



## ***Cirilli Associates, Inc. Acquires Yerkes Associates, Inc.***

Effective May 1, 2017, Nick Cirilli and John B. Yerkes, Jr. are pleased to announce they completed a stock purchase agreement, where Cirilli Associates, Inc. assumed full ownership of Yerkes Associates, Inc.

West Chester, PA based Yerkes Associates, established in 1874, is arguably one of the oldest Civil Engineering and Surveying firms in the country. This year marks 143 years of service to the Philadelphia region. John B. Yerkes, Jr. PE, PLS, is embarking upon 56 years of service, having started on the survey crew (1961), and becoming President in 1986. He will remain on staff as a consultant to the President and CEO, Nick Cirilli.

Springfield, Delaware County, PA based Cirilli Associates, founded by Nick Cirilli, PE in 1990, provides Civil and Structural Engineering, in addition to a solid business of technical consulting, owner's agent, project management and various technical training programs. Cirilli Associates is eager to merge its unique offering of industrial, institutional and structural capabilities with the professional services of Yerkes', which is already strong in the Municipal and Private sectors.

One of the priorities for both John and Nick, was to carefully keep the client base **first and foremost** in the agreement. Also, Yerkes Associates, Inc. remains organizationally unchanged with the exception that it is wholly owned by the now parent company, Cirilli Associates, Inc.

***"I have said this many times before. The single most appealing reason, for the acquisition, is the fantastic people within Yerkes," says Nick Cirilli. "They are always professional. Always keeping our clients first."***

"People make companies - not the other way around," reflects Cirilli. "Finally, something

rarely admitted in business - no one is mistake-free, but embracing mistakes continuously improves the service to our clients. Such a culture reduces mistakes to a status of inconsequential. Something I hope our clients will come to recognize through ever-improved service."

Formore about Nick Cirilli go to linkedin  
<https://www.Linkedin.com/in/nick-cirilli-pe-783a353>



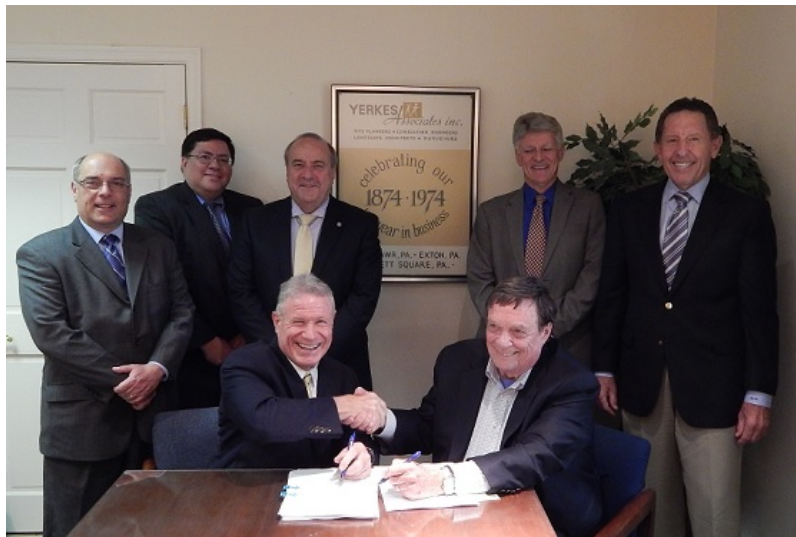
## Company Owners Past and Present

From Left to Right:  
Leone and John B. Yerkes, Jr.  
Nick and Mary Ellen Cirilli

## Advisory Team

Sitting: (L toR) Nick Cirilli and  
John B. Yerkes, Jr

Standing (L toR) Harry  
Diakatos, CPA, of GPCD  
Partners; Louis M.Kodumal,  
Esq. & Vincent Mancini, Esq.of  
the Law Offices ofVincent B.  
Mancini & Associates; David  
Scott, Esq. of Delaney &  
Scott and BobRiley, The Riley  
Company



## At aGlance

**YerkesAssociates, Inc.**  
[www.yerkes-assoc.com](http://www.yerkes-assoc.com)

## At aGlance

**CirilliAssociates, Inc.**  
[www.cirilliassoc.com](http://www.cirilliassoc.com)

### Surveying

- Property Land Surveying, boundary and topographical
- ALTA and Title Surveys
- As-Built Surveys
- Base Plan Mapping
- Construction Stakeout

### Site Planning

- Subdivision & Land Development Plans

### StructuralEngineering

BuildingAnalysis and Design of Various Structural Components

Roof structure analysis for installation ofEquipment or HVAC unitsShop dassroom or Maint. Bldg monorails, hoists, warehouse racks

- Retaining Walls, Small-span Bridges
- Building Maintenance; brick, stone, masonry,
- Masonry crack & repointingdesign repairs
- Reinforced concrete, masonry& wood design

- Subdivisions, Yield Plans - Best Land Use

## Private & Municipal Engineering

- Civil Site Grading, Storm Water Management Plans
- Best Management Practices for Erosion Control
- All related Permitting such as PaDEP, PennDOT and FEMA
- Road, street and highway construction and reconstruction design
- Landscape Architecture & Site Lighting
- Structural Engineering for site retaining walls, special concrete structures, culvert restoration, pedestrian & small span bridges
- Sanitary Sewage conveyance and Treatment Plant Operations
- Infrastructure Evaluation, Assessment & Recommendations for Repair/Upgrade

## Building & Zoning Services

- Complete Zoning reviews and inspections
- The full complement of Residential & Commercial Building Code **Plan Reviews & Inspections**, including Accessibility reviews or analysis

- Foundation wall crack evaluation and design repair
- Structural steel (buildings, platforms & support structures)
- Structural steel design/analysis and field assessments of industrial/commercial buildings and process plant structures
- Structural analysis of existing structures for renovation potential;
  - \* roof bar joists, steel beams,
  - \* wood members, masonry block, brick, etc.
- Reinforced concrete foundations, tanks, retaining walls, slabs, and other concrete structures Reinforced masonry analysis and design
- Wood framing including pre-engineered wood beams Parallel strand lumber, laminated veneer lumber and wood trusses,
- Steel Pipe & Equipment Supports and Foundations
- Analysis & Design, Foundations, OSHA trenching shoring design,
- Structural Deficiencies of Buildings
- Brick, Stone and Masonry, Concrete Restoration & Repair
- Steel, Reinforced Concrete, Masonry & Wood Design
- OSHA platforms & railings, ADA compliance reviews

### Cirilli At a Glance (continued) - Owner's Representative or Agent and Project Management for Capital Construction Projects

**Facilities-related Work Scope and Bid Package Development** for Various items such as roof repairs, flashing, downspouts, On-Call Maintenance Contracts, grounds and athletic fields, and other facilities items.

## Cirilli Mgm't Consulting & Professional Development

All on-site, tailored workshops, seminars or programs are conducted (in whole or in part) by **Nick Cirilli, PE.**, a practicing professional engineer with over nine years of "owner-oriented" experience from **a major oil refinery**. Nick was responsible for long range planning, refinery turnarounds, purchasing and the storehouse function. He has five years of "service-oriented" experience from **a major engineering & construction company**, as the **director of project engineering**. Nick established Cirilli Associates, Inc. in 1990. He continues to offer relevant examples in his programs, including examples from his previous oil refinery experiences. A few of the tailored programs include:

### How to Communicate Engineering Ideas (8) PDH's for PE's Continuing Education Program

NOTE: This course is approved for New York State licensed professional engineers (2012). This educational activity has been evaluated & accredited by the Practicing Institute of Engineering, Inc. The Practicing Institute of Engineering, Inc., 6 Airline Dr., Ste 114, Albany, NY 12205

- Leadership and You in a Technical Environment
- Elements of Supervision- Leading versus Managing Do you Know the Difference
- Communications - a free body diagram of informational flow between Engineering, Maintenance, Operations & Other Staff Interface
- Writing Effective Operations or Maintenance Procedures Workshop
- Contracting Strategy Basics – Packaging for the Best Price Hip Pocket Cost Estimating for Refinery Planners and Engineers
- Safety Tool Box Talks Effectiveness & Lesson Plan Development

## Yerkes- Four Key Strengths

1. Knowledge from a Municipal Engineer and Code Official's Perspective: Our staff of licensed Engineers



and Code Officials has the privilege of serving a variety of Municipalities. This diverse perspective of how “other” municipalities conduct business allows us the opportunity to share ideas and options to solving particular problems in any particular municipality.

**2. Staying Power:** There are no other firms in the area that date back to 1874. Part of that accomplishment is attributed to sound management, and the very dedicated professionals who have served not only throughout the years, but throughout the **DECADES**.

**3. Continuous Improvement:** Yerkes is dedicated to a policy of “continuous improvement” and “best management practices. We strive to continuously review and critique performance and solicit “feedback” from our clients. It is out

of this practice, that meeting Client Expectations is sharpened.

**4. Multi-disciplined, Full Service Engineering:** In addition to the traditional **Municipal Engineering Services**, we provide a full complement of services for our many **Private clients** thereby offering a “one stop shopping” opportunity.



*We are hiring!!*

*Click here to view our  
career opportunities!!*

For additional information about Yerkes services, please visit our website,  
[www.yerkes-assoc.com](http://www.yerkes-assoc.com) LinkedIn or Facebook page



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