



Monday, April 8, 2024

Civil engineering firm KFM joins forces with The HFW Companies in strategic growth partnership

DALLAS and AUSTIN – KFM, a civil engineering firm serving Dallas and Austin, Texas, has formed a strategic growth partnership with The HFW Companies (HFW), a fast-growing professional services firm in the architecture and engineering (AE) industry.

KFM will keep its name as part of the deal and continue to build its own legacy across the state of Texas, with its current focus in the Dallas/North Texas and Austin/Central Texas markets, according to Jim Knight, PE, one of the three founding principals of KFM. The others include Charlie Fowler, Jr., PE, and Josh Millsap, PE.

KFM represents the ninth AE firm to join HFW’s growing national network of HFW Partner firms since HFW’s inception in 2020 and the third Texas-based A-E firm to join. HFW’s long-term vision: to build a preeminent network of AE legacy partners across a national footprint that provides a gateway to accelerated growth and leverages its partners’ collaborative expertise, according to Michael Hein, AIA, chief executive officer of HFW.

Launched in 2019, KFM already has grown to 75 professionals, providing civil engineering, land planning, landscape architecture, and due diligence in the areas of retail, mixed-use, single-family, multifamily, industrial, and office development throughout Texas. More than 90 percent of the firm’s business currently comes from private development clients, Knight said.

KFM has approached the HFW partnership opportunity as a deal that will allow KFM to more-strategically build a sustainable and client-focused engineering practice that protects its clients’ interests and strengthens those relationships, according to Knight.

“We see ourselves as sophisticated and discerning with regard to the business relationships we have,” he said of KFM. “Our new partnership with HFW will allow us to access greater resources, from productivity and management perspectives, to build even stronger relationships, better absorb changes

in the economy, continue to meet client expectations, maintain good quality control, and even improve our time to delivery.”

KFM joins a growing portfolio of AE firms that also includes locations in Las Vegas; Kansas City; Chicago; Des Moines and Waterloo, Iowa; Charleston, Hilton Head, and the Midlands of South Carolina; Augusta, Georgia; Houston, Texas; Austin, Texas; and multiple locations in Florida.

The HFW Partner firms comprise HFW's "House of Brands" concept, Hein said. That is, a network of growth-oriented AE firms sharing best practices, economies of scale, unique areas of expertise, and business development opportunities, while continuing to build their own legacy brands in their own regions and beyond.

"We've been watching the principals of KFM build their business for some time, and we're tremendously impressed by their drive, expertise, and a dynamic work culture that clearly motivates their team," said Hein. "KFM has a strong reputation across Texas for its private development work, setting itself up for enormous future potential to expand into other metropolitan areas of Texas and beyond, as well as for new growth opportunities in public-sector engineering. As KFM's new growth partner, we're looking forward to supporting the firm's efforts in pursuing those opportunities."

Even as HFW has invested in KFM, Knight said he also views the new partnership as an investment by KFM in HFW as well, thanks to the HFW Partner network.

"We see this partnership as an investment by KFM in the collaborative strength and potential of the growing HFW Partner network," Knight said. "We're excited to leverage this partnership to expand our opportunities for new growth here and across the network."

###

For more information about KFM and the new growth partnership with The HFW Companies, please contact Jim Knight, PE, at 972.322.7990.

About The HFW Companies

HFW is an AE industry professional services company investing in architecture and engineering firms that serve metropolitan and infrastructure markets and are open to aligning with partners for growth. Its portfolio of partner firms, grounded in technical excellence, solve the most critical problems facing the built environment, improving communities through creative design, engineering, and planning. For more information, please visit: www.hfwcompanies.com

PRESS CONTACT FOR HFW:

Michael Hein, AIA

Chief Executive Officer, The HFW Companies

michael.hein@hfwcompanies.com

618.560.4756.