

Allen & Hoshall targets Southeast

Engineering firm expands in Birmingham, Johnson City

Memphis Business Journal - July 6, 2007 by John Scruggs

Allen & Hoshall, Inc., is restructuring management and expanding with two new offices in the Southeast.

The full-service engineering firm, based in Memphis, is planning for its future as it approaches its 100th year in business.

The engineering company opened two new branch offices in Birmingham and Johnson City, Tenn.

The new branches, which join locations in Memphis, Nashville, Knoxville, Jackson, Miss., Chattanooga and Tunica, are part of the company's strategy to expand its client base throughout the Southeast.

Preliminary plans are in the works for two additional offices in the Southeast over the next two years.

"The new offices give us the technical support and a central presence for those two regions," says Scott Burleson, vice president of Allen & Hoshall and a member of the operating committee. "Growth has been a focus for us, but we want to make sure we do the best job for our clients and have the talent in place."

Opening both the Johnson City and Birmingham offices was made easier since Allen & Hoshall had longtime employees from both cities. Going into the markets with established contacts has eased the challenges normally associated with expansion.

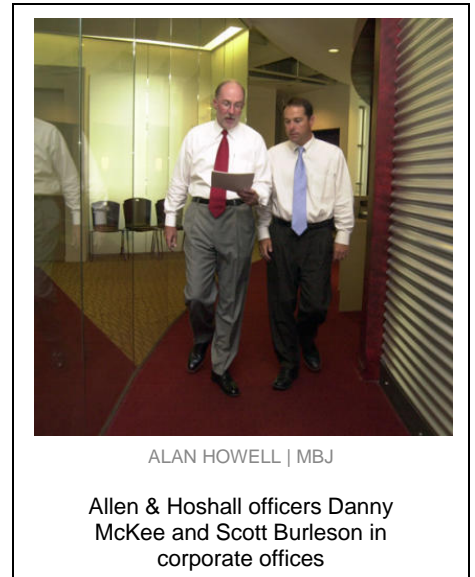
Allen & Hoshall has been working in Alabama, but the decision to open an office there came following increased opportunities for the company's electric utility division.

"That part of the business really came about with the birth of the Tennessee Valley Authority and the electric cooperatives," says Danny McKee, COO and senior vice president of Allen & Hoshall. "We were very fortunate to have a good group of employees who allowed us to expand with a strong base in those territories."

The expansion and planning for the firm's future comes as Allen & Hoshall continues to grow with strong employee retention and solid business across all its offices.

"We've had a nice run," McKee says. "Construction is cyclical, but within the regions we're in, engineering has not seen any slowdown."

Board members are hoping that some advance planning will solidify the firm's future after current principals retire.



Memphis Business Journal

To prepare for the ownership transition, Allen & Hoshall has implemented a management transition plan by restructuring its current five-member board and creating a seven-member operating committee.

"This firm has evolved into a legacy firm," McKee says of the company, which was founded in 1915. "It has progressed from a sole proprietorship to a partnership to the corporation that it is today."

The new operating committee members are taking on day-to-day operations of various units while board members can focus on long-term planning and business development, he says.

Recent projects include work for the Memphis and Shelby County Airport Authority, **Metropolitan Airport** Authority of Nashville and the **Tunica Airport**.

Allen & Hoshall is also the engineer of record for the planned \$1.6 billion, 540-acre Myriad Entertainment & Resorts, Inc., project in Tunica.

Richard Warder, dean of the Herff College of Engineering at the **University of Memphis**, says the restructuring of management and expansion in preparation for Allen & Hoshall's future is not unlike that of any other professional firm.

"My sense is that good parallels would be law firms or accounting firms," Warder says. "They have all diversified and benefited from economies of scale with additional offices."

Allen & Hoshall, Inc.

Engineering firm

Total employees: 120

Address: 1661 International Drive, Suite 100

Phone: (901) 820-0820

Web site: www.allenhoshall.com

jscruggs@bizjournals.com | 259-1727

Laura J. Campbell, P.E., CEM, is associate principal with Allen & Hoshall, Inc., in Memphis.