

# PSMJ Resources: 50 Years of FIRSTS

From our humble beginning 50 years ago in Newton, MA, PSMJ Resources has been **FIRST** in improving the business performance of Architecture, Engineering, and Construction organizations worldwide. We now provide expert consultants and trainers in five countries, serving over 33,000 AEC customers annually. And we have even bigger and bolder plans for the next 50, all to help the industry prosper and grow.

1974

**FIRST TO HELP DESIGN FIRMS IMPROVE PROFITABILITY.**

We launched the only monthly business management journal exclusively for AEC firm leaders, *Professional Services Management Journal*—still in circulation today.

1975

**FIRST CONFERENCE ON SMARTER AEC BUSINESS PRACTICES.**

Together with leading industry professionals, created and launched the *Professional Services Business Management Association* and its first nationwide conference in October in Denver.

1976

**FIRST PEER FIRM PERFORMANCE SURVEY.**

We published the first survey on financial performance data in the industry, becoming the most widely used financial benchmark for driving better decisions. Our current survey library has expanded to include the industry’s most trusted benchmark data on AEC staff and management compensation.

1978

**FIRST SKILL-SPECIFIC WORKSHOPS.**

We launched targeted classes specifically geared toward AEC professionals, from project management and human resources management to marketing and strategic planning, among many others.

1979

**FIRST EVA STRATEGY.**

PSMJ partnered with Dave Burstein, President of Parsons Engineering-Science to develop a system for planning and project management known as Earned Value Analysis, becoming the global standard for effective project management.

1979/1980

**FIRST TECH EXPO FOR AEC.**

Our AEC Systems tradeshow was the vanguard showcase for emerging technology specific to the built environment. By 1987, it was the country’s largest computer tradeshow with 28,000 attendees and 2000+ exhibitors.

1984

**FIRST FOREIGN LANGUAGE MANUAL.**

A/E professionals in Spain and Latin America benefited from *Project Management for the Design Professional* with the first publication of this landmark resource in Spanish.

1982

**FIRST PROJECT MANAGEMENT MANUAL.**

PSMJ Founder Frank A. Stasiowski, FAIA and David Burstein authored *Project Management for the Design Professional*, the first reference manual on A/E project management, preceding the *Project Management Institute’s Book of Knowledge*—the first of many books authored and published by this dynamic duo.

1980

**FIRST OVERSEAS OFFICE.**

The Royal Australian Institute of Architects (RAIA) and the Association of Consulting Engineers Australia (ACEA) invited PSMJ to form PSMJ Resources Asia Pacific—to educate and train the A/E industry in Australia.

1985

**FIRST REGIONAL TRADESHOW FOR AEC EXECUTIVES.**

Our *Build Boston* tradeshow for the *Boston Society of Architects* became the largest of nine regional building industry showcases.

1991

**FIRST METAL-SPECIFIC BUILDERS EXPO.**

The METALCON tradeshow and conference is the only global event dedicated to the application of metal in construction and design. Now in its 33rd year, it’s bigger and better than ever, drawing tens of thousands of construction industry professionals.

1995

**FIRST UK WORKSHOPS.**

Our educational programming in London further expanding PSMJ’s global network of consultants and trainers dedicated exclusively to the AEC industry.

1999

**FIRST GROWTH AND PROFITABILITY EXECUTIVE SUMMIT.**

For 25 years, *AEC THRIVE* has been where the most successful design firm C-suite executives convene to learn the newest business practice tactics and recognize achievements via the PSMJ Awards Programs. For 2024, join us September 25-27 in Austin, Texas.

2004

**FIRST AEC M&A ADVISORY.**

We applied our extensive business practices consulting experience to create a new Mergers & Acquisitions advisory service for both buy-side and sell-side clients. Today our exceptional team of advisors help firm leaders achieve growth and exit objectives.

2005

**FIRST CRISIS-SPECIFIC PHILANTHROPIC GIVEBACK.**

In the aftermath of the destruction wrought by Hurricane Katrina, our AEC industry-supported *Gulf Coast Rebuilding Fund* helped rebuild the Bay St. Louis Community Center.

2019

**FIRST AEC-SPECIFIC RECRUITING PRACTICES SUMMIT.**

In response to the talent shortage, we created and launched *AEC Talent Max*, the premier recruiting, retention and engagement strategies conference for A/E leaders.

2022

**FIRST AEC-SPECIFIC M&A CONFERENCE.**

Bringing together strategic buyers and AEC firm owners, AEC M & A Summit, is the A/E industry’s leading mergers and acquisitions innovation conference.

2024

**FIRST ARTIFICIAL INTELLIGENCE CONFERENCE FOR AEC.**

To help executives navigate a rapidly evolving technology landscape for both business practices and design applications, AEC INNOVATE brings together thought leaders from leading design firms and the most advanced software developers.

## OUR NEXT 50...

**PSMJ RESOURCES WILL BE FIRST** TO MEET THE CHANGING BUSINESS INFORMATION AND TRAINING NEEDS OF AEC EXECUTIVES AND PROJECT MANAGERS.

Whatever the economic environment or business climate, PSMJ Resources has been the essential partner for the most successful architecture and engineering firms. We have grown and prospered only because our clients and customers have as well, and will continue to make every strategic decision for the next 50 years based on the answer to one overarching question:

“How can we help your business succeed?”