

Civil engineering firm KFM expands Texas reach with San Antonio acquisition of Balanced Site Design

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KFM, a fast-growing civil engineering firm serving Dallas and Austin, Texas, has acquired San Antonio-based civil engineering firm Balanced Site Design (BSD) in a strategic expansion effort that will take KFM into San Antonio and south Texas. Terms of the deal are not being disclosed.

BSD, founded by civil engineer Mark Johnson, P.E., in 2019, provides a broad range of civil engineering services for retail grocery, health care, office, single- and multi-family residential, and related market sectors in San Antonio and south Texas. As part of the deal, BSD and its staff of experienced engineering professionals will become the San Antonio office of KFM.

“This acquisition is a great opportunity for us to accelerate our growth even further across the state of Texas – and with a talented growth partner whom our leadership team has known and admired for many years,” Jim Knight, P.E., one of the three founding principals of KFM, said of Johnson and BSD. The other KFM partners include Charlie Fowler, Jr., P.E., and Josh Millsap, P.E. “We’re looking forward to growing the south Texas civil engineering market together as one team.”

Launched in 2019, KFM already has grown to 85 professionals, providing civil engineering, land planning, landscape architecture, and due diligence in the areas of retail, mixed-use, single-family, multifamily, industrial, and office development, largely in the Dallas and Austin regions. More than 90 percent of the firm’s business currently comes from private development clients, Knight said.

KFM itself, in a move to accelerate its growth in Texas and beyond, struck a strategic growth partnership in April 2024 with St. Louis-based The HFW Companies (HFW), a professional services firm in the Architectural and Engineering (AE) industry building a national network of AE legacy partners that provides a gateway to accelerated growth and leverages its partners’ collaborative expertise. KFM now represents one of nine HFW Partner firms across the country.

“I’m excited to become part of KFM,” said Johnson, president of BSD and a civil engineering veteran with almost 30 years of civil engineering experience in the San Antonio region, a number of those years working directly with Knight, Fowler, and Milsap at other firms. “We already are teaming on some big projects and sharing information and leads. In some ways, it’s kind of like getting the old band back together.”

Johnson said he has been growing his firm’s revenue by 20 percent to 30 percent annually, but that KFM has greater resources to invest in dedicated marketing, business development, and expansion.

“I have a lot of confidence in my team’s ability, but this merger is going to open up new opportunities for all of us in San Antonio and south Texas,” Johnson said. “The main reason I’m doing this is to take care of my people long-term. Setting my people up for success is really important to me.”

Link to original press release:

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