

YOUR BUSINESS
Diversifying services

YOUR CLIENTS
Referral leads

YOUR TEAM
Creating an org chart

YOUR PROJECTS
Production efficiency

remodeling

YOUR TOOLBOX FOR SUCCESS

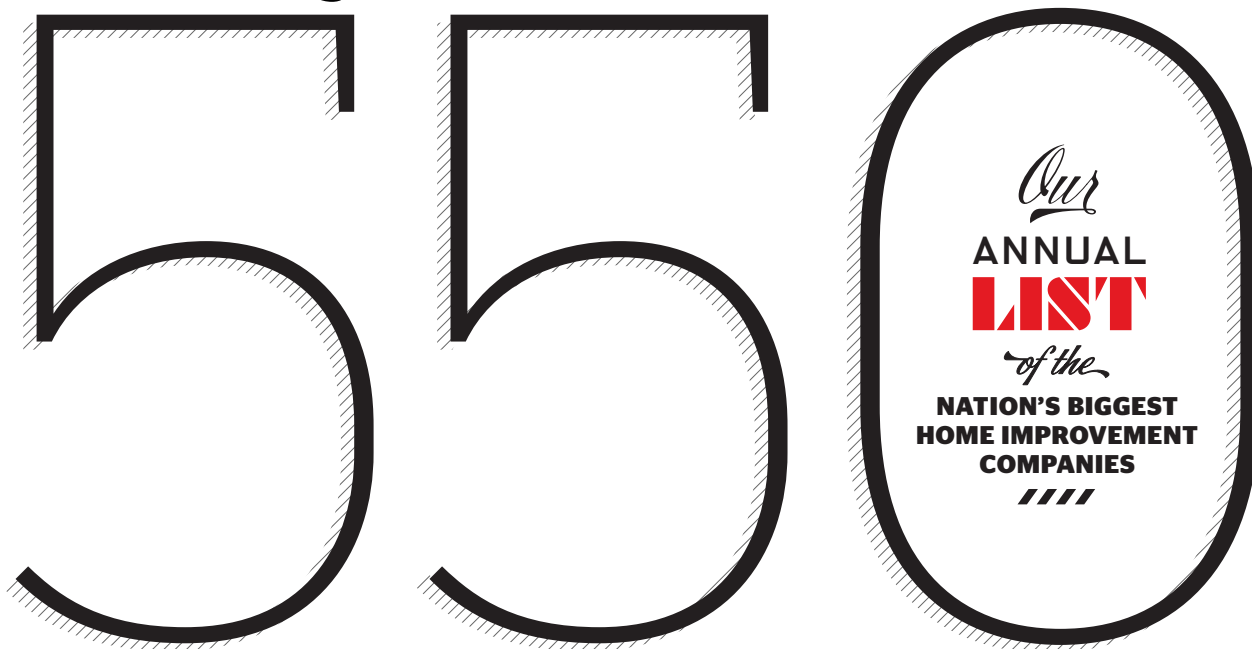


Our
**ANNUAL
LIST**
of the
**NATION'S BIGGEST
HOME IMPROVEMENT
COMPANIES**
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remodeling



| BY JIM CORY |

| WITH EDITORIAL INTERN ERIN THIBEAU |

Home renovation is a unique business in a number of ways. One way is the sheer number of businesses that serve the market for fixing or altering the home. From full-scale remodeling to the neighborhood handyman who repairs a broken faucet, they number more than a half million separate business entities. Most are single proprietors or small companies with a truck or two. A minority are big enough to float a payroll.

So a \$5 million remodeler is a large remodeler. The biggest company on this year's Remodeling 550 list — insurance restoration giant Belfor — generated more than \$1 billion in sales of residential renovation. But Belfor is an exception, as is the next largest company on the list, Window World, with sales of more than \$400 million.

The 550 companies included on the list are organized by business type, and type is defined

by function. Full-service remodelers are general contractors whose forte is typically additions and alterations. Replacement contractors — replacing mostly exterior home components such as siding or roofing — install smaller jobs but far more of them. Insurance restoration companies rebuild homes following fire, flood, or other disaster with insurers footing the bill.

And, finally, there are franchise operations. Companies such as Grout Doctor or Mr. Sparky can be a point of entry for entrepreneurs with no construction experience or, in some cases, a sideline for established remodelers or for tradesmen looking for a turnkey business model built around their skills. In home renovation, franchises are increasingly visible in insurance restoration and in maintenance and repair. For the industry as a whole, size matters because so many of these companies are so small.

How It's Done: Residential remodeling revenue data for the list is gathered from a Web-based survey developed by REMODELING. The Farnsworth Group, a consultancy and business-data collection provider in Indianapolis, programmed and hosted the Web-based survey and collected and compiled the data. Additional information was obtained by REMODELING editors through survey mailings, phone calls, and public information sources.

Full-Service Remodelers

These companies offer the range of services, in-house or subcontracted, that allow them to build the additions and alterations (think kitchen and bath renovations, master suites) that substantially change the look, feel, or square footage of a home. Many specialize in a particular type of renovation — kitchens and baths, for instance,

or historical restoration — but big custom projects, either designed by the company or built off an architect's plans, are what their business is about.

When the recession put the housing market on hold a few years back, full-service remodelers were especially vulnerable and many downsized, voluntarily or other-

wise. Now, after a few years of uncertainty, many see business gaining, with more and larger projects in the pipeline. Many full-service remodelers on this list project modest revenue increases this year. Some, such as John Rusk of Rusk Renovations, in N.Y., see substantial — double digit — increases in revenue for 2013.

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE*	TYPE OF WORK
1	Alure Home Improvements	East Meadow, N.Y.	\$39,356,460	1,709	\$23,029	\$41,000,000	wh·kb·bt·a·sr·o
2	Foxcraft Design Group	Falls Church, Va.	31,000,000	NA	150,000	40,000,000	wh·kb·bt·a·sr
3	Greater Dayton Building and Remodeling	Beavercreek, Ohio	27,832,561	903	30,822	27,000,000	wh·kb·bt·a·sr·h·ir·o
4	Gardner/Fox Associates	Bryn Mawr, Pa.	23,859,079	372	64,137	20,000,000	wh·kb·bt·a·sr·cl
5	Patio Enclosures by Great Day Improvements	Macedonia, Ohio	23,200,000	1,300	15,000	50,000,000	bt·a·sr
6	BOWA	McLean, Va.	23,137,000	37	500,000	33,258,000	wh·kb·bt·a·sr·h·o
7	Normandy Remodeling	Hinsdale, Ill.	19,432,550	208	93,425	23,000,000	wh·kb·bt·a·o
8	Aspire Design	Phoenix	18,791,738	1,937	8,500	18,000,000	wh
9	Neil Kelly Co.	Portland, Ore.	17,898,135	1,013	17,668	25,787,800	wh·kb·bt·a·sr·h·o
10	Payne/Bouchier	Boston	15,000,000	106	141,500	19,000,000	kb·o
11	Total Exteriors	Union, N.J.	14,276,048	844	17,151	15,000,000	wh·kb·bt·a·sr·o
12	Croom Construction	Vero Beach, Fla.	14,145,580	47	275,000	12,500,000	wh·kb·a·sr
13	Cape Associates	N. Eastham, Mass.	12,984,000	1,720	12,000	15,500,000	wh·kb·bt·a·sr·h·o
14	Marrokal Design & Remodeling	San Diego	12,555,223	81	134,413	11,500,000	wh·kb·a·o
15	Patriot Building Group	Winter Garden, Fla.	12,507,132	212	58,995	13,800,000	wh·kb·a·sr
16	Rusk Renovations	New York	12,052,737	11	922,644	15,000,000	wh
17	Pyramid Builders	Annapolis, Md.	11,380,256	12	1,949,359	10,892,000	wh·kb·a
18	HAS Construction	Culver City, Calif.	10,800,000	184	58,696	11,600,000	wh·kb·bt·a·sr·o
19	Jericho Home Improvements	Kansas City, Kan.	10,500,000	685	15,328	12,800,000	wh·kb·bt
20	Mosby Building Arts	St. Louis	10,332,034	429	25,091	12,400,000	wh·kb·bt·a·sr·o
21	Jackson & LeRoy Remodeling	Salt Lake City	9,791,892	18	500,000	8,100,000	wh·kb·bt·a
22	Pine Street Carpenters	West Chester, Pa.	9,397,000	168	60,000	9,400,000	wh·kb·bt·a·r·o
23	D.D. Ford Construction	Santa Barbara, Calif.	9,161,000	29	316,000	11,963,000	wh·kb·a·h
24	Allen Associates	Santa Barbara, Calif.	8,956,797	132	200,000	11,000,000	wh·kb·bt·a·sr·h·o
25	Jackson Design and Remodeling	San Diego	8,707,024	54	165,001	9,200,001	wh·kb·a
26	Sun Design Remodeling Specialists	Burke, Va.	8,678,866	57	150,000	10,000,000	wh·kb·bt·a·sr
27	Franzoso Contracting	Croton on Hudson, N.Y.	8,500,000	930	9,150	10,400,000	wh·kb·bt·a·w·o
28	Finished Basement Co.	Maple Grove, Minn.	8,133,677	168	60,854	10,000,000	bt·a
29	McCutcheon Construction	Berkeley, Calif.	8,123,000	115	72,000	10,670,000	wh·kb·bt·a·sr·h·o
30	Harrell Remodeling	Mountain View, Calif.	8,101,695	50	179,111	10,500,000	wh·kb·a·h·o
31	F.H. Perry Builder	Hopkinton, Mass.	8,038,724	95	800,000	20,000,000	wh·kb·a·o
32	DFW Improved	Frisco, Texas	8,000,000	1,060	800	11,500,000	wh·kb·a·sr
33	Karp Associates	New Canaan, Conn.	7,850,000	17	800,000	6,200,000	wh·kb·bt·a·sr·h·o
34	Long & DeLosa Construction Group	Brooklyn, N.Y.	7,502,234	156	48,091	5,500,000	wh·kb·bt·a·h
35	Callier and Thompson Kitchens & Bath	Manchester, Mo.	7,500,000	200	30,000	7,600,000	wh·kb
36	Episcopo Builders	Summit, N.J.	7,425,740	202	36,550	8,575,000	wh·kb·a·sr·o

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	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
37	Home Smart Industries	Aston, Pa.	\$7,308,474	527	\$13,868	\$12,000,000	kb
38	American Design and Build	Bel Air, Md.	7,129,248	652	8,500	9,000,000	w·s·sr·o
39	Landis Construction Design Build	Washington, D.C.	6,801,000	71	123,612	8,000,000	wh·kb·bt·a·sr·h·o
40	Lars Remodeling & Design	La Mesa, Calif.	6,527,452	68	100,000	8,000,000	wh·kb·a
41	Bradford & Kent Builders	Downers Grove, Ill.	6,500,000	110	60,000	6,800,000	wh·kb·bt·a·sr
42	PK Construction	St. Louis	6,402,916	135	100,000	9,000,000	wh·kb·bt·a·sr
43	Durante Home Exteriors	Irondale, Ala.	6,265,429	569	11,000	7,300,000	sr·o
44	Gilday Renovations	Silver Spring, Md.	6,182,407	40	150,000	6,200,000	wh·kb·bt·a·sr·h·o
45	BACK Construction	Lexington, Ky.	6,120,394	229	26,727	6,103,420	wh·kb·bt·a·w·sr·h
46	Affordable Remodeling & Roofing	Cartersville, Ga.	5,625,000	248	22,681	6,370,650	wh·kb·bt·a·sr·o
47	CALbath & Kitchen	Santa Ana, Calif.	5,590,000	1,578	4,000	5,500,000	kb
48	Poor Farms Construction	Columbia, Mo.	5,453,971	39	125,000	6,550,500	wh·kb·bt·a·sr·o
49	Chermak Construction	Edmonds, Wash.	5,387,680	283	19,038	5,891,111	wh
50	Joe Percario General Contractors	Roselle, N.J.	5,297,600	301	18,000	8,000,000	wh·kb·bt·a·sr·h·o
51	Case Design Remodeling/Indianapolis	Indianapolis	5,257,790	398	13,210	6,000,000	wh·kb·bt·a·sr·h·o
52	CG&S Design-Build	Austin, Texas	5,166,004	75	100,000	5,600,000	wh·kb·a·sr·h
53	Dave Fox Remodeling	Columbus, Ohio	5,105,431	113	41,077	6,000,000	wh·kb·bt·a·sr·h
54	One Week Bath	Van Nuys, Calif.	4,844,000	193	22,800	5,000,000	kb
55	Happe & Sons Construction	Evansville, Ind.	4,831,915	580	8,331	4,675,000	wh·kb·bt·a·o
56	ReBath and 5 Day Kitchens	Phoenix	4,784,797	588	8,137	5,667,600	kb
57	ReBath NM/ 5 Day Kitchens	Albuquerque, N.M.	4,767,461	342	13,939	5,200,000	kb
58	FBN Construction Co.	Boston	4,737,758	86	55,090	7,500,000	wh·kb·bt·a·sr·h·o
59	Edward D'Orazio, AIA Architects & Design Build	St. James, N.Y.	4,700,300	54	87,000	5,000,000	wh·kb·bt·a·sr·h·o
60	BNW Builders	Richmond, Va.	4,685,678	374	12,500	5,500,000	wh·kb·a·sr·o
61	Alward Construction	Berkeley, Calif.	4,599,320	90	51,000	5,200,000	wh·kb·bt·a·h
62	Ranieri & Kerns Associates	Bryn Mawr, Pa.	4,500,000	37	150,000	5,000,000	wh·kb·a
63	Brindisi Builders	Marlton, N.J.	4,425,000	100	100,000	4,800,000	wh·kb·bt·a·sr
64	Munz Construction	Holland, Pa.	4,400,000	600	75,000	5,400,000	kb·a·o
65	McClurg Remodeling & Construction Services	Marcellus, N.Y.	4,386,529	520	8,440	4,800,000	wh·kb·bt·a·h
66	HighCraft Builders	Fort Collins, Col.	4,330,000	96	45,104	5,500,000	wh·kb·bt·a·sr·h·o
67	Capizzi Home Improvement	Cotuit, Mass.	4,316,257	304	14,198	4,000,000	wh·kb·bt·a·sr·h
68	Sullivan Building & Design Group	Quakertown, Pa.	4,313,224	8	539,153	4,500,000	wh·kb·a
69	Joseph McKinstry Construction	Seattle	4,301,205	20	215,060	5,719,486	wh·kb·a·o
70	Magee Construction Co.	Cedar Falls, Iowa	4,187,847	296	14,148	5,000,000	wh·kb·bt·a·sr·h·ir·o
71	Gruver Cooley	Leesburg, Va.	4,172,921	10	417,292	6,400,000	wh·kb·bt·a·sr·o
72	Buccaneer Construction	Kemah, Texas	4,115,655	211	35,155	4,352,512	wh·kb·a·sr·o
73	Texas Custom Patios	Stafford, Texas	4,100,000	160	25,625	6,500,000	a·sr·o
74	Carnemark	Bethesda, Md.	4,085,265	16	255,329	4,900,000	wh·kb·bt·a·sr·h·o
75	Francis Harvey Remodeling	Shrewsbury, Mass.	4,015,506	241	16,662	5,500,000	wh·kb·bt·a·sr·h·o
76	Litchfield Builders	Hamden, Conn.	4,013,503	102	39,348	4,000,000	wh·kb·bt·a·sr·o
77	Sea Pointe Construction	Irvine, Calif.	4,008,000	61	89,400	5,700,000	wh·kb·a
78	Pizzo Contracting	Toms River, N.J.	4,000,000	260	11,500	6,500,000	wh·kb·a·sr·dk
79	Blansfield Builders	Danbury, Conn.	3,900,000	4	1,000,000	3,000,000	wh·kb·bt·a·sr·o
80	DWR Construction	Spring, Texas	3,847,329	194	19,800	4,200,000	wh·kb·a·sr·h·o
81	NVS Remodeling & Design	Manassas, Va.	3,836,528	72	53,285	4,500,000	wh·kb·bt·a·sr
82	Hubert Whitlock Builders	Charlotte, N.C.	3,831,543	17	225,000	3,850,000	wh·kb·bt·a·h·o
83	Synergy Builders	West Chicago	3,818,746	84	45,000	4,276,000	wh·kb·bt·a·sr
84	R. Pelton Builders	East Berlin, Conn.	3,800,000	1,800	2,200	4,000,000	wh·bt·a·h·o

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[REMODELING 550] FULL-SERVICE REMODELERS

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
85	Renewal Design-Build	Decatur, Ga.	\$3,766,591	33	\$96,000	\$4,200,000	wh·kb·bt·a·sr·o
86	Harwick Homes	Bonita Springs, Fla.	3,753,300	50	75,000	5,525,166	wh·kb·a
87	Blackdog Builders	Salem, Mass.	3,704,748	48	77,182	4,500,000	wh·kb·bt·a·sr·h
88	James Barton Design Build	Apple Valley, Minn.	3,679,842	60	61,330	4,500,000	wh·kb·bt·a·sr·h·o
89	Castle Building & Remodeling	Minneapolis	3,658,648	210	16,943	4,500,000	wh·kb·bt·a·h·o
90	Woodbridge Builders	Kenilworth, N.J.	3,650,000	70	55,000	4,250,000	a
91	Home Services Direct	Rolling Meadows, Ill.	3,548,730	126	28,000	5,234,000	wh·kb·bt·a·sr·h
92	J.H. Two	Chesapeake, Va.	3,539,147	343	11,603	3,635,672	wh·kb·bt·a·sr·h·o
93	The Remodeling Co.	Beverly, Mass.	3,524,572	73	48,282	3,700,000	wh·kb·bt·a·h·o
94	Carlisle Classic Homes	Seattle	3,437,000	42	81,833	5,100,000	wh·kb·bt·a·o
95	Foster Remodeling Solutions	Lorton, Va.	3,365,525	161	29,736	4,200,000	wh·kb·bt·a·sr·h
96	Leff Construction	Sebastopol, Calif.	3,318,982	27	154,000	4,000,000	wh·kb·a·o
97	Baine Contracting	Brick, N.J.	3,310,905	40	80,000	2,800,000	wh·bt·a·sr·h·o
98	Feinmann Inc.	Lexington, Mass.	3,300,000	31	112,903	3,600,000	wh·kb·a·h
99	Holigan Investment Group	Farmers Branch, Texas	3,250,000	53	60,000	5,000,000	wh·a
100	S.N. Peck Builder	Chicago	3,209,665	142	14,950	2,770,000	wh·kb·bt·a·sr·h·o
101	J.S. Brown & Co.	Columbus, Ohio	3,154,000	108	29,203	4,000,000	wh·kb·bt·a·sr·o
102	RSU Contractors	Murfreesboro, Tenn.	3,110,819	350	8,326	6,000,000	wh·kb·bt·a·sr·h·o
103	Harth Builders	North Wales, Pa.	3,108,650	97	32,048	2,500,000	wh·kb·a·o
104	Basements & Beyond	Denver	3,100,000	56	55,357	3,600,000	wh·kb·bt·a
105	Baxter Construction	Hopewell, N.J.	3,092,484	57	54,350	3,500,000	wh·kb·bt·a·sr
106	Everhart Construction	Houston	3,062,000	217	14,110	3,600,000	wh·kb·a·sr
107	Custom Contracting	Arlington, Mass.	3,053,238	193	16,500	3,358,000	wh·kb·bt·a·sr·h·o
108	Advantage Contracting	Wayne, N.J.	3,028,670	54	41,000	3,500,000	wh·kb·bt·a
109	Westhill Inc.	Woodinville, Wash.	3,021,000	285	10,600	3,475,000	wh·kb·bt·a·sr·h·o
110	Case Design Remodeling/San Jose	San Jose, Calif.	3,015,941	435	6,933	3,500,000	wh·kb·bt·a·o
111	Father & Son Construction Co.	Troy, Mich.	2,996,342	372	7,805	3,250,000	wh·e·kb·bt·a·sr·h
112	Taitco/Tait Roofing	Moorestown, N.J.	2,993,721	2,178	1,375	3,400,000	wh·kb·a·bt·sr·o
113	New Outlooks Construction Group	Robbinsville, N.J.	2,968,205	422	11,700	3,200,000	wh·kb·bt·a·sr·h·o
114	Mr. Build	Bradenton, Fla.	2,955,724	410	7,209	3,100,000	wh·kb·a·w·s·sr·o
115	Todd Whittaker Drywall	Peoria, Ariz.	2,939,855	225	5,750	3,520,000	wh·kb·a
116	Al Lowe Construction	Oxnard, Calif.	2,938,141	31	94,700	2,069,000	wh·kb·bt·a·sr·o
117	John H. Allen Co.	Jackson, Tenn.	2,872,354	1,150	2,500	4,005,199	wh·kb·bt·sr·h·o
118	Merrill Contracting & Remodeling	Arlington, Va.	2,828,850	27	104,772	2,800,000	wh·kb·bt·a
119	Elite Remodeling	Frisco, Texas	2,800,000	65	43,076	2,600,000	wh·kb·a·h
120	Merrick Design & Build	Kensington, Md.	2,763,827	38	72,732	3,500,000	wh·kb·bt·a·sr·h·o
121	The Wills Co.	Nashville, Tenn.	2,700,000	11	300,000	2,100,000	wh·kb·bt·a·sr·h·o
122	Superior Home Services	Washington, D.C.	2,680,434	8	250,000	2,750,000	wh·kb·bt·a·sr·o
123	Guthmann Construction	Charlotte, N.C.	2,674,807	74	36,146	3,500,000	wh·kb·a·o
124	Metke Remodeling & Woodworking	Lake Oswego, Ore.	2,652,128	45	58,936	2,900,000	wh·kb·bt·a·sr·h
125	Cruikshank Remodeling	Atlanta	2,650,968	50	75,000	3,250,000	wh·kb·a·h·o
126	Murray Lampert Construction	San Diego	2,642,937	18	146,829	3,500,000	wh·kb·a·o
127	Hurst Design Build Remodeling	Middleburg, Ohio	2,624,086	70	37,486	2,850,000	wh·kb·bt·a·sr·o
128	Starcom Design Build	Columbia, Md.	2,600,000	77	34,000	2,600,000	wh·kb·bt·a·sr
129	D'ambra Construction Co.	Huntington Beach, Calif.	2,600,000	18	95,000	2,350,000	wh·kb·a·o
130	Cipriani Remodeling Solutions	Woodbury, N.J.	2,586,737	75	34,500	4,000,000	wh·kb·bt·a·sr
131	Kevin Jones Design-Build	Greensboro, N.C.	2,583,611	19	135,979	1,800,000	wh·kb·bt·a·sr·o
132	DBS Remodel	Poughkeepsie, N.Y.	2,568,559	57	47,000	2,100,000	wh·kb·bt·a·w·sr·o

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	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
133	J. Francis Co.	Pittsburgh	\$2,548,927	95	\$26,830	\$3,000,000	wh · kb · bt · a · sr · h · cl
134	BRAVI	San Antonio	2,522,834	46	54,844	3,200,000	wh · kb · a · o
135	Chris Donatelli Builders	San Jose, Calif.	2,518,904	39	64,587	3,000,000	wh · kb · bt · a · sr · h · o
136	Vicus Project Management	Fort Lauderdale, Fla.	2,500,000	6	245,000	2,500,000	wh · kb · a
137	Advance Design Studio	Gilberts, Illinois	2,479,077	30	72,458	2,751,000	wh · kb · bt · a · h · o
138	Blue Moon Construction	Ashburn, Va.	2,465,015	85	65,000	2,600,000	kb
139	Thorson Restoration and Construction	Bridgewater, Mass.	2,462,492	82	28,000	2,376,115	wh · kb · a · o
140	C&R Remodeling	Salem, Ore.	2,457,955	180	13,655	2,500,000	wh · kb · a
141	Raindango Remodeling	Carrollton, Texas	2,450,000	130	18,225	2,800,000	wh · kb · a · o
142	K&W Interiors	Anchorage, Alaska	2,414,795	128	18,865	2,656,274	wh · kb · bt · a · h
143	Blue Sky Remodeling	Broomfield, Colo.	2,400,000	27	88,890	3,550,000	wh · bt · a
144	Bethesda Contracting Co.	Chevy Chase, Md.	2,397,000	42	64,800	2,100,000	wh · kb · bt · a · h
145	York Enterprises	Tacoma, Wash.	2,392,251	178	13,439	2,500,000	wh · kb · bt · a · sr · h · o
146	Federalist Builders	Washington, D.C.	2,383,933	50	47,679	2,000,000	wh · kb · bt · a · h · o
147	Provenance Builders	Dallas	2,369,000	8	296,000	2,750,000	wh · kb · a
148	The Kingston Group	Nashville, Tenn.	2,358,437	89	26,499	2,800,000	wh · kb · bt · a · sr · h · o
149	Morse Constructions	Somerville, Mass.	2,300,000	38	64,500	1,687,000	wh · kb · bt · a · sr · o
150	KRT Construction	Omaha, Neb.	2,290,523	80	30,000	2,600,000	wh · kb · bt · a · w · s · sr · dk · cl · o
151	Excel Interior Concepts & Construction	Lemoyn, Pa.	2,275,236	121	25,410	2,500,000	wh · kb · bt · a · sr
152	Texas Construction Co.	Austin, Texas	2,228,000	12	185,666	3,250,000	wh · kb · a · h
153	Men At Work Chicago	Palatine, Ill.	2,195,345	15	146,000	2,650,000	wh · kb · a · sr · h · cl · o
154	Legacy Design Build Remodeling	Scottsdale, Ariz.	2,192,053	33	50,978	3,750,000	wh · kb · a
155	The Wiese Co.	Sherborn, Mass.	2,169,642	20	130,000	2,271,000	wh · kb · bt · a
156	Knockout Renovation	New York	2,165,368	35	60,000	2,800,000	kb
157	Lone Star State Construction	San Antonio	2,115,051	130	16,296	3,100,000	wh · kb · a · o
158	Revolution Design and Build	Wayzata, Minn.	2,111,775	12	176,000	1,750,000	wh · kb · bt · a · sr
159	McDowell Inc. of St. Charles Remodeling	St. Charles, Ill.	2,110,060	150	14,067	2,245,934	wh · kb · bt · a · sr · h
160	E.A. Knight Construction	Carterville, Ill.	2,095,772	339	6,182	1,800,000	wh · kb · bt · a · sr · h
161	DiFabion Remodeling	Indian Trail, N.C.	2,083,381	45	46,297	2,500,000	wh · kb · bt · a · sr · o
162	JMC Development	Parsippany, N.J.	2,051,447	85	24,135	2,000,000	wh · kb · bt · a · sr · h · o
163	Distinctive Design Remodeling	Georgetown, Ky.	2,025,000	65	31,547	3,000,000	bt · a · sr
164	Morgan Moore Construction	Houston	2,008,500	44	59,383	2,250,000	wh · kb · a · o
165	Booher Building Co.	Brownsburg, Ind.	2,003,851	118	111,325	3,000,000	wh · kb · bt · a · sr
166	Bestway Construction Group	Gurley, Ala.	2,000,000	110	18,000	2,500,000	wh · kb · bt · a · sr · h · ir · o
167	Mark IV Builders	Cabin John, Md.	1,980,892	15	132,000	2,500,000	wh · kb · bt · a · sr · h · o
168	Two Storey Building	Bolton, Mass.	1,960,029	20	100,000	2,400,000	wh · kb · bt · a · sr · o
169	Boardwalk Builders	Rehoboth Beach, Del.	1,954,620	58	33,700	2,600,000	wh · kb · a · sr · h · o
170	Murphy Bros. Designers & Remodelers	Minneapolis	1,943,559	52	37,376	2,600,000	wh · kb · bt · a · h · o
171	DreamMaker Bath & Kitchen	Ann Arbor, Mich.	1,936,339	88	24,854	2,200,000	wh · kb · bt
172	Schrader and Co.	Burnt Hills, N.Y.	1,909,518	173	11,000	1,900,000	wh · kb · bt · a · h
173	Oakwood Builders Group	Des Moines, Iowa	1,908,034	35	54,500	2,000,000	wh · kb · bt · a · sr · h · o
174	Living Improvements	Stafford, Texas	1,893,910	92	20,586	2,800,000	wh · kb · a · sr · o
175	Square Deal Remodeling Co.	Portland, Ore.	1,885,651	63	28,641	1,800,000	wh · kb · bt · a
176	Renovations	Prescott, Ariz.	1,858,941	27	68,850	1,900,000	wh · kb · a · sr · h · o
177	Building Lab	Oakland, Calif.	1,845,307	9	225,000	1,900,000	wh · kb · a · o
178	A.V. Remodeling & Construction	McLean, Va.	1,839,105	9	204,345	1,960,388	wh · kb · bt · a
179	Schroeder Design/Build	Fairfax, Va.	1,819,390	27	67,385	2,200,000	wh · kb · bt · a · sr

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	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
180	Greymark Construction Co.	Houston	\$1,811,505	37	\$54,000	\$2,250,000	wh · kb · a · h
181	Total Home Construction	Plainview, N.Y.	1,800,942	160	12,000	2,500,000	wh · kb · bt · a · w · s · h
182	Riverside Construction	Wichita, Kan.	1,800,000	30	60,000	2,200,000	wh · kb · bt · a · h · o
183	Woodstone Contracting	Holmes, N.Y.	1,800,000	80	15,000	1,800,000	wh · kb · bt · a
184	McHales Inc.	Levittown, Pa.	1,800,000	81	28,000	1,800,000	kb · bt · h
185	Rick Brauchler Jr. & Co.	Clinton, Conn.	1,800,000	37	22,000	1,900,000	wh · kb · bt · a · sr · o
186	Holladay Brothers Construction	Colorado Springs, Colo.	1,750,000	397	4,500	1,750,000	wh · kb · bt · a · sr · h · o
187	Timberdale Homes	Bethel, Conn.	1,743,710	11	158,000	1,750,000	wh · kb · a · o
188	Clark Renovations	Bethel Park, Pa.	1,716,455	121	22,885	2,000,000	wh · kb · bt · a · sr · h · o
189	JEB Design/Build	Shreveport, La.	1,710,343	31	55,172	2,500,000	wh · kb · a · sr
190	Carlson Homes Construction	Scottsdale, Ariz.	1,707,165	14	121,940	2,000,000	wh · kb · a
191	PDQ Construction	Topeka, Kan.	1,669,535	237	7,044	1,800,000	wh · kb · bt · a
192	Silent Rivers Inc.	Clive, Iowa	1,665,245	47	35,431	2,200,000	wh · kb · bt · a · sr · o
193	Kliethermes Homes & Remodeling	Columbia, Mo.	1,663,119	74	22,475	2,100,000	wh · kb · bt · a · sr
194	Strite Design + Remodel	Boise, Idaho	1,659,614	50	37,000	2,000,000	wh · kb · bt · a · sr · h · o
195	The Cleary Co.	Columbus, Ohio	1,627,187	45	36,160	1,800,000	wh · kb · bt · a · sr · cl
196	Creative Property Restoration	Houston	1,602,304	26	61,627	1,800,000	wh · kb · a · h
197	Rock Creek Craftsmen	Mount Pleasant, S.C.	1,600,000	40	55,000	2,000,000	wh · kb · a · sr · o
198	Adams Construction Services	Jeffersonville, Ind.	1,569,000	77	20,400	1,800,000	wh · kb · bt · a
199	Henderer Design + Build	Corvallis, Ore.	1,549,577	156	9,933	1,800,000	wh · kb · a · sr
200	Frey Construction & Home Improvement	Prairie Du Sac, Wis.	1,547,329	99	15,630	1,822,975	wh · kb · bt · a · w · s · sr · r · dk · ir · o
201	Bloomquist Construction	Savannah, Ga.	1,529,380	12	127,448	1,600,000	wh · kb · bt · a · sr · h · o
202	Blue Ridge Home Improvement	Blacksburg, Va.	1,524,660	60	25,411	1,500,000	wh · kb · bt · a · sr · h · o
203	T & K Contractors	Freehold, N.J.	1,515,975	16	94,748	2,100,000	wh · kb · bt · a · h
204	Crossroads Contracting	Londonderry, N.H.	1,512,272	46	32,875	1,500,000	wh · kb · bt · a · sr
205	Blue Ribbon Design Build	Lake Forest, Calif.	1,509,562	12	125,796	1,500,000	wh · a
206	AcaFreewood Contracting	Greenville, S.C.	1,500,000	26	57,692	3,000,000	wh · kb · a · o
207	Burgin Construction	North Tustin, Calif.	1,500,000	24	62,500	1,400,000	wh · kb · a · o
208	Daniels Design and Remodeing	Fairfax Station, Va.	1,492,230	37	40,330	1,720,000	wh · kb · bt · a · sr · h
209	Fulford Home Remodeling	Swansea, Ill.	1,475,500	83	17,750	1,500,000	wh · kb · bt · a · sr · o
210	Platinum Remodeling and Handyman Services	Minneapolis	1,460,000	115	15,000	1,750,000	wh · kb · bt · a · h
211	Duncan's Bath & Kitchen Center	Poland, Ohio	1,444,229	123	12,000	1,850,000	wh · kb · bt · a · h
212	Criner Remodeling	Newport News, Va.	1,421,000	37	38,405	1,900,000	wh · kb · a · sr
213	InSite Builders	Bethesda, Md.	1,405,639	23	59,760	1,600,000	wh · kb · bt · a · sr · o
214	Bradley Builders	Sacramento, Calif.	1,400,000	90	20,000	1,400,000	wh · kb · a · o
215	Castlewood Construction	Topeka, Kan.	1,395,672	195	8,279	1,300,650	wh · kb · bt · a · sr · h · o
216	CK Rogers	Boise, Idaho	1,384,000	43	32,000	2,100,000	wh · kb · bt · a · sr · h · o
217	Brighton Home Products	Chicago	1,373,397	265	5,182	1,500,000	wh · kb · bt
218	RisherMartin Fine Homes	Austin, Texas	1,372,068	9	250,000	3,375,000	wh · kb · a
219	Pfeifer Building Co.	Peachtree City, Calif.	1,369,000	66	21,000	1,500,000	wh · kb · bt · a · w · sr · h
220	J Brothers Home Improvement	Maple Grove, Minn.	1,359,000	79	17,000	1,500,000	wh · kb · bt · a · sr
221	VW Builders	Auburn, Mass.	1,350,000	26	50,000	1,500,000	wh · kb · bt · a
222	Hammerschmidt Construction	Los Altos, Calif.	1,344,932	22	61,133	2,465,000	wh · kb · a · o
223	Liston Construction Co.	St. Charles, Mo.	1,340,000	34	39,400	1,500,000	wh · kb · bt · a · sr
224	TDB Construction	Nanuet, N.Y.	1,328,160	29	45,798	1,000,000	wh · kb · a
225	Renovate	Kenner, La.	1,285,646	64	20,088	1,350,000	wh · kb · a · ir · o
226	New England Design & Construction	Boston	1,285,644	16	80,353	1,500,000	wh · kb · bt · a

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[REMODELING 550] FULL-SERVICE REMODELERS

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
227	Jay Miller General Contractors	Easton, Pa.	\$1,284,700	28	\$43,000	\$1,450,000	wh·kb·bt·a·o
228	Longacre Construction Co.	Lewisville, Texas	1,267,312	47	25,927	1,488,000	wh·kb·a·sr·o
229	MAK Design+Build	Davis, Calif.	1,262,567	24	52,606	1,200,000	wh·kb·a
230	E.D. Enterprises,	Arlington Heights, Ill.	1,258,264	55	22,877	1,800,000	wh·kb·o
231	Unlimited Building Services	Palatine, Ill.	1,256,356	26	48,321	1,500,000	wh·kb·bt·a·sr
232	Rigsby Group	Delafield, Wis.	1,250,000	8	85,000	2,000,000	wh·kb·bt·a·sr·o
233	Thomas Custom Builders	Manassas, Va.	1,236,000	30	40,000	1,550,000	wh·kb·a
234	BeeTree Homes	Jacksonville, Fla.	1,226,191	14	95,000	2,000,000	wh·kb·a·o
235	Southland Development Services	Peachtree Corners, Ga.	1,217,778	65	20,000	1,300,000	wh·kb·bt·a·sr
236	The Kitchen Guy	Little Falls, N.J.	1,217,483	42	28,987	1,400,000	kb
237	Hope Construction	Flagstaff, Ariz.	1,212,465	50	25,000	1,500,000	wh·kb·a·h·o
238	Remodeling Services Unlimited	Columbia, S.C.	1,212,000	76	15,950	1,300,000	wh·kb·bt·a·sr·h·o
239	CSA Enterprises	Ogden, Utah	1,209,000	62	21,886	1,500,000	kb·o
240	Darrell Burke Construction Co.	Battle Creek, Mich.	1,203,145	298	4,037	1,640,000	wh·kb·bt·a·h·o
241	Four Seasons Design and Remodeling	Angola, Ind.	1,200,000	30	40,000	1,300,000	wh·kb·bt·a·sr·o
242	Advanced Renovations	Greer, S.C.	1,200,000	35	40,000	1,500,000	wh·kb·bt·a·sr·o
243	Buckner Construction	Boulder, Colo.	1,191,482	10	120,000	960,000	wh·kb·bt·a·o
244	Bailey Remodeling & Construction	Louisville, Ky.	1,162,682	31	37,505	1,600,000	wh·kb·bt·a
245	HDR Remodeling	Berkeley, Calif.	1,156,907	25	46,000	1,232,000	wh·kb
246	Morrell Construction	Colleyville, Texas	1,142,570	27	37,000	1,500,000	wh·kb·a·sr·o
247	Meyer Contracting	Maryland Heights, Mo.	1,141,063	67	20,000	1,500,000	wh·kb·bt
248	Hanson Carlen Construction	Spokane, Wash.	1,120,770	8	160,000	NA	wh·kb·bt·a·sr
249	Atlanta Design & Build	Marietta, Ga.	1,098,692	31	35,353	13,000,000	wh·kb·bt·a·sr
250	Messier Construction	Tiverton, R.I.	1,096,865	70	15,714	2,000,000	wh·kb·bt·a·h
251	Riverside Construction	West Lafayette, Ind.	1,092,229	49	22,290	1,100,000	wh·kb·bt·a·h
252	Ingram Bay Contracting	Reedville, Va.	1,090,000	22	50,000	950,000	wh·kb·bt·a·o
253	Randal G. Winter Construction	Santa Clarita, Calif.	1,031,396	51	21,630	1,150,000	wh·kb·a·o
254	DreamMaker Bath & Kitchen	Saint Louis Park, Minn.	1,026,200	42	24,433	1,200,000	kb
255	Renovate and Restore	Naples, Fla.	1,011,003	9	112,333	1,202,585	wh·kb·a·sr·h·o
256	Gaines Construction Co.	Fairfield, Conn.	1,007,946	12	83,996	2,000,000	wh·kb·a·o
257	J&R Construction Services	Nicholasville, Ky.	1,007,000	50	25,000	1,000,000	wh·kb·bt·a·sr
258	Cedar Mill Group	Webster, N.H.	1,000,399	26	38,477	1,242,000	wh·kb·bt·a·sr
259	J&F Speciatlies	Springfield, Va.	1,000,002	60	16,000	900,000	wh·kb·bt·a·h
260	Excel Builders	Victoria, Minn.	1,000,000	25	35,000	1,500,000	wh·kb·bt·a·o
261	Nova Building and Design	Turlock, Calif.	1,000,000	50	100,000	1,500,000	wh·kb·a·o
262	DreamMaker Bath & Kitchen	Bakersfield, Calif.	994,099	37	26,744	1,600,000	kb
263	Golden Hands Constructions	Bloomington, Ind.	989,934	45	21,998	989,934	wh·kb·bt·a·sr·o
264	G.A. Recht Construction Co.	San Diego	984,500	77	45,000	1,200,000	wh·kb·a·h·o
265	AC Ernst Building	Oviedo, Fla.	983,701	133	7,396	1,200,000	wh·kb·a·h
266	TWIG Development & Renovation Co.	South Orange Village, N.J.	975,500	11	95,000	1,200,000	wh·kb·a·o
267	Ryne-Wood Builders	Yorktown, Ind.	975,000	70	14,000	1,350,000	wh·kb·bt·a·sr
268	Chapelwood Construction	Newton, N.J.	973,300	28	17,000	1,100,000	wh·kb·bt·a
269	Sebestyen & Williams	Upland, Ind.	968,600	15	68,000	1,900,000	wh·kb·bt·a·sr·o
270	Virginia Tradition Builders	Richmond, Va.	968,000	37	26,162	1,150,000	wh·kb·bt·a·sr·h
271	RPM General Contractors	Pompano Beach, Fla.	951,500	192	7,526	1,750,000	wh·cl
272	Bluestem Construction	Saint Louis Park, Minn.	950,000	12	75,000	1,050,000	wh·kb·bt·a·o
273	FatBoy Construction	Tacoma, Wash.	950,000	12	79,100	1,200,000	wh·kb·bt
274	Peak Construction	Fishkill, N.Y.	911,320	91	10,000	1,050,000	wh·kb·bt·a·sr·dk·o

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	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
275	Quality Construction Co.	Nicholasville, Ky.	\$883,560	28	\$29,200	\$1,000,000	wh·kb·bt·a·h
276	Axis Construction	Wichita Falls, Texas	880,246	24	36,675	1,000,000	wh·kb·a·h
277	Geiger-Phillips	Wellfleet, Mass.	878,000	18	30,000	1,000,000	wh·kb·bt·a·h·o
278	Renaissance Remodeling Co.	Boise, Idaho	875,000	15	58,000	1,200,000	wh·kb·a·sr
279	Handyman Guys	Columbus, Ohio	840,000	480	1,750	1,200,000	wh·kb·a·h·o
280	Austin Impressions	Austin, Texas	808,766	5	150,500	1,200,000	wh·kb·a
281	All Pro Builders	Fullerton, Calif.	796,944	128	7,200	1,500,000	wh·kb·a·o
282	Scholl Construction Co.	Crystal Lake, Ill.	793,064	20	39,653	700,000	wh·kb·bt·a·cl
283	Newday Development	Sherman Oaks, Calif.	781,750	8	97,720	1,250,000	wh·kb·a
284	Pathway Design & Construction	Seattle	775,000	15	52,000	850,000	wh·kb·bt·a·h·o
285	John Rogers Renovations	Woodstock, Ga.	765,542	19	40,291	950,000	wh·kb·bt·a
286	Changes Construction	Buffalo, N.Y.	750,000	31	40,000	750,000	wh·kb·a
287	Stonecrest Custom Homes	Murrieta, Calif.	750,000	38	20,000	1,000,000	wh·kb·a
288	Laing Construction	Redding, Calif.	745,000	10	74,500	850,000	wh·kb·a·h·o
289	JMS Partners	Hopkinton, Mass.	724,227	25	35,000	800,000	wh·kb·bt·a·sr·h·o
290	Forest Remodeling	Somers, Conn.	700,000	12	60,000	500,000	wh·kb·a
291	Rolf Schroeder General Contractors	Ivyland, Pa.	698,307	26	26,858	750,000	wh·kb·bt·a·o
292	Built Square	Seattle	677,000	41	16,508	1,000,000	wh·kb·bt·r
293	DP Contracting & Consulting	Concord, N.C.	670,361	36	18,621	739,274	wh·kb·bt·a·sr
294	Windham Construction	College Station, Texas	658,000	48	13,708	750,000	wh·kb·a·h
295	TimberLand Building	Ada, Mich.	655,250	22	30,000	900,000	wh·kb·bt·a·sr
296	Canyon Kitchen & Bath	St. George, Utah	650,000	104	6,250	7,000,000	kb
297	Dietz Development	Washington, D.C.	650,000	9	70,000	650,000	wh·kb·a·o
298	Oliver Builders	Berkeley, Calif.	600,000	15	20,000	1,200,000	wh·kb·a·o
299	New Dimension Construction	Millbrook, N.Y.	600,000	4	100,000	900,000	wh·kb·a·h
300	Richfield Construction	Williston Park, N.Y.	600,000	14	50,000	NA	wh·kb

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Replacement Contractors

Replacement contractors focus on short-cycle jobs in which just four to six weeks may transpire between getting a homeowner's signature on a contract and collecting the final check for the finished job. The average sale is typically less than \$10,000, and companies focus their energies on selling and installing a handful of (typi-

cally) exterior components such as roofing, siding, or windows.

Because job size is smaller than the types of additions and alterations remodelers do, replacement companies need many jobs to sustain business. A remodeling company might install fewer than 100 jobs in a year; replacement companies often

do more than 500 installs. Some even do several thousand.

The companies on this list are bigger than their full-service counterparts and are more aggressive in marketing and selling. They spend three or four times as much revenue on marketing as the average business — even the average remodeling business.

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
1	Window World	North Wilkesboro, N.C.	\$413,194,952	123,497	\$3,346	\$435,000,000	w·dr·s
2	Champion Windows, Sunrooms, Roofing and Home Exteriors	Cincinnati	208,710,185	27,194	7,675	249,193,000	w·dr·s·sr·r·bl
3	Beldon Group	San Antonio	65,000,000	8,000	6,000	70,000,000	r·g·o

Bold=REMODELING Big50; 2013 Revenue (P)=projected; b=bath remodeling; bl=bath liners; bt=basement finishing; cr=cabinet re-facing; d=doors; dk=decks; g=gutters/gutter protection; i=insulation; k=kitchen remodeling; os=organization systems; r=roofing replacement; s=siding replacement; so=solar; sr=sunrooms/screen rooms/solariums; w=window replacement; wp=waterproofing; o=other

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
4	1-800-Hansons	Troy, Mich.	\$56,653,182	9,200	\$6,840	\$58,000,000	w·s·r·g
5	Castle Windows	Mount Laurel, N.J.	55,859,363	9,644	5,792	55,000,000	w·dr
6	Thompson Creek Windows	Lanham, Md.	53,109,632	7,816	6,599	61,000,000	w·s·g
7	RF Installations	Grand Prairie, Texas	36,391,363	121,892	307	38,219,997	w·dr
8	Statewide Remodeling	DFW Airport, Texas	33,368,046	2,999	11,126	40,000,000	w·dr·s·sr·bl·g
9	True Home Value	Louisville, Ky.	31,145,000	7,868	4,000	33,842,000	w·dr·s·r·dk·bl·cr·g
10	Mid-Atlantic Waterproofing	Columbia, Md.	31,061,004	2,824	11,000	36,000,000	o
11	American Exteriors	Littleton, Colo.	29,054,264	3,783	7,680	34,137,000	w·dr·s·r
12	Window Nation	Glen Burnie, Md.	26,188,159	4,718	5,550	29,000,000	w·dr·s
13	Bone Dry Roofing	Indianapolis	26,000,000	3,250	8,000	30,000,000	w·s·r
14	Universal Windows Direct	Oakwood Village, Ohio	25,000,000	4,038	6,500	30,000,000	w·dr·s
15	Florida Home Improvement	Hollywood, Fla.	24,826,202	2,452	10,124	28,000,000	w·dr·cr·i
16	American Vision Windows	Simi Valley, Calif.	24,500,000	3,275	7,500	28,000,000	w·dr·o
17	P.J. Fitzpatrick	Wilmington, Del.	23,500,000	2,700	7,200	24,000,000	w·dr·s·r·o
18	K-Designers	Gold River, Calif.	22,783,834	2,943	7,708	27,000,000	w·dr·s·bl·g·i
19	JES Foundation Repair	Virginia Beach, Va.	21,722,526	3,228	8,939	25,000,000	sr·dk
20	Paramount Builders	Virginia Beach, Va.	19,690,788	2,317	8,499	21,000,000	w·dr·s·r·g
21	Thrasher Basement Systems	LaVista, Neb.	18,660,000	2,500	8,500	24,500,000	o
22	Woodbridge Home Exteriors	Dallas	17,874,093	1,738	10,264	23,714,332	w·dr·s
23	Unique Home Solutions	Indianapolis	17,725,000	1,995	8,885	20,643,384	w·dr·s·r·bl·cr·g·i
24	Lindus Construction	Hudson, Wis.	17,395,473	3,666	13,530	19,328,303	w·s·r·g
25	Unified Window Systems	Hempstead, N.Y.	17,000,000	6,000	2,800	20,000,000	w·dr·s·r
26	DiGiorgi Roofing & Siding Co.	Beacon Falls, Conn.	16,400,000	2,262	7,250	18,000,000	w·dr·s·r
27	Prairie Home Alliance	Washington, Ill.	16,383,000	1,936	8,462	20,500,000	w·dr·s·r·bl·cr·g·i
28	Gilkey Window Co.	Cincinnati	15,000,000	2,000	7,000	16,000,000	w·dr·s
29	Win-Dor	Anaheim, Calif.	14,806,000	3,509	4,256	20,000,000	w·dr
30	S&K Roofing, Siding and Widows	Eldersburg, Md.	14,540,457	3,340	4,353	15,000,000	w·dr·s·sr·r·g
31	Reborn Cabinets	Anaheim, Calif.	14,485,711	1,068	12,000	18,000,000	bl·cr
32	C&L Ward	Davison, Mich.	14,219,992	1,955	7,273	17,150,000	w·dr·s·r·dk·g
33	Gutter Helmet Systems	Millersville, Md.	13,982,624	4,310	3,245	16,000,000	r·g
34	American Home Design	Goodlettsville, Tenn.	12,969,551	1,426	8,915	14,000,000	w·dr·s·sr·bl·g·i
35	Newpro Operating	Woburn, Mass.	12,891,653	1,366	10,000	21,000,000	w·dr·s·r·bl
36	Weatherite Windows	Tampa, Fla.	12,840,800	3,800	3,379	14,000,000	w·dr·sr
37	Hardy Windows	Anaheim, Calif.	12,506,870	1,680	12,000	15,000,000	w·dr·s
38	All County Exteriors	Lakewood, N.J.	12,500,000	1,008	12,400	15,000,000	w·dr·s·r
39	Homeview Contractors	Pikesville, Md.	12,406,501	1,958	6,336	14,000,000	w·dr·s·sr·dk·i
40	NewBath/MaxHome	New Orleans	12,097,479	1,551	7,800	13,000,000	w·dr·sr·bl·i
41	Modern Remodeling	Manassas, Va.	11,668,396	487	24,000	10,000,000	w·dr·s·r·dk·g
42	Cap City Home Remodeling	North Bethesda, Md.	11,580,000	1,272	9,100	13,200,000	w·dr·s·r·b·i
43	Chesterfield Fence & Deck Co.	Chesterfield, Mo.	11,495,380	2,003	5,600	12,400,000	w·dr·s·sr·r·dk
44	American Home Renewal	South San Francisco	11,350,000	729	15,570	12,000,000	w·dr·s·g·i
45	United States Seamless-Fargo	Fargo, N.D.	11,185,118	2,105	10,536	12,160,000	w·dr·s·r·cr·g
46	Aspenmark Roofing & Solar	Dallas	10,600,000	700	14,000	12,000,000	r·g·i
47	Appleby Systems	York, Pa.	10,416,333	1,037	10,044	12,000,000	w·dr·s·sr·bl·i
48	FCA - Flooring Specialists	Naperville, Ill.	10,000,000	4,000	2,500	14,000,000	o
49	Exovations	Cumming, Ga.	9,971,920	1,051	9,488	12,500,000	w·dr·s·r·dk·g
50	West Shore Window & Door	Mechanicsburg, Pa.	9,948,497	1,355	7,342	14,000,000	w·dr·s
51	Prince William Home Improvement	Woodbridge, Va.	9,943,132	768	12,947	10,750,000	w·dr·s·dk·bl

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[REMODELING 550] REPLACEMENT CONTRACTORS

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
52	Mad City Roofing	Madison, Wis.	\$9,598,278	1,199	\$8,000	\$15,000,000	w·s·r
53	Renewal by Andersen of Las Vegas and Phoenix	Las Vegas	9,509,702	1,004	9,467	11,000,000	w·dr
54	Ambassador Home Improvements	Mechanicsburg, Pa.	9,370,069	1,087	8,620	10,000,000	w·dr
55	Pinnacle Energy	Elkridge, Md.	9,254,678	1,016	9,108	9,400,000	w·dr·s·r·o
56	Community Builders	Tulsa, Okla.	9,069,947	952	9,527	10,000,000	w·dr·s·r·g·o
57	Woods Basement Systems	Collinsville, Ill.	9,044,855	1,707	6,205	12,750,500	o
58	Absolute Roofing and Construction	Parma, Ohio	9,000,000	370	18,000	12,000,000	w·dr·s·r·g
59	Weather Tight	West Allis, Wis.	8,777,166	1,237	7,093	10,250,000	w·dr·s·r·g
60	ABC Seamless of Fargo	Fargo, N.D.	8,562,000	1,524	5,490	8,819,000	w·dr·s·r
61	Your Remodeling Guys	York, Pa.	8,317,381	558	14,906	10,300,000	bt·kb·i·o
62	The Acri Co.	Milan, Ill.	8,272,616	1,042	7,939	7,829,002	w·s·sr·r·o
63	Jorve Roofing	Seattle	8,000,000	500	16,000	9,000,000	r
64	Champion Roofing	Bensenville, Ill.	8,000,000	1,333	6,000	8,000,000	w·dr·s·r
65	Rhode Island Home Improvement	Warwick, R.I.	7,884,000	687	11,475	8,500,000	w·dr·s·r·kb·o
66	Russell Roofing	Oreland, Pa.	7,865,000	873	9,009	7,800,000	w·s·r·i·o
67	Joe Hall Roofing	Arlington, Texas	7,725,000	1,500	750	7,000,000	r
68	A Cut Above	Portland, Ore.	7,421,238	817	9,083	8,200,000	w·dr·s·o
69	Schmidt Siding & Window Co.	Mankato, Minn.	7,376,183	2,000	3,688	8,000,000	w·s·sr·r·g
70	Brennan Enterprises	Arlington, Texas	7,207,224	1,098	6,563	8,344,199	w·dr·s·r·i
71	Midtown Home Improvements	O'Fallon, Mo.	7,200,000	697	10,400	9,000,000	w·dr·s·dk·o
72	Archadeck of Charlotte	Charlotte, N.C.	6,950,000	1,250	5,560	8,000,000	w·dr·sr·r·dk
73	Callen Construction	Muskego, Wis.	6,900,000	690	10,000	6,900,000	w·dr·s·sr·r·dk·g·i
74	Hulco Exteriors	Chattanooga, Tenn.	6,824,147	804	8,487	7,500,000	w·dr·s·sr·r·dk·g
75	Matus Windows	Glenside, Pa.	6,420,000	1,200	5,350	7,000,000	w·dr
76	White Aluminum Products	Leesburg, Fla.	6,398,000	1,876	3,000	13,000,000	w·dr·s·sr·r·g
77	Install America	Mohnton, Pa.	6,300,000	865	7,260	9,000,000	w·dr·s·sr·r·dk·g·i
78	All-Weather Coatings	Orlando, Fla.	6,290,000	612	12,500	8,000,000	o
79	Quality 1st Basement Systems	Perth Amboy, N.J.	6,230,308	934	5,858	7,500,000	o
80	T&S Roofing Systems	Miami	6,200,000	410	30,000	7,000,000	r
81	Midwest Construction & Supply	Mason City, Iowa	6,009,354	528	11,381	5,500,000	w·dr·s·sr·g
82	Carolina Home Remodeling	Charlotte, N.C.	5,972,294	690	8,656	6,500,000	w·dr·s·sr·bl·g·i
83	Euro-Tech	Bensenville, Ill.	5,927,284	740	8,000	7,112,740	w·dr·s·r·i
84	Volpe Enterprises	North Wales, Pa.	5,888,168	1,435	4,103	6,800,000	w·s·sr·r·dk·g
85	Sunrooms & More	Lexington, Ky.	5,740,000	667	12,500	6,300,000	w·dr·s·sr·dk·bl·g·i
86	Re-Bath of San Antonio	San Antonio	5,550,000	555	10,000	6,500,000	kb
87	Folding Shutter Corp.	West Palm Beach, Fla.	5,500,000	400	15,000	6,500,000	w·dr
88	Home Town Restyling	Hiawatha, Iowa	5,485,113	560	9,657	5,800,000	w·dr·s·sr·dk
89	Vinyl Designs	Sacramento, Calif.	5,484,584	488	11,238	5,750,000	w·dr·s·o
90	Hall's Window Center	Rancho Cordova, Calif.	5,473,160	616	8,885	7,500,000	w·dr·s
91	Springhouse Window & Door	Spring House, Pa.	5,423,000	643	8,500	5,700,000	w·dr
92	Maggio Roofing Co.	Takoma Park, Md.	5,350,280	400	13,500	5,000,000	r
93	Miller Custom Exteriors	Fredericksburg, Ohio	5,350,014	586	6,500	6,000,000	w·dr·s·sr·r·dk·g·i
94	Legacy Remodeling	Pittsburgh	5,340,664	659	8,700	5,700,000	w·dr·s·r·dk
95	Minnesota Rusco	Minnetonka, Minn.	5,257,330	660	7,956	6,500,000	w·dr·s·sr·b·i
96	Fick Bros Roofing & Exterior Remodeling Co.	Baltimore	5,215,202	375	13,988	5,500,000	w·dr·s·r·dk
97	American Custom Contractors	Rockville, Md.	5,159,902	466	14,350	7,250,000	w·dr·s·r
98	Transnational Corp.	Alexandria, Va.	5,000,000	510	9,500	6,000,000	w·s·sr·r·g·i·o
99	Opal Enterprises	Naperville, Ill.	4,899,383	244	20,079	4,000,000	w·dr·s·r·o
100	Carolina Windows & Doors	Greenville, N.C.	4,842,771	615	7,900	5,000,000	w·s·sr·r

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[REMODELING 550] REPLACEMENT CONTRACTORS

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
101	Rogers Roofing	Hammond, Ind.	\$4,814,000	644	\$7,475	\$6,000,000	w·dr·s·r·o
102	Southwest Exteriors	San Antonio	4,757,656	345	13,000	6,000,000	w·dr·s
103	K&H Home Solutions	Arvada, Colo.	4,495,900	985	4,565	5,500,000	w·dr·s·g·i
104	Budget Exteriors	Bloomington, Minn.	4,447,259	920	4,834	5,336,711	w·dr·s·r·g·i
105	Graves Bros. Home Improvement Co.	Rochester, N.Y.	4,280,583	347	12,336	4,400,000	w·dr·s·r·dk·g·i
106	Paradise Decks and Spas	San Antonio	4,240,000	540	8,000	4,800,000	dk·bl
107	AHT Windows	Clintonville, Wis.	4,193,391	510	8,341	4,600,000	w·dr
108	L.J. Stone	Muncie, Ind.	4,155,158	507	7,600	4,000,000	w·dr·sr·bl·cr
109	Lakeside Exteriors	Chesterfield, Mo.	4,100,000	297	13,804	4,500,000	w·s·o
110	Braymiller Builders of W.N.Y.	Hamburg, N.Y.	4,060,978	800	5,200	5,200,000	w·dr·bl
111	Closet America	Lanham, Md.	3,988,000	882	4,762	7,000,000	o
112	Quillen Brothers Windows	Bryan, Ohio	3,942,524	586	6,727	4,475,000	w
113	All Weather Seal of West MI	Lowell, Mich.	3,848,710	415	9,274	4,000,000	w·dr·s·r
114	Bay State Re-Bath	Pembroke, Mass.	3,787,190	612	7,512	5,092,048	bl
115	New Jersey Siding & Windows	Randolph, N.J.	3,750,850	325	11,543	4,600,000	w·dr·s·r·dk·g
116	Twin Cities Siding Professionals	St. Paul, Minn.	3,728,528	166	22,500	4,000,000	w·dr·s
117	Tri-State Siding & Windows	Davenport, Iowa	3,700,000	350	7,000	4,250,000	w·dr·s·r·dk·g·i
118	R&J Leclerc Enterprises	Baton Rouge, La.	3,700,000	500	7,250	4,500,000	kb
119	US Home Exteriors	Burlington, N.C.	3,619,868	759	4,792	5,013,136	w·dr·s·g·i
120	Zen Windows	Columbus, Ohio	3,400,000	578	5,882	8,900,000	w·dr
121	Regal Home Improvement Co.	Richmond, Va.	3,400,000	480	7,500	3,300,000	w·dr·s·sr·g
122	Istuetta Roofing	Miami	3,391,460	542	20,000	3,500,000	r
123	Jancewicz & Son	Bellows Falls, Vt.	3,364,484	199	16,437	4,200,000	w·dr·s·r·dk·g
124	The Board Store Home Improvements	LaCrosse, Wis.	3,267,913	1,300	5,500	4,200,000	w·dr·s·sr·b·i
125	McDaniel Window and Door	Florence, Ala.	3,257,031	985	3,570	4,200,000	w·dr·o
126	ABC Seamless	Cheyenne, Wyo.	3,200,000	640	5,000	3,000,000	w·dr·s·sr
127	AAA Windows & Siding	Lincoln, Ill.	3,169,000	700	4,600	4,500,000	w·dr·s·r·g·i
128	All-Seal Home Improvement	Dayton, Ohio	3,135,306	664	4,720	3,350,000	w·dr·s·sr·o
129	William C. Rott & Son	Tonawanda, N.Y.	3,058,000	480	6,400	3,400,000	w·dr·s·r·g·i
130	Kelly Roofing	Naples, Fla.	3,015,630	2,602	12,667	9,000,000	r·i
131	Excel Windows	Oak Lawn, Ill.	3,000,000	500	6,000	4,500,000	w·dr·s·bl·g·i
132	JR Neely Home Improvements	Lansing, Mich.	2,921,839	1,043	5,255	8,000,000	w·dr·s·r·g·i
133	Chapman Windows & Doors	West Chester, Pa.	2,880,000	1,220	2,400	3,200,000	w·dr·s
134	Treeline Construction	Anchorage, Alaska	2,800,000	300	10,000	3,000,000	dk
135	A.B.E. Doors & Windows	Allentown, Pa.	2,645,673	1,000	2,646	3,564,819	w·dr
136	New York Sash	Whitesboro, N.Y.	2,624,261	549	4,780	3,000,000	w·dr·s·sr·r·dk·bl·g
137	HWC-HomeWorks	Wyoming, Mich.	2,569,961	686	3,746	2,826,957	w·dr·bl·cr
138	Home Exterior Systems	Tomball, Texas	2,400,000	250	10,000	3,000,000	w·dr·s·sr·r·dk·g
139	Phil Beaulieu & Sons Home Improvement	Chicopee, Mass.	2,361,322	603	5,600	3,800,000	w·dr·s·r·dk
140	Austin Gutterman	Austin, Texas	2,300,000	1,669	1,354	2,750,000	g
141	Idaho Bath Solutions	Meridian, Idaho	2,203,564	411	7,800	3,600,000	bl·cr
142	Snap Construction	Bloomington, Minn.	2,200,000	300	10,000	5,000,000	w·dr·s·r·g·i
143	Mark Kaufman Roofing Contractor	Englewood, Fla.	2,160,000	600	3,600	2,800,000	r·i
144	Malibu Sunrooms	Gretna, Neb.	2,050,000	76	28,311	3,000,000	w·dr·s·sr·r·dk
145	Buresh Home Solutions	Clive, Iowa	2,043,323	198	10,796	2,600,000	w·dr·s·sr·r·dk·g·i
146	Asher Enterprises	Eau Claire, Wis.	2,029,513	268	7,573	3,500,000	w·dr·s·sr·r·o
147	Majors Home Improvement	Milton, Fla.	2,021,770	354	6,500	2,400,000	w·dr·s·sr·cr
148	S and S Total Energy Solutions	Dallas	2,000,000	200	10,000	2,500,000	w·dr·s·r·g·i
149	Rusco Window	Roanoke, Va.	2,000,000	260	7,700	2,200,000	w·dr·s·sr·r·dk·g·i

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	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE ^P	TYPE OF WORK
150	Lifetime Aluminum	East Hanover, N.J.	\$1,980,000	485	\$4,082	\$2,500,000	w·dr·s·sr
151	Roofing & More	Herndon, Va.	1,900,000	571	3,260	3,050,000	w·dr·s·r·g·i
152	1st Choice Home Improvements	Pensacola, Fla.	1,880,452	210	8,955	2,200,000	w·dr·s·cr·b·k·g
153	Rain Gutter Specialties	South Jordan, Utah	1,850,000	3,000	1,100	2,200,000	g
154	ReBath of TriCities	Pasco, Wash.	1,832,000	298	6,000	2,000,000	kb
155	Precision Wallovering and Painting	San Juan Capistrano, Calif.	1,800,000	240	5,000	2,000,000	cr
156	Rainier View Construction & Roofing	Auburn, Wash.	1,794,000	125	22,000	5,200,000	w·dr·s·sr·r·dk·g·i
157	Dry Guys	Woodstown, N.J.	1,770,815	254	5,351	2,300,000	o
158	The Window & Door Store	Bismarck, N.D.	1,700,000	377	4,500	2,400,000	w·dr·g
159	The Brothers That Just Do Gutters	LaGrangeville, N.Y.	1,693,854	1,251	1,354	1,600,000	g
160	All-Weather Window, Doors, & Siding	Mission, Kan.	1,677,518	425	3,900	1,800,000	w·dr·s·i
161	Papillion Windows & Siding	Papillion, Neb.	1,611,200	212	7,600	1,800,000	w·dr·s·r·dk·g·i
162	Rock Roofing	Bothell, Wash.	1,500,000	120	12,500	2,000,000	r·g
163	Olde Towne Remodeling & Restoration	Milan, Ohio	1,500,000	425	3,500	1,700,000	w·dr·s·sr
164	American Home Center	Beltsville, Md.	1,445,189	347	4,140	1,600,000	w·dr
165	Iron River Construction	Chaska, Minn.	1,400,000	88	12,000	2,000,000	w·dr·s·r·dk·i
166	PJ Sullivan Construction	Midland Park, N.J.	1,400,000	21	66,000	1,900,000	w·dr·s·r·dk
167	Energy Swing Windows	Murrysville, Pa.	1,385,868	142	9,760	1,750,000	w·dr·s·r
168	The Hanawalt Co.	Columbus, Ohio	1,370,000	215	6,372	2,100,000	w·dr·s·sr·r·dk
169	Warner's Decking	Plainfield, Ill.	1,350,000	73	19,500	1,350,000	dk
170	The Muhler Co.	Charleston, S.C.	1,288,000	200	6,440	1,600,000	w
171	Superior Home Improvement	Salt Lake City	1,256,542	156	12,500	2,000,000	w·dr·s·sr·r·dk·cr·g·i
172	RJW Contracting	Lake Hopatcong, N.J.	1,235,789	102	10,773	1,350,000	w·dr·s·r·g
173	O'Sullivan Installs	Billerica, Mass.	1,221,320	152	8,035	1,500,000	w·dr·s
174	3 Generations Improvements	Folsom, Calif.	1,200,000	42	25,000	1,500,000	w·dr·s·dk
175	T. Smith Siding & Windows	Nicholasville, Ky.	1,004,000	125	8,000	1,150,000	w·dr·s·r·g

Bold=REMODELING Big50; 2013 Revenue (P)=projected; **b**=bath remodeling; **bl**=bath liners; **bt**=basement finishing; **cr**=cabinet re-facing; **d**=doors; **dk**=decks; **g**=gutters/gutter protection; **i**=insulation; **k**=kitchen remodeling; **os**=organization systems; **r**=roofing replacement; **s**=siding replacement; **so**=solar; **sr**=sunrooms/screen rooms/solariums; **w**=window replacement; **wp**=waterproofing; **o**=other

Franchises

The number of firms offering home improvement services as a saleable franchise has risen in the last 10 years. Some, such as The Glass Doctor or CertaPro, specialize in repair; others, such as Window World, in replacement; and a handful — take N-Hance or DreamMaker Bath & Kitchen,

for example — in full-on remodeling. Franchises usually attract entrepreneurs looking for an opportunity or tradespeople, such as plumbers, seeking to acquire a turnkey business and the marketing power of a national brand. Franchises such as ServPro and Paul Davis now dominate one

particular type of renovation: insurance restoration services. To get an idea of what it would cost to own a franchise business, add to the initial franchise fee, listed here, an annual royalty of 5% to 7% of sales taken by the franchisor, plus capital outlay for equipment or office/warehouse space.

COMPANY	LOCATION	FOUNDED/ FRANCHISE	INITIAL FRANCHISE FEE	NO. OF FRANCHISES*	SPECIALTY
California Closets	Berkeley, Calif.	1978/1982	\$40,000	96	closet organization
Closet Factory	Los Angeles	1983/1985	46,500	57	closet organization
Closets By Design	Gardena, Calif.	1982/1988	36,900	33	closet organization
Closet Storage & Concepts	Voorhees, N.J.	1987/2000	17,500 – 38,500	8	closet organization

* U.S. & Canada

COMPANY	LOCATION	FOUNDED/ FRANCHISE	INITIAL FRANCHISE FEE	NO. OF FRAN- CHISES*	SPECIALTY
Mr. Electric	Waco, Texas	1994/1994	\$28,000	154	electrical services
Mr. Sparky	Sarasota, Fla.	1996/2006	NA	94	electrical services
The Glass Doctor	Waco, Texas	1962/1977	28,000	184	glass repair and replacement
The Glass Guru	Roseville, Calif.	2004/2007	12,500 – 65,000	69	window restoration and replacement
The Grout Doctor	Salt Lake City	1992/2001	7,500 – 22,500	73	grout, tile, & stone restoration
Sir Grout Franchising	Alpharetta, Ga.	2004/2007	30,000	25	grout & tile restoration
Mr. Handyman	Ann Arbor, Mich.	1996/2000	49,900 – 59,900	220	handyman services
Handyman Matters	Lakewood, Colo.	1997/2001	30,000	122	handyman services
Handyman Connection	Cincinnati	1990/1991	50,000	99	handyman services
Andy On-Call	Chattanooga, Tenn.	1993/1999	25,000 – 30,000	45	handyman services
House Doctors	Millford, Ohio	1994/1995	39,800	52	handyman & remodeling services
Yellow Van Handyman (Home Task)	Seattle	2004	38,950	47	handyman & remodeling services
Pro Energy Consultants	Cleveland	1995/1999	24,900	42	home energy auditing
USA Insulation	Cleveland	1985/2007	45,000	18	insulation
ServiceMaster Clean	Memphis, Tenn.	1947/1952	61,900 – 67,000	4,500	insurance restoration
Servpro	Gallatin, Tenn.	1967/1969	43,000	1,626	insurance restoration
Steamatic Total Cleaning & Restoration	Fort Worth, Texas	1948/1967	5,000 – 40,000	333	insurance restoration
Rainbow International Restoration & Cleaning	Waco, Texas	1981/1981	28,000	306	insurance restoration
DKI	Wood Dale, Ill.	1974/1994	5,000 – 43,750	265	insurance restoration
PuroClean	Tamarac, Fla.	1990/1991	45,000	255	insurance restoration
Paul Davis Restoration	Jacksonville, Fla.	1966/1971	75,000	210	insurance restoration
Re-Bath	Tempe, Ariz.	1979/1991	27,000 – 95,000	209	bathroom remodeling
Kitchen Tune-Up	Aberdeen, S.D.	1986/1988	39,995	155	kitchen & bathroom remodeling
Kitchen Solvers	La Crosse, Wis.	1982/1984	20,000	44	kitchen & bathroom remodeling
DreamMaker Bath & Kitchen	Waco, Texas	1988/1999	35,000	60	kitchen & bathroom remodeling
CertaPro	Oaks, Pa.	1971/1990	52,000	440	painting
Fresh Coat	Cincinnati	2204/2005	34,900 – 40,900	89	painting
Roto-Rooter	Cincinnati	1935/1936	25,000	500	plumbing
Rooter-Man	North Billerica, Mass.	1982/1982	3,975 – 39,750	475	plumbing
Benjamin Franklin Plumbing	Sarasota, Fla.	1998/2001	NA	250+	plumbing
Archadeck	Richmond, Va.	1980/1984	7,200 – 49,500	58	porches, decks, & outdoor living
Pillar to Post	Tampa, Fla.	1994/1994	15,900	363	property inspections
HouseMaster Home Inspections	Bound Brook, N.J.	1971/1979	42,500	313	property inspections
The BrickKicker Home Inspection Services	Naperville, Ill.	1989/1994	9,000 – 15,000	40	property inspections
WIN Home Inspection	Madison, Ala.	1993/1994	30,000 – 40,000	173	property inspections
Inspect-It 1st	Independence, Ohio	1991/1998	26,900	67	property inspections
AmeriSpec Home Inspection Services	Memphis, Tenn.	1987/1988	25,900 – 35,900	294	property inspections
ABC Seamless	Fargo, N.D.	1973/1978	12,000	98	seamless steel siding & gutters
United States Seamless	Fargo, N.D.	1991/1992	2,450	52	seamless steel siding & gutters
Four Seasons Sunrooms	Holbrook, N.Y.	1975/1984	7,500 – 15,000	290	sunrooms & windows
Miracle Method Surface Restoration	Colorado Springs, Colo.	1977/1980	35,000	129	surface refinishing

* U.S. & Canada

COMPANY	LOCATION	FOUNDED/ FRANCHISE	INITIAL FRANCHISE FEE	NO. OF FRAN- CHISES*	SPECIALTY
Granite Transformations	Miramar, Fla.	1995/1997	\$35,000 – 75,000	84	surface refinishing
Surface Specialists Systems	Mathews, N.C.	1981/1982	21,000	43	surface refinishing
Get a Grip	Albuquerque, N.M.	1999/2007	25,000 – 70,000	16	surface refinishing
Window World	N. Wilkesboro, N.C.	1995/2011	12,900	193	window replacement
Universal Windows Direct	Oakwood, Ohio	2002/2008	5,000	38	window replacement
Mr. Sandless	Aston, Pa.	2004/2005	2,500 – 16,000	245	wood floor refinishing
N-Hance Revolutionary Wood Renewal	Logan, Utah	2001/2003	27,000 – 44,500	200+	wood refinishing
Furniture Medic	Memphis, Tenn.	1992	29,900	259	wood repair & refinishing

* U.S. & Canada

Insurance Restoration

Jeff Petrucci remembers how he became an insurance restoration contractor. The owner of Bloomfield Construction, in Bloomfield Hills, Mich., stumbled on an insurance estimate five years ago at a prospect's home and realized that it was "a complete breakdown" of the job he was there to sell. Today at least half Bloomfield Construction's business is insurance restoration, which involves renovating a house in the aftermath of a fire, flood, or other calamity. Twenty-four-hour service is mandatory. If a tree falls on someone's roof on a Saturday night, Petrucci says he has to be there.

Companies that specialize in insurance work either "mitigate" (i.e., clean up), restore the house to its original condition, or both. Since the company insuring the house is paying the bill and the goal is to restore the house to its previous condition, the sale is about how quickly and effectively a company can do the work. Operations such as \$1 billion-plus Belfor — and even smaller regional players such as Statewide Disaster Restoration — are set up almost along military lines to mobilize and respond to homeowners in emergency situations.

Steady work made insurance restoration tempting to some remodelers during the recession. Petrucci found that he had to reinvent his business to get good at it because of the extra skills required to be successful.

	COMPANY	LOCATION	2012 REVENUE*	NO. OF JOBS	AVG. JOB COST (residential)
1	Belfor Holdings	Birmingham, Mich.	\$1,187,851,455	95,000	\$10,000
2	Paul Davis Restoration	Jacksonville, Fla.	499,673,140	111,887	4,351
3	American Technologies	Orange, Calif.	108,932,281	10,276	10,000
4	Statewide Disaster Restoration	Southfield, Minn.	30,123,000	1,200	16,200
5	Best Choice Roofing and Home Improvement	Hendersonville, Tenn.	27,700,000	3,957	7,000
6	Giertsen Co.	Golden Valley, Minn.	23,096,940	1,280	18,044
7	Infinity Roofing & Siding	Houston	21,400,000	1,600	13,375
8	Mellon Certified Restoration	Yeadon, Pa.	19,635,481	2,106	9,324
9	South River Restoration	Upper Marlboro, Md.	14,053,409	2,621	5,186
10	A&I Fire and Water Restoration	Myrtle Beach, S.C.	12,363,095	759	16,288
11	United Cleaning and Restoration	Middlefield, Conn.	12,000,000	525	25,000
12	Acumen Contracting Group	Littleton, Colo.	8,000,000	500	16,000
13	Menold Construction and Restoration	Morton, Ill.	7,415,268	1,260	6,043
14	Cameo Services	York, Pa.	5,925,275	274	8,953
15	Calvalry Construction Co.	Houston	4,910,687	169	29,057
16	United Services by Permaco	Lake Bluff, Ill.	4,027,704	344	15,073
17	Wadden Construction	Herndon, Va.	3,800,368	228	16,668
18	Bowles Construction	Augusta, Ga.	3,677,352	320	11,150
19	Kowalski Construction	Phoenix	3,556,796	546	6,518
20	USPRO/United Services	Mahomet, Ill.	3,547,308	119	12,352
21	Capstone General Contracting	Worcester, Mass.	3,500,000	18	120,000
22	RestorAid Remodeling and Restoration	Cincinnati	2,872,354	502	2,728
23	Arizona Fire & Water Restoration	Phoenix	2,626,270	512	5,230
24	Buffalo Restoration	Bozeman, Mont.	2,617,225	510	4,900
25	Bloomfield Construction	Bloomfield Hills, Minn.	2,580,649	112	10,685

Bold=REMODELING Big50 2012 Revenue* may include commercial insurance restoration revenue