



Drum Roll Please! ...

Ladies and gentlemen, we proudly present the inaugural *POB* Top 100

By Mike Anderson

You asked for it ... and we took up the challenge! For a number of years, leading professionals in surveying, mapping and geospatial companies and associations large and small have wondered aloud just who exactly is doing the business throughout the United States and beyond. Many of you suggested *POB* magazine and our market research partners would be well suited to find out.

So, over the past many months, with help from Clear Seas Research, we reached out to companies throughout the geospatial sector and encouraged them to complete an extensive questionnaire about their activities and roles in the space. The highest profile result is the actual *POB* Top 100 — the top-down ranking of the top 100 private-sector firms in terms of geospatial revenue that you see below and on the pages to follow.

But that's only a part of the picture. An equally important objective of this comprehensive project is to capture an accurate, honest snapshot of everyone who is working in the geospatial space, big or small. We asked you not only how much geospatial revenue your company brings in annually, but other important questions such as:

- **What licenses do your employees hold?**
- **Where geographically does your firm work?**
- **What services does our company perform?**
- **What types of equipment do you own?**
- **What equipment are you going to need in the next five years?**
- **What educational support do you provide employees?**

Mike Anderson, editor of POB, has thoroughly enjoyed introducing the POB Top 100 program to various professional associations and conference attendees over the past number of months. Most of all, he is humbled by the overwhelming encouragement by everyone he has spoken with. As always, he welcomes your feedback at andersonmd@bnpmedia.com.

Ranking	Company Name	Geospatial Revenue	Total Gross Revenue	Revenue From Geospatial	City
1	Atkins	\$160,000,000.00	\$400,000,000.00	40%	Tampa, Fla.
2	Surveying And Mapping (SAM), LLC	\$117,983,495.70	\$131,092,773.00	90%	Austin, Texas
3	Quantum Spatial Inc.	\$98,000,000.00	\$98,000,000.00	100%	Lexington, Ky.
4	Atlanta Gas Light (AGL) Resources	\$75,000,000.00	\$500,000,000.00	15%	Atlanta, Ga.
5	Dewberry	\$64,610,200.00	\$380,060,000.00	17%	Fairfax, Va.
6	CB&I Federal Services	\$50,000,000.00	\$500,000,000.00	10%	Baton Rouge, La.
7	Woolpert, Inc.	\$49,509,567.00	\$99,019,134.00	50%	Dayton, Ohio
8	Westwood Professional Services	\$48,584,200.00	\$69,406,000.00	70%	Eden Prairie, Minn.
9	Michael Baker International	\$36,000,000.00	\$1,200,000,000.00	3%	Moon Township, Pa.
10	Smith Construction Engineering	\$30,000,000.00	\$120,000,000.00	25%	Chicago, Ill.

Ranking	Company Name	Geospatial Revenue	Total Gross Revenue	Revenue From Geospatial	City
11	ESP Associates, P.A.	\$28,205,582.00	\$28,205,582.00	100%	Charlotte, N.C.
12	Merrick & Company	\$27,500,000.00	\$110,000,000.00	25%	Greenwood Village, Colo.
13	McKim & Creed	\$25,659,075.12	\$50,311,912.00	51%	Raleigh, N.C.
14	PSEG	\$25,000,000.00	\$2,500,000,000.00	1%	Newark, N.J.
15	Landpoint	\$23,485,685.34	\$30,109,853.00	78%	Bossier City, La.
16	Wallace Montgomery & Associates	\$19,200,000.00	\$24,000,000.00	80%	Hunt Valley, Md.
17	Draper Aden Associates	\$19,087,200.00	\$21,208,000.00	90%	Blacksburg, Va.
18	Maser Consulting	\$15,000,000.00	\$75,000,000.00	20%	Redbank, N.J.
19	Peavy Land Surveying	\$15,000,000.00	\$75,000,000.00	20%	Birmingham, Ala.
20	Keystone Aerial Surveys, Inc.	\$15,000,000.00	\$15,000,000.00	100%	Philadelphia, Pa.
21	WHPacific, Inc.	\$14,250,000.00	\$57,000,000.00	25%	Portland, Ore.
22	Healthcare Realty	\$12,000,000.00	\$1,200,000,000.00	1%	Nashville, Tenn.
23	Wantman Group, Inc.	\$10,800,000.00	\$36,000,000.00	30%	West Palm Beach, Fla.
24	Roome Land Surveying	\$10,000,000.00	\$10,000,000.00	100%	Plano, Texas
25	Terrasond Limited	\$9,700,000.00	\$9,700,000.00	100%	Palmer, Alaska
26	Wilson & Co.	\$9,170,000.00	\$65,500,000.00	14%	Albuquerque, N.M.
27	PPG Industries	\$8,222,000.00	\$20,555,000.00	40%	Munhall, Pa.
28	Thomas & Hutton	\$7,440,000.00	\$24,000,000.00	31%	Mount Pleasant, S.C.
29	Atlantic	\$7,158,772.00	\$7,158,772.00	100%	Huntsville, Ala.
30	Falk PLI Engineering & Surveying	\$7,110,000.00	\$7,900,000.00	90%	Portage, Ind.
31	KCI Technologies, Inc.	\$7,000,000.00	\$140,000,000.00	5%	Raleigh, N.C.
32	Aero-Graphics, Inc.	\$6,900,000.00	\$6,900,000.00	100%	Salt Lake City, Utah
33	Hanson Professional Services, Inc.	\$6,500,000.00	\$65,000,000.00	10%	Springfield, Ill.
34	Aerial Services, Inc.	\$6,500,000.00	\$6,500,000.00	100%	Cedar Falls, Iowa
35	Baxter & Woodman	\$5,500,000.00	\$55,000,000.00	10%	Crystal Lake, Ill.
36	Frank Surveying Co. Inc.	\$5,362,075.00	\$5,362,075.00	100%	Columbus, Texas
37	SSOE Inc.	\$5,000,000.00	\$50,000,000.00	10%	Toledo, Ohio
38	Spicer Group Inc.	\$5,000,000.00	\$20,000,000.00	25%	Saginaw, Mich.
39	CSA Group Inc., LLP	\$5,000,000.00	\$20,000,000.00	25%	San Juan, Puerto Rico
40	Redniss & Mead, Inc.	\$4,983,599.20	\$6,077,560.00	82%	Stamford, Conn.
41	Lemke Land Surveying, LLC	\$4,920,000.00	\$32,800,000.00	15%	Norman, Okla.
42	AFDS	\$4,800,000.00	\$4,800,000.00	100%	Houston, Texas
43	Calvada Surveying Inc.	\$4,800,000.00	\$4,800,000.00	100%	Corona, Calif.
44	Brown & Gay Engineers	\$4,500,000.00	\$90,000,000.00	5%	Frisco, Texas
45	BSC Group, Inc.	\$4,200,000.00	\$14,000,000.00	30%	Boston, Mass.
46	Gayron De Bruin Land Surveying and Engineering, PC	\$4,100,000.00	\$4,100,000.00	100%	Bethpage, N.Y.
47	Garden State Engineering Surveying And Planning	\$4,000,000.00	\$5,000,000.00	80%	Maywood, N.J.
48	J-U-B Engineers, Inc.	\$3,966,505.30	\$39,665,053.00	10%	Boise, Idaho
49	Kennon Surveying	\$3,960,000.00	\$4,000,000.00	99%	Warren, N.J.
50	CivilSurv Design Group, Inc.	\$3,375,000.00	\$4,500,000.00	75%	Lakeland, Fla.
51	Metro Engineering & Surveying Co., Inc.	\$3,150,000.00	\$3,500,000.00	90%	McDonough, Ga.
52	Mannik & Smith	\$3,000,000.00	\$15,000,000.00	20%	Maumee, Ohio
53	Pickett And Associates	\$3,000,000.00	\$3,000,000.00	100%	Bartow, Fla.
54	Terramark	\$2,600,000.00	\$2,600,000.00	100%	Marietta, Ga.
55	Stanley Consultants Inc.	\$2,500,000.00	\$50,000,000.00	5%	Muscatine, Iowa

Ranking	Company Name	Geospatial Revenue	Total Gross Revenue	Revenue From Geospatial	City
56	Pioneer Engineering	\$2,500,000.00	\$5,000,000.00	50%	Mendota Heights, Minn.
57	Bergmann Associates	\$2,500,000.00	\$50,000,000.00	5%	Rochester, N.Y.
58	Rochester & Associates Inc. (RAI)	\$2,400,000.00	\$6,000,000.00	40%	Gainesville, Ga.
59	Erdman Anthony	\$2,310,000.00	\$33,000,000.00	7%	Rochester, N.Y.
60	Epic Scan	\$2,300,000.00	\$2,300,000.00	100%	Medford, Ore.
61	Gustin, Cothorn & Tucker, Inc.	\$2,262,000.00	\$2,900,000.00	78%	Niceville, Fla.
62	Hanover Land Services	\$2,100,000.00	\$3,000,000.00	70%	Hanover, Pa.
63	Hyatt Survey Services	\$2,000,000.00	\$2,000,000.00	100%	Bradenton, Fla.
64	Coast Surveying, Inc.	\$2,000,000.00	\$2,000,000.00	100%	Tustin, Calif.
65	Beals And Thomas Inc.	\$1,980,000.00	\$6,000,000.00	33%	Southborough, Mass.
66	Meridian Engineering	\$1,950,000.00	\$3,000,000.00	65%	West Jordan, Utah
67	Alvo	\$1,873,631.40	\$12,490,876.00	15%	Akron, Ohio
68	Kapur & Associates	\$1,785,000.00	\$35,700,000.00	5%	Milwaukee, Wisc.
69	Willow Land Surveying, PLLC	\$1,600,000.00	\$2,000,000.00	80%	Pennsboro, W.Va.
70	Pickering Firm	\$1,500,000.00	\$15,000,000.00	10%	Memphis, Tenn.
71	Geogphtit	\$1,466,518.00	\$1,466,518.00	100%	Lancaster, Pa.
72	Nederveld	\$1,350,000.00	\$13,500,000.00	10%	Grand Rapids, Mich.
73	BME Aassociates	\$1,320,000.00	\$3,300,000.00	40%	Fairport, N.Y.
74	Col-East, Inc.	\$1,300,000.00	\$1,300,000.00	100%	North Adams, Mass.
75	Lin & Associates, Inc.	\$1,274,420.55	\$1,960,647.00	65%	Seattle, Wash.
76	Ferratello Group	\$1,250,000.00	\$2,500,000.00	50%	Plainview, N.Y.
77	3DS	\$1,200,000.00	\$1,200,000.00	100%	Tallahassee, Fla.
78	White Shield Inc.	\$1,200,000.00	\$1,600,000.00	75%	Pasco, Wash.
79	VCDJ	\$1,200,000.00	\$3,000,000.00	40%	El Monte, Calif.
80	JPH Land Surveying, Inc.	\$1,100,000.00	\$1,100,000.00	100%	Abilene, Texas
81	Continental Mapping	\$1,000,000.00	\$5,000,000.00	20%	Sun Prairie, Wis.
82	J.A. Sewell & Assoc., LLC	\$1,000,000.00	\$2,500,000.00	40%	Sandpoint, Idaho
83	Aranda & Associates, Inc.	\$1,000,000.00	\$2,000,000.00	50%	McAllen, Texas
84	Aztec Consultants Inc.	\$1,000,000.00	\$20,000,000.00	5%	Littleton, Colo.
85	Stouten Cramer, Inc.	\$1,000,000.00	\$1,000,000.00	100%	Cape Coral, Fla.
86	Banning Engineering	\$1,000,000.00	\$4,000,000.00	25%	Plainfield, Ind.
87	E&E Solutions	\$975,000.00	\$6,500,000.00	15%	Holland, Mich.
88	Acklam Inc.	\$911,180.00	\$3,142,000.00	29%	Brighton, Colo.
90	D. Arch	\$892,500.00	\$2,550,000.00	35%	Miami, Fla.
91	Hodde & Hodde Land Surveying, Inc.	\$855,000.00	\$900,000.00	95%	Brenham, Texas
92	Rocky Mountain Aerial Surveys	\$855,000.00	\$950,000.00	90%	Longmont, Colo.
93	GPA Land Surveyors	\$850,000.00	\$1,000,000.00	85%	Charlotte, N.C.
94	CCA, LLC	\$800,000.00	\$4,000,000.00	20%	Brookfield, Conn.
95	Avioimage Mapping Services, Inc.	\$800,000.00	\$800,000.00	100%	Charlotte, N.C.
96	R.M. Kole & Assoc.	\$800,000.00	\$1,000,000.00	80%	Parma, Ohio
97	Sentell Engineering Inc.	\$800,000.00	\$2,000,000.00	40%	Tuscaloosa, Ala.
99	Benchmark Associates, Inc	\$786,250.00	\$925,000.00	85%	Knoxville, Tenn.
99	Lochsa Surveying	\$750,000.00	\$1,500,000.00	50%	Las Vegas, Nev.
100	NorthStar Engineering	\$700,000.00	\$3,500,000.00	20%	Chico, Calif.

Sample charts of the actual information we gathered from respondents follow below.

OUR RESPONDENTS

- **\$1.5 Million**
Median Total Gross Revenue
- **\$592,200**
Average Geospatial Revenue

COMPANIES BRANCHING OUT

- **Today**
99% Work In The U.S.
16% Work Internationally
- **In 5 Years**
99% Will Work In The U.S.
23% Will Work Internationally

GEOSPATIAL REVENUE

- **Today**
96.3% U.S.
3.7% International
- **In 5 Years**
94.3% U.S.
5.7% International

TOP 3 GEOSPATIAL REVENUE SOURCES

- 1** Boundary Surveying
- 2** Engineering Design
- 3** Topographic Surveying

REPORT AVAILABLE

Want to see the full results of our comprehensive *POB* Top 100 market study? You can actually own every single piece of data we have gathered to assist you and your company in strategic planning, market research and decision-making. Packed with charts, graphs, comments and insights, the full CLEARReport is available for purchase from Clear Seas Research. Please contact Aaron Karns via email at karnsa@clearseasresearch.com.



Being the first time doing this, we understand that some information we gathered this year is not complete, that some players have been missed. But this is a good start. The inaugural 2015 *POB* Top 100 is the foundation for what is an ongoing pro-

gram BNP Media and *POB* magazine have fully committed to. This will be an annual exercise that we believe will be an annual must-participate and must-have for all players in the geospatial space. We believe this, because you have told us this. 🌐

SALES | RENTALS | SERVICE TRAINING | SUPPORT



(972) 918-5300
www.geoshackdirect.com

SUMMER SAVINGS ON SOKKIA EQUIPMENT!

SOKKIA DX-205AC+ ROBOTIC PACKAGE

Includes:

- Sokkia DX-205
- Mesa Field Collector
- MAGNET Software
- 360° Prism
- Prism Pole



CALL US TODAY
to Find Out the Low Price!

DON'T FORGET
We Also Have Nationwide Equipment Rentals!



Sokkia GCX2
GPS Receiver
AS LOW AS \$99.00
per month



Sokkia CX-105
Total Station
AS LOW AS \$98.00
per month

Let **GeoShack** save you time and money this summer with the best financing, special payment plans, and new promotional offers. Our experts can help you implement any new technology on your job site.

Get the products you need, the service you deserve, and the pricing you want... only at www.geoshackdirect.com



Copyright © 2015 GeoShack, Inc. All Rights Reserved. j1.gs.mkt.08.13.v1

