP.	53.1
4	URS CORP.	46.5
5	HOK	30.7

HEALTH CARE		
RANK	FIRM	\$ MIL. REVENUE
1	PERKINS+WILL	59.3
2	NBBJ	56.1
3	AECOM TECHNOLOGY CORP.	52.5
4	HOK	43.3
5	HKS INC.	36.3

INDUSTRIAL MANUFACTURING		
RANK	FIRM	\$ MIL. REVENUE
1	SSOE GROUP	20.6
2	BRPH ARCHITECTS-ENGINEERS INC.	16.5
3	URS CORP.	14.0
4	HDR	6.5
5	GRAY CONSTRUCTION	4.2

MULTI-UNIT		
RANK	FIRM	\$ MIL. REVENUE
1	MICHAEL BAKER CORP.	11.5
2	URS CORP.	11.0
3	ZGF ARCHITECTS LLP	6.9
4	KAPLAN MCLAUGHLIN DIAZ (KMD)	3.6
5	KIMLEY-HORN AND ASSOCIATES INC.	3.0

RETAIL		
RANK	FIRM	\$ MIL. REVENUE
1	URS CORP.	11.2
2	KIMLEY-HORN AND ASSOCIATES INC.	8.0
3	GENSLER	7.0
4	KPFF CONSULTING ENGINEERS	4.2
5	BKF ENGINEERS	2.9



SPORTS ENTERTAINMENT & CIVIC		
RANK	FIRM	\$ MIL. REVENUE
1	HKS INC.	28.8
2	GENSLER	27.5
3	CH2M HILL	26.8
4	AECOM TECHNOLOGY CORP.	20.3
5	TVSDSIGN	12.8

lish,” says Wolfgang Werner, director of sustainability for Thornton Tomasetti. He says the industry is moving beyond the “check-list mind-set” of counting LEED points to a “performance mind-set” of measuring, tracking and improving actual performance.

Thornton Tomasetti is beginning to quantify and track “energy/carbon values associated with our structural projects,” Werner says. He says that while the load-bearing portion of a structure is the most massive of a building’s elements, little attention has been paid to the carbon footprint of structural design. The company wants to identify the impact of structural design on the sustainable design process and how it can be improved.

LEED’s Continued Acceptance

There is some concern whether new laws and codes will supplant LEED. For example, the Washington, D.C.-based International Code Council has completed its public comment period on a proposed International Green Construction Code. ICC is expected to publish the final IGCC in 2012. Designers expect many jurisdictions across the U.S. to adopt the IGCC.

“Some predict that, once municipalities begin to adopt green building codes, certifications will tail off. However, I believe that this will likely lead to an even



“Fast-track projects tend to shortchange the critical early design phases” that are crucial to good green design.

Joanna Yaghooti,
Director of Sustainable Design,
Houston office,
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greater share of the market seeking certification,” says B. Kirk Teske, principal and chief sustainability officer at HKS. “Clients have seen the value of the third-party verification that LEED provides as a way to get what they are paying for as well as to provide evidence of their sustainability efforts,” adds Kris Phillips, sustainable design coordinator of SSOE. “No one brags about their building meeting fire or safety codes. The same will be true for green codes.”

“LEED is a brand name,” says Mary Ann Lazarus, director of sustainable design for HOK. She says that when you get a third-party certifying a design, it shows the necessary rigor was applied to achieve an energy-efficient facility, she says. Gensler’s Ritchie gives a good example of the value of LEED compliance. Noting that California’s Green Building Standards Code became mandatory in that state this year, she says, “Getting certified by LEED makes it easier to demonstrate compliance with CalGreen.”

The next version of LEED is eagerly anticipated by many sustainable designers. “You can expect a strong emphasis on monitoring water and energy use and on increasing performance across the board for both energy systems and architectural assemblies. The inclusion of envelope commissioning is welcomed and overdue,” says Joanna Yaghooti, director of sustainable



GREEN COMMITMENT The Bill & Melinda Gates Foundation campus is seeking LEED Gold certification.

design for the Houston office of Page-SoutherlandPage.

However, Yaghootti expects the most interest to be in LEED 2012's greater emphasis on certified products. She says disagreements over this pilot LEED credit show that design professionals are wary of prescriptive green building standards.

Ritchie says that bringing in engineers and contractors early in the design phase is critical to the success of sustainable design. Green strategies have become "foundational elements" that have to be addressed early in design development, says Ian Hadden, energy and sustainable services manager, Fanning Howey.

Owner emphasis on fast-track projects may hurt designers' ability to incorporate needed elements of sustainable design. Yaghootti says integrated project delivery is a major help to green design as it allows

all parties to contribute their sustainable design ideas. "Fast-track projects tend to shortchange the critical early design phases, which runs contrary to the principles of IPD," she says.

Chang worries that design-build puts pressure on effective green design. "These projects require a team to produce a substantially developed concept prior to project award, which forces sustainable design decisions based on more limited analyses of cost and performance," he says. Design-build has increased the need for robust front-end simulation tools, he says.

New Tools and Techniques

Interest in solar power continues to grow around the country, with some projects showing up in surprising areas. "We have two school projects in Snohomish, Wash., where we are installing 100-KV photo-

voltaic arrays on the roofs," says Matt Rumbaugh, principal with NACI Architecture. "You would not expect that in the cloudy Pacific Northwest. Solar power is not just for California and Arizona anymore."

Rumbaugh says many designers are leaving room in their plans for more solar panels. "A client may not have enough money for a full array, so we set up the design [so panels can be added] throughout the life of the facility," he says.

Ritchie says the move toward solar and other local power sources means emphasis should be put on moving systems from alternating current to direct current when feasible. Converting from A/C to D/C causes major energy inefficiencies.

Chang says EMerge Alliance, a San Ramon, Calif.-based industry association, has developed a promising concept of using D/C microgrids to power D/C-native devices—LED lighting, variable air volume boxes, computers—directly, without the loss of efficiency associated with D/C-to-A/C power conversion. "The small power adapters we use to power portable electronic devices are incredibly inefficient," he says.

One means of saving energy is to get a building's occupants actively involved in monitoring and conserving power. NACI Architecture has used school design to address the issue of occupant energy use. "We are working on a couple of elementary schools where we have a submetering system along with usage displays in each wing," says Rumbaugh. "This allows the students in each wing to compete against each other to conserve energy." ■

How to Read the Tables

Companies are ranked according to revenue for design services generated in 2010 from projects that have been registered with or certified by a third-party organization—such as the U.S. Green Building Council, Green Building Initiative and Green Advantage—that sets standards for measuring a facility's environmental impact, energy efficiency or carbon footprint. Revenue is measured in \$ millions. Some markets may not add up to 100% due to rounding.

Accredited Staff This figure is the number of people employed by the firm who have been certified as knowledgeable in green construction by a third-party accreditation organization.

% of Total Revenue This percentage represents a firm's total design revenue derived from green design, based on its responses to ENR's Top 500 Design Firms survey and the Top Green Design Firms survey. "N/A" means the firm did not differentiate its construction and design

revenue in the ENR Top 400/500 survey or did not send in a Top 400/500 survey.

Education comprises public and private educational facilities, including both K-12 and higher education.

Entertainment/Civic includes sports facilities, entertainment facilities, casinos, theme parks, and religious and cultural facilities.

Government Office includes federal, state and local government office facilities.

Health Care includes hospitals, clinics, medical assistance facilities, nursing homes and assisted-living centers.

Hotel includes hotels, motels, resorts and convention centers.

Multi-Residential includes co-ops, condominiums and apartment buildings.

Retail/Office includes commercial offices and retail facilities.

Other Buildings comprises miscellaneous buildings.

Other Markets comprises industrial process and pharmaceutical plants, food processing plants, manufacturing facilities, telecommunications facilities, infrastructure and cabling, towers and antennae, data centers and web hotels, etc.

RANK 2011		ACC. STAFF	2010 GREEN REVENUE		RETAIL / OFFICE	GOVERNMENT OFFICE	EDUCATION	HEALTHCARE	HOTEL	MULTI-RESIDENTIAL	SPORTS / ENT. / CIVIC	OTHER BUILDINGS	OTHER MKTS.
			IN \$ MIL.	% OF TOTAL REVENUE									
1	URS CORP., San Francisco, Calif.	461	333.2	7	10	14	17	7	0	3	1	11	37
2	GENSLER, San Francisco, Calif.	990	321.5	49	68	6	5	0	4	0	9	8	0
3	AECOM TECHNOLOGY CORP., Los Angeles, Calif.	904	192.5	3	16	28	7	27	8	0	11	3	1
4	PERKINS+WILL, Chicago, Ill.	980	171.5	43	25	7	17	35	3	0	2	13	0
5	HOK, St. Louis, Mo.	930	158.2	34	22	19	12	27	2	1	1	13	1
6	TETRA TECH INC., Pasadena, Calif.	200	158.0	7	28	58	14	0	0	0	0	0	0
7	CH2M HILL, Englewood, Colo.	213	140.6	4	0	17	2	0	0	0	19	0	62
8	HDR, Omaha, Neb.	748	122.4	8	4	7	5	28	0	0	0	20	35
9	NBBJ, Seattle, Wash.	189	109.4	56	13	8	10	51	2	2	3	11	0
10	HKS INC., Dallas, Texas	308	100.0	53	5	20	2	36	6	1	29	1	0
11	JACOBS, Pasadena, Calif.	411	91.6	2	2	80	10	6	0	0	0	1	0
12	ZGF ARCHITECTS LLP, Portland, Ore.	153	71.5	57	6	12	21	39	0	10	1	10	1
13	KLINGSTUBBINS, Philadelphia, Pa.	150	68.9	70	33	21	13	0	0	0	4	17	11
14	HAMMEL GREEN AND ABRAHAMSON INC. (HGA), Minneapolis, Minn.	172	57.4	47	2	25	19	49	0	0	4	0	0
15	EYP ARCHITECTURE & ENGINEERING, Albany, N.Y.	173	53.1	80	12	34	54	0	0	0	0	0	0
16	FENTRESS ARCHITECTS, Denver, Colo.	53	52.2	74	0	13	2	0	0	0	0	85	0
17	KPFF CONSULTING ENGINEERS, Seattle, Wash.	125	51.9	54	23	17	15	37	1	2	5	0	0
18	MICHAEL BAKER CORP., Moon Township, Pa.	97	50.0	11	3	38	6	3	0	23	0	27	0
19	SYSKA HENNESSY GROUP, New York, N.Y.	117	44.5	47	24	20	3	28	0	0	4	21	0
20	CANNON DESIGN, Grand Island, N.Y.	368	41.2	21	0	5	25	63	0	0	0	8	0
21	SMITHGROUP INC., Detroit, Mich.	328	41.1	23	9	0	47	32	0	0	0	12	0
22	DLR GROUP, Omaha, Neb.	176	38.3	33	9	0	51	3	6	0	9	22	0
23	BURNS & MCDONNELL, Kansas City, Mo.	233	37.8	6	6	11	6	2	9	0	0	64	2
24	CORGAN ASSOCIATES INC., Dallas, Texas	112	36.5	46	4	0	3	10	0	0	16	48	18
25	LPA INC., Irvine, Calif.	143	35.1	81	13	13	74	0	0	0	0	0	0
26	PERKINS EASTMAN, New York, N.Y.	130	34.9	32	5	6	24	53	4	4	1	3	0
27	KOHN PEDERSEN FOX ASSOCIATES PC, New York, N.Y.	71	31.5	26	79	4	3	0	13	1	0	0	0
28	DAVIS BRODY BOND AEDAS, New York, N.Y.	25	31.0	73	0	0	69	0	0	0	17	15	0
29	HNTB COS., Kansas City, Mo.	118	28.7	3	0	65	0	0	1	0	19	6	7
30	CLARK-NEXSEN PC, Norfolk, Va.	173	26.5	40	0	75	11	7	0	0	0	0	8
31	PAGESOUTHERLANDPAGE, Houston, Texas	102	26.4	32	5	66	8	11	0	0	0	9	0
32	BRPH ARCHITECTS-ENGINEERS INC., Melbourne, Fla.	32	26.3	69	0	18	20	0	0	0	0	0	63
33	AYERS SAINT GROSS, Baltimore, Md.	69	25.5	63	1	0	87	0	0	0	12	0	0
34	MERRICK & CO., Aurora, Colo.	55	25.0	21	0	100	0	0	0	0	0	0	0
35	THORNTON TOMASETTI INC., New York, N.Y.	176	24.8	26	26	8	12	14	3	1	14	6	18
36	SSOE GROUP, Toledo, Ohio	72	24.6	20	0	16	0	0	0	0	0	0	84
37	HUITT-ZOLLARS INC., Dallas, Texas	51	24.0	33	0	3	0	10	0	4	0	77	6
38	PAYETTE, Boston, Mass.	69	22.9	61	0	0	44	38	0	0	0	18	0
39	MOSELEY ARCHITECTS, Richmond, Va.	104	22.3	66	0	15	59	0	0	0	0	26	0
40	SMMA/SYMMES MAINI & MCKEE ASSOCIATES, Cambridge, Mass.	62	22.0	76	9	0	61	0	0	0	0	31	0
41	WSP USA, New York, N.Y.	139	22.0	13	27	16	19	2	7	3	7	17	2
42	NACIARCHITECTURE, Seattle, Wash.	82	22.0	80	0	0	97	0	0	0	0	3	0
43	VOA ASSOCIATES INC., Chicago, Ill.	67	21.6	47	3	77	8	11	0	1	0	0	0
44	DEWBERRY, Fairfax, Va.	158	21.3	7	8	52	11	5	0	4	14	1	5
45	FKP ARCHITECTS INC., Houston, Texas	54	20.3	41	0	0	0	100	0	0	0	0	0
46	EWINGCOLE, Philadelphia, Pa.	80	19.5	31	4	21	9	32	0	0	23	0	13
47	GANNETT FLEMING, Harrisburg, Pa.	59	19.5	7	3	0	0	0	0	0	0	3	94
48	M-E ENGINEERS INC., Wheat Ridge, Colo.	53	19.5	69	16	7	11	24	0	0	35	6	1
49	PARSONS BRINCKERHOFF INC., New York, N.Y.	201	19.2	1	32	0	0	0	4	7	0	0	58
50	KIEWIT CORP., Omaha, Neb.	142	19.0	10	0	0	0	0	0	0	0	100	0

GENSLER reported the most staff accredited by third-party organizations among design firms on the list, just topping No. 4 ranked Perkins+Will.

RANK 2011		ACC. STAFF	2010 GREEN REVENUE		RETAIL / OFFICE	GOVERNMENT OFFICE	EDUCATION	HEALTHCARE	HOTEL	MULTI-RESIDENTIAL	SPORTS / ENT. / CIVIC	OTHER BUILDINGS	OTHER MKTS.
			IN \$ MIL.	% OF TOTAL REVENUE									
51	HMC ARCHITECTS, Ontario, Calif.	104	18.6	21	0	3	36	61	0	0	0	0	0
52	VANDERWEIL ENGINEERS, Boston, Mass.	83	18.5	34	11	7	17	5	2	0	1	55	2
53	OWEN GROUP INC., Irvine, Calif.	24	17.1	61	0	0	53	12	0	0	0	6	29
54	KIMLEY-HORN AND ASSOCIATES INC., Raleigh, N.C.	105	17.0	5	47	0	0	0	0	18	0	0	35
55	THE S/L/A/M COLLABORATIVE, Glastonbury, Conn.	35	16.1	51	16	0	75	10	0	0	0	0	0
56	RNL, Denver, Colo.	70	15.9	61	10	41	27	0	0	0	0	22	0
57	LS3P ASSOCIATES LTD., Charleston, S.C.	116	15.4	38	0	1	34	0	1	1	0	63	0
58	AFFILIATED ENGINEERS INC., Madison, Wis.	174	15.3	17	3	1	55	28	0	1	3	9	1
59	ARCHITECTS HAWAII LTD., Honolulu, Hawaii	32	15.1	53	0	34	7	2	43	0	0	13	0
60	TLC ENGINEERING FOR ARCHITECTURE, Orlando, Fla.	98	14.5	37	19	0	29	29	0	0	12	11	0
61	FANNING/HOWEY ASSOCIATES INC., Celina, Ohio	61	14.4	39	0	0	100	0	0	0	0	0	0
62	WESTLAKE REED LESKOSKY, Cleveland, Ohio	52	14.2	54	1	27	11	29	0	0	32	0	0
63	TVSDESIGN, Atlanta, Ga.	65	14.1	46	2	0	0	0	7	0	91	0	0
64	BLACK & VEATCH, Overland Park, Kan.	60	13.8	1	0	42	0	0	0	0	0	0	58
65	FLAD ARCHITECTS, Madison, Wis.	118	13.6	23	0	0	49	3	0	0	0	49	0
66	STANTEC INC., Irvine, Calif.	714	13.5	2	12	14	22	13	3	0	6	30	0
67	WDG ARCHITECTURE, Washington, D.C.	17	13.2	65	1	82	13	0	0	3	0	0	0
68	RDG PLANNING & DESIGN, Des Moines, Iowa	42	12.7	46	11	12	50	10	0	1	17	0	0
69	SHALOM BARANES ASSOCIATES PC, Washington, D.C.	30	12.6	75	10	67	0	0	0	24	0	0	0
70	DAY & ZIMMERMANN, Philadelphia, Pa.	26	12.5	12	0	100	0	0	0	0	0	0	0
71	PGAL, Houston, Texas	65	12.4	29	6	18	16	0	0	0	2	58	0
72	HARLEY ELLIS DEVEREAUX, Southfield, Mich.	136	12.1	33	6	3	41	32	0	18	0	0	0
73	SHP LEADING DESIGN, Cincinnati, Ohio	75	12.0	62	0	0	100	0	0	0	0	0	0
74	GOETTSCH PARTNERS, Chicago, Ill.	35	10.3	51	51	0	24	0	25	0	0	0	0
75	POPULOUS, Kansas City, Mo.	42	10.0	10	0	0	0	0	0	0	100	0	0
76	GRESHAM, SMITH AND PARTNERS, Nashville, Tenn.	128	9.9	11	8	0	0	27	0	0	0	65	1
77	CRABTREE ROHRBAUGH & ASSOC. - ARCHITECTS, Mechanicsburg, Pa.	21	9.7	40	0	15	85	0	0	0	0	0	0
78	TSOI/KOBUS & ASSOCIATES INC., Cambridge, Mass.	20	9.7	55	0	0	39	44	0	0	0	17	0
79	GRW ENGINEERS INC., Lexington, Ky.	16	9.7	28	0	29	8	0	0	0	0	63	0
80	HATCH MOTT MACDONALD, Millburn, N.J.	42	9.5	3	0	2	0	0	0	0	0	98	0
81	KAPLAN MCLAUGHLIN DIAZ (KMD), San Francisco, Calif.	55	9.4	19	0	43	0	2	0	38	0	17	0
82	LORD AECK & SARGENT, Atlanta, Ga.	64	9.2	33	0	0	18	0	0	1	0	80	0
83	KJWW ENGINEERING CONSULTANTS, Rock Island, Ill.	66	9.0	20	6	12	60	18	0	0	4	0	0
84	BERGMANN ASSOCIATES INC., Rochester, N.Y.	47	8.6	17	42	18	41	0	0	0	0	0	0
85	FXFOWLE, New York, N.Y.	65	8.4	31	35	3	27	7	15	13	0	0	0
86	SRG PARTNERSHIP INC., Portland, Ore.	64	8.3	39	0	25	40	35	0	0	0	0	0
87	THE BECK GROUP, Dallas, Texas	185	8.3	40	6	9	6	10	0	0	68	0	0
88	WALTER P MOORE, Houston, Texas	48	8.2	16	14	11	15	39	0	1	10	4	7
89	BHDP ARCHITECTURE, Cincinnati, Ohio	43	7.9	40	30	0	70	0	0	0	0	0	0
90	H.F. LENZ CO., Johnstown, Pa.	19	7.9	31	3	23	43	0	2	0	1	28	0
91	AMERICAN STRUCTUREPOINT INC., Indianapolis, Ind.	19	7.9	14	5	67	1	9	0	14	0	5	0
92	HORD COPLAN MACHT INC., Baltimore, Md.	56	7.7	36	4	0	60	0	0	36	0	0	0
93	PAULUS SOKOLOWSKI & SARTOR LLC, Warren, N.J.	19	7.4	22	19	0	54	0	1	3	5	5	12
94	BALA CONSULTING ENGINEERS INC., King of Prussia, Pa.	22	7.4	56	63	5	19	7	4	3	0	0	0
95	SHEPLEY BULFINCH RICHARDSON & ABBOTT, Boston, Mass.	67	7.3	22	0	0	65	35	0	0	0	0	0
96	SASAKI ASSOCIATES INC., Watertown, Mass.	69	7.3	15	2	1	95	0	0	0	2	0	0
97	HEAPY ENGINEERING, Dayton, Ohio	75	7.0	34	2	17	59	4	7	1	9	0	0
98	DURRANT, Dubuque, Iowa	25	6.8	37	0	30	17	0	0	0	0	53	0
99	GRAY CONSTRUCTION, Lexington, Ky.	18	6.8	77	0	0	0	0	0	0	0	38	62
100	PSOMAS, Los Angeles, Calif.	28	6.7	9	0	33	50	16	0	0	0	0	0