

2017

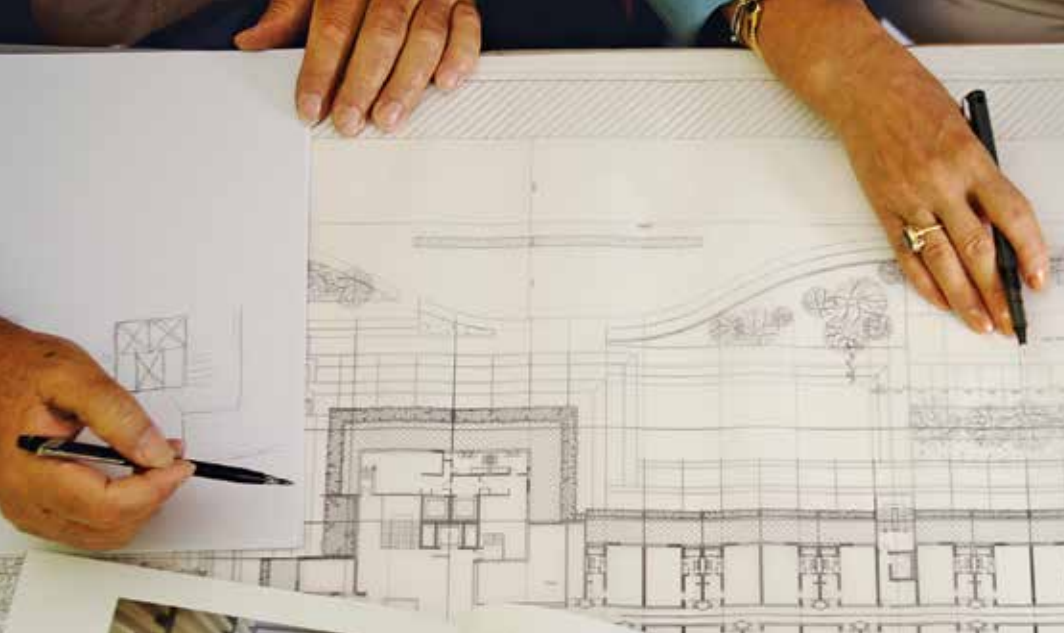
TOP UTAH ARCHITECTURAL FIRMS



UC&D

Utah Construction & Design is pleased to publish its 5th annual list of the Top Architectural Firms in Utah, based on revenues generated in 2016 by a firm's Utah offices. Projects outside of Utah that are billed to Utah-based offices are included. Firms who chose not to disclose revenues (DND) are ranked after revenue-disclosing firms by number of employees.

Firm Name Address	Phone Website	Year Est.	Top Executive Title Years at Firm	Largest Project to Finish 2016 Largest Project to Start 2017
1. VCBO Architecture 524 S. 600 E. SLC, UT 84102	(801) 575-8800 www.vcbo.com	1973	Brent Tippets President 33	WSU Tracy Hall Science Building USU Life Sciences Building
2. FFKR Architects 730 Pacific Ave. SLC, UT 84104	(801) 521-6186 www.ffkr.com	1976	Roger Jackson FAIA 33	BioFire Diagnostics, SLC Health Sciences Transformation Project
3. GSBS Architects 375 W. 200 S. Ste. 100 SLC, UT 84101	(801) 521-8600 www.gsbsarchitects.com	1978	Kevin Miller President/CEO 29	Cottonwood Heights Municipal Center Utah State Prison, SLC
4. Architectural Nexus 2505 Parley's Way SLC, UT 84109	(801) 924-5000 www.archnexus.com	2003	Kenner Kingston President 21	Ft. Collins Colorado Temple New Hospital Facility, Idaho
5. MHTN Architects 420 E. South Temple Ste. 100 SLC, UT 84111	(801) 595-6700 www.mhtn.com	1923	Peggy McDonough-Jan President 15	BYU Auxiliary Laundry Bldg. Merit Medical R&D Bldg.
6. Method Studio 925 S. West Temple SLC, UT 84101	(801) 532-4422 www.method-studio.com	2007	Becky Hawkins CEO 10	USU Maverick Stadium Reno. UVU Performing Arts Center
7. NWL Architects 336 S. 400 W. SLC, UT 84101	(801) 355-5959 www.nwlarchitects.com	1952	Christopher Lund President 24	Idaho Falls LDS Temple Reno. Eagle Mountain High School
8. CRSA 649 E. South Temple SLC, UT 84102	(801) 355-5915 www.crsa-usa.com	1975	Kathy Wheadon President 16	DND DND
9. ThinkArchitecture, Inc. 5151 S. 900 E. Ste. 200 SLC, UT 84117	(801) 269-0055 www.thinkaec.com (Rebranded 2012)	1980	Corey Solum President 17	Stein Eriksen Lodges, Deer Valley The Apex - Summit County
10. EDA Architects 9 Exchange Place Ste. 1100 SLC, UT 84111	(801) 531-7600 www.edaarch.com	1955	Robert Herman President 16	Overstock.com Corp. HQ DND



UTAH'S ECONOMY STAYING CONSISTENT FOR ARCHITECTS

Architectural firms by-and-large posted solid revenue numbers from 2015 to 2016, or remained within 5% of previous year.

Of the 21 firms who disclosed 2016 revenues for UC&D's 2017 Top Utah Architect rankings (three firms did not disclose revenues), 13 reported overall revenue increases from the previous year, with 9 of the 13 posting impressive double figure jumps. WPA (65%), Method (59%), JRCA (56%), TSA (33%), AE Urbia (28%) and MHTN (23%) all cracked the 20%+ mark; FFKR (17%), GSBS (15%), and Babcock Design Group (13%) hit double digits.

WPA went from just over \$1 million to \$1.7, Method saw a sizeable \$4.5 million jump (\$7.6 to \$12.1), JRCA spiked \$1 million to \$2.8, TSA bumped up half a million to an even \$2 million, AE Urbia hit \$6 million (\$1.3 million gain), and MHTN toppled \$14 million (\$14.3 million, a \$2.7 million increase).

VCBO maintained its spot atop the rankings for the third straight year with \$28 million, with FFKR right behind at \$27 million. GSBS was third at \$17.3 million, followed closely by Architectural Nexus (\$16.8 million) and MHTN (\$14.3). Method moved from ninth last year to No. 6 at \$12.1 million; NWL was the only other firm over \$10 million at \$11.5 million, just slightly down from 2015. >>

# Employees # Lic. Archs # LEED AP	Annual Revenues (millions)			Top Markets	%
	2016	2015	2014		
87 26 14	\$28.0	\$26.0	\$21	K-12 Higher Ed Other	24% 23% 22%
122 54 16	\$27.0	\$23.0	\$17.3	K-12 Healthcare Other	27% 29% 16%
74 27 27	\$17.3	\$15.1	\$11.5	Civic/Inst. Other Industrial	31% 26% 15%
102 38 25	\$16.8	\$17.8	\$17.4	Healthcare Other Civic/Inst.	33% 23% 17%
68 32 15	\$14.3	\$11.6	\$11.1	K-12 Higher Ed Civic/Inst.	34% 23% 16%
66 19 12	\$12.1	\$7.6	\$4.4	Higher Ed Multi-Family Other	35% 30% 25%
48 17 8	\$11.5	\$12.1	\$9.1	K-12 Civic/Inst. Higher Ed	48% 1% 1%
59 20 7	\$9.3	\$9.8	\$10.4	Civic/Inst. Higher Ed Other	42% 20% 17%
42 16 1	\$8.1	\$8.9	\$7.9	Office Resort/Hosp. Comm/Retail	25% 20% 20%
36 12 7	\$7.3	\$7.4	\$8.6	Higher Ed Civic/Inst. K-12	40% 19% 15%

2017 TOP UTAH ARCHITECTURAL FIRMS

Firm Name Address	Phone Website	Year Est.	Top Executive Title Years at Firm	Largest Project to Finish 2016 Largest Project to Start 2017
11. Babcock Design Group 52 Exchange Place SLC, UT 84111	(801) 531-1144 www.babcockdesign.com	1984	Robert Cottle CEO 17	Boise City Center Plaza UPS Regional Hub, SLC
12. AE Urbia 2875 S. Decker Lake Dr. Ste. 275 SLC, UT 84119	(801) 746-0456 www.aeurbia.com	2004	James Williams President 12	Entrata Office Bldg. Murray Crossing Apartments
13. Design West Architects 795 North 400 West SLC, UT 84103	(801) 539-8221 www.designwestarchitects.com	1892	Blake Wright President 29	Ridgeline High School SLC Mosquito Abatement Dist. HQ
14. Curtis Miner Architecture 233 S Pleasant Grove Blvd. Pleasant Grove, UT 84062	(801) 769-3000 www.cmautah.com	1998	Curtis Miner Architect 18	Ken Garff Porsche/Audi, Lehi Rockpoint Apartments, Bluffdale
15. Prescott Muir Architects 171 W. Pierpont Ave. SLC, UT 84101	(801) 521-9111 www.prescottmuir.com	1976	Prescott Muir President 41	Weber County Library Headquarters DND
16. JRCA 577 S. 200 E. SLC, UT 84111	(801) 533-2100 www.jrcadesign.com	1983	Jim Child President 34	Utah Valley Dispatch Center West Jordan Public Works
17. NJRA Architects 5272 S. College Dr. Ste. 104 SLC, UT 84111	(801) 364-9259 www.njraarchitects.com	1977	Selvam Rajavelu President 27	Riverton Hospital Expansion Logan Reg. Hospital Cancer Center Expansion
18. TSA Architects 17 Exchange Place SLC, UT 84111	(801) 463-7108 www.tsa-usa.com	1996	Tracy Stocking President 20	Jordan Valley Cancer Center Mountain View Care Center, Heber
19. Case, Lowe & Hart 2484 Washington Blvd Ogden, UT 84401	(801) 399-5821 www.clhae.com	1963	Steve Peterson CEO 11	Medical Airport Hangar, Ketchikan AK Medical Airport Hangar, Gallup NM
20. WPA Architecture 475 N Freedom Blvd. Provo, UT 84601	(801) 374-0800 www.wpa-architecture.com	1994	Alan Poulson President 23	Santaquin City Public Works Stein Eriksen Lodge - Phase VI
21. PGAW, Inc. 5263 S. Commerce Dr. Murray, UT 84107	(801) 266-4669 www.pgaw.net	1963	Kris Pasker President 38	Deseret Industries, Springville Deseret Industries, Gilbert, AZ

FIRMS THAT DID NOT DISCLOSE REVENUES (ranked by # of employees)

ajc architects 703 E. 1700 S. SLC, UT 84105	(801) 466-8818 www.ajcarchitects.com	1991	Jill Jones President 26	The Ridge on Foothill Drive Blue Sky Lodge
Archiplex Group, LLC 255 Crossroad Square SLC, UT 84115	(801) 961-7070 www.archiplexgroup.com	2004	Ralph Stanislaw Principal 13	Central Utah Correctional Facility Addition Park City Fire District Fleet Svcs. Bldg.
Dave Robinson Architects 6465 S. 3000 E. Ste 102 SLC, UT 84121	(801) 272-0242 www.daverobinsonarchitects.com	1994	Dave Robinson President 23	CentrePointe C Journeyman Apprentice Training Center

# Employees # Lic. Archts # LEED AP	Annual Revenues (millions)			Top Markets	%
	2016	2015	2014		
27 13 5	\$6.2	\$5.5	\$6.3	Office Comm/Retail Healthcare	40% 30% 12%
25 3 2	\$6.0	\$4.7	\$4.0	Industrial Office Multi-Family	25% 20% 20%
30 13 1	\$4.2	\$4.9	\$6.2	K-12 Civic/Inst. Comm/Retail	35% 15% 15%
21 6 0	\$3.5	\$3.4	\$2.5	Multi-Family Comm/Retail Office	30% 20% 20%
19 5 1	\$3.0	\$3.0	\$3.0	Comm/Retail Higher Ed Office	60% 10% 10%
12 4 3	\$2.8	DND	DND	DND DND DND	
16 5 4	\$2.6	\$2.8	\$2.3	Healthcare K-12	55% 45%
12 6	\$2.0	\$1.5	\$1.5	Healthcare Higher Ed	90% 10%
12 1 2	\$1.9	\$2.6	\$2.0	Industrial Healthcare Other	62% 26% 11%
10 3 1	\$1.7	\$1.0	\$1.0	Resort/Hosp. Civic/Inst. Multi-Family	37% 15% 13%
9 3	\$1.5	\$1.4	\$1.9	Industrial Office Comm/Retail	30% 20% 19%
24 9 5	DND	DND	DND	Higher Ed Multi-Family Resort/Hosp.	25% 20% 15%
9 3 2	DND	DND	DND	Civic/Inst. Comm/Retail Office	25% 20% 15%
7 2 1	DND	DND	DND	Industrial K-12 Comm/Retail	85% 10% 5%

Market Analysis

Education (K-12 and Higher Ed), health care, civic/institutional remained among the hottest markets in the Beehive State, with commercial/office and multi-family also providing significant work for many firms.

In 2016, K-12 was the top market for VCBO (24% of all revenues), FFKR (27%), MHTN (34%), NWL (48%), and Design West (35%), second for NJRA (45%), and third for EDA (15%). Higher Education accounted for more than one-fifth of overall '16 revenues for six firms: VCBO (23%), MHTN (23%), Method (35%), CRSA (20%), EDA (40%), ajc (25%).

Health care remains another red-hot market (and should remain as such given the continual aging of the Baby Boomer generation) for Utah architects, with six firms ranking it among their Top 3 markets. This includes FFKR (29%), Nexus (33%), Babcock (10%), NJRA (55%), TSA (90%), and Case, Lowe & Hart (26%).

Babcock had the highest percentage from Commercial/Office projects at 40%; it was also the top market for Think Architecture (25%), the second best market for AE Urbia (20%) and PGAW (20%), and third for Curtis Miner (20%) and Archiplex Group (15%).

Multi-Family projects provided significant work for Method (30%), AE Urbia (20%), Curtis Miner (30%), WPA (13%), and ajc (20%). Commercial/Retail was strong for Think (20%), Babcock (30%), Design West (15%), Curtis Miner (20%), Prescott Muir (60%), PGAW (19%) and Archiplex Group (20%).

On the industrial front, Dave Robinson Architects reported 85% of its revenues coming from that market. Industrial was also the top market for AE Urbia (25%), Case, Lowe & Hart (62%), and PGAW (30%), and the third strongest for GSBS (15%). ■

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