

Architectural firms

Ranked by 2018 North Bay billings, then by number of licensed architects in the North Bay

Rank: 2019 2018	FIRM	2018 NB BILLINGS/ NB LIC. ARCH./ NB STAFF	COMPANY- WIDE BILLINGS/ OFFICES: NO./ TOT. SF	NOTABLE CLIENTS	CURRENT OR RECENT NORTH BAY PROJECTS, LOCATION, VALUE	ARCHITECTURAL SPECIALTIES	MANAGING PRINCIPAL
1 1	Quattrocchi Kwok Architects 636 Fifth St., Santa Rosa 95404 707-576-0829, qka.com	\$28.7 mil. 23 56	\$28.7 mil. 1 11,600	Santa Rosa City Schools, SRJC College Dist., Healdsburg USD, Larkspur-Corte Madera SD, Kentfield SD; Windsor USD; West Sonoma County UHSD, Konocti USD, Petaluma City Schools, Novato USD, Napa Valley USD, Mendocino USD, San Rafael City Schools	Napa Valley Unified School District, River Charter School Modernization, Napa \$25.2M; San Rafael City Schools, Laurel Dell Elementary School replacement campus, San Rafael, \$14M; San Rafael City Schools, Davidson Middle School new classroom building, San Rafael, \$9.5M	Ed., int. design	Mark Quattrocchi, Steve Kwok
2 2	TLCD Architecture 520 Third St. #250, Santa Rosa 95401 707-525-5600, tlcd.com	\$8.5 mil. 12 35	\$8.5 mil. 1 7,200	Paradise Ridge Winery, Kaiser Permanente, City of Ten Thousand Buddhas, SRJC, Sonoma Clean Power, Hugh Futrell Corp., Santa Rosa City Schools, City of Santa Rosa, Napa County, Exchange Bank, SSSU, Cal Poly SLO.	888 Fourth St. Mixed-Use Project, Hugh Futrell Corp., Santa Rosa, \$30M. Burbank Auditorium Renovation & Addition, SRJC, Santa Rosa, \$28M. Irene Snow Elementary School Replacement, Napa Valley Unified School District, Napa, \$27M	Ed., gov., hospitality, indus., instit., int. design, med., mixed-use, multi-fam., office, recreational, resid., restaurant, retail, winery	Don Tomasi, Jason Brabo, Brian Wright
3 4	Basis Architecture and Consulting 2130 Fourth St. #B, San Rafael 94901 415-457-6035, basisarch.com	\$3.5 mil. 2 7	\$3.5 mil. 1 1,500	Burbank Housing, EAH Housing, Eden Housing, Equity Housing, Capital Valley Investments, RCHDC, Volunteers of America, Bridge Housing, Greystar, Woodmont RES	na	Mixed-use, multi-fam.	Charles Pick
4 7	AXIA Architects 250 D St. #210, Santa Rosa 95404 707-542-4652, axiaarchitects.com	\$2.6 mil. 4 12	\$2.6 mil. 1 4,100	Crane Canyon Equestrian Center, Seghesio Family Vineyards, Alexander Valley Vineyards, County of Sonoma, Roseland School District, various school districts, corporate clients, and private residences	Roseland Accelerated Middle School, Santa Rosa, \$10M, Brookside Multi-Use \$4.5M, Shoreline School District Projects \$10M	Ed., gov., hospitality, indus., med., office, recreational, resid., restaurant, winery	Doug Hilberman
5 3	Sutton Suzuki Architects 39 Forrest St., Mill Valley 94941 415-383-3139, suttonsuzuki.com	\$2.5 mil. 4 12	\$3.8 mil. 2 3,000	Residential projects Lake Tahoe; Malibu; Palo Alto; Napa; Sonoma; Santa Rosa; Belvedere; Tiburon; Ross; San Francisco; Los Gatos; Kauai; Maui; Hawaii; Wyoming.	Private residence Tiburon; Private residence Mill Valley; Private residence Larkspur	Int. design, mixed-use, resid., winery	Ron Sutton, Elizabeth Suzuki
6 5	Crome Architecture 905 Fourth St., San Rafael 94901 415-453-0700, cromearchitecture.com	\$2.5 mil. 2 12	\$2.5 mil. 1 4,500	Iron Springs, Marin Country Mart, Mollie Stone's markets, Greenbrae management, Williams Sonoma Inc., Smitten Ice Cream, Project Juice, City Center Partners, Shapiro Associates.	Marin Country Mart, Mollie Stones markets,	Hospitality, int. design, med., mixed-use, multi-fam., office, resid., restaurant, retail, winery	Max Crome
7 6	Polsky-Perlstein Architects 469 Magnolia Ave. #B, Larkspur 94939 415-927-1156, polskyarchitects.com	\$2.0 mil. 4 10	\$2.0 mil. 1 2,000	Estate properties, residential additions and renovations for clients in the greater Bay Area incl. Napa, Sonoma counties, Santa Cruz and Tahoe	na	Int. design, office, resid., retail	Jared Polsky, Richard Perlstein
8 8	Glass Architects 200 E St., Santa Rosa 95404 707-544-3920, glassarchitects.com	\$1.8 mil. 4 6	\$1.8 mil. 1 2,300	Cities of San Rafael and San Leandro; Placer County; State of Calif.; CHP; CalFire; Glen Ellen Properties	Novato Fire Protection District Station 64, Emeritus Winery Tasting Room, San Rafael Police Station	Ed., gov., hospitality, indus., instit., med., multi-fam., office, recreational, resid., restaurant, winery	Eric Glass
9 11	Avila Bunch Architects Inc 5850 Commerce Blvd. #100, Rohnert Park 94928 707-585-3711, avilaarchitects.com	\$1.8 mil. 3 8	\$1.8 mil. 1 6,000	Cinema West, Sutter VNA, Jackson Family, Westbay Builders, Anytime Fitness, Stewarts Point Rancheria, Federated Indians Of Graton Rancheria, Mary's Pizza Shack, Christopherson Homes	Pisoni Vineyards, Sonoma County Distilling, Ocean Ave Real Estate, Arcturus UAV, Mary's Pizza Shack	Hospitality, indus., mixed- use, multi-fam., office, recreational, resid., restaurant, retail, winery	Merle Avila, Russell Bunch
10 nr	Mead & Hunt, Inc. 1360 19th Hole Dr. #200, Windsor 95492 707-526-5010, meadhunt.com	\$1.6 mil. na 25	\$136.7 mil. 1 5,311	Sonoma County Airport, Marin County Airport, Napa County Airport	Charles M. Schulz Terminal Remodel, Sonoma County Airport, Santa Rosa, \$676,246.00	Gov., indus.	Jon Faucher
11 nr	MAD Architecture 145 Keller St., Petaluma 94952 707-765-9222, madarc.com	\$1.5 mil. 2 4	\$1.5 mil. 1 1,000	Taylor Lane Coffee, Soules Company, Brewster's Beer Garden, Traditional Medicinals, SOMO Village, Private Residences	SOMO Village various projects, Rohnert Park - \$3mill., Taylor Lane Organic Coffee Cafes, Santa Rosa/ San Francisco - \$1mill., SOMO Event Center, Rohnert Park - \$500,000	Gov., hospitality, int. design, med., mixed-use, multi-fam., office, recreational, resid., restaurant, retail, winery	Mary Dooley, Christopher Lynch
12 14	Hedgpeth Architects 2321 Bethards Dr., Santa Rosa 95405 707-523-7010, hedgpetharchitects.com	\$1.2 mil. 5 6	\$1.2 mil. 1 1,578	Marin Community Clinics, Santa Rosa Community Health Centers, Lafferty Communities, Montgomery Village, Blue Mountain Homes, Frank Gobar, Safari West, Northbay Motorsport, Canine Companions, Pace Supply, IMG Pharmacies, Danco Development	na	Hospitality, med., mixed-use, multi-fam., office, resid., restaurant, retail	Warren Hedgpeth
13 10	Persinger Architects & Associates, Inc. 6940 Burnett St., Sebastopol 95472 707-829-0700, persingerarchitects.com	\$950,000 1 7	\$1.1 mil. 1 3,200	TNT Farms, The Carneros Inn, Twin Hills USD, Sebastopol Community Center, Cutting Edge Salons, Calistoga USD, Harmony Union and other Bay Area School Districts; Peninsula Health; Sebastopol Center for the Arts, Kelseyville USD	Kelseyville Elementary MUR, Kelseyville, \$6m Mountain Vista Middle School Renovation, Kelseyville, \$5m Kelseyville High School Shop, Kelseyville, \$4m	Ed., gov., hospitality, indus., instit., int. design, med., mixed-use, multi-fam., office, recreational, resid., restaurant, retail, winery	Alexis Persinger
14 nr	Holscher Architecture 1550 Tiburon Blvd., Belvedere 94920 415-435-5219, harch.com	\$900,000 2 8	\$1.1 mil. 1 1,200	Residential projects in Belvedere, Tiburon, Mill Valley, Atherton, Kent Woodlands, Ross, Larkspur, Colorado, Montana	Sonoma Housing Compound, Belvedere residence, Tiburon residence	Int. design, office, resid., winery	David Holscher
15 17	Danadjieva Hansen Architects PO Box 868, Tiburon 94920 415-435-5767, hansenarchitects.com	\$750,000 5 7	\$750,000 1 2,400	Marin County, San Rafael; City of San Rafael, Las Gallinas Sanitary District, Cities of Pittsburg & Daly City, Univ. of Calif., var. sch. dist., redev. agencies, priv. clients	Operational Control Center, San Rafael (5M) Marin County Civic Center, San Rafael (2M) MVMA, Plaza, Parking (1.5M)	Ed., gov., hospitality, indus., instit., int. design, med., mixed-use, multi-fam., office, recreational, resid., restaurant, retail, winery	Fani Danadjieva Hansen, Gary Valentine Hansen, Milla Hansen, Christina Hansen
16 13	STRATA alp Architecture 23562 Arnold Dr., Sonoma 95476 707-935-7944, strataap.com	\$735,000 2 9	\$1.2 mil. 1 2,200	Sonoma State University, Sonoma Springs Commercial Develop., De Michele Ranch Winery, Corner 103 Tasting Room, Law Winery, Silverado Country Club - Oak Creek East HOA, Sonoma Fit, Sonoma Valley Unified School District, Sonoma and Napa counties.; Cities of Sonoma and Rohnert Park; California Maritime Academy, Santa Rosa Junior College, College of Marin,	Vailetti Commercial Buildings, Sonoma, \$2.5m; Sonoma Fit, Petaluma, \$1.5m; Mellinger Mfg., Sonoma, \$2.2m.	Ed., gov., hospitality, indus., instit., mixed-use, multi- fam., office, resid., restaurant, retail, winery	David Rapp, Bennett Martin, Brad Johnson

Others may have qualified for inclusion but did not respond to our request for information. na = not available/not applicable/would not disclose nr = not ranked Source: The companies Researched by Michelle Fox

Small business? Just think big

Accountants on being hand in glove with small clients

By CHASE DIFELICANTONIO
North Bay Business Journal

Running a small business can be a fast-paced and exciting job, but the startup mantra to “move fast and break things” can create problems, especially when it comes to accounting.

Accountants and experts said close contact between a small business and its accountants is essential in planning for growth and ensuring that when tax time rolls around, a business doesn't shell out more than it has to.

Key to that planning is “transparent communication with your accountant about

your future plans,” according to Christina Z. Hollingsworth, a partner at Dillwood Burkel & Millar, LLP in Santa Rosa.

Hollingsworth said for some small businesses, accounting is an afterthought but that by hashing out a plan with your accountant and staying in touch with them throughout the year, it is easier to plan for different credits later on in the year.

Companies that do research and development for example can plan for a credit for that work come tax time and set up their accounts to more easily access that information, Hollingsworth said.

A common practice for small and startup businesses is to issue stock compensation, which can be overlooked on a company's books because it is a non-cash transaction, Hollingsworth said. “That's actually ex-

penses ... that needs to be reported and calculated,” Hollingsworth said of stock and warrants issued by small companies.

Small wineries often need help with determining the value and cost of different vintages and varieties, according to Jon Dal Poggetto of Dal Poggetto & Company LLP in Santa Rosa.

“On the accounting side for small wineries, the cost accounting for the inventory is the main thing,” Dal Poggetto said. He added that because different types of wines have different aging requirements and values, an accounting firm with expertise in the industry can be invaluable to a small winery when they are trying to determine how much their inventory is worth.

Hollingsworth, whose company handles many wine-related clients, said her firm allocates direct cost and indirect costs to different varieties and vintages. “When you age them

the costs need to follow them,” she said, noting a costing analysis can help a winery determine what wines their revenues are coming from and more effectively plan for future production.

The 2017 federal tax law also created a tax deduction for qualifying small businesses intended to imitate the tax breaks that larger corporations enjoy, Dal Poggetto said. “Because of the new tax law, we've seen in 2018 much more sensitivity to the need for planning from our clients,” he said, noting the deduction also created more work for accounting firms like his that handle many small business clients.

“We probably spent an extra 10% of our time on tax returns that had the opportunity to get the qualified tax deduction,” Dal Poggetto said.



Christina Hollingsworth



Jon Dal Poggetto

Business
Journal
FOCUS
Accounting



Staff Writer Chase DiFeliciano covers technology, banking, law, accounting, and the cannabis industry. Reach him at chase.d@busjrn.com or 707-521-4257.

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17 16	Craiker Associates Architects & Planners Browns Valley, napa, Napa 94558 707-224-5060, 415-828-0304, craiker.com	\$637,500 1 9	\$637,500 1 1,100	Inglenn Properties, Anderson Conn Winery, Infineon Maxville Lake winery, Aqua Via, Mixed Use, Domain Carneros, American Greetings NAPA, headquarters Cosentino winery, Liana winery, Korova Dispensary, Aldea Family Services, Cope Family Services, Legacy Partners, Alliance Properties	Inglenn Properties, Napa, \$3.5m, Anderson Conn Winery, Napa, \$1m	Hospitality, indus., med., mixed-use, multi-fam., office, recreational, resid., restaurant, retail, winery	Chris CraikerAIA/ NCARB
18 15	Lafranchi Architecture & Development 100 E St. #204, Santa Rosa 95401 707-528-2449, lafranchidevelopment.com	\$585,000 1 2	\$585,000 1 1,000	Healdsburg Lumber, Truett Hurst, Truck Tops	Healdsburg Lumber \$ 6.5M, Truett Hurst Winery \$ 4.5 M, Sauers Industrial \$ 3.3M	Indus., mixed-use, office, restaurant, retail, winery	Ken Lafranchi

Other major companies unranked

nr	Daniel Macdonald AIA Architects 1595 Grant Ave. #200, Novato 94945 415-899-0050, dmaia.com	na na 6	na 1 3,500	Novato Theater, Bank of Marin, Stag's Leap Wine Cellars, Marin General Hospital, City of Novato,	na	Ed., gov., hospitality, indus., int. des., mixed-use, multi-fam., ofc., resid., restaurant, retail, winery	Daniel Macdonald
nr	TWM Architects + Planners 1011 C St., San Rafael 94901 415-472-5770, twmarchitects.com	na na 6	na 1 2,000	Bridge Housing, EAH, Dominican Univ., Price Simms Auto Group, Wiseman Co., SAHA	na	Ed., gov., hospitality, instit., int. design, mixed-use, multi-fam., office, recreational, resid.	Derek Dutton, Paul Hartman
nr	VMI Architecture, Inc. 637 Fifth Ave., San Rafael 94901 415-451-2500, vmarch.com	na na 9	na 1 2,800	Pacific Dev. Group, Yum! Brands, Harman Mgmt., Cathay Bank, Pieology, Giacomini apt. bldg., Northstate Investments, Rooms that Rock 4 Chemo	na	Ed., gov., indus., int. des., mixed-use, ofc., recreat., resid., restaurant, retail, winery	Hugh Murphy

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