

remodeling

YOUR TOOLBOX FOR SUCCESS



Our annual list of the
top 550 firms in the
home improvement industry



The **BIGGEST** remodeling companies are aglow with ever-higher **sales** and **prospects**

Bright lights, big numbers: There's much to celebrate in this year's REMODELING 550. On the full-service side, after adjusting for sample-size differences, revenues grew roughly 14% in 2014 from the year before and are up 30% from their low point in 2009. Replacement contractors posted similar double-digit growth.

Full-service remodelers also showed signs they are tempering their typically overoptimistic ways. They had predicted 35% revenue growth for 2014 but got less than half their wish. This year, they are forecasting 2015 revenues will rise just 13% over last year. Meanwhile, replacement contractors expect an 8.4% gain.

The REMODELING 550 consists of four lists. The first shows full-service remodelers—general contractors who typically focus on home additions and alterations, such as kitchen and bath work. Then we list replacement contractors, who usually specialize in exterior home components such as roofing or siding. As usual,

replacement contractors did far more projects (eight times more than full-service remodelers) but at an average of only one-fifth the price.

The list of insurance restoration businesses tracks companies that rebuild homes following fire, flood, or other disasters, with insurers footing the bill. And finally there are franchise operations—a common way for entrepreneurs to get into the remodeling business.

As in past years, we've denoted REMODELING 550 firms that over the years have been selected for REMODELING's Big50, our annual designation for companies that have achieved operational and financial excellence.

And there's one new element this year: Participants in the full-service and specialty categories could choose to have Guild Quality, the leading firm in customer satisfaction surveying for the remodeling industry, survey their customers. Businesses that got top marks from their clients won a special designation.

HOW WE DID IT

The bulk of the information in the REMODELING 550 report comes from the companies themselves based on their responses to an online REMODELING survey. Additional information came via email, phone calls, and public sources such as the firms' own web pages. Diane Kittower managed the project and Dante Webster provided additional research. Craig Webb and Curtis Sprung cleaned up and analyzed the numbers.

Full-Service Remodelers

This do-it-all group of general contractors looks forward to a 13% increase in revenue this year from 2014. All told, the 325 companies on the list expect to split more than \$1.41 billion this year, up from \$1.25 billion in 2014.

As with past years, there's enormous range within the ranks. For instance, while 2014 revenues for each company averaged \$3.84 million, 14.5% of the firms took in less than \$1 million while 7.7% recorded more than \$10 million. Likewise, at 10.2% of the 325 companies the average job size was below \$10,000, while 6.2% of the firms said their average job was worth more than a quarter million dollars. The average company reported doing about 158 jobs per year, but 6.5% did no more than 10 while 16.6% did more than 200.

About 56% of the companies identified themselves as full-service remodelers, 35% as design/build firms, and 8% as kitchen and bath specialists. Just 1% chose "other." Regardless, they often did much of the same work; 96.9% of the entire group did K&B jobs, 92% renovated whole houses, and 90.2% did room additions. The numbers were much lower for roofing replacement (only 40.9%),

handyman services (42.2%), and siding jobs (46.8%).

That notion of being a full-service company actually extends beyond remodeling. The companies on this list took in \$1.41 billion last year. Roughly \$158 million, or 11% of total revenues, came from outside remodeling projects. For the purposes of our lists, we show remodeling revenues only and rank on that basis.

Thirty of the firms have California addresses, more than any other state. Texas and Virginia tied for second with 21 companies, followed by Pennsylvania (18), New Jersey (17), and Maryland (16).

As one might expect with small businesses, worker benefits were spotty. Just 61.8% provided health insurance, 30.8% offered dental coverage, and only 21.8% offered life insurance. Even vacations weren't an everyday perk—only 86.2% gave them. Just 52% had a pension or 401(k) plan. In contrast, 67.7% provided a company uniform, 62.8% gave employees a mobile phone, and 56.3% provided a company vehicle.

We've noted firms that also have been selected for REMODELING's Big50, as well as those that won a Guild Quality award.

| NO. | COMPANY NAME | LOCATION | 2014 REMODELING REVENUE | NO. OF JOBS | AVERAGE JOB PRICE | 2015 REVENUE* | BUSINESS FOCUS | BIG 50 | GQ SERVICE AWARD |
|-----|----------------------------------|----------------------|-------------------------------|----------------|----------------------|------------------|-------------------|-----------|------------------------|
| 1 | Alure Home Improvements | East Meadow, NY | \$38,042,738 | 1,499 | \$25,378 | \$44,000,000 | F | ✓ | |
| 2 | The Airoom Cos. | Lincolnwood, IL | 31,500,000 | 275 | 120,000 | 35,000,000 | DB | ✓ | |
| 3 | Case Design/Remodeling | Bethesda, MD | 28,018,935 | 2,175 | 12,882 | 30,473,000 | DB | ✓ | ✓ |
| 4 | SageWater | Alexandria, VA | 25,349,970 | 29 | 874,137 | 26,500,000 | F | | |
| 5 | Normandy Design Build Remodeling | Hinsdale, IL | 24,324,216 | 230 | 105,757 | 27,000,000 | DB | ✓ | |
| 6 | Neil Kelly Co. | Portland, OR | 24,072,863 | 918 | 26,500 | 28,575,000 | DB | ✓ | |
| 7 | Greater Dayton Construction | Beavercreek, OH | 24,027,925 | 816 | 29,446 | 26,000,000 | F | ✓ | |
| 8 | BOWA | McLean, VA | 22,992,000 | 46 | 499,826 | 31,223,698 | DB | ✓ | |
| 9 | South Pointe Construction | Murrieta, CA | 22,314,588 | 28 | 850,000 | 25,000,000 | DB | | |
| 10 | FH Perry Builder | Hopkinton, CA | 20,500,000 | 25 | 500,000 | 14,000,000 | F | ✓ | |
| 11 | Allen Construction | Santa Barbara, CA | 20,106,934 | 176 | 200,000 | 22,870,500 | F | ✓ | |
| 12 | Gardner/Fox Associates | Bryn Mawr, PA | 18,093,565 | 416 | 43,494 | 25,000,000 | DB | ✓ | |
| 13 | Jackson & LeRoy | Salt Lake City | 16,903,008 | 18 | 750,000 | 15,000,000 | F | ✓ | |
| 14 | Karp Associates | New Canaan, CT | 16,283,320 | 16 | 750,000 | 16,800,000 | F | ✓ | |
| 15 | G. Fisher Construction | Farmington Hills, MI | 14,695,428 | 78 | 188,403 | 26,000,000 | F | | |
| 16 | Mosby Building Arts | St. Louis | 13,114,864 | 489 | 26,819 | 15,436,000 | DB | ✓ | |
| 17 | Harrell Remodeling | Mountain View, CA | 12,820,365 | 148 | 86,624 | 10,000,000 | DB | ✓ | |
| 18 | Jackson Design and Remodeling | San Diego | 11,623,819 | 67 | 175,000 | 13,500,000 | DB | ✓ | |
| 19 | McCutcheon Construction | Berkeley, CA | 11,420,500 | 168 | 67,979 | 12,100,000 | F | ✓ | |
| 20 | Marrokal Design & Remodeling | San Diego | 11,339,345 | 86 | 172,462 | 13,500,000 | DB | ✓ | |
| 21 | Cape Associates | Eastham, MA | 11,273,776 | 1,274 | 13,036 | 12,728,983 | F | ✓ | |
| 22 | Croom Construction | Vero Beach, FL | 10,839,000 | 28 | 385,000 | 8,350,000 | F | ✓ | |
| 23 | DD Ford Construction | Santa Barbara, CA | 10,725,392 | 32 | 325,724 | 9,623,500 | F | ✓ | |
| 24 | PK Construction | St. Louis | 10,685,343 | 95 | 105,200 | 12,000,000 | F | | |
| 25 | Jericho Home Improvements | Kansas City, KS | 10,093,536 | 654 | 15,433 | 13,500,000 | KB | ✓ | |
| 26 | Tim White Home Improvement | Massapequa, NY | 9,380,000 | 227 | 41,320 | 9,800,000 | F | ✓ | |

Note: F=full-service remodeler; KB=kitchen and bath specialist; DB=design/build firm; O=other. 2015 revenue numbers are forecasts.

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|-----|-------------------------------------|------------------------|-------------------------------|----------------|----------------------|------------------|-------------------|-----------|------------------------|
| 27 | Kowalski Construction | Phoenix | \$8,958,584 | 530 | \$16,903 | \$12,135,000 | F | | |
| 28 | Aspire Design | Phoenix | 8,580,927 | 1,004 | 8,000 | 8,000,000 | F | ✓ | |
| 29 | American Design & Build | Bel Air, MD | 8,400,583 | 619 | 14,000 | 11,000,000 | F | ✓ | |
| 30 | Lars Remodeling & Design | La Mesa, CA | 8,324,963 | 50 | 165,000 | 9,000,000 | DB | ✓ | |
| 31 | BACK Construction | Lexington, KY | 8,019,772 | 1,285 | 6,241 | 8,200,000 | F | ✓ | |
| 32 | Dave Fox Design-Build Remodelers | Columbus, OH | 7,720,572 | 120 | 64,338 | 9,000,000 | DB | ✓ | |
| 33 | BNW Builders | Richmond, VA | 7,370,199 | 473 | 15,581 | 7,000,000 | F | ✓ | |
| 34 | Case Design/Remodeling Indianapolis | Carmel, IN | 7,356,030 | 312 | 22,732 | 8,000,000 | DB | | |
| 35 | Landis Architects/Builders | Washington | 7,305,624 | 65 | 118,000 | 9,600,000 | DB | ✓ | |
| 36 | Dexter Builders | Dexter, MI | 7,020,556 | 785 | 8,943 | 7,300,000 | DB | | |
| 37 | Remodel Works Bath and Kitchen | Poway, CA | 6,991,078 | 282 | 24,750 | 11,070,800 | KB | ✓ | |
| 38 | CALbath & Kitchen | Newport Beach, CA | 6,864,356 | 1,476 | 4,600 | 6,800,000 | KB | ✓ | |
| 39 | Baxter Construction | Hopewell, NJ | 6,678,731 | 52 | 53,389 | 6,000,000 | F | ✓ | |
| 40 | James Barton Design-Build | Apple Valley, MN | 6,665,731 | 75 | 88,000 | 5,500,000 | F | ✓ | |
| 41 | The Kaz Cos. | West Seneca, NY | 6,486,037 | 884 | 7,337 | 6,500,000 | F | | |
| 42 | Craftsmanship By John | Houston | 6,399,696 | 77 | 83,000 | 8,000,000 | DB | ✓ | |
| 43 | Revision | Wayzata, MN | 6,366,737 | 31 | 185,413 | 7,200,000 | DB | ✓ | |
| 44 | Impact Construction | Washington | 6,300,000 | 53 | 119,000 | 6,800,000 | F | | |
| 45 | Todd Whittaker Drywall | Peoria, AZ | 6,227,000 | 285 | 21,850 | 6,500,000 | F | | |
| 46 | Merrick Construction | Little Silver, NJ | 6,217,614 | 28 | 170,231 | 7,000,000 | F | ✓ | |
| 47 | Pine Street Carpenters | West Chester, PA | 6,113,299 | 115 | 53,000 | 7,000,000 | F | ✓ | ✓ |
| 48 | Chris Mellon & Co. | Carefree, AZ | 6,000,000 | 12 | 350,000 | 14,500,000 | F | | |
| 49 | CG&S Design-Build | Austin, TX | 5,965,977 | 65 | 97,078 | 6,600,000 | DB | ✓ | |
| 50 | Pyramid Builders | Annapolis, MD | 5,756,333 | 6 | 350,000 | 6,400,000 | DB | | |
| 51 | Harwick Homes | Bonita Springs, FL | 5,712,876 | 54 | 91,240 | 5,400,000 | F | | ✓ |
| 52 | Chermak Construction | Edmonds, WA | 5,593,926 | 391 | 43,363 | 5,650,000 | F | | |
| 53 | Magee Construction | Cedar Falls, IA | 5,586,832 | 773 | 7,227 | 6,000,000 | DB | ✓ | |
| 54 | Neal's Design Remodel | Cincinnati | 5,335,000 | 106 | 50,333 | 6,000,000 | DB | ✓ | |
| 55 | Sea Pointe Construction | Irvine, CA | 5,300,000 | 79 | 67,500 | 7,000,000 | F | ✓ | |
| 56 | The Remodeling Company | Beverly, MA | 5,298,439 | 81 | 65,412 | 5,500,000 | F | ✓ | |
| 57 | Lakeside Exteriors Inc. | Chesterfield, MO | 5,200,000 | 215 | 24,186 | 5,500,000 | F | | |
| 58 | CARNEMARK design + build | Bethesda, MD | 5,194,770 | 16 | 324,673 | 5,200,000 | DB | ✓ | |
| 59 | Amsted Design-Build | Stittsville, ON | 5,122,713 | 34 | 150,668 | 6,000,000 | DB | ✓ | ✓ |
| 60 | DWR Construction | Spring, TX | 5,090,994 | 156 | 32,634 | 6,000,000 | F | | |
| 61 | Harvey Remodeling | Shrewsbury, MA | 5,000,614 | 134 | 37,318 | 5,400,000 | F | | |
| 62 | Synergy Builders | West Chicago, IL | 4,972,940 | 85 | 58,000 | 5,400,000 | DB | ✓ | |
| 63 | Hurst Design Build Remodeling | Middleburg Heights, OH | 4,844,143 | 65 | 62,000 | 4,200,000 | DB | ✓ | ✓ |
| 64 | Castle Building & Remodeling | Minneapolis | 4,832,561 | 260 | 18,586 | 6,500,000 | DB | ✓ | |
| 65 | Woodbridge Builders | Kenilworth, NJ | 4,800,000 | 55 | 85,000 | 5,000,000 | F | ✓ | |
| 66 | Platt Builders | Groton, MA | 4,765,031 | 60 | 170,000 | 6,000,000 | F | ✓ | |
| 67 | Case Design/Remodeling of San Jose | San Jose, CA | 4,717,883 | 437 | 10,796 | 5,600,000 | F | | |
| 68 | Provenance Builders | Dallas | 4,700,000 | 5 | 1,000,000 | 5,700,000 | F | | |
| 69 | Renewal Design-Build | Decatur, GA | 4,696,335 | 30 | 184,900 | 5,000,000 | DB | ✓ | |
| 70 | Tri-State Creations | Conshohocken, PA | 4,693,887 | 301 | 15,594 | 5,000,000 | F | | |
| 71 | Brindisi Builders | Marlton, NJ | 4,600,000 | 100 | 50,000 | 4,700,000 | F | ✓ | |
| 72 | Applied Contracting Services | Winter Garden, FL | 4,598,036 | 137 | 33,562 | 5,000,000 | DB | | |
| 73 | Capizzi Home Improvement | Cotuit, MA | 4,563,409 | 281 | 16,239 | 5,000,000 | F | ✓ | |
| 74 | Harth Builders | Spring House, PA | 4,520,000 | 79 | 55,000 | 3,850,000 | DB | ✓ | |
| 75 | Valley Home Builders | Santa Clara, CA | 4,500,000 | 24 | 187,000 | 3,800,000 | DB | | |
| 76 | Feinmann Inc. | Lexington, MA | 4,450,000 | 27 | 164,800 | 5,100,000 | DB | ✓ | |
| 77 | HWC Home Works | Grand Rapids, MI | 4,403,675 | 722 | 6,099 | 4,850,000 | KB | ✓ | |
| 78 | SEA Construction | San Mateo, CA | 4,399,541 | 18 | 244,000 | 5,000,000 | DB | ✓ | |

Note: F=full-service remodeler; KB=kitchen and bath specialist; DB=design/build firm; O=other. * = 2015 revenues are forecasts

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|-----|--|----------------------|-------------------------------|----------------|----------------------|------------------|-------------------|-----------|------------------------|
| 79 | Custom Contracting | Arlington, MA | \$4,347,780 | 204 | \$21,950 | \$4,782,558 | F | ✓ | |
| 80 | Father & Son Construction | Troy, MI | 4,283,703 | 536 | 7,991 | 4,500,000 | F | ✓ | |
| 81 | Design Builders & Remodeling | Ridgefield, CT | 4,277,580 | 34 | 137,423 | 5,500,000 | DB | | |
| 82 | Blackdog Design/Build/Remodel | Salem, NH | 4,214,312 | 45 | 85,137 | 5,000,000 | DB | ✓ | |
| 83 | Mountainwood Homes | Beaverton, OR | 4,207,910 | 85 | 49,505 | 4,750,000 | DB | | |
| 84 | Callen Construction | Muskego, WI | 4,200,000 | 104 | 36,600 | 3,800,000 | F | | |
| 85 | Purpose Driven Restoration | Elk River, MN | 4,166,460 | 242 | 17,216 | 1,976,000 | KB | | |
| 86 | PBS Contractors | Naples, FL | 4,146,054 | 28 | 155,416 | 6,219,000 | F | | |
| 87 | Berriz Design Build Group | Fairfax, VA | 4,125,760 | 15 | 275,051 | 5,000,000 | DB | | |
| 88 | Foster Remodeling Solutions | Lorton, VA | 4,125,033 | 128 | 32,612 | 5,000,000 | DB | ✓ | ✓ |
| 89 | Cruikshank Inc. | Atlanta | 4,089,183 | 8,660 | 471 | 4,450,000 | F | ✓ | |
| 90 | The Kingston Group | Nashville, TN | 4,036,531 | 32 | 126,142 | 4,500,000 | F | ✓ | |
| 91 | Jerry Harris Remodeling | Chesapeake, VA | 3,938,991 | 280 | 14,482 | 3,833,199 | F | | |
| 92 | Custom Design & Construction | El Segundo, CA | 3,879,565 | 29 | 133,779 | 4,750,000 | DB | ✓ | |
| 93 | Legacy Building and Design | Kernersville, NC | 3,876,221 | 31 | 108,000 | 4,110,000 | DB | | |
| 94 | D'Ambra Construction | Huntington Beach, CA | 3,850,000 | 28 | 125,000 | 4,300,000 | DB | ✓ | |
| 95 | NatiBuck Contracting | Cincinnati | 3,800,000 | 64 | 6,000 | 60,000 | F | | |
| 96 | MOSAIC Group [Architects and Remodelers] | Atlanta | 3,790,000 | 30 | 120,000 | 4,300,000 | DB | | ✓ |
| 97 | Advance Design Studio | Gilberts, IL | 3,641,056 | 66 | 55,000 | 3,800,000 | F | ✓ | ✓ |
| 98 | Hearn Enterprises dba T. Hurt Construction | Omaha, NE | 3,637,897 | 86 | 42,301 | 4,000,000 | F | | |
| 99 | New Outlooks Construction Group | Robbinsville, NJ | 3,616,247 | 456 | 14,500 | 4,500,000 | DB | ✓ | |
| 100 | Merrick Design & Build | Kensington, MD | 3,582,179 | 177 | 20,238 | 3,608,500 | DB | ✓ | |
| 101 | Blue Sky Remodeling | Broomfield, CO | 3,538,906 | 39 | 89,000 | 4,100,000 | DB | ✓ | |
| 102 | Murray Lampert Design, Build, Remodel | San Diego | 3,531,292 | 15 | 235,419 | 4,000,000 | DB | ✓ | |
| 103 | Design Platform | Denver | 3,500,000 | 14 | 275,000 | 4,750,000 | DB | | |
| 104 | KCH Contracting | Westfield, NJ | 3,490,000 | 30 | 150,000 | 2,800,000 | F | ✓ | |
| 105 | Glickman Design Build | North Potomac, MD | 3,465,523 | 21 | 165,024 | 3,800,000 | DB | | |
| 106 | Distinctive Design Remodeling | Lexington, KY | 3,452,118 | 124 | 28,200 | 4,100,000 | DB | ✓ | |
| 107 | Messier Construction | Riverton, RI | 3,400,000 | 12 | 283,333 | 2,000,000 | F | ✓ | |
| 108 | Stone Creek Builders | Matawan, NJ | 3,376,507 | 49 | 68,908 | 400,000 | F | | |
| 109 | Newmyer Distinctive Remodeling | Walled Lake, MI | 3,294,104 | 168 | 40,000 | 3,400,000 | F | | |
| 110 | Happe & Sons Construction | Evansville, IN | 3,287,849 | 588 | 5,591 | 4,000,000 | F | ✓ | |
| 111 | Leff Construction | Sebastopol, CA | 3,237,698 | 25 | 159,000 | 3,600,000 | DB | ✓ | ✓ |
| 112 | Thorson Restoration and Construction | Bridgewater, MA | 3,235,406 | 94 | 35,000 | 4,250,000 | F | ✓ | |
| 113 | Risinger Homes | Austin, TX | 3,200,000 | 3 | 1,200,000 | 3,800,000 | F | ✓ | |
| 113 | Raindango! Remodeling | Carrollton, TX | 3,200,000 | 256 | 12,500 | 4,100,000 | KB | | |
| 115 | Boardwalk Builders | Rehoboth Beach, DE | 3,176,582 | 70 | 45,000 | 3,500,000 | F | ✓ | |
| 116 | Clairmont Ltd. | Hinsdale, IL | 3,150,000 | 42 | 78,000 | 3,400,000 | F | | |
| 117 | Heritage Home Design | Upper Montclair, NJ | 3,100,000 | 26 | 120,000 | 3,350,000 | DB | | |
| 118 | Lone Star State Construction | San Antonio | 3,095,495 | 112 | 27,638 | 4,200,000 | F | ✓ | |
| 119 | Texas Construction Co. | Austin, TX | 3,075,000 | 9 | 340,000 | 3,700,000 | F | | |
| 120 | Elite Remodeling | Frisco, TX | 3,050,000 | 58 | 52,586 | 3,000,000 | F | ✓ | |
| 121 | Team Farrell | Port Richey, FL | 3,045,631 | 230 | 13,241 | 4,000,000 | F | | |
| 122 | Abbie Joan Fine Living | Naples, FL | 3,029,000 | 14 | 275,000 | 3,800,000 | DB | ✓ | |
| 123 | Metke Remodeling & Luxury Homes | Lake Oswego, OR | 3,011,214 | 39 | 77,210 | 4,500,000 | DB | ✓ | |
| 124 | Gruver Cooley | Leesburg, VA | 3,000,000 | 15 | 150,000 | 3,500,000 | F | ✓ | |
| 125 | Kasper Custom Remodeling | Dallas | 2,996,314 | 22 | 136,000 | 3,200,000 | F | | |
| 126 | Remodeling Concepts | Feasterville, PA | 2,961,942 | 220 | 13,463 | 3,500,000 | DB | ✓ | |
| 127 | Booher Remodeling | Brownsburg, IN | 2,903,102 | 159 | 18,258 | 3,000,000 | F | | |

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|-----|---|---------------------|-------------------------------|----------------|----------------------|------------------|-------------------|-----------|------------------------|
| 128 | Rebath/5 Day Kitchens of the Heartland | Omaha, NE | \$2,901,360 | 248 | \$11,699 | \$3,600,000 | KB | | |
| 129 | C&R Design and Remodel | Salem, OR | 2,884,662 | 70 | 31,336 | 900,000 | DB | | |
| 130 | Kuhn Construction | Islip, NY | 2,882,664 | 138 | 20,888 | 3,100,000 | DB | ✓ | |
| 131 | Dale's Remodeling | Salem, OR | 2,870,589 | 94 | 30,538 | 3,100,000 | DB | | |
| 132 | Murphy Bros. Designers and Remodelers | Minneapolis | 2,866,569 | 72 | 39,813 | 4,500,000 | F | ✓ | |
| 133 | Two Storey Building | Bolton, MA | 2,825,770 | 20 | 100,000 | 2,900,000 | DB | ✓ | |
| 134 | Hatfield Builders & Remodelers | Plano, TX | 2,780,134 | 25 | 138,000 | 3,000,000 | DB | ✓ | ✓ |
| 135 | JEB Design/Build | Shreveport, LA | 2,771,507 | 38 | 82,000 | 3,000,000 | DB | ✓ | ✓ |
| 136 | OneCall Services | Lewes, DE | 2,717,849 | 387 | 7,022 | 2,600,000 | F | ✓ | |
| 137 | Schroeder Design/Build | Fairfax, VA | 2,696,821 | 31 | 98,782 | 3,300,000 | DB | ✓ | |
| 138 | Classic Homeworks | Denver | 2,690,611 | 21 | 128,124 | 2,950,000 | DB | | |
| 139 | Southern MD Kitchen Bath Floors & Design | California, MD | 2,673,223 | 288 | 9,282 | 3,400,000 | KB | | |
| 140 | Custom Development of California | North Highlands, CA | 2,634,000 | 311 | 8,470 | 4,500,000 | DB | | |
| 141 | Greymark Construction | Houston | 2,614,658 | 23 | 76,651 | 3,200,000 | DB | ✓ | |
| 142 | AIM Kitchen & Bath | Des Moines, IA | 2,598,353 | 120 | 21,652 | 3,000,000 | KB | | |
| 143 | Mihalko's General Contracting | Johnstown, PA | 2,552,154 | 389 | 6,552 | 3,000,000 | F | ✓ | |
| 144 | Oakwood Builders Group | Des Moines, IA | 2,519,446 | 36 | 69,985 | 2,800,000 | F | | |
| 145 | John H. Allen Construction | Jackson, TN | 2,503,840 | 600 | 4,173 | 2,900,000 | F | | |
| 146 | JMC Home Improvement Specialists | Parsippany, NJ | 2,495,073 | 80 | 31,188 | 2,500,000 | F | ✓ | ✓ |
| 147 | Foxcraft Design Group | Falls Church, VA | 2,464,480 | 22 | 100,000 | 3,000,000 | DB | ✓ | |
| 148 | McDowell Remodeling | St. Charles, IL | 2,402,097 | 132 | 18,198 | 2,400,000 | F | ✓ | |
| 149 | McBride Construction | Petoskey, MI | 2,401,939 | 52 | 53,494 | 1,800,000 | DB | | |
| 150 | Federalist Builders | Washington | 2,376,022 | 40 | 59,401 | 1,500,000 | F | ✓ | |
| 151 | Skydell Contracting | Manville, NJ | 2,300,000 | 60 | 38,333 | 2,500,000 | F | ✓ | |
| 151 | Starcom Design/ Build | Columbia, MD | 2,300,000 | 34 | 67,647 | 2,500,000 | DB | ✓ | |
| 153 | Living Improvements | Stafford, TX | 2,295,442 | 110 | 21,000 | 2,410,000 | F | | |
| 154 | Clark Renovations | Bethel Park, PA | 2,283,364 | 81 | 35,000 | 2,000,000 | F | ✓ | |
| 155 | A C Ernst Building Corp. | Oviedo, FL | 2,268,797 | 296 | 7,664 | 2,600,000 | F | | |
| 156 | Amiano & Son Construction | Tabernacle, NJ | 2,237,978 | 28 | 79,927 | 2,800,000 | F | ✓ | |
| 157 | Newday Development | Sherman Oaks, CA | 2,235,750 | 30 | 74,525 | 3,353,625 | F | ✓ | |
| 158 | Gulf Coast Builders | Fort Myers, FL | 2,193,840 | 133 | 19,455 | 2,600,000 | F | | |
| 159 | Matera Builders | Ocean City, NJ | 2,175,282 | 142 | 21,000 | 2,500,000 | F | | |
| 160 | Blue River Cabinetry Kitchen & Bath | Bakersfield, CA | 2,174,977 | 73 | 29,794 | 2,000,000 | KB | | |
| 161 | CK Rogers design:build:remodel | Boise, ID | 2,170,844 | 41 | 52,947 | 2,405,450 | DB | | |
| 162 | Strite design + remodel | Boise, ID | 2,151,352 | 62 | 34,700 | 2,250,000 | DB | ✓ | |
| 163 | J Brothers Home Improvement | Maple Grove, MN | 2,123,668 | 69 | 30,778 | 2,560,000 | F | | |
| 164 | York Enterprises | Tacoma, WA | 2,115,392 | 140 | 17,000 | 1,400,000 | F | ✓ | |
| 165 | Wadden Construction | Herndon, VA | 2,112,123 | 120 | 17,601 | 2,500,000 | F | | |
| 166 | The Sullivan Co. | Newton, MA | 2,108,350 | 139 | 15,167 | 2,000,000 | F | ✓ | |
| 167 | TK Construction | Oakdale, PA | 2,100,000 | 18 | 117,000 | 2,500,000 | DB | ✓ | |
| 168 | Penn Contractors | Emmaus, PA | 2,092,916 | 54 | 38,757 | 2,250,000 | F | ✓ | |
| 169 | Soledad Builders | Austin, TX | 2,087,000 | 11 | 190,000 | 1,821,000 | F | | |
| 170 | MARK IV Builders | Cabin John, MD | 2,067,707 | 12 | 172,000 | 2,500,000 | DB | ✓ | |
| 171 | Kliethermes Homes & Remodeling | Columbia, MO | 2,062,912 | 64 | 29,884 | 2,100,000 | F | ✓ | |
| 172 | Hawk Construction | Littleton, CO | 2,042,222 | 53 | 38,532 | 2,600,000 | F | | |
| 173 | DiFabion Remodeling | Indian Trail, NC | 2,036,000 | 35 | 57,000 | 2,500,000 | DB | ✓ | |
| 174 | Dream Design Builders | San Diego | 2,024,191 | 24 | 157,000 | 2,024,191 | DB | ✓ | |
| 175 | Hawk Construction | Littleton, CO | 2,004,009 | 50 | 40,000 | 2,400,000 | F | | |
| 176 | Platinum Remodeling and Handyman Services | Minneapolis | 2,000,000 | 60 | 35,000 | 2,500,000 | DB | ✓ | |

Note: F=full-service remodeler; KB=kitchen and bath specialist; DB=design/build firm; O=other. * = 2015 revenues are forecasts

| NO. | COMPANY NAME | LOCATION | 2014 REMODELING REVENUE | NO. OF JOBS | AVERAGE JOB PRICE | 2015 REVENUE* | BUSINESS FOCUS | BIG 50 | GQ SERVICE AWARD |
|-----|--|-----------------------|-------------------------------|----------------|----------------------|------------------|-------------------|-----------|------------------------|
| 176 | Remodeling Concepts | Langhorne, PA | \$2,000,000 | 40 | \$50,000 | \$2,750,000 | F | | |
| 176 | Knockout Renovation Services | New York | 2,000,000 | 15 | 95,000 | 2,000,000 | F | ✓ | |
| 179 | Distinctive Remodeling Solutions | Roswell, GA | 1,974,382 | 20 | 98,719 | 2,100,000 | DB | ✓ | |
| 180 | Criner Remodeling | Newport News, VA | 1,950,202 | 31 | 69,288 | 1,327,000 | F | ✓ | |
| 181 | RisherMartin Fine Homes | Austin, TX | 1,944,325 | 14 | 138,880 | 2,802,304 | F | ✓ | ✓ |
| 182 | dRemodeling | Philadelphia | 1,940,000 | 88 | 250,000 | 2,100,000 | DB | | |
| 183 | Splash Kitchens & Baths | LaGrange, GA | 1,863,008 | 40 | 46,500 | 2,000,000 | KB | ✓ | |
| 184 | White Crane Construction | Minneapolis | 1,850,767 | 13 | 171,254 | 3,200,000 | F | | |
| 185 | McAdams Remodeling & Design | Kirkland, WA | 1,841,000 | 30 | 61,000 | 2,100,000 | DB | | |
| 186 | Ryne-Wood Builders | Yorktown, IN | 1,834,691 | 55 | 33,358 | 1,500,000 | F | | |
| 187 | Fischer Construction | Los Angeles | 1,829,667 | 4 | 504,243 | 2,000,000 | F | | |
| 188 | KraftMaster Renovations | Chatham, NJ | 1,806,000 | 37 | 48,810 | 1,900,000 | F | ✓ | |
| 189 | Total Home Construction | Melville, NY | 1,801,483 | 200 | 10,000 | 2,500,000 | F | ✓ | |
| 190 | Winthorpe Design & Build | Highland, MD | 1,801,320 | 18 | 100,000 | 2,030,000 | DB | | |
| 191 | Bayberry Building | Rowayton, CT | 1,800,000 | 23 | 125,000 | 2,100,000 | F | | |
| 191 | Rick Brauchler Jr. & Co. | Clinton, CT | 1,800,000 | 26 | 70,000 | 1,900,000 | F | | |
| 193 | BH Design + Build | Mohnton, PA | 1,791,215 | 128 | 14,000 | 2,485,000 | DB | | |
| 194 | Longacre Construction | Lewisville, TX | 1,765,040 | 20 | 76,740 | 1,700,000 | F | ✓ | |
| 195 | PDQ Construction | Topeka, KS | 1,764,161 | 150 | 11,761 | 2,000,000 | F | | |
| 196 | E.D. Enterprises | Arlington Heights, IL | 1,725,495 | 50 | 34,510 | 2,000,000 | KB | | |
| 197 | Baine Contracting | Brick, NJ | 1,721,628 | 14 | 75,000 | 2,850,000 | F | | |
| 198 | VPC Builders | Blowing Rock, NC | 1,705,000 | 40 | 42,625 | 2,000,000 | F | | |
| 199 | Key Builders | Grand Ledge, MI | 1,700,000 | 32 | 53,125 | 1,600,000 | F | ✓ | |
| 200 | Crossroads Contracting | Londonderry, NH | 1,686,090 | 42 | 40,223 | 2,250,000 | F | ✓ | |
| 201 | The Cleary Co. | Columbus, OH | 1,684,133 | 35 | 48,118 | 2,250,000 | DB | ✓ | |
| 202 | Quality Craftsmen | Marietta, GA | 1,681,288 | 113 | 14,878 | 2,750,000 | F | | |
| 203 | Prime 1 Builders | Venetia, PA | 1,661,046 | 25 | 66,442 | 1,850,500 | DB | | |
| 204 | E. A. Knight Construction | Carterville, IL | 1,659,724 | 315 | 8,102 | 1,800,000 | F | ✓ | |
| 205 | Eastern Virginia Development Corp. | Virginia Beach, VA | 1,650,000 | 9 | 180,000 | 2,000,000 | DB | | |
| 205 | DiStefano Brothers Construction | Wakefield, RI | 1,650,000 | 90 | 18,333 | 2,400,000 | DB | ✓ | |
| 207 | Bailey Remodeling & Construction | Louisville, KY | 1,640,000 | 35 | 46,857 | 1,600,000 | F | | ✓ |
| 208 | Winston Brown Construction | Topeka, KS | 1,633,933 | 110 | 14,853 | 2,500,000 | F | | |
| 209 | New England Design & Construction | Boston | 1,620,786 | 19 | 102,420 | 2,250,000 | DB | ✓ | ✓ |
| 210 | Beattie Development | Cape Coral, FL | 1,620,000 | 25 | 64,800 | 1,750,000 | F | ✓ | |
| 210 | Bluestem Construction | St. Louis Park, MN | 1,620,000 | 24 | 75,000 | 2,050,000 | DB | | |
| 212 | G. Little Inc. | Port Townsend, WA | 1,607,687 | 71 | 22,643 | 2,200,000 | F | ✓ | |
| 213 | T.W. Ellis Design/Build Remodel | Forest Hill, MD | 1,600,000 | 30 | 53,000 | 1,800,000 | F | ✓ | |
| 213 | Rock Creek Craftsmen | Mount Pleasant, SC | 1,600,000 | 18 | 65,000 | 2,000,000 | O | ✓ | |
| 213 | D&B Construction Group | Wyomissing, PA | 1,600,000 | 63 | 25,396 | 2,500,000 | DB | ✓ | ✓ |
| 213 | Chagrin River Co. | Chardon, OH | 1,600,000 | 30 | 45,000 | 1,700,000 | DB | | |
| 217 | Atlanta Design & Build | Marietta, GA | 1,594,384 | 27 | 57,281 | 2,120,000 | DB | ✓ | |
| 218 | Virginia Tradition Builders | Richmond, VA | 1,584,444 | 56 | 28,293 | 1,600,850 | F | | |
| 219 | Upscale Remodeling Corp. | Freeville, NY | 1,574,925 | 55 | 28,635 | 1,800,000 | F | | |
| 220 | Meyer Contracting | Maryland Heights, MO | 1,574,840 | 94 | 17,285 | 1,650,000 | F | | |
| 221 | Bottos Construction | Broomall, PA | 1,568,000 | 63 | 24,888 | 2,200,000 | F | | |
| 222 | Unlimited Building Services | Palatine, IL | 1,563,475 | 29 | 53,000 | 2,000,000 | DB | | |
| 223 | DreamMaker Bath & Kitchen - Grand Rapids | Comstock Park, MI | 1,560,000 | 57 | 27,372 | 1,800,000 | KB | ✓ | |
| 224 | JKC Inc. | Flagstaff, AZ | 1,555,557 | 134 | 11,608 | 2,595,312 | DB | | |
| 225 | Apter Remodeling Craftsman | Annapolis, MD | 1,554,012 | 30 | 51,800 | 2,200,000 | F | ✓ | |
| 226 | Bennett Builders & Remodelers | Westlake, OH | 1,537,559 | 40 | 38,439 | 1,850,000 | F | ✓ | |

Note: F=full-service remodeler; KB=kitchen and bath specialist; DB=design/build firm; O=other. * = 2015 revenues are forecasts

| NO. | COMPANY NAME | LOCATION | 2014 REMODELING REVENUE | NO. OF JOBS | AVERAGE JOB PRICE | 2015 REVENUE* | BUSINESS FOCUS | BIG 50 | GQ SERVICE AWARD |
|-----|---|---------------------|-------------------------------|----------------|----------------------|------------------|-------------------|-----------|------------------------|
| 227 | Built Square | Seattle | \$1,533,664 | 18 | \$85,187 | \$1,500,000 | F | | |
| 228 | InSite Builders | Bethesda, MD | 1,530,496 | 21 | 89,013 | 1,700,000 | F | ✓ | |
| 229 | Dreammaker Bath & Kitchen by Worldwide of Bakersfield | Bakersfield, CA | 1,525,845 | 39 | 39,124 | 1,600,000 | KB | | |
| 230 | Renaissance Remodeling | Boise, ID | 1,520,000 | 23 | 66,000 | 1,700,000 | DB | ✓ | |
| 231 | All Pro Builders | Fullerton, CA | 1,517,454 | 103 | 14,732 | 2,000,000 | DB | ✓ | |
| 232 | Mission Kitchen & Bath | Mission, KS | 1,500,661 | 66 | 15,919 | 254,865 | F | ✓ | |
| 233 | The Garcilazo Group | Vernon Hills, IL | 1,500,000 | 105 | 10,000 | 3,700,000 | F | ✓ | |
| 233 | Urias Custom Remodeling | Oro Valley, AZ | 1,500,000 | 75 | 55,000 | 1,750,000 | F | | |
| 235 | Creative Property Restoration | Houston | 1,478,188 | 38 | 38,877 | 1,600,000 | DB | | |
| 236 | Duncan's Bath & Kitchen Center | Poland, OH | 1,466,062 | 119 | 12,300 | 1,676,500 | KB | ✓ | |
| 237 | Renovations | Prescott, AZ | 1,451,000 | 73 | 20,000 | 1,700,000 | DB | ✓ | |
| 238 | MP Construction & Excavation | Mount Airy, MD | 1,450,000 | 32 | 45,312 | 1,800,000 | F | | |
| 239 | DreamMaker Bath & Kitchen of Manasota | Bradenton, FL | 1,422,502 | 57 | 24,956 | 1,650,000 | KB | | |
| 240 | HDR Remodeling | Berkeley, CA | 1,422,265 | 58 | 245,218 | 1,606,107 | DB | ✓ | |
| 241 | Golden Rule Builders | Catlett, VA | 1,400,000 | 34 | 102,383 | 2,200,000 | DB | ✓ | |
| 241 | Brighton Home Products | Chicago | 1,400,000 | 403 | 3,473 | 1,400,000 | F | | |
| 243 | CBI Remodel | Salem, OR | 1,397,400 | 209 | 6,686 | 1,600,000 | F | | |
| 244 | Nip Tuck Remodeling | Snohomish, WA | 1,386,355 | 15 | 61,000 | 1,400,000 | KB | | |
| 245 | Advanced Property Preservation | Cahokia, IL | 1,382,149 | 140 | 10,000 | 1,400,000 | F | | |
| 246 | J.R. LeFavre Construction Co. | Taneytown, MD | 1,339,864 | 77 | 17,400 | 1,400,000 | F | ✓ | |
| 247 | Riverside Construction | West Lafayette, IN | 1,331,050 | 68 | 19,750 | 1,500,000 | DB | ✓ | |
| 248 | J&F Specialties | Springfield, VA | 1,328,349 | 40 | 33,208 | 1,400,000 | F | | ✓ |
| 249 | Elements Home Remodeling | Ashburn, VA | 1,324,860 | 86 | 15,403 | 1,500,000 | KB | | |
| 250 | Allen Kitchen & Bath | Madison, WI | 1,323,532 | 250 | 13,554 | 1,450,000 | KB | | |
| 251 | New Dimension Construction | Millbrook, NY | 1,323,271 | 20 | 66,163 | 1,400,000 | F | | |
| 252 | Southland Development Services | Norcross, GA | 1,302,741 | 58 | 50,000 | 1,700,000 | F | ✓ | |
| 253 | Cosello Construction | Cherry Hill, NJ | 1,300,000 | 80 | 15,000 | 1,400,000 | F | | |
| 254 | John Rogers Renovations | Woodstock, GA | 1,295,643 | 25 | 51,825 | 1,360,500 | DB | | |
| 255 | Kreider & Diller Builders | Lancaster, PA | 1,261,136 | 30 | 42,000 | 1,200,000 | F | | |
| 256 | Legacy Remodeling Team | Hudson, OH | 1,252,786 | 84 | 14,914 | 1,600,000 | F | | |
| 257 | Classic Remodeling NW | Everett, WA | 1,250,000 | 41 | 30,488 | 1,500,000 | F | | |
| 258 | Pathway Design & Construction | Seattle | 1,248,522 | 21 | 60,000 | 1,500,000 | F | ✓ | |
| 259 | Alloy Architecture and Construction | Charlottesville, VA | 1,248,231 | 11 | 113,475 | 1,350,000 | DB | | |
| 260 | Curb Appeal Renovations | Keller, TX | 1,241,021 | 15 | 83,868 | 1,250,000 | DB | ✓ | |
| 261 | Infinite Home | Suwanee, GA | 1,218,213 | 20 | 60,910 | 1,500,000 | F | ✓ | |
| 262 | Sebestyen & Williams | Upland, IN | 1,200,750 | 15 | 80,000 | 1,670,000 | F | | |
| 263 | Balding Brothers | Wilmington, NC | 1,200,000 | 24 | 50,000 | 1,300,000 | O | ✓ | |
| 264 | Craftsman Construction | Edinburg, VA | 1,199,000 | 2 | 276,500 | 350,000 | DB | | |
| 265 | Maughan Design & Remodel | Portland, OR | 1,184,733 | 19 | 66,863 | 1,600,000 | DB | | |
| 266 | Renaissance Co. | Greenville, SC | 1,155,800 | 17 | 67,988 | 1,200,000 | F | | |
| 267 | West Construction | Avon Lake, OH | 1,153,708 | 55 | 33,000 | 1,100,000 | DB | ✓ | |
| 268 | SEI Construction | Westfield, NJ | 1,122,360 | 20 | 55,695 | 1,290,000 | F | | |
| 269 | Wetrich Holdings dba/Agape Home Services | Carrollton, TX | 1,108,425 | 44 | 22,000 | 1,500,000 | KB | | |
| 270 | Schulte Construction | Seattle | 1,100,000 | 20 | 55,000 | 1,600,000 | DB | | |
| 270 | Neighborhood Commercial | Atlanta | 1,100,000 | 150 | 8,000 | 1,500,000 | F | | |
| 270 | Iron River Construction | Chaska, MN | 1,100,000 | 130 | 18,000 | 1,300,000 | F | | |
| 273 | Choice Construction | Gig Harbor, WA | 1,072,549 | 16 | 67,034 | 1,247,504 | F | | |
| 274 | Hope Construction | Flagstaff, AZ | 1,065,980 | 37 | 28,810 | 1,500,000 | F | | |
| 275 | DreamMaker Bath & Kitchen of St. Louis Park | St. Louis Park, MN | 1,065,417 | 30 | 35,514 | 1,200,000 | KB | ✓ | |
| 276 | Renovate and Restore | Naples, FL | 1,039,568 | 10 | 103,956 | 1,500,000 | F | ✓ | |

Note: F=full-service remodeler; KB=kitchen and bath specialist; DB=design/build firm; O=other. * = 2015 revenues are forecasts

| NO. | COMPANY NAME | LOCATION | 2014 REMODELING REVENUE | NO. OF JOBS | AVERAGE JOB PRICE | 2015 REVENUE* | BUSINESS FOCUS | BIG 50 | GQ SERVICE AWARD |
|-----|--------------------------------------|--------------------|-------------------------------|----------------|----------------------|------------------|-------------------|-----------|------------------------|
| 277 | Quality P.M. | Delmar, NY | \$1,009,000 | 28 | \$40,000 | \$1,200,000 | F | | |
| 278 | M.N. Reale Construction | Branford, CT | 1,000,000 | 44 | 20,000 | 1,200,000 | F | ✓ | |
| 279 | Handyman Guys | Columbus, OH | 990,000 | 600 | 1,650 | 1,000,000 | F | ✓ | |
| 280 | The Letlow Co. | Auburn, AL | 975,000 | 7 | 150,000 | 1,200,000 | DB | ✓ | |
| 281 | MB Construction Services | Roseneberg, TX | 952,550 | 52 | 25,000 | 1,250,000 | KB | | |
| 282 | Quality Renovations & Home Services | Berthoud, CO | 950,936 | 45 | 21,132 | 1,600,000 | F | | ✓ |
| 283 | D.M. Power Construction | Dedham, MA | 925,772 | 4 | 231,443 | 1,200,000 | F | | |
| 284 | AK Renovations | Cuyahoga Falls, OH | 855,000 | 60 | 14,250 | 700,000 | F | | |
| 285 | ReCraft | Portland, OR | 838,992 | 15 | 55,933 | 720,000 | F | | |
| 286 | Bender Construction Co. | Lafayette, IN | 834,378 | 74 | 11,275 | 1,250,000 | F | | |
| 287 | Banner Property Management | Metairie, LA | 830,682 | 38 | 21,860 | 850,000 | F | | |
| 288 | One Man and a Hammer | Mentor, OH | 824,657 | 37 | 17,592 | 973,996 | F | ✓ | |
| 289 | Futuro | Portsmouth, NH | 800,000 | 4 | 200,000 | 1,400,000 | DB | | |
| 290 | Ingram Bay Contracting | Reedville, VA | 780,605 | 35 | 22,500 | 650,000 | F | | |
| 291 | Cunningham Contracting | Williamsburg, VA | 780,000 | 109 | 7,156 | 1,180,000 | F | ✓ | |
| 292 | Aura Design Build | Austin, TX | 768,827 | 14 | 55,916 | 650,000 | DB | | |
| 293 | Miller Constuction | Norton, MA | 756,343 | 31 | 25,000 | 750,000 | F | | |
| 294 | Gibson Family Construction | Seal Beach, CA | 753,829 | 10 | 75,383 | 775,000 | F | | |
| 295 | J. Brewer & Associates | Hixson, TN | 737,000 | 38 | 41,250 | 1,100,000 | DB | | |
| 296 | 1st Choice Builders | Stillwater, MN | 700,000 | 65 | 35,000 | 1,000,000 | F | | |
| 297 | Joel Cole Construction . | Aberdeen, WA | 675,584 | 77 | 25,036 | 150,000 | F | | |
| 298 | Contractor Plus | Fort Myers, FL | 675,000 | 322 | 24,000 | 850,000 | F | | |
| 299 | Stone Creek Custom Interiors | Amery, WI | 626,858 | 25 | 25,074 | 689,543 | KB | | |
| 300 | Rolf Schroeder General Contractors | Ivlyland, PA | 600,366 | 25 | 24,015 | 750,000 | F | ✓ | |
| 301 | HomeKeepers | Richmond, VA | 600,000 | 4 | 150,000 | 750,000 | DB | | |
| 302 | Welker Custom Homes | Owatonna, MN | 588,781 | 41 | 14,360 | 900,000 | F | | |
| 303 | Promethean Remodeling | Hackettstown, NJ | 550,389 | 3 | 184,000 | 550,000 | F | | |
| 304 | ConSpec Building Systems | Pasadena, CA | 543,303 | 4 | 113,321 | 1,400,000 | DB | | |
| 305 | New Creations | Rosemount, MN | 525,745 | 20 | 26,287 | 600,000 | F | | |
| 306 | Total Home | Lenexa, KS | 500,000 | 25 | 20,000 | 525,000 | F | ✓ | |
| 307 | LaLoggia Construction and Remodeling | Rockford, IL | 470,000 | 35 | 13,500 | 600,000 | F | | |
| 308 | ALTA Home Remodeling Co. | Miami | 450,000 | 15 | 40,000 | 700,000 | F | ✓ | |
| 309 | Boerne Kitchens and Baths | Boerne, TX | 450,000 | 21 | 21,500 | 650,000 | KB | | |
| 310 | MBG Renovation and Handyman Services | Johnston, IA | 400,000 | 75 | 5,333 | 500,000 | F | | |
| 311 | BBC Construction & Remodeling | Batavia, IL | 398,706 | 52 | 7,667 | 474,000 | F | | |
| 312 | Zolotas Bros | Peabody, MA | 366,055 | 35 | 15,000 | 400,000 | KB | | |
| 313 | Elevate Design Build | Crofton, MD | 356,133 | 4 | 89,033 | 1,170,000 | DB | | |
| 314 | K&J Construction | Dover, NH | 340,000 | 5 | 68,000 | 360,000 | F | | |
| 315 | Absolute Repairs and Remodeling | West Chester, PA | 339,000 | 40 | 8,000 | 750,000 | F | | |
| 316 | Custom Carpentry by CPT | Waikoloa, HI | 325,000 | 18 | 18,000 | 500,000 | F | | |
| 317 | Desert Development | Henderson, NV | 300,000 | 3 | 250,000 | 400,000 | DB | | |
| 318 | Lee Classic Homes | Clemmons, NC | 264,589 | 10 | 26,458 | 400,000 | F | | |
| 319 | RPM General Contractors | Pompano Beach, FL | 250,000 | 121 | 14,425 | 250,000 | F | | |
| 320 | OnSight Construction | Cincinnati | 250,000 | 25 | 10,000 | 450,000 | DB | | |
| 321 | LPG Builders | Winston-Salem, NC | 212,000 | 36 | 7,000 | 300,000 | F | | |
| 322 | Hiline Builders | Fair Oaks, CA | 182,723 | 12 | 15,226 | 716,500 | DB | | |
| 323 | Custom Carpentry and Cabinets | Sussex, WI | 167,589 | 10 | 16,759 | 220,000 | F | | |
| 324 | Compass Property Services | Wyoming, MI | 150,000 | 750 | 200 | 175,000 | O | ✓ | |
| 325 | Piedmont Personal Builders | Greensboro, NC | 132,802 | 6 | 22,133 | 417,000 | F | | |

Note: F=full-service remodeler; KB=kitchen and bath specialist; DB=design/build firm; O=other. * = 2015 revenues are forecasts

Replacement Contractors

Replacement contractors typically focus on one component of remodeling, such as windows or roofing. They install smaller jobs than full-service remodelers, but they do far more of them. This year's replacement contractors averaged around 2,700 jobs per contractor in 2014, nearly 16 times the average of 158 jobs done by full-service remodelers.

Combined together, this group of replacement contractors completed nearly 403,000 jobs in 2014. But the variations are vast: 37.8% of the companies did more than 1,000 jobs in 2014, while 12.8% completed less than 200.

Because they do a high volume of specialty jobs rather than long, comprehensive projects, the average job price is much less than for full-service remodelers, averaging \$10,000 a job in 2014. Five remodelers on this list had average job prices topping \$25,000. On the other hand, 20 remodelers reported their average job prices didn't rise above \$5,000.

Those numbers add up, though, and replacement contractors pulled in \$2.3 billion in gross sales in 2014, with projected growth this year of 8.4%.

Just under a fifth of these contractors work exclusively in one

type of remodeling, with 14 working exclusively with windows and doors. Nearly three-quarters work with windows and doors, three-fifths do siding, half work with roofing, a third work with decking, and two-fifths work with gutters.

The most effective form of advertising for 59.1% of the contractors was a referral from a previous client or general word of mouth. Nearly 11% of the contractors found most of their advertising success from online referral sites like Angie's List or Porch.com. None of the contractors listed billboards among their most effective advertising techniques, despite around 14.9% utilizing them.

Replacement contractors have, on average, 55 employees each. The benefits provided by each contractor vary, with the most common being vacation days, offered by 81.9% of the companies listed. The least common benefit is disability, offered by only 22.3%. Miscellaneous benefits offered by only some firms include yoga and fitness memberships, profit sharing possibilities, and one company offering "lots of food."

We've identified which firms below have achieved REMODELING Big 50 status, as well as those with Guild Quality awards.

| NO. | COMPANY NAME | LOCATION | 2014 TOTAL GROSS SALES | NO. OF JOBS | AVERAGE JOB SIZE | 2015 PROJECTED REVENUE | BIG 50 | GUILD QUALITY |
|-----|----------------------------------|-----------------------|------------------------|-------------|------------------|------------------------|--------|---------------|
| 1 | Window World | North Wilkesboro, NC | \$531,175,539 | 165,550 | \$3,209 | \$570,000,000 | ✓ | |
| 2 | Systems Paving dba System Pavers | Santa Ana, CA | 78,720,990 | 4,336 | 15,000 | 100,000,000 | | |
| 3 | Castle Windows | Mount Laurel, NJ | 730,96,525 | 10,285 | 6,180 | 65,000,000 | | |
| 4 | Thompson Creek Window | Lanham, MD | 73,000,000 | 8,347 | 7,000 | 63,000,000 | ✓ | |
| 5 | LeafFilter North | Hudson, OH | 67,873,210 | 24,658 | 2,825 | 81,000,000 | | |
| 6 | 1-800-Hansons | Troy, MI | 63,060,000 | 7,197 | 8,227 | 60,000,000 | ✓ | |
| 7 | Window World of Baton Rouge | Baton Rouge, LA | 49,687,693 | 14,461 | 3,436 | 52,000,000 | ✓ | |
| 8 | Window Nation | Fulton, MD | 46,201,820 | 5,415 | 7,248 | 53,500,000 | ✓ | |
| 9 | Statewide Remodeling | DFW Airport, TX | 43,763,847 | 3,573 | 12,274 | 47,000,000 | ✓ | |
| 10 | Universal Windows Direct | Oakwood Village, OH | 42,733,015 | 5,935 | 7,200 | 51,000,000 | | |
| 11 | Mid-Atlantic Waterproofing | Columbia, MD | 40,027,323 | 3,299 | 12,133 | 43,000,000 | ✓ | |
| 12 | American Vision Windows | Simi Valley, CO | 37,682,813 | 5,383 | 7,000 | 39,000,000 | ✓ | |
| 13 | Florida Home Improvement | Hollywood, FL | 34,000,000 | 3,300 | 10,000 | 36,000,000 | | |
| 14 | Bone Dry Roofing | Indianapolis | 30,000,000 | 5,000 | 5,800 | 35,000,000 | | |
| 15 | K-Designers | Gold River, CA | 29,732,737 | 3,123 | 9,521 | 36,000,000 | | |
| 16 | Comfort Windows | Syracuse, NY | 29,374,231 | 4,759 | 6,172 | 31,000,000 | | |
| 17 | American Exteriors | Greenwood Village, CO | 28,727,000 | 3,477 | 8,560 | 30,100,000 | | |
| 18 | Woodbridge Home Exteriors | Dallas | 25,886,881 | 2,018 | 9,878 | 30,000,000 | ✓ | |
| 19 | Mad City Windows | Madison, WI | 25,639,100 | 1,943 | 9,567 | 24,000,000 | ✓ | |
| 20 | PJ Fitzpatrick | New Castle, DE | 24,000,000 | 2,450 | 8,500 | 25,000,000 | | |
| 21 | Nationwide Window & Siding | Paterson, NJ | 23,848,455 | 2,960 | 8,056 | 25,000,000 | | |
| 22 | Reborn Cabinets | Anaheim, CA | 23,308,711 | 1,790 | 13,021 | 25,000,000 | ✓ | |

| NO. | COMPANY NAME | LOCATION | 2014 TOTAL GROSS SALES | NO. OF JOBS | AVERAGE JOB SIZE | 2015 PROJECTED REVENUE | BIG 50 | GUILD QUALITY |
|-----|--|-----------------------|------------------------|-------------|------------------|------------------------|--------|---------------|
| 23 | Paramount Builders | Virginia Beach, VA | \$21,714,296 | 2,599 | \$8,174 | \$23,000,000 | ✓ | |
| 24 | Hardy Window | Anaheim, CA | 19,436,000 | 3,600 | 7,500 | 23,000,000 | | |
| 25 | Win-Dor | Brea, CA | 19,375,250 | 2,505 | 5,798 | 11,500,000 | | |
| 26 | C&L Ward | Davison, MI | 18,842,361 | 1,752 | 8,954 | 17,150,000 | | |
| 27 | America's Window | Borden, IN | 18,095,640 | 2,862 | 8,000 | 21,000,000 | | |
| 28 | Ambassador Home Improvements dba Renewal by Andersen of Central PA | Mechanicsburg, PA | 17,917,348 | 1,731 | 10,351 | 18,536,355 | | |
| 29 | S & K Roofing, Siding and Windows | Eldersburg, MD | 17,431,015 | 3,201 | 5,445 | 18,000,000 | ✓ | |
| 30 | Gutter Helmet by Harry Helmet | Millersville, MD | 17,186,000 | 4,977 | 3,453 | 19,250,000 | | |
| 31 | West Shore Window & Door | Mechanicsburg, PA | 17,052,198 | 2,424 | 7,035 | 21,000,000 | | |
| 32 | Unified Window Systems | Hempstead, NY | 17,000,000 | 6,395 | 2,658 | 18,000,000 | ✓ | |
| 33 | Midtown Home Improvements | O'Fallon, MO | 16,805,448 | 1,050 | 12,485 | 20,000,000 | | |
| 34 | American Home Design | Goodlettsville, TN | 16,799,667 | 1,495 | 10,995 | 17,000,000 | ✓ | ✓ |
| 35 | Weather Tite Windows | Tampa, FL | 15,790,000 | 4,200 | 3,800 | 17,000,000 | ✓ | |
| 36 | DiGiorgi Roofing & Siding | Beacon Falls, CT | 15,580,689 | 2,075 | 7,800 | 18,000,000 | ✓ | |
| 37 | Chesterfield Fence & Deck | Chesterfield, MO | 15,431,053 | 2,449 | 6,300 | 16,206,281 | | |
| 38 | Prince William Home Improvement | Woodbridge, VA | 15,172,746 | 923 | 13,251 | 13,000,000 | | |
| 39 | United States Seamless-Fargo dba Western Products | Fargo, ND | 15,110,686 | 2,480 | 18,200 | 17,050,000 | ✓ | |
| 40 | American Home Renewal | South San Francisco | 14,550,000 | 1,230 | 11,200 | 15,000,000 | | |
| 41 | Weather Tight Corp. | West Allis, WI | 14,341,907 | 1,205 | 9,901 | 13,711,188 | ✓ | |
| 42 | MaxHome | New Orleans | 14,322,000 | 1,378 | 9,956 | 18,500,000 | ✓ | |
| 43 | Home Performance Alliance | St. Petersburg, FL | 14,003,001 | 1,200 | 12,000 | 20,000,000 | | |
| 44 | The Acri Company | Milan, IL | 13,433,256 | 947 | 8,891 | 8,500,000 | | |
| 45 | White Aluminum Products | Leesburg, FL | 13,200,000 | 4,500 | 3,500 | 15,000,000 | ✓ | |
| 46 | Homesmart Industries | Aston, PA | 12,989,324 | 690 | 14,635 | 12,900,000 | | |
| 47 | Gulf Coast Windows & Energy Products | Houston | 12,493,234 | 930 | 12,000 | 13,500,000 | ✓ | |
| 48 | Franzoso Contracting | Croton-on-Hudson, NY | 12,352,436 | 1,087 | 11,363 | 13,200,000 | | |
| 49 | Euro-Tech | Bensenville, IL | 11,486,248 | 988 | 8,638 | 13,000,000 | ✓ | |
| 50 | Millennium Home Design | Fort Wayne, IN | 10,698,951 | 1,038 | 10,307 | 12,000,000 | | |
| 51 | All County Exteriors | Lakewood, NJ | 10,600,000 | 1,114 | 8,850 | 12,000,000 | ✓ | |
| 52 | Exovations | Cumming, GA | 10,327,823 | 867 | 12,300 | 11,000,000 | ✓ | |
| 53 | ABC Seamless of Fargo | Fargo, ND | 10,250,000 | 1,743 | 5,572 | 12,000,000 | | |
| 54 | Woods Basement Systems | Collinsville, IL | 10,244,477 | 1,292 | 7,929 | 15,580,500 | | |
| 55 | Matrix Basement Systems | Arlington Heights, IL | 10,128,427 | 337 | 30,000 | 12,000,000 | ✓ | |
| 56 | Southwest Exteriors | San Antonio | 9,500,000 | 502 | 15,100 | 10,000,000 | ✓ | |
| 57 | Yankee Home Improvement | Chicopee, MA | 9,400,960 | 592 | 10,818 | 11,000,000 | ✓ | |
| 58 | Install America | Mohnton, PA | 8,806,654 | 937 | 8,422 | 15,500,000 | ✓ | |
| 59 | Quillen Bros. | Bryan, OH | 8,429,289 | 993 | 7,787 | 7,500,000 | ✓ | |
| 60 | Hullco | Chattanooga, TN | 8,385,434 | 908 | 9,235 | 10,000,000 | ✓ | ✓ |
| 61 | Brennan Enterprises | Arlington, TX | 8,279,805 | 912 | 9,079 | 8,535,881 | ✓ | |
| 62 | Durante Home Exteriors | Irondale, AL | 7,883,726 | 598 | 12,891 | 9,000,000 | | |
| 63 | T&S Roofing Systems | Miami | 7,201,925 | 590 | 12,207 | 8,600,000 | | |
| 64 | Carolina Home Remodeling | Charlotte, NC | 7,035,891 | 552 | 9,173 | 8,500,000 | | |
| 65 | Champion Roofing | Bensenville, IL | 7,000,000 | 800 | 8,750 | 6,500,000 | | |
| 66 | All Weather Seal of WM | Lowell, MI | 6,977,811 | 506 | 9,522 | 9,285,714 | | |
| 67 | Closet America | Lanham, MD | 6,684,632 | 1,393 | 4,837 | 8,187,189 | ✓ | |

| NO. | COMPANY NAME | LOCATION | 2014 TOTAL GROSS SALES | NO. OF JOBS | AVERAGE JOB SIZE | 2015 PROJECTED REVENUE | BIG 50 | GUILD QUALITY |
|-----|---|----------------------|------------------------|-------------|------------------|------------------------|--------|---------------|
| 68 | Peoria Siding & Window Company | Washington, IL | \$6,587,295 | 914 | \$7,180 | \$7,000,000 | | |
| 69 | Exterior Medics | Springfield, VA | 6,549,844 | 932 | 7,028 | 7,300,000 | ✓ | |
| 70 | Schmidt Siding and Window | Mankato, MN | 6,406,832 | 2,000 | 3,200 | 7,000,000 | ✓ | |
| 71 | Rogers Roofing Siding Windows | Hammond, IN | 6,345,981 | 644 | 9,645 | 6,900,000 | ✓ | |
| 72 | One Week Bath | Van Nuys, CA | 6,037,615 | 224 | 25,000 | 7,000,000 | | ✓ |
| 73 | Opal Enterprises | Naperville, IL | 5,951,322 | 304 | 20,384 | 5,500,000 | ✓ | |
| 74 | SpringHouse Window & Door | Spring House, PA | 5,886,965 | 609 | 9,667 | 6,000,000 | | |
| 75 | K & P Enterprises dba Home Depot Cabinet Refacing | Knoxville, TN | 5,874,310 | 453 | 11,474 | 5,790,000 | | |
| 76 | Home Town Restyling | Hiawatha, IA | 5,721,375 | 615 | 9,000 | 6,700,000 | ✓ | |
| 77 | Miller Custom Exteriors | Fredericksburg, OH | 5,688,171 | 628 | 9,048 | 6,000,000 | ✓ | |
| 78 | Budget Exteriors | Bloomington, MN | 5,516,668 | 1,058 | 5,214 | 6,180,000 | | |
| 79 | Excel Windows | Glendale Heights, IL | 5,500,000 | 1,000 | 5,000 | 6,000,000 | | |
| 80 | Modern Remodeling | Manassas, VA | 5,444,372 | 227 | 24,000 | 8,000,000 | | |
| 81 | Midwest Construction & Supply | Mason City, IA | 5,426,123 | 563 | 9,637 | 5,000,000 | ✓ | |
| 82 | Carolina Windows & Doors | Greenville, NC | 5,338,240 | 710 | 7,200 | 5,500,000 | | |
| 83 | US Home Exteriors | Burlington, NC | 5,321,183 | 752 | 5,497 | 4,500,000 | | |
| 84 | Snap Construction | Bloomington, MN | 5,137,833 | 463 | 10,920 | 6,000,000 | | |
| 85 | Frey Construction & Home Improvement | Prairie Du Sac, WI | 5,047,572 | 1,067 | 4,730 | 6,000,000 | ✓ | |
| 86 | The Board Store Home Improvements | La Crosse, WI | 4,987,682 | 763 | 5,200 | 5,200,000 | ✓ | |
| 87 | New Jersey Siding & Windows | Randolph, NJ | 4,925,350 | 444 | 10,113 | 5,200,000 | ✓ | |
| 88 | Paradise Decks and Spas | San Antonio | 4,885,097 | 496 | 8,498 | 5,258,000 | | |
| 89 | Zimmerman's Roofing | New Holland, PA | 4,884,637 | 380 | 12,854 | 5,373,100 | | |
| 90 | Mark Kaufman Roofing Contractor | North Port, FL | 4,791,601 | 267 | 15,000 | 5,000,000 | ✓ | |
| 91 | Fick Bros. Roofing & Exterior Remodeling | Baltimore | 4,779,170 | 400 | 10,000 | 5,000,000 | ✓ | |
| 92 | WB Remodeling, LLC d/b/a Re-Bath of Tucson | Tucson, AZ | 4,640,988 | 264 | 8,429 | 3,326,352 | ✓ | |
| 93 | AHT Wisconsin Windows | Clintonville, WI | 4,485,190 | 628 | 8,275 | 5,200,000 | ✓ | |
| 94 | Chapman Windows & Doors | West Chester, PA | 4,334,225 | 823 | 5,200 | 5,800,000 | | |
| 95 | L.J. Stone | Muncie, IN | 4,268,107 | 448 | 9,500 | 4,500,000 | | ✓ |
| 96 | New York Sash | Whitesboro, NY | 4,229,778 | 752 | 5,625 | 4,200,000 | ✓ | |
| 97 | Armorvue Window & Door | Boca Raton, FL | 4,219,914 | 415 | 9,768 | 4,500,000 | | |
| 98 | Rainier View Construction & Roofing | Auburn, WA | 4,200,000 | 210 | 20,000 | 5,600,000 | | |
| 98 | Twin Cities Siding Professionals | St. Paul, MN | 4,200,000 | 156 | 27,000 | 4,200,000 | ✓ | |
| 100 | Bath Crest | Salt Lake City | 4,191,443 | 176 | 80,003 | 4,820,159 | ✓ | |
| 101 | Frontier Basement Systems | Clarksville, TN | 4,051,874 | 529 | 6,841 | 8,400,000 | ✓ | |
| 102 | Treeline Construction | Anchorage, AK | 3,774,419 | 250 | 15,000 | 4,500,000 | ✓ | |
| 103 | McDaniel Window & Door | Florence, AL | 3,677,505 | 543 | 3,296 | 4,000,000 | ✓ | |
| 104 | All Phase Home Services | Marietta, GA | 3,647,982 | 514 | 7,000 | 6,000,000 | | |
| 105 | Creative Building and Remodeling | Warren, MI | 3,597,502 | 289 | 12,589 | 3,750,000 | | |
| 106 | Titan Sunrooms | Gulf Breeze, FL | 3,545,899 | 417 | 8,500 | 4,000,000 | | |
| 107 | Planmeca | Roselle, IL | 3,502,560 | 132 | 10,000 | 3,000,000 | | |
| 108 | Coastal Windows & Exteriors | Beverly, MA | 3,445,000 | 330 | 8,000 | 4,500,000 | | |
| 109 | A.B.E. Doors & Windows | Allentown, PA | 3,440,170 | 744 | 3,890 | 3,654,000 | ✓ | |
| 110 | Home Exterior Systems | Tomball, TX | 3,400,000 | 325 | 10,000 | 3,800,000 | | |
| 111 | Majors Home Improvement | Milton, FL | 3,328,763 | 488 | 6,800 | 3,450,000 | ✓ | ✓ |
| 112 | Remodeling Solutions dba Re-Bath of Illinois | Decatur, IL | 3,287,850 | 386 | 7,916 | 3,100,000 | | |

| NO. | COMPANY NAME | LOCATION | 2014 TOTAL GROSS SALES | NO. OF JOBS | AVERAGE JOB SIZE | 2015 PROJECTED REVENUE | BIG 50 | GUILD QUALITY |
|-----|--|--------------------|------------------------|-------------|------------------|------------------------|--------|---------------|
| 113 | New England Bath dba Bay State Re-Bath | Pembroke, MA | \$3,182,708 | 361 | \$8,816 | \$4,000,000 | | |
| 114 | Alco Products | Bethesda, MD | 3,000,000 | 350 | 8,000 | 3,300,000 | | |
| 115 | Rain Gutter Specialties | South Jordan, UT | 2,984,000 | 2,000 | 2,200 | 3,000,000 | ✓ | |
| 116 | Regal Home Improvement | Richmond, VA | 2,850,000 | 323 | 8,800 | 2,800,000 | | |
| 117 | Buschurs Home Improvement | Dayton, OH | 2,640,742 | 252 | 10,479 | 2,780,000 | | |
| 118 | William C. Rott & Son | Tonawanda, NY | 2,457,000 | 386 | 6,352 | 3,500,000 | ✓ | |
| 119 | Asher Enterprises | Eau Claire, WI | 2,408,275 | 312 | 6,150 | 2,500,000 | | |
| 120 | Save Energy | Petaluma, CA | 2,403,678 | 380 | 6,325 | 3,000,000 | ✓ | |
| 121 | Hess Home Improvements | Allentown, PA | 2,400,000 | 620 | 2,500 | 2,800,000 | ✓ | |
| 122 | Rock Roofing | Bothell, WA | 2,200,000 | 165 | 13,500 | 2,500,000 | ✓ | |
| 123 | The Brothers That Just Do Gutters | Lagrangeville, NY | 2,186,000 | 1,004 | 1,200 | 3,000,000 | ✓ | |
| 124 | Blue River Cabinetry Kitchen & Bath | Bakersfield, CA | 2,174,977 | 73 | 29,795 | 2,000,000 | | |
| 125 | All-Weather Window, Doors & Siding | Mission, KS | 2,165,591 | 1,496 | 1,447 | 2,800,000 | | |
| 126 | 3 Generations Improvements | Folsom, CA | 2,154,605 | 93 | 22,000 | 2,500,000 | | |
| 127 | Murphy Home Improvement | Cincinnati | 2,122,526 | 420 | 5,000 | 2,200,000 | | |
| 128 | Scientific Home Services | Skokie, IL | 2,030,000 | 550 | 3,600 | 2,200,000 | ✓ | |
| 129 | My Guys Remodeling | Apex, NC | 2,029,658 | 130 | 14,294 | 2,500,000 | | ✓ |
| 130 | Bath Creations | Vandalia, OH | 2,020,232 | 268 | 7,538 | 3,130,426 | | |
| 131 | Carolina Exteriors | Apex, NC | 2,007,309 | 130 | 15,440 | 2,500,000 | ✓ | |
| 132 | Hi Tech Window & Siding Installations | Methuen, MA | 1,998,724 | 250 | 8,000 | 2,500,000 | ✓ | |
| 133 | Advanced Metal Roofing | Brentwood, NH | 1,955,475 | 139 | 14,000 | 2,200,000 | | |
| 134 | HomeSealed Exteriors | Milwaukee | 1,824,827 | 309 | 5,906 | 2,500,000 | | |
| 135 | Rescon Basement Solutions | Londonderry, NH | 1,815,257 | 250 | 6,000 | 2,125,000 | | |
| 136 | PJ Sullivan Construction | Midland Park, NJ | 1,800,000 | 26 | 67,000 | 1,900,000 | | |
| 137 | Red Carpet Remodeling | Burke, VA | 1,689,801 | 140 | 12,142 | 2,500,000 | | |
| 138 | Contract Exteriors | Murrells Inlet, SC | 1,593,561 | 121 | 13,170 | 2,500,000 | | |
| 139 | American Home Center | Beltsville, MD | 1,583,775 | 417 | 3,800 | 1,650,000 | | |
| 140 | O'Sullivan Installs | Billerica, MA | 1,572,904 | 172 | 8,982 | 2,000,000 | | |
| 141 | Lifetime Aluminum | East Hanover, NJ | 1,450,000 | 384 | 3,760 | 1,600,000 | ✓ | |
| 142 | T. Smith Siding & Windows | Nicholasville, KY | 1,413,780 | 174 | 8,000 | 1,550,000 | | |
| 143 | Warner's Decking | Plainfield, IL | 1,300,000 | 65 | 20,000 | 2,000,000 | | |
| 144 | Homestead Remodeling & Consulting | Woodbury, MN | 1,283,948 | 150 | 7,200 | 1,500,000 | | |
| 145 | JHI LLC dba Juranek Home Improvement | Sioux Falls, SD | 1,257,366 | 73 | 17,200 | 1,500,000 | | |
| 146 | A. Caspersen Co. | Cuyahoga Falls, OH | 1,252,460 | 250 | 5,000 | 1,500,000 | | |
| 147 | Abby Windows | Milwaukee | 1,100,400 | 207 | 5,300 | 1,200,000 | ✓ | |
| 148 | Peninsula Siding | San Mateo, CA | 440,000 | 22 | 17,000 | 1,000,000 | | |
| 149 | Chattahoochee Windows and Doors | Smyrna, GA | 386,313 | 92 | 3,885 | 403,440 | | |

Insurance Restoration Companies

Harvard University's Joint Center for Housing Studies estimates that 8.2% of the \$192 billion that American homeowners spent on remodeling in 2013 was for disaster repairs. That works out to \$15.7 billion.

But when major catastrophes strike, you can expect that number to skyrocket; 2005's Hurricane Katrina currently holds the record, inflicting \$151 billion worth of damage, while Superstorm Sandy's toll easily topped \$50 billion.

All those hurricanes, tornadoes, floods, and other acts of Mother Nature help explain why insurance restoration firms rank among the biggest companies in the REMODELING 550. They're also big because they have to be: Insurance restoration is the emergency room of home renovation. And just as with hospitals, if you're not efficient, costs easily can sink you.

Companies that specialize in insurance work either "mitigate" (i.e., clean up), restore the house to its original condition, or both. No matter the service performed, immediacy is the key to success in winning contracts to perform this line of work. Since the com-

pany insuring the house is paying the bill and the goal is to restore the house to its original condition, the sale is about how quickly and effectively a company can do the work. Operations such as those below often are set up along military lines to mobilize and respond to homeowners in emergency situations.

The insurance restoration model also differs from regular remodeling in that these firms have more than one customer per job—they have to deal with the insurance company, the mortgage company, and the homeowner. All are clients, in a sense. The contractor doesn't get paid until the job is done.

Relations with homeowners can be even more fraught with tension than in normal life. As we wrote in 2009: "People often call remodeling contractors because they have a dream. They call insurance restoration contractors because they have a nightmare." Homeowners are eager to get their life back to normal after their home is destroyed or damaged, so chances are they're not going to argue about the specifics of fixing it. But they are going to complain about the speed with which it's done.

| COMPANY NAME | LOCATION | 2014 REVENUE | NO. OF JOBS | AVERAGE JOB COST | 2015 REVENUE | TYPES OF WORK DONE |
|--|----------------------|---------------|-------------|------------------|---------------|-------------------------|
| Paul Davis Restoration | Jacksonville, FL | \$574,170,000 | 126,839 | \$4,526 | \$580,000,000 | P-R-DW-PC-S-D-C-M-F |
| American Technologies | Orange, CA | 137,141,000 | 12,684 | 11,500 | 152,820,000 | R-DW-S-C-M-L-F-A |
| Infinity Roofing & Siding | Houston | 41,000,000 | 3,150 | 13,000 | 40,000,000 | R-S |
| Giertsen Co. | Golden Valley, MN | 29,477,454 | 1,285 | 22,939 | 28,500,250 | P-R-DW-PC-D-S-C-M-L-F-A |
| Best Choice Roofing and Home Improvement | Hendersonville, TN | 26,205,848 | 4,800 | 6,239 | 31,000,000 | P-DW-PC-D-S-C |
| A&I Fire and Water Restoration | Myrtle Beach, SC | 12,983,278 | 800 | 12,000 | 13,000,000 | P-R-DW-PC-D-S-C-M-L-F-A |
| Menold Construction & Restoration | Morton, IL | 12,910,547 | 1,308 | 7,526 | 10,750,000 | P-R-DW-PC-D-S-C-M-F |
| Cavalry Construction Co. | Houston | 10,195,189 | 254 | 23,102 | 15,000,000 | P-R-DW-D-S-C-F |
| Ashco Exteriors | Champlin, MN | 9,751,473 | 895 | 10,053 | NA | S |
| Kowalski Construction | Phoenix | 8,960,690 | 530 | 16,903 | 12,135,000 | P-R-DW-PC-D-S-C-M-L-F-A |
| Arizona Fire & Water Restoration | Phoenix | 5,800,000 | 550 | 10,545 | 6,500,000 | P-DW-PC-D-S-C-M-L-F-A |
| Bowles Construction | Augusta, GA | 4,635,519 | 346 | 13,400 | 4,500,000 | P-R-DW-PC-D-S-C-M-L-F |
| Purpose Driven Restoration | Elk River, MN | 4,460,000 | 231 | 16,250 | NA | R |
| Restore-All Corp. | Stittsville, ON | 4,378,352 | 591 | 7,408 | 4,100,000 | P-R-DW-PC-D-S-C-M-L-F-A |
| Bloomfield Construction Co. | Bloomfield Hills, MI | 3,428,010 | 429 | 8,745 | 5,000,000 | P-DW-PC-D-S-C-M-F |
| USPRO/United Services | Mahomet, IL | 2,314,044 | 174 | 13,299 | 2,700,000 | P-R-DW-PC-D-S-M-L-F |
| RestorAid Remodeling and Restoration | Cincinnati | 1,754,635 | 366 | 4,800 | NA | R-DW-S |
| Buffalo Restoration | Bozeman, MT | 1,290,000 | 42 | 30,714 | NA | R-DW-M-F |
| Gornall Construction | Cumberland, MD | 764,634 | 45 | 40,000 | 850,000 | P-R-DW-D-S-C-F |
| First General Services of the CSRA | Grovetown, GA | 437,500 | 834 | 10,000 | 5,000,000 | P-R-DW-PC-D-S-C-M-L-F-A |

Code: P=painting; R=remodeling; DW=drying and water damage repair; PC=professional cleaning; S=storm damage; D=drywall; C=contents and cleaning; M=mold and mildew; F=Smoke and fire cleanup; A=asbestos; NA= Not available

Franchises

Franchises provide business owners with instant branding, plus marketing, sales, and product systems. They also are an asset that owners can sell when they seek to leave the business. That's why, even though the nearly 11,000 franchises created by the companies listed below are only a fraction of the hundreds of thousands of remodeling businesses in existence today, franchisors are playing an increasingly important role in the home improvement industry.

Offering everything from building inspection to handyman services and specialty trades such as plumbing, painting, and electrical, franchises' numbers grew sharply up to the real estate boom, shrank during the Great Recession, and now are rising again. For instance, Closet Factory had 57 franchises in 2013; now it has 71. Meanwhile, Pillar to Post home inspections has risen to

463 operations from 363 a couple of years ago.

At the same time, home improvement franchising has grown increasingly specialized. Take Mr. Sandless and Dr. DecknFence, a pair of franchisors that both operate out of Aston, Pa. Mr. Sandless specializes in interior wood repair and finishing, while Dr. DecknFence offers the same service for wood furnishings outside the house.

Credit for franchises' growth also goes to the Internet, which makes it far easier for aspiring entrepreneurs to research and connect with franchise organizations that might meet their needs.

To get an idea of what it would cost to own a franchise business, add to the initial franchise fees listed below an annual royalty of 5% to 7% of sales taken by the franchisor, plus capital outlays for equipment or office/warehouse space.

| COMPANY NAME | LOCATION | FOUNDED/ FRANCHISED | INITIAL FRANCHISE FEE | NO. OF FRANCHISES | SPECIALTY |
|----------------------------------|----------------------|------------------------|--------------------------|----------------------|---|
| Home Brands Group dba Re-Bath | Tempe, AZ | 1979/1981 | \$25,000 - 40,000 | 147 | bath refinishing/ remodeling |
| Re-Bath | Tempe, AZ | 1979/1991 | 18,000 - 120,000 | 236 | bath refinishing/ remodeling |
| Surface Specialists Systems | Matthews, NC | 1981/1982 | 36,000 | 44 | bath refinishing/ remodeling |
| California Closets | Berkeley, CA | 1978/1982 | 40,000 | 98 | closet organization |
| Closet Factory | Los Angeles | 1983/1985 | 46,500 | 71 | closet organization |
| Closets by Design Franchising | Cypress, CA | 1982/1998 | 20,000 | 44 | closet organization |
| ShelfGenie Franchise Systems | Atlanta | 2000/2008 | 45,000 | 164 | closet organization |
| A-1 Concrete Leveling | Akron, OH | 1992/1993 | 75,000 | 50 | concrete leveling/repairs |
| Concrete Raising of America | New Berlin, WI | 1947/1993 | 34,900 - 40,000 | 19 | concrete leveling/repairs |
| Precision Concrete Cutting | Provo, UT | 1991/2002 | 65,000 | 52 | concrete leveling/repairs |
| Mister Sparky | Sarasota, FL | 1996/2006 | 33,000 - 99,000 | 105 | electrical services |
| Solar Universe | Livermore, CA | 2008/2008 | 25,000 - 75,000 | 48 | energy-efficiency products/services |
| SuperGreen Solutions | West Palm Beach, FL | 2011/2012 | 49,500 | 40 | energy-efficiency products/services |
| United States Seamless | Fargo, ND | 1992/1992 | 2,450 | 17 | exterior remodeling |
| Window Gang | Morrisville, NC | 1986/1996 | 25,000 | 187 | exterior remodeling |
| Window World (N.C.) | North Wilkesboro, NC | 1995/2011 | 159,650 - 408,600 | 211 | exterior remodeling |
| Floor Coverings Int'l. | Atlanta | 1988/1989 | 49,500 | 144 | flooring |
| Furniture Medic | Memphis, TN | 1992/1992 | 29,900 | 320 | furniture & wood restoration/repairs |
| GarageTek | Melville, NY | 2000/2001 | 50,000 | 57 | garage organization |
| Tailored Living | Orange, CA | 2006/2006 | 54,950 | 71 | garage organization |
| Glass Doctor | Waco, TX | 1962/1977 | 32,500 | 173 | glass repair/replacement |
| Sir Grout Franchising | Alpharetta, GA | 2004/2007 | 50,000 | 38 | grout & tile restoration |
| The Grout Doctor | Salt Lake City | 1992/2001 | 12,000 - 16,000 | 73 | grout & tile restoration |
| The Grout Medic | Southlake, TX | 2001/2001 | 11,025 - 14,750 | 50 | grout & tile restoration |

| COMPANY NAME | LOCATION | FOUNDED/ FRANCHISED | INITIAL FRANCHISE FEE | NO. OF FRANCHISES | SPECIALTY |
|---------------------------------------|-----------------------|------------------------|--------------------------|----------------------|--------------------------------------|
| ABC Inc. dba ABC Seamless | Fargo, ND | 1978/1978 | \$25,000 - 30,000 | 36 | handyman services |
| Andy OnCall | Chattanooga, TN | 1993/1999 | 15,000 - 30,000 | 36 | handyman services |
| Handyman Connection | Blue Ash, OH | 1991/1993 | 55,000 | 75 | handyman services |
| Handyman Matters Franchise | Lakewood, CO | 1998/2001 | 42,500 - 57,000 | 70 | handyman services |
| HandyPro Handyman Services | Lakewood, CO | 1996/2000 | 49,000 | 41 | handyman services |
| House Doctors | Milford, OH | 1994/1997 | 53,700 | 37 | handyman services |
| Mr. Handyman Int'l. | Ann Arbor, MI | 2000/2000 | 19,900 | 210 | handyman services |
| Yellow Van Handyman | Seattle | 2002/2004 | 25,000 | 21 | handyman services |
| 1-800-Water Damage | Seattle | 1988/2002 | 40,000 - 55,000 | 67 | insurance restoration |
| DKI | Elk Grove Village, IL | 1974/1994 | 30,000 - 60,000 | 347 | insurance restoration |
| Duraclean | Arlington Heights, IL | 1930/1945 | 19,500 | 297 | insurance restoration |
| Paul Davis Restoration | Jacksonville, FL | 1966/1970 | 75,000 | 260 | insurance restoration |
| PuroClean | Tamarac, FL | 1990/1991 | 45,000 | 229 | insurance restoration |
| Rainbow Int'l. Restoration & Cleaning | Waco, TX | 1981/1981 | 28,000 | 311 | insurance restoration |
| Servpro | Gallatin, TN | 1967/1969 | 44,000 | 1,678 | insurance restoration |
| CertaPro Painters | Oaks, PA | 1992/1992 | 52,500 | 472 | painting |
| Five Star Painting | Spanish Fork, UT | 2004/2005 | 40,000 | 121 | painting |
| Fresh Coat | Cincinnati | 2004/2005 | 42,900 | 112 | painting |
| ProTect Painters | Ann Arbor, MI | 1996/1996 | 39,900 | 59 | painting |
| Ace DuraFlo Systems | Santa Ana, CA | 1997/2001 | 21,900 - 34,900 | 54 | plumbing |
| Benjamin Franklin Plumbing | Sarasota, FL | 2000/2001 | 43,000 - 150,500 | 269 | plumbing |
| Mr. Rooter | Waco, TX | 1968/1972 | 31,000 | 325 | plumbing |
| Rooter-Man | North Billerica, MA | 1970/1981 | 3,975 - 39,750 | 514 | plumbing |
| Archadeck Outdoor Living | Richmond, VA | 1980/1984 | 25,500 - 29,500 | 57 | porches, decks, & outdoor living |
| Border Magic/Boulder Designs | Rantoul, IL | 1987/2003 | 20,000 - 35,000 | 93 | porches, decks, & outdoor living |
| AmeriSpec Home Inspection Services | Memphis, TN | 1987/1988 | 26,900 - 36,900 | 290 | property inspections |
| HouseMaster Property Inspections | Ewing, NJ | 1971/1979 | 42,500 | 343 | property inspections |
| National Property Inspections | Omaha, NE | 1987/1987 | 34,900 | 216 | property inspections |
| Pillar to Post Home Inspectors | Tampa, FL | 1994/1994 | 17,900 | 463 | property inspections |
| The BrickKicker Home Inspection | Naperville, IL | 1989/1994 | 9,000 - 15,000 | 41 | property inspections |
| The HomeTeam Inspection Service | Milford, OH | 1991/1992 | 19,900 - 39,900 | 143 | property inspections |
| WIN Home Inspection | Madison, AL | 1993/1994 | 19,500 | 180 | property inspections |
| Get a Grip | Albuquerque, NM | 1999/2007 | 20,000 - 70,000 | 17 | surface refinishing |
| Miracle Method Surface Refinishing | Colorado Springs, CO | 1977/1980 | 40,000 | 137 | surface refinishing |
| The Glass Guru | Roseville, CA | 2007/2007 | 30,000 - 130,000 | 89 | window restoration & replacement |
| Mr. Sandless | Aston, PA | 2004/2006 | 5,000 - 10,000 | 269 | wood repair & refinishing (interior) |
| Dr. DecknFence | Aston, PA | 2006/2007 | 1,000 - 2,000 | NA | wood repair & refinishing (exterior) |
| N-Hance | Logan, UT | 2001/2003 | 15,000 - 53,080 | 380 | wood repair & refinishing |
| Sandfree | Ardmore, PA | 2001/2002 | 25,000 | 13 | wood repair & refinishing |