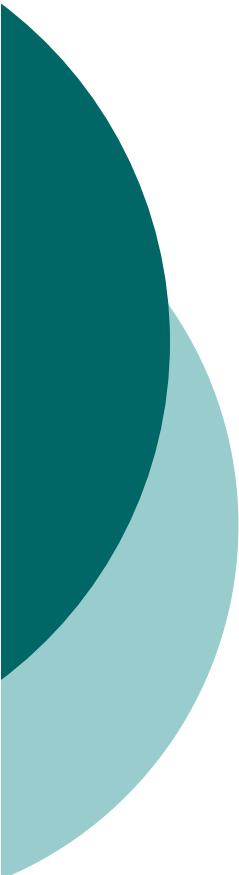


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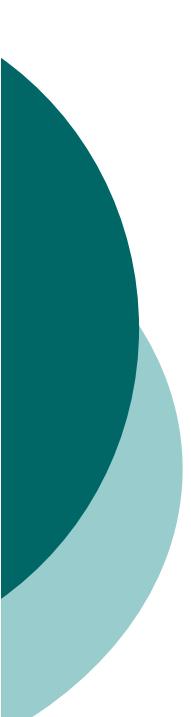


Company Profile: Jones & Stokes

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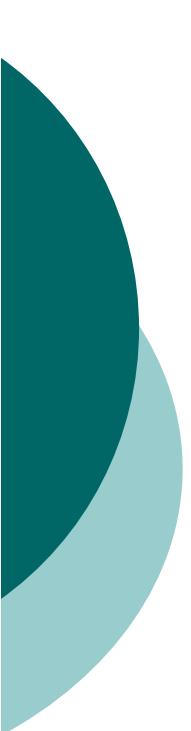
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Jones & Stokes: Company Background

- 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



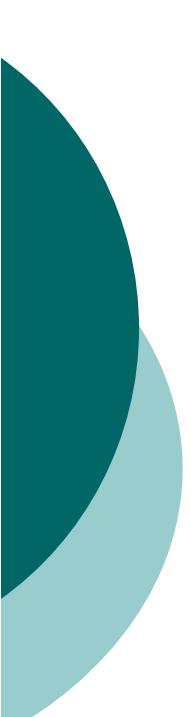
Business Idea

- 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