Jones & Stokes: Company Background

- Environmental consulting firm based in Sacramento, California
  - Over 500 employees and 18 offices in 8 states in western US
- Services:
  - regulatory compliance
  - natural resources management
  - habitat conservation plans
  - water resources management
  - community and transportation planning
  - ecosystem restoration
  - energy and environment
  - biometrics
  - climate change
  - cultural resources
  - GIS and graphics services
Business Idea

- Founded in 1970 in response to the need created by the National Environmental Policy Act and the California Environmental Quality Act
- Mission: to provide “scientifically accurate, innovative, and practical solutions to [clients’] environmental challenges”
Distinctive Competencies

- High standards of performance
- Many fields of expertise - diverse backgrounds of the company’s employees:
  - Biologists
  - Planners
  - Natural resources managers
  - Cultural resources specialists
  - Economists
  - Engineers
  - Attorneys and regulatory specialists
  - Applied information technologists
  - Technical writers, editors, and graphic artists
Competitive Advantage

- Cost advantage: cost-effective work
- Differentiation advantage: highlighting distinctive competencies
Future Challenges and Issues

- Increasing demand for its services
  - Esp. water resource planning in western US
  - Also energy and environment, climate change
- Possibility of increased number of competitor companies
Information Sources

- Company website: www.jonesandstokes.com
- Company awards: http://www.caprep.com/b0306014.htm
- ENR top environmental firms: http://enr.construction.com/people/topLists/topEnvDesign/topEnv_101-150.asp