

LaBella adds 100 workers to its staff

The company expects to reach \$60 million in revenues in 2016

By ANDREA DECKERT

Growth at LaBella Associates DPC, which is coming partly from multimillion-dollar local projects, led to the firm adding more than 100 workers companywide in 2015, including some 50 staffers in Rochester.

Its workforce will continue to grow this year, with roughly 60 positions open at locations companywide, LaBella leaders said this week.

"We continue to be excited about what we see ahead of us," President Robert Healy said. "We are one company with diverse services."

LaBella has roughly 400 employees across 14 office locations in the Caroli-



Rendering courtesy of LaBella Associates DPC

Current projects include the nearly \$30 million Amtrak station being built on Central Avenue.

nas, Ohio and Pennsylvania, as well as one in Spain. It has some 275 employees in Rochester.

The firm specializes in architecture, en-

gineering, environmental consulting, surveying, planning and grant writing.

LaBella ranked second on the most recent Rochester Business Journal list of engineers and fourth on the list of architectural firms.

Recruitment and retention are critical to the company's success, its leaders said.

CEO Sergio Esteban noted the business is about people and relationships, and hiring more employees allows the firm to continue to keep, and grow, its customer relationships.

Helping drive its recent growth are some large local projects, and LaBella is part of teams working on:

- the \$78 million project that will create a new downtown campus for Monroe Community College;

- the \$29.8 million Amtrak station being built on Central Avenue; and

- the \$22 million Port of Rochester marina project in Charlotte.

LaBella has seen its annual revenue grow by 20 percent each year since 2010, and Healy expects that growth to continue. In 2015, the firm logged sales of \$50 million—up from \$33 million in 2014—and he expects sales to be roughly \$60 million in 2016.

Areas helping drive that growth include the transportation market, which,



Photo courtesy of Kurt Brownell Photography

"We continue to be excited about what we see ahead of us," says President Robert Healy, at left, with members of LaBella's senior leadership team. In the rear center is CEO Sergio Esteban.

after a few years of a lack of funds, is starting to see work again, and the photonics market, driven by news last year that Rochester was selected as the headquarters for the \$600 million American Institute for Manufacturing Integrated Photonics.

In addition to organic growth, LaBella has grown through acquisitions. In September, the company announced it had acquired DPC Engineering P.C. in Elmira, Chemung County.

In addition to hiring more workers, changes recently were made to LaBella's

leadership team, with five employees promoted to executive or senior vice presidents. They are:

■ Steven Metzger, executive vice president;

■ Brian Miller, senior vice president;

■ Jeffrey Roloson, senior vice president;

■ Gregory Senecal, senior vice president; and

■ Michael Winderl, senior vice president.

A focus of the new leadership team will be the firm's growth in its new areas in Ohio, Pennsylvania, North Carolina and

Maine, Metzger said.

He sees opportunities in health care and civil engineering in Ohio, as well as growth in a number of areas in the Carolinas and in Pennsylvania. Another area of focus is in Maine, where the firm has seen an uptick in business.

LaBella is focused on expanding the services it provides to all of its locations, Metzger said.

"We'd like to take what we've created in Rochester to our other locations," Metzger said. "There are great opportunities ahead."

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