

# **PSMJ** | Resources, Inc.®

More design firm intelligence than anyone else on the planet.

## **PRESS RELEASE - FOR IMMEDIATE RELEASE**

### **PSMJ Resources Inc. Announces 2007 Circle of Excellence**

**Newton, MA—August 22, 2007—PSMJ Resources, Inc.**, the premier management consulting firm for the A/E/C (architecture/engineering/construction) industries, today published the 2007 **PSMJ Circle of Excellence**.

The **PSMJ Circle of Excellence** is determined by weighting each firm's ranking in the overall **PSMJ A/E Financial Performance Survey** with respect to thirteen individual benchmarks. These benchmarks are indicative of performance in the various aspects of business operations, including cash flow, overhead control, business development, project performance, staff utilization, and overall profitability.

“The **PSMJ Circle of Excellence** is not determined by firm revenue, profitability, or sheer size – nor is it determined by any subjective criteria. The thirteen benchmarks that determine the **PSMJ Circle of Excellence** were chosen to reflect that the firms are well-managed, have a strong client base, and are led in a responsible and sustainable manner. PSMJ believes that clients prefer to work with well-run firms because they are more likely to provide superior service and value”, explains H.E. “Dan” Daniels, PSMJ's survey editor.

The 2007 **PSMJ Circle of Excellence** reflects the performance of 37 design firms of which 28 participants have agreed to have their names published. They are as follows:

Appledore Engineering Inc.  
Array Healthcare Facilities Solutions  
BCDM — Beringer Ciaccio Dennell Mabrey\*  
Chastain Skillman Inc.  
Engineering Alliance Inc  
Eskew Dumez Ripple Architects  
FMSM — Fuller Mossbarger Scott & May  
Freese & Nichols Inc.  
Frisbie Architects  
GLHN Architects & Engineers, Inc.  
Great West Engineering\*  
Kimley Horn & Associates Inc.\*  
McVeigh & Mangum Engineering, Inc.  
MTE Consultants Inc.  
NAC Architecture\*  
P2S Engineering Inc.

Paul J. Ford & Company  
Ready Engineering\*  
RIM Architects LLC  
Roth Hill Engineering Partners LLC  
SEM Architects Inc.  
Simon Wong Engineering  
Sterling Engineering Co., Inc.\*  
Studio Intrigue Architects  
Tindale Oliver & Associates Inc.  
Ward Scott Veron Architects Inc.  
Williams Blackstock Architects  
Wright-Pierce Engineers\*

*\* indicates firm was also in 2006 PSMJ Circle of Excellence*

In addition to listing the **PSMJ Circle of Excellence**, PSMJ Resources Inc. is holding a conference highlighting the business practices of these outstanding firms titled **Five Keys to Becoming the Best in the Business: PSMJ Circle of Excellence**. The conference will take place December 13-14, 2007 in Las Vegas, NV and will feature as speakers the leaders in **PSMJ Circle of Excellence** firms. For more information about the conference, go to <http://www.psmj.com/event/?id=194>.

#### **CONTACT:**

Bruce Lynch  
PSMJ Resources, Inc.  
10 Midland Ave.  
Newton, MA 02458  
Email: [blynch@psmj.com](mailto:blynch@psmj.com)  
Phone: 617-965-0055, x 50

Now in its 27th edition, the **2007 PSMJ A/E Financial Performance Survey** includes data from 171 A/E firms in the United States and Canada. The Survey provides detailed data and analysis on operating profits, overhead rates, utilization, financial ratios, marketing costs and much more.

#### **About PSMJ Resources, Inc.**

For over 30 years, PSMJ Resources, Inc. has offered publications, educational programs, in-house training and management consulting services to A/E/C professionals worldwide. PSMJ Resources conducts more than 200 educational seminars and conferences annually, supported by major professional societies, including AIA and ACEC. Headquartered in Newton, MA, PSMJ Resources provides more than 150 titles in book and audio, and publishes three newsletters about A/E/C firm management. PSMJ Resources also

produces the industry's preeminent annual surveys on management salaries, financial performance, fees and pricing, and benchmarks for the design firm CEO. On the web: [www.psmj.com](http://www.psmj.com)