

ENR THE TOP PROFESSIONAL SERVICES FIRMS

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PHOTO COURTESY OF MICHAEL BAKER INTERNATIONAL

NUMBER 29 CM FIRM

PAVING A PATHWAY Michael Baker International is program manager for Corridor H, a limited access highway through West Virginia's Appalachian Highlands.

Banking on a Boom

Professional services firms foresee big market growth as more owners seek management for post-pandemic plans. By Emell Adolphus



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Owners frequently call in professional services firms to streamline projects to completion and keep a pulse on the market. Lately, firms agree, that pulse is racing. Projects shelved last year are quickly rebooting while newer, more complex construction programs fill pipelines, driving many owners to seek support beyond their usual teams to manage the volume.

No firm can predict the future, but professional services firms can help owners figure out what might come next. “As we recover from the pandemic, there’s an unspoken understanding that our industry is anticipating an unprecedented volume of infrastructure work ahead,” says Steve Fleck, Stantec executive vice president and chief practice and project office. Anticipation only adds fuel to an already fiery market, Fleck says, and that is also a major plot point behind 2021 Top 100 Professional Services Firms rankings.

Although the aggregate construction management and program management revenue from the Top 100

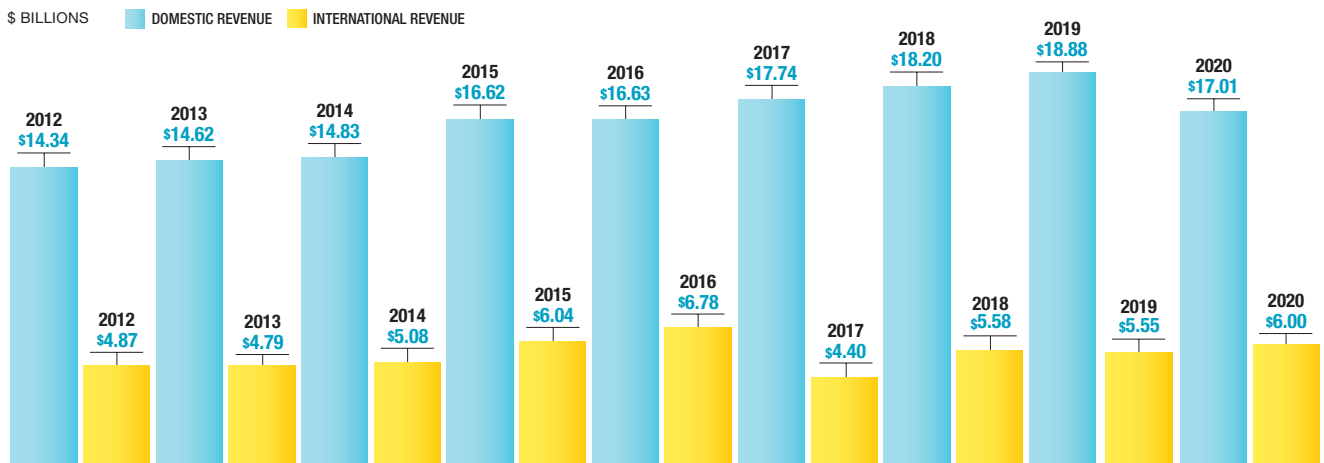
On the Web

For expanded content on the ENR Top Lists, see ENR.com/toplists.

was down 5.8% overall in 2020 compared to 2019, median firm revenue was up 14.05% to \$43.6 million, from \$38.05 million—which signals that volume is growing among ranked firms of all sizes. Going into the 2021-22 post-pandemic cycles, firms anticipate projects of all sizes vying for scarce market resources.

“The influx of current and upcoming work is creating a war on talent to attract experienced project management leaders,” Fleck says, and firms are racing to grab the top talent they need to meet the demands of clients. Many of those needs have transformed over the course of the pandemic.

Domestic CM-PM Fees Stumble



SOURCE: ENR

Different Business Than Usual

With early pandemic chaos still fresh in mind, more owners want operations resilience and help packaging their projects into well-planned, coherent programs, explains Michael B. Smith, Americas president of Hill International. It is a different approach from the usual siloed project system.

“Clients, especially in the public infrastructure sectors where Hill is particularly strong, are recovering quickly from the pandemic and in some cases are accelerating their project plans to make up for lost time,” says Smith. But beyond timelines, clients aren’t after a quick fix, he says. “We find that owners are demanding a more comprehensive assessment of how their program investments provide long-term value to their organizations,” Smith explains. That includes support to understand how “future disruptions can be anticipated, minimized and/or mitigated,” he adds.

Last year, domestically, Top 100 services firm revenue fell 9.9% while international revenue rose 8% (see chart, p. 46). Homing in on those percentages, the major difference in revenue appears in the top five rankings, which decreased by 15%—a more than \$2.4 billion drop. All firms ranked in last year’s top 10 filed this year, so the decreased revenue could be the result of firms being more selective or sector slowdowns during the pandemic.

Ranking data shows there are seven firms new to the Top 100 list and to ENR survey rankings, including Galaxy Builders Ltd., Industrial Project Innovation LLC (IPI), Horne LLP, Hudson Meridian Construction Group, Ardmore Roderick, Entech Engineering Inc. and RGM Kramer Inc. Among those firms, many reported that their performance over the last few years is a deciding factor in filing this year.

“The ability to continue business despite adverse conditions is now a standard program management offering and is getting much more attention today than pre-COVID-19,” says Smith about the changing market for services firms. “We see clients adding a PgM, PM or CM function to their teams. This is true of all delivery methods, including design-build, progressive design-build, construction management-at-risk and integrated project delivery, as well as more vanilla types of contracts.”

To navigate pandemic-induced supply chain issues and a tight labor market, owners don’t want business as usual from services firms, Smith says—they seek deft project delivery and depth of knowledge. “Whether it’s identifying opportunities for cost savings during design or possible ways to accelerate a construction schedule, having an unbiased [subject matter expert] perspective on the team just makes sense when delivering a project of any complexity or scale,” he says.

The Top 20 Firms in Combined Design and CM-PM Professional Services Revenue

RANK 2021	FIRM	2020 REVENUE IN \$ MIL.		TOTAL REVENUE
		DESIGN REVENUE	CM/PM-FOR- FEE REVENUE	
1	JACOBS, Dallas, Texas	\$10,187.5	\$3,379.5	\$13,567.0
2	AECOM, Los Angeles, Calif.	\$7,862.2	\$1,664.0	\$9,526.2
3	BECHTEL, Reston, Va.	\$864.0	\$3,246.0	\$4,110.0
4	PARSONS, Centerville, Va.	\$1,453.4	\$2,610.0	\$4,063.5
5	FLUOR, Irving, Texas	\$3,881.1	\$-	\$3,881.1
6	TETRA TECH INC., Pasadena, Calif.	\$2,985.0	\$-	\$2,985.0
7	HDR, Omaha, Neb.	\$2,360.9	\$386.6	\$2,747.5
8	WORLEY, Houston, Texas	\$2,527.1	\$32.0	\$2,559.1
9	JLL, Chicago, Ill.	\$-	\$2,533.9	\$2,533.9
10	WOOD, Houston, Texas	\$2,304.8	\$138.7	\$2,443.4
11	WSP USA, New York, N.Y.	\$2,041.1	\$183.3	\$2,224.4
12	BURNS & MCDONNELL, Kansas City, Mo.	\$1,866.8	\$165.7	\$2,032.5
13	STANTEC INC., Irvine, Calif.	\$1,820.4	\$159.3	\$1,979.7
14	CBRE, Dallas, Texas	\$-	\$1,674.8	\$1,674.8
15	SNC-LAVALIN INC., Tampa, Fla.	\$1,092.9	\$404.7	\$1,497.5
16	ARCADIS NORTH AMERICA, Highlands Ranch, Colo.	\$1,095.0	\$364.0	\$1,459.0
17	HNTB COS., Kansas City, Mo.	\$1,451.2	\$-	\$1,451.2
18	BLACK & VEATCH, Overland Park, Kan.	\$1,347.4	\$95.7	\$1,443.1
19	GENSLER, Los Angeles, Calif.	\$1,320.2	\$-	\$1,320.2
20	KIMLEY-HORN, Raleigh, N.C.	\$1,227.7	\$-	\$1,227.7

The Top 20 Firms in Combined Industry Revenue

RANK 2021	FIRM	2020 REVENUE IN \$ MIL.			TOTAL REVENUE
		CONTRACTING REVENUE	DESIGN REVENUE	CM/PM-FOR- FEE REVENUE	
1	BECHTEL, Reston, Va.	\$12,239.0	\$864.0	\$3,246.0	\$16,349.0
2	AECOM, Los Angeles, Calif.	\$6,568.5	\$7,862.2	\$1,664.0	\$16,094.8
3	FLUOR, Irving, Texas	\$11,672.4	\$3,881.1	\$-	\$15,553.5
4	THE TURNER CORP., New York, N.Y.	\$14,410.0	\$-	\$130.5	\$14,540.5
5	JACOBS, Dallas, Texas	\$-	\$10,187.5	\$3,379.5	\$13,567.0
6	KIEWIT CORP., Omaha, Neb.	\$11,200.7	\$1,036.4	\$-	\$12,237.1
7	THE WHITING-TURNER CONT. CO., Baltimore, Md.	\$8,718.3	\$-	\$-	\$8,718.3
8	STO BUILDING GROUP INC., New York, N.Y.	\$8,080.0	\$-	\$-	\$8,080.0
9	TUTOR PERINI CORP., Sylmar, Calif.	\$6,614.7	\$-	\$-	\$6,614.7
10	SKANSKA USA, New York, N.Y.	\$6,535.1	\$-	\$72.5	\$6,607.6
11	GILBANE BUILDING CO., Providence, R.I.	\$6,404.6	\$-	\$95.4	\$6,500.0
12	DPR CONSTRUCTION, Redwood City, Calif.	\$6,458.0	\$-	\$-	\$6,458.0
13	HENSEL PHELPS, Greeley, Colo.	\$5,882.4	\$-	\$-	\$5,882.4
14	CLARK GROUP, Bethesda, Md.	\$5,794.0	\$-	\$-	\$5,794.0
15	PCL CONSTRUCTION, Denver, Colo.	\$5,671.6	\$-	\$-	\$5,671.6
16	THE WALSH GROUP, Chicago, Ill.	\$5,379.0	\$-	\$-	\$5,379.0
17	BALFOUR BEATTY US, Dallas, Texas	\$5,075.8	\$-	\$8.4	\$5,084.3
18	SWINERTON, San Francisco, Calif.	\$5,046.9	\$-	\$23.3	\$5,070.2
19	MORTENSON, Minneapolis, Minn.	\$4,815.2	\$-	\$14.5	\$4,829.7
20	MCCARTHY HOLDINGS INC., St. Louis, Mo.	\$4,700.7	\$-	\$3.5	\$4,704.2

GARDINER AND THEOBALD is project manager for a mixed-use retail venture that is transforming three properties in Manchester, England.

The Top 50 Program Management Firms

RANK 2021	FIRM	2020 REVENUE IN \$ MIL.		
		DOMESTIC REVENUE	INT'L REVENUE	TOTAL REVENUE
1	JACOBS, Dallas, Texas	2,873.3	506.2	3,379.5
2	JLL, Chicago, Ill.	1,226.2	1,307.8	2,533.9
3	PARSONS, Centreville, Va.	1,647.9	189.5	1,837.5
4	CBRE, Dallas, Texas	534.5	1,140.3	1,674.8
5	AECOM, Los Angeles, Calif.	1,134.0	530.0	1,664.0
6	BECHTEL, Reston, Va.	974.0	36.0	1,010.0
7	HDR, Omaha, Neb.	260.3	126.3	386.6
8	SNC-LAVALIN INC., Tampa, Fla.	331.4	0.0	331.4
9	TURNER & TOWNSEND, New York, N.Y.	71.9	129.1	201.0
10	APTIM, Baton Rouge, La.	124.8	70.5	195.3
11	WSP USA, New York, N.Y.	183.3	0.0	183.3
12	BURNS & MCDONNELL, Kansas City, Mo.	156.4	9.3	165.7
13	ARCADIS NORTH AMERICA, Highlands Ranch, Colo.	136.0	1.0	137.0
14	CDM SMITH, Boston, Mass.	81.8	43.1	124.9
15	CUMMING, Los Angeles, Calif.	108.3	13.4	121.6
16	HORNE LLP, Baton Rouge, La.	112.6	0.0	112.6
17	ANSER ADVISORY, Orlando, Fla.	96.2	0.0	96.2
18	HUDSON MERIDIAN CONSTRUCTION GROUP, New York, N.Y.	80.5	0.0	80.5
19	STANTEC INC., Irvine, Calif.	67.6	0.0	67.6
20	HILL INTERNATIONAL INC., Philadelphia, Pa.	47.4	11.0	58.3
21	SEVAN MULTI-SITE SOLUTIONS LLC, Downers Grove, Ill.	54.2	1.3	55.5
22	IDEAL CONTRACTING LLC, Detroit, Mich.	54.0	0.0	54.0
23	LABELLA ASSOCIATES D.P.C., Rochester, N.Y.	51.1	0.0	51.1
24	KLEINFELDER, San Diego, Calif.	50.9	0.0	50.9
25	BLACK & VEATCH, Overland Park, Kan.	35.1	14.4	49.6
26	MCDONOUGH BOLYARD PECK INC. (MBP), Fairfax, Va.	40.6	2.2	42.8
27	HPM, Birmingham, Ala.	41.3	0.0	41.4
28	BRAILSFORD & DUNLAVEY INC., Washington, D.C.	38.4	0.0	38.4
29	GREELEY AND HANSEN, Chicago, Ill.	36.1	0.0	36.1
30	GILBANE BUILDING CO., Providence, R.I.	34.9	0.0	35.0
31	LEA+ELLIOTT INC., Grand Prairie, Texas	33.5	0.0	33.5
32	ARDMORE RODERICK, Chicago, Ill.	32.8	0.0	32.8
33	MARKON SOLUTIONS, Falls Church, Va.	27.0	5.6	32.6
34	VANIR CONSTRUCTION MANAGEMENT INC., Sacramento, Calif.	32.3	0.0	32.3
35	CAROLLO ENGINEERS INC., Walnut Creek, Calif.	32.0	0.0	32.0
36	CORDOBA CORP., Los Angeles, Calif.	31.1	0.0	31.1
37	PFES LLC, Western Springs, Ill.	30.9	0.0	30.9
38	CSA GROUP, New York, N.Y.	27.4	2.7	30.1
39	SKANSKA USA, New York, N.Y.	26.4	0.0	26.4
40	KITCHELL CORP., Phoenix, Ariz.	25.7	0.0	25.7
41	HUNT GUILLOT & ASSOCIATES L.L.C., Ruston, La.	22.7	2.9	25.7
42	PMA CONSULTANTS LLC, Detroit, Mich.	25.3	0.0	25.3
43	THE WEITZ CO. & AFFILIATES, Des Moines, Iowa	24.8	0.0	24.8
44	GAFCON INC., San Diego, Calif.	24.0	0.0	24.0
45	ALPHA CORP., Dulles, Va.	22.5	1.1	23.6
46	DESIGN SYSTEMS INC., Farmington Hills, Mich.	21.0	2.0	23.0
47	ATLAS TECHNICAL CONSULTANTS, Austin, Texas	22.0	0.0	22.0
48	FREESE AND NICHOLS INC., Fort Worth, Texas	20.1	0.0	20.1
49	THE VERTEX COS. INC., Weymouth, Mass.	19.1	0.0	19.1
50	JAMES R. VANNOY & SONS CONSTRUCTION CO. INC., Jefferson, N.C.	18.0	0.0	18.0

Risks and Rewards

Although the worst of the COVID-19 pandemic seems to be in the rearview mirror, owners recognize that markets are still reeling from residual effects. As a result, there is heightened sensitivity around cost certainty and risk control, says John Robbins, managing director for the USA at Turner & Townsend.

“One of the biggest priority shifts has been toward risk assessment. This global event completely reframed how our clients think about cost certainty, contract and commercial agreements, supply chains and business continuity,” says Robbins.

“Many clients are asking us how best to set up processes and assurance to manage capital programs through life-changing events like COVID-19,” he adds. “We are helping clients look at contingency plans and how to set up systems in more resilient ways to manage through similar situations.”

The hope is that early precautions will reward owners in the long-term and decrease risk, Robbins points out. “Many, if not most, businesses have had a very tough fiscal year negotiating through the pandemic and keeping their capital projects afloat,” he says. “Added to that are the significant supply chain disruptions and fluctuations in construction materials, such as wood, steel and concrete products, as well as commodity prices.”

A positive result, EnTech Engineering reports, is that clients are more open to the flexibility that new technology provides, such as virtual meetings, jobsite inspections and 3D design collaboration. “Project owners have always placed a heavy emphasis on efficient project delivery, but the pandemic has caused an even greater focus on schedule and budget,” says Sue Bayat, founder and president of EnTech. “This has helped accelerate the adoption of advanced technologies, like BIM, as owners look for smarter solutions that help deliver projects faster and more economically.”

How well professional services firms can help owners maneuver through market conditions and avoid risk will be a major determinant of success next year, says Christopher Payne, president and CEO of McDonough Bolyard Peck Inc.

“At a high level, our clients are really not as confident in what they’re trying to build, given the changes we’ve seen,” he says. “We’re seeing more curiosity from clients about prefabricated and off-site assembly to help control schedule and reduce the risk of on-site construction.”

Payne adds that “as a services provider, we’re adapting our thinking to how we can extend our expertise across the whole supply chain.” ■

Additional reporting by Jonathan Keller.

BECHTEL is managing Sydney Metro West, a driverless rail line in Australia that will seek to create 10,000 jobs during construction.

Construction Management/PM-for-Fee Firms

RANK 2021	2020	FIRM	FIRM TYPE	2020 REVENUE IN \$ MIL.	
				TOTAL REV. (\$ MIL.)	INT'L REVENUE
1	4	JACOBS, Dallas, Texas	EAC	3,379.5	506.2
2	2	BECHTEL, Reston, Va.	EC	3,246.0	311.0
3	5	PARSONS, Centreville, Va.	EC	2,610.0	785.2
4	3	JLL, Chicago, Ill.	CM	2,533.9	1,307.8
5	6	CBRE, Dallas, Texas	CM	1,674.8	1,140.3
6	1	AECOM, Los Angeles, Calif.	EA	1,664.0	530.0
7	18	TURNER & TOWNSEND, New York, N.Y.	CM	506.7	368.9
8	7	SNC-LAVALIN INC., Tampa, Fla.	EAC	404.7	0.0
9	12	HDR, Omaha, Neb.	EA	386.6	126.3
10	8	HILL INTERNATIONAL INC., Philadelphia, Pa.	CM	368.5	174.7
11	9	ARCADIS NORTH AMERICA, Highlands Ranch, Colo.	E	364.0	2.0
12	11	COLLIERS INTERNATIONAL GROUP INC., Encino, Calif.	CM	281.9	241.6
13	14	GARDINER & THEOBALD INC., New York, N.Y.	CM	266.7	211.5
14	16	THE LIRO GROUP, Syosset, N.Y.	EA	244.0	0.0
15	13	ATLAS TECHNICAL CONSULTANTS, Austin, Texas	E	241.0	0.0
16	17	CUMMING, Los Angeles, Calif.	CM	233.9	25.7
17	39	APTIM, Baton Rouge, La.	C	195.3	70.5
18	**	GALAXY BUILDERS LTD., San Antonio, Texas	O	192.0	0.0
19	15	WSP USA, New York, N.Y.	E	183.3	0.0
20	25	BURNS & MCDONNELL, Kansas City, Mo.	EAC	165.7	9.3
21	19	STANTEC INC., Irvine, Calif.	EA	159.3	0.0
22	10	WOOD, Houston, Texas	EC	138.7	34.3
23	**	INDUSTRIAL PROJECT INNOVATION LLC, Greenville, S.C.	CM	134.7	0.0
24	21	THE TURNER CORP., New York, N.Y.	C	130.5	44.7
25	24	CDM SMITH, Boston, Mass.	EC	124.9	43.1
26	**	HORNE LLP, Baton Rouge, La.	CM	112.6	0.0
27	22	KLEINFELDER, San Diego, Calif.	EA	105.8	0.0
28	30	CAROLLO ENGINEERS INC., Walnut Creek, Calif.	E	104.5	0.0
29	29	MICHAEL BAKER INTERNATIONAL, Pittsburgh, Pa.	EA	100.7	0.0
30	27	MWH CONSTRUCTORS INC., Broomfield, Colo.	C	100.6	0.0
31	20	ANSER ADVISORY, Orlando, Fla.	O	96.2	0.0
32	26	BLACK & VEATCH, Overland Park, Kan.	EC	95.7	25.3
33	28	GILBANE BUILDING CO., Providence, R.I.	C	95.4	8.5
34	31	VANIR CONSTRUCTION MGMT. INC., Sacramento, Calif.	CM	84.3	0.0
35	**	HUDSON MERIDIAN CONSTR. GROUP, New York, N.Y.	O	80.5	0.0
36	59	SKANSKA USA, New York, N.Y.	C	72.5	0.0
37	33	CORDOBA CORP., Los Angeles, Calif.	E	72.1	0.0
38	35	THE VERTEX COS. INC., Weymouth, Mass.	E	69.4	1.1
39	32	KITCHELL CORP., Phoenix, Ariz.	EC	69.2	0.0
40	78	PFES LLC, Western Springs, Ill.	CM	61.8	0.0
41	38	KRAUS-ANDERSON CONSTR. CO., Minneapolis, Minn.	C	60.0	0.0
42	64	IPS-INTEGRATED PROJECT SERVICES LLC, Blue Bell, Pa.	EA	59.7	1.1
43	**	KELLEY CONSTRUCTION INC., Louisville, Ky.	EC	56.0	0.0
44	34	SEVAN MULTI-SITE SOLUTIONS LLC, Downers Grove, Ill.	A	55.5	1.3
45	**	IDEAL CONTRACTING LLC, Detroit, Mich.	C	54.0	0.0
46	63	LABELLA ASSOCIATES D.P.C., Rochester, N.Y.	EA	51.1	0.0
47	40	MCDONOUGH BOLYARD PECK INC. (MBP), Fairfax, Va.	CM	49.6	2.2
48	44	BOWERS + KUBOTA CONSULTING INC., Waipahu, Hawaii	EA	48.7	0.0
49	42	PMA CONSULTANTS LLC, Detroit, Mich.	CM	48.7	0.0
50	**	FREES AND NICHOLS INC., Fort Worth, Texas	EA	44.1	0.0

RANK 2021	2020	FIRM	FIRM TYPE	2020 REVENUE IN \$ MIL.	
				TOTAL REV. (\$ MIL.)	INT'L REVENUE
51	37	MGAC, Washington, D.C.	CM	43.1	0.0
52	49	TECTONIC ENG'G CONSULTANTS, Mountaintown, N.Y.	E	42.5	0.0
53	43	HPM, Birmingham, Ala.	CM	41.4	0.0
54	74	SAVIN ENGINEERS P.C., Pleasantville, N.Y.	CM	41.0	0.0
55	55	PSOMAS, Los Angeles, Calif.	E	40.5	0.0
56	80	GREELEY AND HANSEN, Chicago, Ill.	E	38.8	0.0
57	51	PROJECT MANAGEMENT ADVISORS INC., Chicago, Ill.	CM	38.6	0.0
58	61	BRAILS福德 & DUNLAVEY INC., Washington, D.C.	CM	38.4	0.0
59	**	INFRA CONSULTING & ENGINEERING PLLC, Columbia, S.C.	E	37.3	0.0
60	53	OAC SERVICES INC., Seattle, Wash.	CM	36.6	0.0
61	58	MARKON SOLUTIONS, Falls Church, Va.	CM	36.1	8.1
62	50	EISMAN & RUSSO INC., Jacksonville, Fla.	CM	33.8	0.0
63	57	LEA+ELLIOTT INC., Grand Prairie, Texas	EA	33.5	0.0
64	**	ARDMORE RODERICK, Chicago, Ill.	CM	32.8	0.0
65	62	HARRIS & ASSOCIATES INC., Concord, Calif.	CM	32.0	0.0
66	**	WORLEY, Houston, Texas	EC	32.0	0.0
67	**	ENTECH ENGINEERING INC., New York, N.Y.	E	30.5	0.0
68	56	CSA GROUP, New York, N.Y.	EA	30.1	2.7
69	91	CPM, Guaynabo, Puerto Rico	CM	30.0	0.0
70	46	HUNTER ROBERTS CONSTR. GROUP LLC, New York, N.Y.	C	30.0	0.0
71	67	CLARK CONSTRUCTION CO., Lansing, Mich.	C	30.0	0.0
72	65	BOSWELL ENGINEERING INC., South Hackensack, N.J.	E	29.8	0.0
73	52	GREENMAN-PEDERSEN INC. (GPI), Babylon, N.Y.	E	29.1	0.0
74	72	KS ENGINEERS PC, Newark, N.J.	E	28.0	0.0
75	**	BMWV CONSTRUCTORS INC., Indianapolis, Ind.	C	27.0	0.0
76	**	FUSS & O'NEILL INC., Manchester, Conn.	E	27.0	0.0
77	69	GAFCON INC., San Diego, Calif.	CM	26.9	0.0
78	82	HUNT GUILLOT & ASSOCIATES LLC, Ruston, La.	E	25.7	2.9
79	77	METRIC ENGINEERING INC., Miami, Fla.	E	24.9	0.0
80	98	SHIEL SEXTON CO. INC., Indianapolis, Ind.	C	24.9	0.0
81	87	THE WEITZ CO. & AFFILIATES, Des Moines, Iowa	EC	24.8	0.0
82	**	ATCS PLC, Herndon, Va.	E	24.7	0.0
83	**	HARKINS BUILDERS, Columbia, Md.	C	24.0	0.0
84	36	SACHSE CONSTRUCTION AND DEV. CO. LLC, Detroit, Mich.	C	24.0	9.0
85	76	ALPHA CORP., Dulles, Va.	CM	23.9	1.1
86	86	SWINERTON, San Francisco, Calif.	C	23.3	0.0
87	60	DESIGN SYSTEMS INC., Farmington Hills, Mich.	CM	23.0	2.0
88	**	MISSION CRITICAL PARTNERS, Port Matilda, Pa.	E	21.7	0.0
89	**	POWER ENGINEERS INC., Hailey, Idaho	E	20.9	0.0
90	**	CHA CONSULTING INC., Albany, N.Y.	EA	20.4	0.0
91	**	T N WARD CO., Ardmore, Pa.	O	20.3	0.0
92	**	ATWELL LLC, Southfield, Mich.	E	20.0	0.0
93	**	C2G INTERNATIONAL LLC, Aliso Viejo, Calif.	CM	19.0	1.5
94	90	AOA, Winter Park, Fla.	CM	18.5	1.1
95	**	GZA, Norwood, Mass.	EC	18.3	0.0
96	89	JAMES R. VANNOY & SONS CO. INC., Jefferson, N.C.	C	18.0	0.0
97	79	AFG GROUP INC., Herndon, Va.	CM	17.1	0.0
98	93	LECHASE CONSTRUCTION SERVICES LLC, Rochester, N.Y.	C	16.9	0.0
99	**	RGM KRAMER INC, Concord, Calif.	CM	16.7	0.0
100	**	PROCON CONSULTING LLC, Arlington, Va.	CM	16.5	0.0

COMPANIES ARE RANKED BASED ON TOTAL 2020 REVENUE IN \$ MILLIONS FOR CONSTRUCTION-MANAGEMENT OR PROJECT/PROGRAM-MANAGEMENT SERVICES PERFORMED AS A PROFESSIONAL SERVICE FOR A FEE. **=NOT RANKED IN 2020 AMONG THE TOP 100 CIMS. KEY TO TYPE OF FIRM: A=ARCHITECT; C=CONTRACTOR; CM=CONSTRUCTION MANAGEMENT FIRM; E=ENGINEER; EC=ENGINEER-CONTRACTOR; O=OTHER. OTHER COMBINATIONS ARE POSSIBLE.