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Commercial Real Estate

After merger, one of Houston's oldest architecture firms is projecting serious revenue growth



Diane Osan, formerly CEO of FKP, is now the global practice leader for FKPCannon's pediatric health practice.

COURTESY CANNONDESIGN



By **Cara Smith** – Reporter, Houston Business Journal
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On Oct. 23, Diane Osan was taking a late flight home from Edmonton, Canada, after attending an international conference on pediatric health centers. The conference has been held for 50 years and attracts nearly 500 people from around the globe. It's not something Osan would've needed to attend a year ago.

A year ago, Osan was CEO of Houston-based FKP, a health care and pediatric-focused architecture firm that was one of Houston's oldest such firms. At the end of 2017, though, **FKP merged with New York-based CannonDesign**, which reported a net revenue of \$140 million in 2016 and had roughly 900 employees in 16 offices around the world at the time of the merger. Osan's new role is global practice leader for the firm's pediatric health practice.

Since the firms merged, FKP's office in Houston – which is now known as FKPCannon – saw a 33 percent increase in its project volume, and is projecting 20 percent revenue growth this year and a 60 percent increase in revenue potential from projects it now has the capabilities to bid on. FKPCannon's Houston office has hired 16 people since the merger, bringing its local headcount to 62, and is still looking to hire more architects, a project manager and a business development leader.

The firm's also recruited several employees from around the country to join FKPCannon following the merger, Osan said.

"We want to keep our talent in Houston, and ... being able to recruit is huge." Osan said. "I'm always looking and wanting to make sure we're (hiring) the best and brightest minds in Houston."

FKPCannon is still operating in FKP's office space – a little over 20,000 square feet at 3737 Buffalo Speedway – and there aren't plans to expand or relocate following the merger, Osan said.

Merging with CannonDesign provided resources and service lines that FKP wasn't capable of offering beforehand. One of those service lines is facilities optimization, or the practice of improving an older facility to make it more functional or attractive to

potential investment funds. It's a division that's given CannonDesign business in the aging East Coast real estate market – among other things, the company worked to improve more than 200 city-owned buildings in Buffalo, New York, as well as improvements to the world-famous, 931,000-square-foot Perkins School for the Blind in Massachusetts. FKPCannon is building a dedicated hub of facilities optimization experts in Houston, Osan said.

"When I came to Houston 30 years ago we had a 'tear it down' mindset," Osan said. "Now we've got a more mature mindset ... in repairing the fabric of the city."

T H E L I S T

2018 Largest Houston-Area Architecture Firms

Local Billings

Rank	Prior Rank	Company Name
1	2	PBK
2	3	EYP
3	1	Gensler

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