



CH2M HILL OMI: Building successful partnerships

CH2M HILL OMI at a glance

Founded as OMI Inc. in 1980 to meet the operations and management needs of CH2M HILL's water and wastewater customers, CH2M HILL OMI's offerings have grown through the years to include a range of custom-tailored solutions:

- Water, wastewater and utilities: Operating and managing more than 200 municipal and industrial water and wastewater facilities for clients.
- Consulting: Helping clients find ways to make their facilities run more efficiently.
- Public works: Delivering public works services such as street, sidewalk and right-of-way maintenance to 14 U.S. communities.
- Complete municipal operations: Managing every operation a city needs—including administration, public works and community development—except police and fire.

Numbers

- \$243 million in revenue in 2006
- 1,600 employees
- more than 100 clients throughout the United States, Canada and Puerto Rico

In 1980, CH2M HILL leaders had an inspirational idea. As the firm was hired by clients to design and build water and wastewater treatment plants, why not offer to bring in the people and expertise to run them, too?

That idea launched an operations and maintenance business today known as CH2M HILL OMI. Over the years, the company has grown to more than \$240 million in revenue and 1,600 people providing a range of services well beyond the original water and wastewater industry. Not only does their expertise provide an advantage to CH2M HILL in the realm of full service firms, but it also helps ensure five-, 10-, even 25-year ongoing partnerships with governments, cities and companies around the world.

The group's focus on being a strong services partner to public and private clients was recently spotlighted in a milestone contract renewal. In October, the city council

in Lebanon, Oregon, unanimously decided to renew its water and wastewater contract with CH2M HILL OMI for another 10 years, at about \$1 million per year. Why is the win special? Because Lebanon was CH2M HILL OMI's very first full-contract client. City leaders signed on for the company's services 25 years ago. The new contract extends the relationship to a current record of 35 years.

"Lebanon was one of the pioneers in contracting O&M services and has experienced the benefits of these resources," says CH2M HILL OMI Regional Director of Operations Gary Young. "We look forward to continuing our relationship in the years to come."

Lebanon is also a case study on how the entire CH2M HILL enterprise can serve a client. In addition to renewing the contract this year, city officials chose CH2M HILL to design and construct a Siemens Cannibal Solids Reduction System at the Lebanon

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THEN



(1984) Former CH2M HILL OMI Project Manager Thom Day holds Lebanon, Oregon's Plant of the Year award. After just two years on the job, the CH2M HILL OMI team was recognized for dramatically improved efficiencies at the plant.

NOW



Current CH2M HILL OMI Project Manager Brian Helliwell (center, front) and his team continue the decades-long tradition of providing efficient and cost-effective services for the City of Lebanon.



Side-by-side: CH2M HILL OMI Area Manager Ron Rosen (left) and Farmington, N.M., Contract Administrator Ruben Salcido review contract details covering Farmington's water and wastewater facilities.

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wastewater treatment plant. The new technology will significantly reduce the amount of biosolids produced and will lower disposal costs. The contract is valued at \$4 million.

Of course, not every partnership is 35 years long or includes a total design-build-operate offering, but during the past six months, CH2M HILL OMI has won an impressive series of new contracts and renewals, including:

- Vienna, Georgia: Building on a partnership that has prospered for more than a decade, the city selected CH2M HILL OMI to continue operating and maintaining its 1.5-million-gallon-per-day wastewater treatment facility and associated services for another 15 years.
- Live Oak, Florida: The city signed a five-year contract, with a five-year automatic renewal, for its water and wastewater facilities, which CH2M HILL OMI has managed since 1997.
- Dallas, Oregon: CH2M HILL OMI began providing management services for the 3.4-mgd wastewater plant in 2006; this fall, the city expanded the partnership to include complete operations and management services for three years.
- Farmington, New Mexico: The city signed an eight-year contract with CH2M HILL OMI for its 10- and 20-mgd surface water filtration plants and associated systems and its wastewater system, which includes a 6.67-mgd plant and 15 lift stations, renewing a partnership that began in 2000.
- Yuma, Arizona, Desalting Plant: The U.S. Bureau of Reclamation awarded the company a one-year, \$4.5 million contract to provide management, planning, supervision, administration, engineering and other activities for the plant and associated facilities. UN Ltd



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