

YOUR TOOLBOX FOR SUCCESS





Strong FOUNDATIONS

This year's **Remodeling 550** finds the nation's largest remodeling firms are bigger and healthier than ever, beneficiaries of the nation's busiest time for repair and rehab work. Here's who leads the pack in 2016.

As they say in New Orleans, Laissez les bon temps roulez—let the good times roll—for this year's members of the Remodeling 550. Annual revenue growth averaged 7% to 9% for the leading companies that were on this latest list as well as 2015's report. And anecdotal reports suggest the numbers could have been even higher if remodelers could only have found additional help to meet customer demand.

We've presented the Remodeling 550 annually since 2009, listing the industry's top full-service remodelers, replacement contractors, insurance restoration firms, and franchise operations. You'll find the complete lists on our website at remodeling.hw.net/550, set up in a way makes sorting and filtering the data simple and intuitive.

Meanwhile, for this print report, we've reduced the amount of individual data slightly

so that we could provide a more detailed analysis of the overall numbers and what trends they reveal about the industry as a whole. We also have mini-profiles of eight outstanding companies on the full-service and replacement lists, recognized for superior total revenue, year-over-year growth, tenure in the business, volume of jobs performed, or the high average value of each project. Through these peeks into the best practices of some of the most successful companies in the home improvement industry, we hope to provide tips on general operational excellence.

As in past years, you'll see a special designation for Remodeling 550 members who also have been selected for the Big50, our annual recognition of top-drawer dealers. And again this year, we've teamed up with GuildQuality to point out firms that won its quality award.

HOW WE DID IT:

The bulk of the information in the Remodeling 550 comes from the companies based on their responses to an online survey. Additional information comes via email, phone calls, and public sources. Diane Kittower managed the project; Dante Webster provided additional research. Craig Webb and Curtis Sprung cleaned up and analyzed the numbers.

 GuildQuality Winner

 Big50 Winner

FULL-SERVICE REMODELERS

By far the largest portion of the 550, this group of pros includes design/build firms and kitchen and bath specialists alongside more traditional full-service firms. The range in revenue is similarly diverse, with a nearly \$50 million difference between the top firm and the 265th, where our print list ends.

1. PACIFIC HOMEWORKS

Torrance, CA

2015 Remodeling Revenue:
\$50,577,933
Number of Jobs: 3,407
Average Job Price: \$14,845

2. ALURE HOME IMPROVEMENTS

East Meadow, NY

2015 Remodeling Revenue:
\$41,468,458
Number of Jobs: 1,621
Average Job Price: \$25,582

3. TREEIUM INC.

Valley Village, CA

2015 Remodeling Revenue:
\$33,768,625
Number of Jobs: 1,300
Average Job Price: \$16,000

4. BOWA

McLean, VA

2015 Remodeling Revenue:
\$31,086,000
Number of Jobs: 37
Average Job Price: \$738,627

5. GREATER DAYTON CONSTRUCTION

Beavercreek, OH

2015 Remodeling Revenue:
\$30,010,888
Number of Jobs: 922
Average Job Price: \$32,550

6. THE AIROOM COS.

Lincolnwood, IL

2015 Remodeling Revenue:
\$30,000,000
Number of Jobs: 220
Average Job Price: \$143,500

7. CASE DESIGN/REMODELING

Bethesda, MD

2015 Remodeling Revenue:
\$29,670,653
Number of Jobs: 1,850
Average Job Price: \$16,038

8. G. FISHER CONSTRUCTION

Farmington Hills, MI

2015 Remodeling Revenue:
\$29,224,367
Number of Jobs: 73
Average Job Price: \$400,334

9. NEIL KELLY CO.

Portland, OR

2015 Remodeling Revenue:
\$27,424,313
Number of Jobs: 1,033
Average Job Price: \$26,548

10. NORMANDY DESIGN BUILD REMODELING

Hinsdale, IL

2015 Remodeling Revenue:
\$24,025,953
Number of Jobs: 229
Average Job Price: \$104,917

11. ALLEN CONSTRUCTION

Santa Barbara, CA

2015 Remodeling Revenue:
\$23,625,699
Number of Jobs: 211
Average Job Price: \$200,000

12. BROTHERS SERVICES

Hampstead, MD

2015 Remodeling Revenue:
\$23,373,710
Number of Jobs: 2,469
Average Job Price: \$9,467

13. SOUTH POINTE CONSTRUCTION

Murrieta, CA

2015 Remodeling Revenue:
\$22,305,600
Number of Jobs: 44
Average Job Price: \$506,945

14. MCKINNIS INC.

Blair, NE

2015 Remodeling Revenue:
\$21,855,000
Number of Jobs: 1,703
Average Job Price: \$17,112

15. RUSK RENOVATIONS

New York, NY

2015 Remodeling Revenue:
\$21,510,584
Number of Jobs: 12
Average Job Price: \$1,492,396

16. CAPE ASSOCIATES

Eastham, MA

2015 Remodeling Revenue:
\$18,894,939
Number of Jobs: 1,449
Average Job Price: \$13,000

17. TUNDRLAND HOME IMPROVEMENTS

Kaukauna, WI

2015 Remodeling Revenue:
\$18,097,012
Number of Jobs: 2,096
Average Job Price: \$8,602

18. GARDNER/FOX

Bryn Mawr, PA

2015 Remodeling Revenue:
\$15,195,649
Number of Jobs: 223
Average Job Price: \$68,141

19. JERICHO HOME IMPROVEMENTS

Kansas City, KS

2015 Remodeling Revenue:
\$14,252,658
Number of Jobs: 989
Average Job Price: \$14,411

20. JACKSON DESIGN AND REMODELING

San Diego, CA

2015 Remodeling Revenue:
\$13,935,713
Number of Jobs: 77
Average Job Price: \$200,000

21. MCCUTCHEON CONSTRUCTION

Berkeley, CA

2015 Remodeling Revenue:
\$12,858,711
Number of Jobs: 73
Average Job Price: \$176,147

22. MOSBY BUILDING ARTS

St. Louis, MO

2015 Remodeling Revenue:
\$12,335,579
Number of Jobs: 481
Average Job Price: \$24,000

23. MARROKAL DESIGN & REMODELING

San Diego, CA

2015 Remodeling Revenue:
\$12,231,782
Number of Jobs: 59
Average Job Price: \$181,822

24. VMJR COMPANIES

Glens Falls, NY

2015 Remodeling Revenue:
\$11,305,064
Number of Jobs: 9
Average Job Price: \$1,121,657

This year, REMODELING partnered with customer satisfaction surveying company GuildQuality to power the Remodeling 550 Service Excellence Distinction. This distinction recognizes companies who have shown commitment to providing an exceptional customer experience, proven by outstanding customer feedback. In order to participate, companies had to submit all of their customers from 2015 to be surveyed via GuildQuality's independent, multi-touch survey process. GuildQuality then selected a random sample of customers to survey based on the company's volume. The companies that received the Service Excellence Distinction achieved a recommendation rate of at least 90% and a response rate of 50% to 70%, depending on project volume.

About GuildQuality:

North America's best home builders, remodelers, and contractors rely on GuildQuality's customer satisfaction surveying, performance reporting, and marketing resources to help them deliver exceptional service, and promote their quality to prospective customers. For more information, visit www.GuildQuality.com.

25. F.H. PERRY BUILDER

Hopkinton, MA

2015 Remodeling Revenue:
\$10,984,290
Number of Jobs: 95
Average Job Price: \$800,000

26. DD FORD CONSTRUCTION

Santa Barbara, CA

2015 Remodeling Revenue:
\$10,235,123
Number of Jobs: 26
Average Job Price: \$518,213

27. TIM WHITE HOME IMPROVEMENT

Massapequa, NY

2015 Remodeling Revenue:
\$9,875,000
Number of Jobs: 430
Average Job Price: \$25,000

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28. LARS REMODELING & DESIGN

San Diego, CA

2015 Remodeling Revenue:
\$9,423,545
Number of Jobs: 43
Average Job Price: \$200,000

29. PINE STREET CARPENTERS

West Chester, PA

2015 Remodeling Revenue:
\$9,265,000
Number of Jobs: 162
Average Job Price: \$57,191

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30. DAVE FOX REMODELING

Columbus, OH

2015 Remodeling Revenue:
\$9,031,507
Number of Jobs: 122
Average Job Price: \$72,985

31. BACK CONSTRUCTION

Lexington, KY

2015 Remodeling Revenue:
\$9,020,636
Number of Jobs: 1,012
Average Job Price: \$8,913

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32. HARRELL REMODELING

Palo Alto, CA

2015 Remodeling Revenue:
\$8,970,280
Number of Jobs: 137
Average Job Price: \$65,476

33. LANDIS ARCHITECTS/ BUILDERS

Washington, DC

2015 Remodeling Revenue:
\$8,485,742
Number of Jobs: 70
Average Job Price: \$178,300

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34. REVISION LLC

Wayzata, MN

2015 Remodeling Revenue:
\$8,221,679
Number of Jobs: 23
Average Job Price: \$385,000

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35. CROOM CONSTRUCTION

Vero Beach, FL

2015 Remodeling Revenue:
\$7,900,000
Number of Jobs: 26
Average Job Price: \$303,846

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36. KAZ COMPANIES

West Seneca, NY

2015 Remodeling Revenue:
\$7,867,228
Number of Jobs: 1,400
Average Job Price: \$5,500

37. BAXTER CONSTRUCTION

Hopewell, NJ

2015 Remodeling Revenue:
\$7,725,447
Number of Jobs: 87
Average Job Price: \$88,798

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38. IMPACT CONSTRUCTION

Washington, DC

2015 Remodeling Revenue:
\$7,713,360
Number of Jobs: 65
Average Job Price: \$118,667

39. PLATT BUILDERS

Groton, MA

2015 Remodeling Revenue:
\$7,705,781
Number of Jobs: 32
Average Job Price: \$240,000

40. CASE DESIGN/ REMODELING OF INDIANAPOLIS

Carmel, IN

2015 Remodeling Revenue:
\$7,588,453
Number of Jobs: 241
Average Job Price: \$31,312

41. BNW BUILDERS

Richmond, VA

2015 Remodeling Revenue:
\$7,574,932
Number of Jobs: 480
Average Job Price: \$15,781

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42. DEXTER BUILDERS

Dexter, MI

2015 Remodeling Revenue:
\$7,507,268
Number of Jobs: 744
Average Job Price: \$12,040

43. CG&S DESIGN-BUILD

Austin, TX

2015 Remodeling Revenue:
\$7,080,371
Number of Jobs: 78
Average Job Price: \$90,773

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44. USA CABINET STORE

Fairfax, VA

2015 Remodeling Revenue:
\$6,250,000
Number of Jobs: 60
Average Job Price: \$104,000

44. PBS CONTRACTORS

Naples, FL

2015 Remodeling Revenue:
\$6,250,000
Number of Jobs: 35
Average Job Price: \$156,000

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46. CARNEMARK DESIGN + BUILD

Bethesda, MD

2015 Remodeling Revenue:
\$6,143,190
Number of Jobs: 18
Average Job Price: \$341,288


REVENUE
Full-Service Remodeling

Pacific Homeworks
Torrance, CA • #1

Twenty-three years ago, while standing in a parking lot, Marcus Mac's life was forever changed: He had been working for a wedding DJ company when he was recruited by a remodeling firm and never looked back.

"I had been a DJ for a long time, and what I found was that I enjoyed the selling process," says Mac, who later ventured out on his own and founded Pacific Homeworks in Gardena, Calif. "In 1992, I was selling full DJ light packages for \$5,000 apiece. That was a lot of money back then. I liked that part better than playing the chicken dance."

Since its inception in 2000, Pacific Homeworks has grown to 200 employees with five locations and a headquarters in Torrance, Calif. Mac attributes this success to his focus on recruitment and training.

Perhaps it's no coincidence then that he takes a similar approach to hiring as those who first found him years before. Mac is known to scout out talent in some of the most unlikely of places, including recruiting a door manager for the building where he houses one of his three businesses. "We never focus on the money or revenue first," Mac says. "We focus on the people, processes, and the numbers."—Erin Ansley

47. CRAFTSMANSHIP BY JOHN

Houston, TX

2015 Remodeling Revenue:
\$6,075,800
Number of Jobs: 44
Average Job Price: \$168,700

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48. NEAL'S DESIGN REMODEL

Cincinnati, OH

2015 Remodeling Revenue:
\$6,057,136
Number of Jobs: 115
Average Job Price: \$52,671

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49. SEA POINTE CONSTRUCTION

Irvine, CA

2015 Remodeling Revenue:
\$6,001,000
Number of Jobs: 77
Average Job Price: \$85,000

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50. CAPIZZI HOME IMPROVEMENT

Cotuit, MA

2015 Remodeling Revenue:
\$5,626,474
Number of Jobs: 267
Average Job Price: \$21,073

51. BATTRES CONSTRUCTION/BC HOME BUILDERS

Santa Ana, CA

2015 Remodeling Revenue:
\$5,578,339
Number of Jobs: 68
Average Job Price: \$82,000

52. FEINMANN INC.

Arlington, MA

2015 Remodeling Revenue:
\$5,529,996
Number of Jobs: 105
Average Job Price: \$52,666

53. TODD WHITTAKER DRYWALL

Peoria, AZ

2015 Remodeling Revenue:
\$5,490,000
Number of Jobs: 320
Average Job Price: \$16,000

54. DWR CONSTRUCTION

Spring, TX

2015 Remodeling Revenue:
\$5,444,071
Number of Jobs: 326
Average Job Price: \$16,500

55. HARWICK HOMES

Bonita Springs, FL

2015 Remodeling Revenue:
\$5,441,977
Number of Jobs: 40
Average Job Price: \$357,051

56. MIL-RON CUSTOM CONSTRUCTION

Murphy, TX

2015 Remodeling Revenue:
\$5,437,890
Number of Jobs: 40
Average Job Price: \$150,000

57. MOUNTAINWOOD HOMES

Beaverton, OR

2015 Remodeling Revenue:
\$5,327,192
Number of Jobs: 85
Average Job Price: \$62,673

58. SYNERGY BUILDERS

West Chicago, IL

2015 Remodeling Revenue:
\$5,310,462
Number of Jobs: 84
Average Job Price: \$62,500

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59. AMSTED DESIGN-BUILD

Ottawa, ON

2015 Remodeling Revenue:
\$5,300,000
Number of Jobs: 38
Average Job Price: \$140,000

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60. CHERMAK CONSTRUCTION

Edmonds, WA

2015 Remodeling Revenue:
\$5,268,445
Number of Jobs: 145
Average Job Price: \$36,334

61. HARVEY REMODELING

Shrewsbury, MA

2015 Remodeling Revenue:
\$5,266,082
Number of Jobs: 154
Average Job Price: \$34,195

62. DRAKE HOMES

Birmingham, AL

2015 Remodeling Revenue:
\$5,221,331
Number of Jobs: 24
Average Job Price: \$159,090

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63. DESIGN BUILDERS & REMODELING

Ridgefield, CT

2015 Remodeling Revenue:
\$5,220,010
Number of Jobs: 26
Average Job Price: \$200,769

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64. HARTH BUILDERS

Ambler, PA

2015 Remodeling Revenue:
\$5,210,513
Number of Jobs: 98
Average Job Price: \$55,000

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65. CASTLE BUILDING & REMODELING

Minneapolis, MN

2015 Remodeling Revenue:
\$5,206,601
Number of Jobs: 281
Average Job Price: \$16,377

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66. FOSTER REMODELING SOLUTIONS

Lorton, VA

2015 Remodeling Revenue:
\$5,124,170
Number of Jobs: 139
Average Job Price: \$31,071

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67. BLACKDOG DESIGN/ BUILD/REMODEL

Salem, NH

2015 Remodeling Revenue:
\$5,109,029
Number of Jobs: 89
Average Job Price: \$60,000

68. WOODBRIDGE BUILDERS

Kenilworth, NJ

2015 Remodeling Revenue:
\$5,100,000
Number of Jobs: 60
Average Job Price: \$85,000

69. CASE DESIGN/ REMODELING OF SAN JOSE

San Jose, CA

2015 Remodeling Revenue:
\$5,072,209
Number of Jobs: 372
Average Job Price: \$13,634

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70. S.E.A. CONSTRUCTION

San Mateo, CA

2015 Remodeling Revenue:
\$5,023,512
Number of Jobs: 33
Average Job Price: \$162,000

71. BRINDISI BUILDERS

Marlton, NJ

2015 Remodeling Revenue:
\$4,929,217
Number of Jobs: 101
Average Job Price: \$49,000

72. CUSTOM CONTRACTING

Arlington, MA

2015 Remodeling Revenue:
\$4,914,031
Number of Jobs: 190
Average Job Price: \$25,863

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73. KARP ASSOCIATES

New Canaan, CT

2015 Remodeling Revenue:
\$4,823,620
Number of Jobs: 19
Average Job Price: \$250,000

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74. PROVENANCE BUILDERS

Dallas, TX

2015 Remodeling Revenue:
\$4,800,000
Number of Jobs: 6
Average Job Price: \$1,500,000

75. CUSTOM DEVELOPMENT OF CALIFORNIA

North Highlands, CA

2015 Remodeling Revenue:
\$4,775,947
Number of Jobs: 401
Average Job Price: \$11,910

76. MERRICK CONSTRUCTION

Little Silver, NJ

2015 Remodeling Revenue:
\$4,766,000
Number of Jobs: 30
Average Job Price: \$148,000

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77. THE REMODELING COMPANY

Beverly, MA

2015 Remodeling Revenue:
\$4,758,842
Number of Jobs: 137
Average Job Price: \$34,736

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78. MOSAIC GROUP [ARCHITECTS AND REMODELERS]

Atlanta, GA

2015 Remodeling Revenue:
\$4,700,000
Number of Jobs: 29
Average Job Price: \$160,000

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79. T HURT CONSTRUCTION

Omaha, NE

2015 Remodeling Revenue:
\$4,555,854
Number of Jobs: 80
Average Job Price: \$56,948

80. FATHER & SON CONSTRUCTION

Troy, MI

2015 Remodeling Revenue:
\$4,531,779
Number of Jobs: 442
Average Job Price: \$10,253

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81. HAPPE & SONS CONSTRUCTION

Evansville, IN

2015 Remodeling Revenue:
\$4,527,198
Number of Jobs: 725
Average Job Price: \$6,244

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82. RENEWAL DESIGN-BUILD

Decatur, GA

2015 Remodeling Revenue:
\$4,386,436
Number of Jobs: 21
Average Job Price: \$191,535

83. HURST REMODEL DESIGN BUILD

Middleburg Heights, OH

2015 Remodeling Revenue:
\$4,356,765
Number of Jobs: 62
Average Job Price: \$70,270

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84. DISTINCTIVE DESIGN REMODELING

Lexington, KY

2015 Remodeling Revenue:
\$4,335,135
Number of Jobs: 35
Average Job Price: \$36,450

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85. FRED HOME IMPROVEMENT

Bethesda, MD

2015 Remodeling Revenue:
\$4,333,876
Number of Jobs: 386
Average Job Price: \$3,348

86. NEW OUTLOOKS CONSTRUCTION GROUP

Robbinsville, NJ

2015 Remodeling Revenue:
\$4,311,164
Number of Jobs: 466
Average Job Price: \$9,252

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87. CUSTOM DESIGN & CONSTRUCTION

El Segundo, CA

2015 Remodeling Revenue:
\$4,189,000
Number of Jobs: 23
Average Job Price: \$180,000

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88. TRI-STATE CREATIONS

Conshohocken, PA

2015 Remodeling Revenue:
\$4,125,875
Number of Jobs: 306
Average Job Price: \$13,483

89. JERRY HARRIS REMODELING

Chesapeake, VA

2015 Remodeling Revenue:
\$4,113,712
Number of Jobs: 236
Average Job Price: \$17,175

90. CRUICKSHANK

Atlanta, GA

2015 Remodeling Revenue:
\$4,110,013
Number of Jobs: 8,500
Average Job Price: \$485

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91. APPLIED CONTRACTING SERVICES

Winter Garden, FL

2015 Remodeling Revenue:
\$4,079,359
Number of Jobs: 112
Average Job Price: \$36,423

92. MURPHY BROS. DESIGN | BUILD | REMODEL

Minneapolis, MN

2015 Remodeling Revenue:
\$4,042,130
Number of Jobs: 71
Average Job Price: \$56,931

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93. MAGEE CONSTRUCTION

Cedar Falls, IA

2015 Remodeling Revenue:
\$4,021,426
Number of Jobs: 520
Average Job Price: \$7,733

94. CIPRIANI REMODELING SOLUTIONS

Woodbury, NJ

2015 Remodeling Revenue:
\$4,000,000
Number of Jobs: 65
Average Job Price: \$62,000

94. GRUVER COOLEY

Purcellville, VA

2015 Remodeling Revenue:
\$4,000,000
Number of Jobs: 20
Average Job Price: \$200,000

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96. LEFF CONSTRUCTION - DESIGN/BUILD

Sebastopol, CA

2015 Remodeling Revenue:
\$3,995,014
Number of Jobs: 23
Average Job Price: \$199,316

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97. DREAM DESIGN BUILDERS

San Diego, CA

2015 Remodeling Revenue:
\$3,989,002
Number of Jobs: 24
Average Job Price: \$241,000

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98. HUBERT WHITLOCK BUILDERS

Charlotte, NC

2015 Remodeling Revenue:
\$3,978,420
Number of Jobs: 20
Average Job Price: \$200,000

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99. DESIGNS BY MAIDA

Rolling Meadows, IL

2015 Remodeling Revenue:
\$3,976,011
Number of Jobs: 16
Average Job Price: \$267,500

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100. FINISHED BASEMENTS PLUS

Wixom, MI

2015 Remodeling Revenue:
\$3,969,836
Number of Jobs: 86
Average Job Price: \$40,905

101. VALLEY HOME IMPROVEMENT

Northampton, MA

2015 Remodeling Revenue:
\$3,960,000
Number of Jobs: 123
Average Job Price: \$21,827

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102. HOGAN DESIGN & CONSTRUCTION

Geneva, IL

2015 Remodeling Revenue:
\$3,950,000
Number of Jobs: 53
Average Job Price: \$54,716

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VALUE

Full-Service Remodeling

Fischer Construction
Los Angeles, CA • #173

Joel Fischer surrounds himself with his work—literally. The founder and president of Fischer Construction lives in a neighborhood where he has built or remodeled nearly 25 homes, including the one directly across from his own. “I’d sit in the garage—the office—and I’d say to the guy working on it, ‘Make sure that window is straight,’” he recalls.

His proximity to the projects illustrates Fischer’s ability to build a solid reputation in his own community based on word of mouth, but it also affords him the chance to closely observe the contractors on the jobsite. This approach has worked well for Fischer, who began his company fresh out of college in 1984. A finish carpenter and cabinet maker by trade, his efforts have translated to high-priced projects that average between \$500,000 and \$750,000, with some residential work reaching upward of \$1.4 million.

“For us, the success comes from the management of all of the people and supervisors who watch over all the details and push everybody to do the best work,” Fischer says. “We’re like the movie director and we are controlling all the players, and through our management style we raise up the craftsmanship style of the contractor.”—*Erin Ansley*

103. LONE STAR STATE CONSTRUCTION

San Antonio, TX

2015 Remodeling Revenue:
\$3,918,157
Number of Jobs: 98
Average Job Price: \$39,000

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104. TEAM FARRELL

Port Richey, FL

2015 Remodeling Revenue:
\$3,906,105
Number of Jobs: 500
Average Job Price: \$7,812

105. THORSON RESTORATION AND CONSTRUCTION

Bridgewater, MA

2015 Remodeling Revenue:
\$3,887,575
Number of Jobs: 139
Average Job Price: \$28,000

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106. THE KINGSTON GROUP

Nashville, TN

2015 Remodeling Revenue:
\$3,749,107
Number of Jobs: 25
Average Job Price: \$149,950

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107. INTERIORWORX

Phoenix, AZ

2015 Remodeling Revenue:
\$3,664,701
Number of Jobs: 550
Average Job Price: \$6,633

108. SOUTHERN MD KITCHEN BATH FLOORS & DESIGN

California, MD

2015 Remodeling Revenue:
\$3,641,129
Number of Jobs: 317
Average Job Price: \$11,486

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109. ADVANCE DESIGN STUDIO

Union, IL

2015 Remodeling Revenue:
\$3,619,060
Number of Jobs: 91
Average Job Price: \$50,000

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110. KASPER CUSTOM REMODELING

Dallas, TX

2015 Remodeling Revenue:
\$3,523,234
Number of Jobs: 24
Average Job Price: \$146,801

111. CLASSIC HOME IMPROVEMENTS

Escondido, CA

2015 Remodeling Revenue:
\$3,520,513
Number of Jobs: 134
Average Job Price: \$23,617

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112. GLICKMAN DESIGN BUILD

Rockville, MD

2015 Remodeling Revenue:
\$3,511,743
Number of Jobs: 25
Average Job Price: \$14,046,972

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113. RED LEVEL RENOVATIONS

Atlanta, GA

2015 Remodeling Revenue:
\$3,416,981
Number of Jobs: 10
Average Job Price: \$340,000

114. RISHERMARTIN FINE HOMES

Austin, TX

2015 Remodeling Revenue:
\$3,405,899
Number of Jobs: 6
Average Job Price: \$567,650

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115. MERRICK DESIGN AND BUILD

Kensington, MD

2015 Remodeling Revenue:
\$3,356,017
Number of Jobs: 383
Average Job Price: \$8,762

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116. RI KITCHEN & BATH

Warwick, RI

2015 Remodeling Revenue:
\$3,354,236
Number of Jobs: 77
Average Job Price: \$43,561

117. REMODELING CONCEPTS

Feasterville Trevose, PA

2015 Remodeling Revenue:
\$3,251,108
Number of Jobs: 191
Average Job Price: \$17,021

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118. BLUE SKY REMODELING

Broomfield, CO

2015 Remodeling Revenue:
\$3,245,120
Number of Jobs: 34
Average Job Price: \$107,000

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119. GREYMARK CONSTRUCTION

Houston, TX

2015 Remodeling Revenue:
\$3,228,953
Number of Jobs: 26
Average Job Price: \$110,000

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120. CLAIRMONT LTD.

Burr Ridge, IL

2015 Remodeling Revenue:
\$3,200,000
Number of Jobs: 28
Average Job Price: \$115,000

120. JKC INC.

Flagstaff, AZ

2015 Remodeling Revenue:
\$3,200,000
Number of Jobs: 170
Average Job Price: \$25,000

122. RAMS INVESTING

Greenwood, IN

2015 Remodeling Revenue:
\$3,175,506
Number of Jobs: 20
Average Job Price: \$158,775

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123. AM KITCHEN & BATH

Yorkville, IL

2015 Remodeling Revenue:
\$3,147,000
Number of Jobs: 154
Average Job Price: \$20,435

124. KCH CONTRACTING

Scotch Plains, NJ

2015 Remodeling Revenue:
\$3,115,618
Number of Jobs: 16
Average Job Price: \$150,000

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125. CLASSIC HOMEWORKS

Denver, CO

2015 Remodeling Revenue:
\$3,091,329
Number of Jobs: 21
Average Job Price: \$137,412

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126. JEB DESIGN/BUILD

Shreveport, LA

2015 Remodeling Revenue:
\$3,085,000
Number of Jobs: 31
Average Job Price: \$87,850

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127. WHITE CRANE CONSTRUCTION

Minneapolis, MN

2015 Remodeling Revenue:
\$3,077,228
Number of Jobs: 41
Average Job Price: \$70,000

128. KREATIVE RESOURCES

Altamonte Springs, FL

2015 Remodeling Revenue:
\$3,000,000
Number of Jobs: 175
Average Job Price: \$17,000

129. HATFIELD BUILDERS & REMODELERS

Plano, TX

2015 Remodeling Revenue:
\$2,986,155
Number of Jobs: 29
Average Job Price: \$102,971

50 60

130. TWO STOREY BUILDING

Bolton, MA

2015 Remodeling Revenue:
\$2,981,616
Number of Jobs: 22
Average Job Price: \$150,000

50 60

131. AMIANO & SON CONSTRUCTION

Tabernacle, NJ

2015 Remodeling Revenue:
\$2,981,527
Number of Jobs: 27
Average Job Price: \$103,300

50

132. BOTTOS CONSTRUCTION

Broomall, PA

2015 Remodeling Revenue:
\$2,975,000
Number of Jobs: 45
Average Job Price: \$66,111

133. BH DESIGN + BUILD

Mohnton, PA

2015 Remodeling Revenue:
\$2,974,839
Number of Jobs: 23
Average Job Price: \$130,000

134. HWC HOME WORKS

Wyoming, MI

2015 Remodeling Revenue:
\$2,953,517
Number of Jobs: 251
Average Job Price: \$11,767

50

135. KAUFMAN CONSTRUCTION

West Des Moines, IA

2015 Remodeling Revenue:
\$2,945,218
Number of Jobs: 400
Average Job Price: \$7,362

50

136. G LITTLE INC.

Port Townsend, WA

2015 Remodeling Revenue:
\$2,941,678
Number of Jobs: 47
Average Job Price: \$30,000

50 60

137. FOXCRAFT DESIGN GROUP

Falls Church, VA

2015 Remodeling Revenue:
\$2,937,000
Number of Jobs: 42
Average Job Price: \$69,928

50

138. HAWK CONSTRUCTION

Littleton, CO

2015 Remodeling Revenue:
\$2,920,624
Number of Jobs: 55
Average Job Price: \$53,102

139. ELITE REMODELING

Frisco, TX

2015 Remodeling Revenue:
\$2,900,000
Number of Jobs: 63
Average Job Price: \$42,222

50

140. D&B ELITE

Wyomissing, PA

2015 Remodeling Revenue:
\$2,876,505
Number of Jobs: 68
Average Job Price: \$42,000

141. WINSTON BROWN CONSTRUCTION

Topeka, KS

2015 Remodeling Revenue:
\$2,868,389
Number of Jobs: 115
Average Job Price: \$24,942

142. NEILL AND LEE CONTRACTORS

San Francisco, CA

2015 Remodeling Revenue:
\$2,842,104
Number of Jobs: 50
Average Job Price: \$29,829

143. C&R REMODELING

Salem, OR

2015 Remodeling Revenue:
\$2,805,673
Number of Jobs: 57
Average Job Price: \$36,198

144. SCHORR CONSTRUCTION

Verona, WI

2015 Remodeling Revenue:
\$2,772,278
Number of Jobs: 47
Average Job Price: \$60,000

145. D'AMBRA CONSTRUCTION

Huntington Beach, CA

2015 Remodeling Revenue:
\$2,725,000
Number of Jobs: 25
Average Job Price: \$110,000

146. KLIETHERMES HOMES & REMODELING

Columbia, MO

2015 Remodeling Revenue:
\$2,718,467
Number of Jobs: 81
Average Job Price: \$33,561

60

147. FORWARD DESIGN BUILD

Ann Arbor, MI

2015 Remodeling Revenue:
\$2,704,668
Number of Jobs: 15
Average Job Price: \$180,000

50

148. AIM KITCHEN & BATH

Des Moines, IA

2015 Remodeling Revenue:
\$2,650,000
Number of Jobs: 115
Average Job Price: \$23,043

149. UNIPLEX CONSTRUCTION

Redmond, WA

2015 Remodeling Revenue:
\$2,616,516
Number of Jobs: 44
Average Job Price: \$59,466

50

150. SUSTAINABLE SOLUTIONS OF VIRGINIA

Harrisonburg, VA

2015 Remodeling Revenue:
\$2,597,968
Number of Jobs: 25
Average Job Price: \$103,918

151. DALE'S REMODELING

Salem, OR

2015 Remodeling Revenue:
\$2,590,883
Number of Jobs: 102
Average Job Price: \$25,400

152. BOARDWALK BUILDERS

Rehoboth Beach, DE

2015 Remodeling Revenue:
\$2,588,625
Number of Jobs: 62
Average Job Price: \$41,000

60

153. BOOHER REMODELING

Brownsburg, IN

2015 Remodeling Revenue:
\$2,562,755
Number of Jobs: 162
Average Job Price: \$15,819

154. OWINGS HOME SERVICES

Eldersburg, MD

2015 Remodeling Revenue:
\$2,559,642
Number of Jobs: 41
Average Job Price: \$55,560

50

155. ONE CALL SERVICES

Lewes, DE

2015 Remodeling Revenue:
\$2,558,622
Number of Jobs: 409
Average Job Price: \$6,255

156. KNOCKOUT RENOVATION SERVICES

New York, NY

2015 Remodeling Revenue:
\$2,530,000
Number of Jobs: 23
Average Job Price: \$110,000

50


GROWTH
Full-Service Remodeling

ConSpec Building Systems
Pasadena, CA • #270

From 2014 to 2015, ConSpec Building Systems more than doubled its annual remodeling revenue to \$1.25 million. According to owner Roger Krost, the secret is longevity in the field. "The longer and more consistently you deliver a product, the more successful you become," says Krost. Operating for 25 years, ConSpec has maintained that consistency by going above and beyond for each client, once researching how to remove a beached whale that washed ashore while working on a nearby home. "For the right kind of client, we'll do anything," Krost says. "We'll walk your dogs and remodel your house."

Though Krost also credits the addition of a new lead carpenter with contributing to the company's success, he keeps his operation lean, forgoing any office staff and completing most of that work himself. "I'm not paying for anything that's not making me money in return. I consider support staff to be superfluous sometimes."

Having doubled his revenue in one year, Krost is targeting a similar number for 2016, taking his time to adjust to the new volume and figuring out where he can take ConSpec in the future. "I'm trying to discover my comfort level," he says. "I'm trying to experiment with how much control I need to exert for that quality product."—Curtis Sprung

157. A.C. ERNST BUILDING CORP.

Oviedo, FL

2015 Remodeling Revenue: \$2,521,112
Number of Jobs: 338
Average Job Price: \$7,459

158. IRON RIVER CONSTRUCTION

Chaska, MN

2015 Remodeling Revenue: \$2,510,000
Number of Jobs: 135
Average Job Price: \$18,500

50

159. TRANSITIONS REMODELING

Farmington Hills, MI

2015 Remodeling Revenue: \$2,501,341
Number of Jobs: 170
Average Job Price: \$17,000

160. STARCOM DESIGN/ BUILD

Columbia, MD

2015 Remodeling Revenue: \$2,500,000
Number of Jobs: 40
Average Job Price: \$62,500

50

160. THE GARCILAZO GROUP

Vernon Hills, IL

2015 Remodeling Revenue: \$2,500,000
Number of Jobs: 98
Average Job Price: \$65,000

50

162. STRITE DESIGN + REMODEL

Boise, ID

2015 Remodeling Revenue: \$2,476,170
Number of Jobs: 42
Average Job Price: \$58,674

163. SOLEDAD BUILDERS

Austin, TX

2015 Remodeling Revenue: \$2,455,000
Number of Jobs: 8
Average Job Price: \$306,875

164. MARK IV BUILDERS

Cabin John, MD

2015 Remodeling Revenue: \$2,434,258
Number of Jobs: 20
Average Job Price: \$121,713

165. SOUTHLAND DEVELOPMENT SERVICES

Peachtree Corners, GA

2015 Remodeling Revenue: \$2,421,027
Number of Jobs: 58
Average Job Price: \$45,000

50

166. LIVING IMPROVEMENTS

Stafford, TX

2015 Remodeling Revenue: \$2,415,985
Number of Jobs: 99
Average Job Price: \$24,404

60

167. JR HAMMEL CONSTRUCTION SERVICES

Carrollton, TX

2015 Remodeling Revenue: \$2,413,836
Number of Jobs: 16
Average Job Price: \$150,865

168. BUILDING CO. NO. 7

Nashville, TN

2015 Remodeling Revenue: \$2,406,160
Number of Jobs: 13
Average Job Price: \$225,000

169. BAINE CONTRACTING

Point Pleasant, NJ

2015 Remodeling Revenue: \$2,396,395
Number of Jobs: 25
Average Job Price: \$95,000

50 60

170. NEIGHBORHOOD COMMERCIAL

Atlanta, GA

2015 Remodeling Revenue: \$2,395,481
Number of Jobs: 152
Average Job Price: \$15,800

171. PLATINUM REMODELING AND HANDYMAN SERVICES

Minneapolis, MN

2015 Remodeling Revenue: \$2,377,602
Number of Jobs: 67
Average Job Price: \$35,487

50

172. NEW ENGLAND DESIGN & CONSTRUCTION

Boston, MA

2015 Remodeling Revenue: \$2,360,000
Number of Jobs: 15
Average Job Price: \$150,000

50 60

173. FISCHER CONSTRUCTION

Los Angeles, CA

2015 Remodeling Revenue: \$2,344,308
Number of Jobs: 3
Average Job Price: \$1,054,481

174. KUHN CONSTRUCTION

Islip, NY

2015 Remodeling Revenue: \$2,331,556
Number of Jobs: 117
Average Job Price: \$14,850

50 60

175. DANIEL BUILDERS

Anderson, SC

2015 Remodeling Revenue: \$2,300,000
Number of Jobs: 75
Average Job Price: \$35,000

60

176. J BROTHERS HOME IMPROVEMENT

Maple Grove, MN

2015 Remodeling Revenue: \$2,294,801
Number of Jobs: 87
Average Job Price: \$26,000

60

177. D.R. DOMENICHINI CONSTRUCTION

San Martin, CA

2015 Remodeling Revenue: \$2,291,277
Number of Jobs: 73
Average Job Price: \$31,387

178. DISTEFANO BROTHERS CONSTRUCTION

Wakefield, RI

2015 Remodeling Revenue: \$2,250,000
Number of Jobs: 69
Average Job Price: \$33,000

50

179. JMC DEVELOPMENT

Parsippany, NJ

2015 Remodeling Revenue: \$2,222,120
Number of Jobs: 46
Average Job Price: \$48,307

50 60

180. PENN CONTRACTORS

Emmaus, PA

2015 Remodeling Revenue: \$2,220,643
Number of Jobs: 53
Average Job Price: \$41,630

60

181. THE CLEARY COMPANY

Columbus, OH

2015 Remodeling Revenue: \$2,209,600
Number of Jobs: 29
Average Job Price: \$76,193

50 60

182. KOWALSKI CONSTRUCTION

Phoenix, AZ

2015 Remodeling Revenue: \$2,198,000
Number of Jobs: 32
Average Job Price: \$7,725

183. PURPOSE DRIVEN RESTORATION

Elk River, MN

2015 Remodeling Revenue: \$2,183,400
Number of Jobs: 45
Average Job Price: \$41,344

184. MCBRIDE CONSTRUCTION

Petoskey, MI

2015 Remodeling Revenue: \$2,184,398
Number of Jobs: 59
Average Job Price: \$40,161

185. FEDERALIST BUILDERS

Washington, DC

2015 Remodeling Revenue: \$2,183,185
Number of Jobs: 35
Average Job Price: \$62,377

50

186. DIFABION REMODELING

Indian Trail, NC

2015 Remodeling Revenue: \$2,150,000
Number of Jobs: 32
Average Job Price: \$67,000

50

186. YORK ENTERPRISES

Tacoma, WA

2015 Remodeling Revenue: \$2,150,000
Number of Jobs: 115
Average Job Price: \$19,000

50

188. LENTON CO.

Palmdale, CA

2015 Remodeling Revenue: \$2,124,580
Number of Jobs: 55
Average Job Price: \$38,628

60

189. WADDEN CONSTRUCTION

Herndon, VA

2015 Remodeling Revenue:
\$2,112,123
Number of Jobs: 120
Average Job Price: \$17,601

190. GOLDEN RULE BUILDERS

Catlett, VA

2015 Remodeling Revenue:
\$2,100,000
Number of Jobs: 20
Average Job Price: \$105,000

50

190. RICK BRAUCHLER JR. & CO.

Clinton, CT

2015 Remodeling Revenue:
\$2,100,000
Number of Jobs: 24
Average Job Price: \$87,500

192. CROSSROADS CONTRACTING

Londonderry, NH

2015 Remodeling Revenue:
\$2,073,911
Number of Jobs: 52
Average Job Price: \$39,882

50

193. JOHN H. ALLEN CONSTRUCTION

Jackson, TN

2015 Remodeling Revenue:
\$2,071,239
Number of Jobs: 1,600
Average Job Price: \$1,295

194. ATLANTA DESIGN & BUILD

Marietta, GA

2015 Remodeling Revenue:
\$2,061,842
Number of Jobs: 26
Average Job Price: \$63,495

50 60

195. REMODELERS OF HOUSTON

Houston, TX

2015 Remodeling Revenue:
\$2,020,777
Number of Jobs: 13
Average Job Price: \$156,000

196. BENNETT BUILDERS & REMODELERS

Westlake, OH

2015 Remodeling Revenue:
\$2,010,655
Number of Jobs: 57
Average Job Price: \$35,275

197. KRAFTMASTER RENOVATIONS

Chatham, NJ

2015 Remodeling Revenue:
\$1,987,500
Number of Jobs: 30
Average Job Price: \$66,250

50

198. E.A. KNIGHT CONSTRUCTION

Carterville, IL

2015 Remodeling Revenue:
\$1,973,140
Number of Jobs: 349
Average Job Price: \$6,600

50 60

199. BAYBERRY BUILDING

Bozeman, MT

2015 Remodeling Revenue:
\$1,960,000
Number of Jobs: 15
Average Job Price: \$130,000

200. ALMAR BUILDING & REMODELING

Hanover, MA

2015 Remodeling Revenue:
\$1,959,133
Number of Jobs: 79
Average Job Price: \$24,799

50

201. HOME MASTERS

Las Vegas, NV

2015 Remodeling Revenue:
\$1,942,928
Number of Jobs: 155
Average Job Price: \$12,500

202. NEWDAY DEVELOPMENT

Sherman Oaks, CA

2015 Remodeling Revenue:
\$1,939,899
Number of Jobs: 20
Average Job Price: \$96,995

203. QUALITY P.M.

Delmar, NY

2015 Remodeling Revenue:
\$1,900,000
Number of Jobs: 28
Average Job Price: \$70,000

203. MCDOWELL REMODELING

St. Charles, IL

2015 Remodeling Revenue:
\$1,900,000
Number of Jobs: 111
Average Job Price: \$17,512

205. PIERPOINT CONSTRUCTION

Stafford, VA

2015 Remodeling Revenue:
\$1,875,000
Number of Jobs: 200
Average Job Price: \$25,000

50 60

206. ALL PRO BUILDERS

Fullerton, CA

2015 Remodeling Revenue:
\$1,872,458
Number of Jobs: 68
Average Job Price: \$27,000

50

207. APTER REMODELING/ CRAFTSMAN

Annapolis, MD

2015 Remodeling Revenue:
\$1,870,000
Number of Jobs: 46
Average Job Price: \$40,600

50 60

208. IMPERIAL KITCHENS AND BATHS

Brookfield, IL

2015 Remodeling Revenue:
\$1,860,077
Number of Jobs: 150
Average Job Price: \$12,638

50

209. DISTINCTIVE REMODELING SOLUTIONS

Roswell, GA

2015 Remodeling Revenue:
\$1,859,978
Number of Jobs: 18
Average Job Price: \$103,332

50 60

210. LINCORP

Washington, MI

2015 Remodeling Revenue:
\$1,856,120
Number of Jobs: 55
Average Job Price: \$70,000

50

211. E.D. ENTERPRISES

Arlington Heights, IL

2015 Remodeling Revenue:
\$1,852,001
Number of Jobs: 65
Average Job Price: \$28,492



VOLUME

Replacement Contractors

LeafFilter North

Hudson, OH • #3

It seems only appropriate that LeafFilter North sponsors a NASCAR team. Just like the crews in the pits, LeafFilter is all about being a well-oiled machine. "If a NASCAR team can't work together then the car doesn't go fast," says Matt Kaulig, company owner and president. "It's the same thing here." Just how fast does the LeafFilter team go? It racked up more than 30,000 jobs in 2015 across its 30 offices.

Given the company's sterling reputation, it's easy to see why customers flock to LeafFilter. It's been on Inc.'s 5000 Fastest Growing Companies for the last four years. It's top-rated on HomeAdvisor and it's a Plain Dealer Top Workplace at its headquarters in Hudson, Ohio. Several years ago, Kaulig says, LeafFilter made a change that's led to these accolades. Rather than distribute its product to franchises, LeafFilter became 100% factory direct for the ultimate in customer service. "We wanted control over the final product," he says.

But Kaulig says the real reason for the company's success is the caliber of people he hires—people who are attracted by LeafFilter's reputation. "We have people that believe in the company and the product and want to grow with us," he says. "When your team members have that passion, it transfers to the customer."—Gary Thill

212. REMODELING DESIGNS

Dayton, OH

2015 Remodeling Revenue:
\$1,807,659
Number of Jobs: 38
Average Job Price: \$47,570

213. WINTHORPE DESIGN & BUILD

Highland, MD

2015 Remodeling Revenue:
\$1,801,320
Number of Jobs: 18
Average Job Price: \$100,000

214. BEATTIE DEVELOPMENT

Cape Coral, FL

2015 Remodeling Revenue:
\$1,800,000
Number of Jobs: 28
Average Job Price: \$64,280

50

214. DREMODELING

Philadelphia, PA

2015 Remodeling Revenue:
\$1,800,000
Number of Jobs: 55
Average Job Price: \$35,000

50

216. SKYDELL CONTRACTING

Marville, NJ

2015 Remodeling Revenue:
\$1,797,639
Number of Jobs: 57
Average Job Price: \$31,537

50

217. GENEREVE CONSTRUCTION

Miami, FL

2015 Remodeling Revenue:
\$1,789,956
Number of Jobs: 7
Average Job Price: \$150,000

218. MEYER CONTRACTING

Maryland Heights, MO

2015 Remodeling Revenue:
\$1,779,367
Number of Jobs: 74
Average Job Price: \$24,045

219. TOTAL HOME CONSTRUCTION

Melville, NY

2015 Remodeling Revenue:
\$1,766,273
Number of Jobs: 180
Average Job Price: \$10,000

50

220. HDR REMODELING

Berkeley, CA

2015 Remodeling Revenue:
\$1,762,780
Number of Jobs: 35
Average Job Price: \$50,365

50

221. PRYOR CONSTRUCTION

Chicago, IL

2015 Remodeling Revenue:
\$1,760,000
Number of Jobs: 27
Average Job Price: \$65,000

222. VPC BUILDERS

Banner Elk, NC

2015 Remodeling Revenue:
\$1,750,000
Number of Jobs: 100
Average Job Price: \$17,500

223. DUNCAN'S BATH & KITCHEN CENTER

Poland, OH

2015 Remodeling Revenue:
\$1,725,833
Number of Jobs: 148
Average Job Price: \$11,700

224. SCHOLL CONSTRUCTION

Crystal Lake, IL

2015 Remodeling Revenue:
\$1,720,381
Number of Jobs: 20
Average Job Price: \$60,000

225. SCHULTE CONSTRUCTION

Seattle, WA

2015 Remodeling Revenue:
\$1,675,000
Number of Jobs: 19
Average Job Price: \$88,158

226. CRINER REMODELING

Newport News, VA

2015 Remodeling Revenue:
\$1,669,257
Number of Jobs: 35
Average Job Price: \$47,693

60

227. RED HOUSE REMODELING

West Des Moines, IA

2015 Remodeling Revenue:
\$1,658,052
Number of Jobs: 31
Average Job Price: \$58,579

50

228. DANIELS DESIGN AND REMODELING

Fairfax, VA

2015 Remodeling Revenue:
\$1,650,738
Number of Jobs: 16
Average Job Price: \$103,000

229. KREIDER & DILLER BUILDERS

Lancaster, PA

2015 Remodeling Revenue:
\$1,645,045
Number of Jobs: 26
Average Job Price: \$50,000

230. ENVISION DESIGN BUILD

Houston, TX

2015 Remodeling Revenue:
\$1,638,900
Number of Jobs: 5
Average Job Price: \$327,000

231. CLARK RENOVATIONS

Bethel Park, PA

2015 Remodeling Revenue:
\$1,627,922
Number of Jobs: 91
Average Job Price: \$32,000

232. VIRGINIA TRADITION BUILDERS

Richmond, VA

2015 Remodeling Revenue:
\$1,624,000
Number of Jobs: 46
Average Job Price: \$35,300

233. BUILDING LAB

Oakland, CA

2015 Remodeling Revenue:
\$1,615,000
Number of Jobs: 5
Average Job Price: \$150,000

50

234. MCHALES, KBA

Levittown, PA

2015 Remodeling Revenue:
\$1,600,000
Number of Jobs: 78
Average Job Price: \$20,000

235. QUALITY RENOVATIONS & HOME SERVICES

Berthoud, CO

2015 Remodeling Revenue:
\$1,598,354
Number of Jobs: 37
Average Job Price: \$41,875

60

236. PITTSBURGH REMODELING

Bethel Park, PA

2015 Remodeling Revenue:
\$1,586,890
Number of Jobs: 37
Average Job Price: \$42,889

237. MATERA BUILDERS

Ocean City, NJ

2015 Remodeling Revenue:
\$1,575,432
Number of Jobs: 45
Average Job Price: \$35,000

238. UPSCALE REMODELING

Freeville, NY

2015 Remodeling Revenue:
\$1,574,920
Number of Jobs: 62
Average Job Price: \$25,402

60

239. CBI REMODEL

Salem, OR

2015 Remodeling Revenue:
\$1,565,750
Number of Jobs: 65
Average Job Price: \$24,088

240. MISSION KITCHEN & BATH

Mission, AR

2015 Remodeling Revenue:
\$1,556,981
Number of Jobs: 72
Average Job Price: \$21,624

50

241. THE CASALI COMPANIES

Bethel, CT

2015 Remodeling Revenue:
\$1,550,523
Number of Jobs: 4
Average Job Price: \$387,500

242. BUILT SQUARE

Seattle, WA

2015 Remodeling Revenue:
\$1,546,314
Number of Jobs: 16
Average Job Price: \$97,760

243. PDQ CONSTRUCTION

Topeka, KS

2015 Remodeling Revenue:
\$1,534,536
Number of Jobs: 180
Average Job Price: \$8,525

244. CREATIVE PROPERTY RESTORATION

Houston, TX

2015 Remodeling Revenue:
\$1,530,000
Number of Jobs: 29
Average Job Price: \$53,512

50

245. LIV COMPANIES

Riverside, IL

2015 Remodeling Revenue:
\$1,528,600
Number of Jobs: 46
Average Job Price: \$33,000

50

246. VENTANA CONSTRUCTION

Seattle, WA

2015 Remodeling Revenue:
\$1,518,127
Number of Jobs: 24
Average Job Price: \$80,901

50

247. H&H BUILDERS

Denver, CO

2015 Remodeling Revenue:
\$1,512,589
Number of Jobs: 6
Average Job Price: \$294,000

50

248. ROCHMAN DESIGN BUILD

Ann Arbor, MI

2015 Remodeling Revenue:
\$1,512,467
Number of Jobs: 11
Average Job Price: \$137,497

50

249. BAILEY REMODELING

Louisville, KY

2015 Remodeling Revenue:
\$1,507,443
Number of Jobs: 30
Average Job Price: \$50,248

60

250. RYNE-WOOD BUILDERS

Muncie, IN

2015 Remodeling Revenue:
\$1,504,000
Number of Jobs: 100
Average Job Price: \$15,040

251. ALLOY ARCHITECTURE AND CONSTRUCTION

Charlottesville, VA

2015 Remodeling Revenue:
\$1,503,336
Number of Jobs: 13
Average Job Price: \$115,641

252. MP CONSTRUCTION & EXCAVATION

Mount Airy, MD

2015 Remodeling Revenue:
\$1,460,333
Number of Jobs: 34
Average Job Price: \$50,000

253. SOURIS RIVER DESIGNS

Minot, ND

2015 Remodeling Revenue:
\$1,452,437
Number of Jobs: 45
Average Job Price: \$32,276

254. NEW DIMENSION CONSTRUCTION

Millbrook, NY

2015 Remodeling Revenue:
\$1,429,000
Number of Jobs: 10
Average Job Price: \$142,900

255. PATHWAY DESIGN & CONSTRUCTION

Seattle, WA

2015 Remodeling Revenue:
\$1,427,850
Number of Jobs: 22
Average Job Price: \$68,000

50

256. LIBERTY HILL CONSTRUCTION

Bedford, NH

2015 Remodeling Revenue:
\$1,415,500
Number of Jobs: 35
Average Job Price: \$40,443

50

257. HOBART BUILDERS

Columbus, GA

2015 Remodeling Revenue:
\$1,413,827
Number of Jobs: 36
Average Job Price: \$39,273

258. CLASSIC REMODELING NW

Everett, WA

2015 Remodeling Revenue:
\$1,413,365
Number of Jobs: 47
Average Job Price: \$30,072

50

259. DREAMMAKER BATH & KITCHEN OF BAKERSFIELD

Bakersfield, CA

2015 Remodeling Revenue:
\$1,360,631
Number of Jobs: 48
Average Job Price: \$37,577

50

260. RIVERSIDE CONSTRUCTION

West Lafayette, IN

2015 Remodeling Revenue:
\$1,360,175
Number of Jobs: 47
Average Job Price: \$30,091

50

261. RENAISSANCE REMODELING

Boise, ID

2015 Remodeling Revenue:
\$1,358,337
Number of Jobs: 22
Average Job Price: \$61,742

50

262. UNLIMITED BUILDING SERVICES

Palatine, IL

2015 Remodeling Revenue:
\$1,346,521
Number of Jobs: 8
Average Job Price: \$168,315

263. BRIGHTON HOME PRODUCTS

Chicago, IL

2015 Remodeling Revenue:
\$1,338,875
Number of Jobs: 272
Average Job Price: \$4,922

264. KGT REMODELING

Naples, FL

2015 Remodeling Revenue:
\$1,333,890
Number of Jobs: 19
Average Job Price: \$70,205

265. COSELLO CONSTRUCTION

Cherry Hill, NJ

2015 Remodeling Revenue:
\$1,325,000
Number of Jobs: 50
Average Job Price: \$25,000

**LONGEVITY**
Full-Service Remodeling**Gruver Cooley**
Purcellville, Va. • #94

Founded in 1908, Gruver Cooley's secret to long-term success in its competitive market can be boiled down to two keys: adjusting to market changes and combining the strengths of different generations. The company started out building row homes in downtown DC, went to the suburbs for single-family and custom jobs, then moved into remodeling as space for new construction decreased, says Jill Gruver, COO and wife of firm president Chip Gruver. "We were following the demand."

Now the company is expanding its interior design services as Jill and Chip's daughter Cathleen, who holds a master's degree in interior design, enters the business. "It's helpful to have a designer who works with [clients] from day one, so it's really a comprehensive approach," says Gruver. It's just the latest example of Gruver Cooley blending fresh ideas with experienced leadership, which Gruver says strengthens the team's edge. One lesson that's consistently passed down is the company's core values: quality, craftsmanship, and integrity, Gruver says. "We take a lot of pride in that."—*Laura McNulty*

REPLACEMENT CONTRACTORS

Unlike their counterparts on the full-service list, replacement or specialty contractors typically focus on a discrete element of home improvement, like roofing or siding. Though the per-job revenue is less, they do more projects annually—many of the biggest firms on our list did well over 1,000 jobs last year.

1. WINDOW WORLD

North Wilkesboro, NC

2015 Home Improvement Revenue: \$579,000,000
Number of Jobs: 174,750
Size of Average Sale: \$3,315

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2. SYSTEM PAVERS

Santa Ana, CA

2015 Home Improvement Revenue: \$95,437,310
Number of Jobs: 5,596
Size of Average Sale: \$17,055

60

3. LEAFFILTER NORTH

Hudson, OH

2015 Home Improvement Revenue: \$87,858,438
Number of Jobs: 30,618
Size of Average Sale: \$2,800

4. CASTLE WINDOWS

Mount Laurel, NJ

2015 Home Improvement Revenue: \$73,126,587
Number of Jobs: 12,053
Size of Average Sale: \$6,067

60

5. 1-800-HANSONS

Troy, MI

2015 Home Improvement Revenue: \$67,625,166
Number of Jobs: 8,150
Size of Average Sale: \$8,300

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6. WINDOW NATION

Fulton, MD

2015 Home Improvement Revenue: \$58,574,150
Number of Jobs: 7,506
Size of Average Sale: \$7,803

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7. THOMPSON CREEK WINDOW

Lanham, MD

2015 Home Improvement Revenue: \$57,900,000
Number of Jobs: 8,378
Size of Average Sale: \$7,025

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8. WINDOW WORLD OF BATON ROUGE

Baton Rouge, LA

2015 Home Improvement Revenue: \$52,568,348
Number of Jobs: 14,937
Size of Average Sale: \$3,519

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9. UNIVERSAL WINDOWS DIRECT

Oakwood Village, OH

2015 Home Improvement Revenue: \$51,924,479
Number of Jobs: 7,112
Size of Average Sale: \$7,300

10. STATEWIDE REMODELING

DFW Airport, TX

2015 Home Improvement Revenue: \$44,577,974
Number of Jobs: 3,581
Size of Average Sale: \$12,448

11. FLORIDA HOME-IMPROVEMENT ASSOCIATES

Hollywood, FL

2015 Home Improvement Revenue: \$39,658,212
Number of Jobs: 2,424
Size of Average Sale: \$16,500

12. AMERICAN VISION WINDOWS

Simi Valley, CO

2015 Home Improvement Revenue: \$39,515,492
Number of Jobs: 6,585
Size of Average Sale: \$6,000

13. COMFORT WINDOWS

Syracuse, NY

2015 Home Improvement Revenue: \$31,927,313
Number of Jobs: 5,751
Size of Average Sale: \$5,447

14. NEWSOUTH WINDOW SOLUTIONS

Tampa, FL

2015 Home Improvement Revenue: \$31,064,886
Number of Jobs: 2,485
Size of Average Sale: \$12,500

60

15. BONE DRY ROOFING

Indianapolis, IN

2015 Home Improvement Revenue: \$30,000,000
Number of Jobs: 5,000
Size of Average Sale: \$6,000

16. K-DESIGNERS

Gold River, CA

2015 Home Improvement Revenue: \$28,981,499
Number of Jobs: 2,871
Size of Average Sale: \$10,095

17. LONG FENCE AND HOME

Beltsville, MD

2015 Home Improvement Revenue: \$27,064,878
Number of Jobs: 2,585
Size of Average Sale: \$10,471

18. PJ FITZPATRICK

New Castle, DE

2015 Home Improvement Revenue: \$24,516,145
Number of Jobs: 2,031
Size of Average Sale: \$9,930

60

19. RENEWAL BY ANDERSEN OF CENTRAL PA

Mechanicsburg, PA

2015 Home Improvement Revenue: \$24,419,467
Number of Jobs: 2,208
Size of Average Sale: \$11,059

20. REBORN CABINETS

Anaheim, CA

2015 Home Improvement Revenue: \$23,887,312
Number of Jobs: 1,775
Size of Average Sale: \$13,457

50

21. WIN-DOR

Brea, CA

2015 Home Improvement Revenue: \$22,532,276
Number of Jobs: 4,219
Size of Average Sale: \$5,341

22. WOODBRIDGE HOME EXTERIORS

Dallas, TX

2015 Home Improvement Revenue: \$22,468,378
Number of Jobs: 2,226
Size of Average Sale: \$9,972

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LONGEVITY Replacement Contractors

William C. Rott & Son
Tonawanda, NY • #98

At this 107-year-old roofing company, focusing on quality is a family tradition. Founded by general manager Steven Rott's great-grandfather as a full-service builder and remodeler, the work has changed over the years, but not the commitment to excellence. "We want to be what we say we are," says Rott, "and that's people who care about doing a good job and taking care of people."

To keep its work consistent and eliminate insurance concerns, the company never uses subcontractors. "It's a worry-free job, at all levels," Rott says. That includes after the work is complete; William C. Rott & Son offers a 20-year transferable workmanship warranty, more comprehensive than standard shingle warranties, Rott notes. "Even if the warranty is expired but maybe there's a minor leak, we'll go out and reseal something."

The company is inspired by previous generations, but it isn't stuck in the past. "There's always room to improve, so we're really paying attention to where our gaps are," Rott says. This has led to an increase in positive word in mouth over the past year, he says, contributing to the company's growth. To keep up the trend, the firm is making creative marketing a priority, as well as introducing a "roof tune-up" service and exploring the possibilities of solar installation.—Laura McNulty

23. MAD CITY ROOFING

Madison, WI

2015 Home Improvement Revenue: \$22,065,400
Number of Jobs: 2,304
Size of Average Sale: \$10,029

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24. AMERICA'S WINDOW

Borden, IN

2015 Home Improvement Revenue: \$22,048,060
Number of Jobs: 3,171
Size of Average Sale: \$8,000

25. PARAMOUNT BUILDERS

Virginia Beach, VA

2015 Home Improvement Revenue: \$21,725,466
Number of Jobs: 2,426
Size of Average Sale: \$8,955

26. AMERICAN EXTERIORS

Greenwood Village, CO

2015 Home Improvement Revenue: \$20,276,993
Number of Jobs: 3,500
Size of Average Sale: \$9,500

27. WESTERN PRODUCTS

Fargo, ND

2015 Home Improvement Revenue: \$20,256,039
Number of Jobs: 3,293
Size of Average Sale: \$13,000

50

28. WEST SHORE

Mechanicsburg, PA

2015 Home Improvement Revenue: \$19,192,405
Number of Jobs: 2,404
Size of Average Sale: \$7,981

29. WEATHER TITE WINDOWS

Tampa, FL

2015 Home Improvement Revenue: \$18,948,000
Number of Jobs: 4,450
Size of Average Sale: \$4,258

30. AMERICAN HOME DESIGN

Goodlettsville, TN

2015 Home Improvement Revenue: \$18,763,474
Number of Jobs: 1,844
Size of Average Sale: \$10,175

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31. GUTTER HELMET BY HARRY HELMET

Millersville, MD

2015 Home Improvement Revenue: \$18,562,000
Number of Jobs: 5,450
Size of Average Sale: \$3,400

32. DIGIORGI ROOFING & SIDING

Beacon Falls, CT

2015 Home Improvement Revenue: \$18,221,441
Number of Jobs: 2,194
Size of Average Sale: \$8,300

33. PRAIRIE HOME ALLIANCE

Washington, IL

2015 Home Improvement Revenue: \$17,823,322
Number of Jobs: 2,420
Size of Average Sale: \$7,365

34. S&K ROOFING, SIDING AND WINDOWS

Eldersburg, MD

2015 Home Improvement Revenue: \$16,793,344
Number of Jobs: 3,230
Size of Average Sale: \$5,200

35. CHESTERFIELD FENCE AND DECK COMPANY

Chesterfield, MO

2015 Home Improvement Revenue: \$16,784,878
Number of Jobs: 2,656
Size of Average Sale: \$6,648

36. C&L WARD

Davison, MI

2015 Home Improvement Revenue: \$16,645,239
Number of Jobs: 1,741
Size of Average Sale: \$9,560

37. MAX HOME

New Orleans, LA

2015 Home Improvement Revenue: \$16,353,327
Number of Jobs: 1,666
Size of Average Sale: \$11,080

60

38. HOME PERFORMANCE ALLIANCE

St. Petersburg, FL

2015 Home Improvement Revenue: \$15,043,522
Number of Jobs: 1,217
Size of Average Sale: \$12,000

39. MIDTOWN HOME IMPROVEMENTS

O'Fallon, MO

2015 Home Improvement Revenue: \$14,473,882
Number of Jobs: 1,170
Size of Average Sale: \$11,000

40. PRINCE WILLIAM HOME IMPROVEMENT

Woodbridge, VA

2015 Home Improvement Revenue: \$13,125,632
Number of Jobs: 884
Size of Average Sale: \$14,644

41. WHITE ALUMINUM AND WINDOWS

Leesburg, FL

2015 Home Improvement Revenue: \$13,000,000
Number of Jobs: 3,600
Size of Average Sale: \$4,000

50

42. WOODS BASEMENT SYSTEMS

Collinsville, IL

2015 Home Improvement Revenue: \$12,890,000
Number of Jobs: 1,508
Size of Average Sale: \$7,100

43. AMERICAN DESIGN AND BUILD

Bel Air, MD

2015 Home Improvement Revenue: \$12,534,148
Number of Jobs: 710
Size of Average Sale: \$21,500

50

44. WEATHER TIGHT CORPORATION

West Allis, WI

2015 Home Improvement Revenue: \$11,874,437
Number of Jobs: 1,414
Size of Average Sale: \$9,773

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45. ALL COUNTY EXTERIORS

Lakewood, NJ

2015 Home Improvement Revenue: \$11,500,000
Number of Jobs: 1,200
Size of Average Sale: \$9,500

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46. FRANZOSO CONTRACTING

Croton-on-Hudson, NY

2015 Home Improvement Revenue: \$11,395,828
Number of Jobs: 1,296
Size of Average Sale: \$8,793



GROWTH Replacement Contractors

NewSouth Window Solutions
Tampa, FL • #14

After five years in business, NewSouth Window Solutions has skyrocketed to 14th on our list, the only firm younger than 10 years old in the top 25. Part of that success is the leadership team of Dan Ochstein and Earl Rahn, and marketing director Amy Rahn, all veterans of the field. Now they've succeeded with a brand-new business plan and product.

"Customer service sells," says Earl Rahn. "So does the allure of true factory-direct windows. Nobody touches the window but us." That was a fairly new concept in Florida when the company started; Rahn estimates it's the largest factory-direct window and door manufacturer in the state. But its success comes from its product as much as its business plan. "Our goal is to develop, manufacture, and install the Florida window," says Rahn. Already in Tampa, Orlando, Sarasota, and West Palm Beach, NewSouth is targeting Fort Lauderdale for future expansion.—Curtis Sprung

47. EXOVATIONS

Cumming, GA

2015 Home Improvement Revenue:
\$10,803,092
Number of Jobs: 876
Size of Average Sale: \$12,332

50 60

48. APPLEBY SYSTEMS

York, PA

2015 Home Improvement Revenue:
\$10,482,876
Number of Jobs: 897
Size of Average Sale: \$9,500

49. SUNTEC SOLAR ENERGY

Clearwater, FL

2015 Home Improvement Revenue:
\$10,366,258
Number of Jobs: 748
Size of Average Sale: \$13,000

50. ABC SEAMLESS OF FARGO

Fargo, ND

2015 Home Improvement Revenue:
\$10,117,910
Number of Jobs: 1,792
Size of Average Sale: \$6,881

51. EURO-TECH

Bensenville, IL

2015 Home Improvement Revenue:
\$9,673,840
Number of Jobs: 1,106
Size of Average Sale: \$8,731

50

**52. SOUTHWEST EXTERIORS
AND RENEWAL BY ANDERSEN
OF SAN ANTONIO**

San Antonio, TX

2015 Home Improvement Revenue:
\$9,210,000
Number of Jobs: 630
Size of Average Sale: \$14,619

60

53. CHAMPION ROOFING

Bensenville, IL

2015 Home Improvement Revenue:
\$9,200,000
Number of Jobs: 800
Size of Average Sale: \$8,000

**54. DURANTE HOME
EXTERIORS**

Irondale, AL

2015 Home Improvement Revenue:
\$9,194,482
Number of Jobs: 656
Size of Average Sale: \$14,016

50

55. HULLCO

Chattanooga, TN

2015 Home Improvement Revenue:
\$8,805,638
Number of Jobs: 947
Size of Average Sale: \$9,298

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56. INSTALL AMERICA

Mohnton, PA

2015 Home Improvement Revenue:
\$8,307,867
Number of Jobs: 1,052
Size of Average Sale: \$7,898

57. BRENNAN ENTERPRISES

Arlington, TX

2015 Home Improvement Revenue:
\$8,056,224
Number of Jobs: 1,037
Size of Average Sale: \$7,768

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58. SUPERIORPRO EXTERIORS

Marietta, GA

2015 Home Improvement Revenue:
\$8,000,000
Number of Jobs: 1,359
Size of Average Sale: \$6,383

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59. HOME TOWN RESTYLING

Hiawatha, IA

2015 Home Improvement Revenue:
\$7,634,607
Number of Jobs: 676
Size of Average Sale: \$11,293

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60. MODERN REMODELING

Manassas, VA

2015 Home Improvement Revenue:
\$7,353,792
Number of Jobs: 371
Size of Average Sale: \$20,000

**61. BOCA VENTURES
DBA BATH FITTER**

Mountlake Terrace, WA

2015 Home Improvement Revenue:
\$7,292,467
Number of Jobs: 1,719
Size of Average Sale: \$4,242

**62. HARDY WINDOW
COMPANY**

Anaheim, CA

2015 Home Improvement Revenue:
\$7,167,538
Number of Jobs: 3,960
Size of Average Sale: \$7,500

63. ONE DAY ROOFING

Greenbelt, MD

2015 Home Improvement Revenue:
\$7,120,984
Number of Jobs: 569
Size of Average Sale: \$12,514

64. CLOSET AMERICA

Lanham, MD

2015 Home Improvement Revenue:
\$7,072,766
Number of Jobs: 1,421
Size of Average Sale: \$4,926

50 60

**65. FRONTIER BASEMENT
SYSTEMS**

Clarksville, TN

2015 Home Improvement Revenue:
\$7,065,787
Number of Jobs: 1,002
Size of Average Sale: \$7,314

66. THE ACRI COMPANY

Milan, IL

2015 Home Improvement Revenue:
\$6,995,839
Number of Jobs: 821
Size of Average Sale: \$8,521

67. EXTERIOR MEDICS

Springfield, VA

2015 Home Improvement Revenue:
\$6,871,000
Number of Jobs: 1,150
Size of Average Sale: \$6,687

50 60

68. ONE WEEK BATH

Van Nuys, CA

2015 Home Improvement Revenue:
\$6,779,407
Number of Jobs: 242
Size of Average Sale: \$28,000

**69. SCHMIDT SIDING
& WINDOW**

Mankato, MN

2015 Home Improvement Revenue:
\$6,602,862
Number of Jobs: 1,850
Size of Average Sale: \$3,570

50

**70. PEORIA SIDING &
WINDOW COMPANY**

Washington, IL

2015 Home Improvement Revenue:
\$6,585,746
Number of Jobs: 737
Size of Average Sale: \$8,936

**71. YANKEE HOME
IMPROVEMENT**

Chicopee, MA

2015 Home Improvement Revenue:
\$6,366,100
Number of Jobs: 657
Size of Average Sale: \$9,689

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72. QUILLEN BROS.

Bryan, OH

2015 Home Improvement Revenue:
\$6,196,275
Number of Jobs: 893
Size of Average Sale: \$6,938

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**73. CAROLINA HOME
REMODELING**

Charlotte, NC

2015 Home Improvement Revenue:
\$6,024,329
Number of Jobs: 614
Size of Average Sale: \$9,800

74. ROGERS ROOFING

Hammond, IN

2015 Home Improvement Revenue:
\$5,952,091
Number of Jobs: 849
Size of Average Sale: \$7,010

50

**75. CAROLINA WINDOWS
& DOORS**

Greenville, NC

2015 Home Improvement Revenue:
\$5,871,317
Number of Jobs: 782
Size of Average Sale: \$7,200

**76. FREY CONSTRUCTION
& HOME IMPROVEMENT**

Prairie du Sac, WI

2015 Home Improvement Revenue:
\$5,693,132
Number of Jobs: 757
Size of Average Sale: \$7,641

50

**77. POND ROOFING
& EXTERIORS**

Fairfax, VA

2015 Home Improvement Revenue:
\$5,690,484
Number of Jobs: 972
Size of Average Sale: \$5,854

78. CHAPMAN WINDOWS & DOORS

West Chester, PA

2015 Home Improvement Revenue: \$5,621,849
Number of Jobs: 932
Size of Average Sale: \$6,000

79. MILLER CUSTOM EXTERIORS

Fredericksburg, OH

2015 Home Improvement Revenue: \$5,510,000
Number of Jobs: 528
Size of Average Sale: \$11,360

80. RAINIER VIEW CONSTRUCTION & ROOFING

Enumclaw, WA

2015 Home Improvement Revenue: \$5,500,000
Number of Jobs: 340
Size of Average Sale: \$20,000

81. AHT WISCONSIN WINDOWS

Clintonville, WI

2015 Home Improvement Revenue: \$5,473,441
Number of Jobs: 663
Size of Average Sale: \$8,255

82. LAKESIDE EXTERIORS

Chesterfield, MO

2015 Home Improvement Revenue: \$5,171,207
Number of Jobs: 382
Size of Average Sale: \$13,935

50 60

83. BUDGET EXTERIORS

Bloomington, MN

2015 Home Improvement Revenue: \$5,165,158
Number of Jobs: 1,105
Size of Average Sale: \$6,100

84. FICK BROS ROOFING & EXTERIOR REMODELING

Baltimore, MD

2015 Home Improvement Revenue: \$5,018,403
Number of Jobs: 1,000
Size of Average Sale: \$5,000

50 60

85. THE BOARD STORE HOME IMPROVEMENTS

La Crosse, WI

2015 Home Improvement Revenue: \$4,957,947
Number of Jobs: 731
Size of Average Sale: \$6,500

50 60

86. PARADISE DECKS AND SPAS

San Antonio, TX

2015 Home Improvement Revenue: \$4,895,750
Number of Jobs: 612
Size of Average Sale: \$8,000

87. MIDWEST CONSTRUCTION & SUPPLY

Mason City, IA

2015 Home Improvement Revenue: \$4,595,006
Number of Jobs: 446
Size of Average Sale: \$10,302

50

88. K P ENTERPRISES

Knoxville, TN

2015 Home Improvement Revenue: \$4,554,057
Number of Jobs: 407
Size of Average Sale: \$11,189

89. NEW YORK SASH

Whitesboro, NY

2015 Home Improvement Revenue: \$4,537,009
Number of Jobs: 719
Size of Average Sale: \$5,828

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90. ALASKA TREELINE

Anchorage, AK

2015 Home Improvement Revenue: \$4,393,597
Number of Jobs: 412
Size of Average Sale: \$11,000

91. RENEWAL BY ANDERSEN OF NORTHEASTERN WI

Kaukauna, WI

2015 Home Improvement Revenue: \$4,280,332
Number of Jobs: 386
Size of Average Sale: \$11,089

92. MONTELL CONSTRUCTION

Grand Rapids, MI

2015 Home Improvement Revenue: \$4,269,579
Number of Jobs: 285
Size of Average Sale: \$14,981

93. OPAL ENTERPRISES

Naperville, IL

2015 Home Improvement Revenue: \$4,208,122
Number of Jobs: 214
Size of Average Sale: \$19,664

50 60

94. PORCH CONVERSION

Wilmington, NC

2015 Home Improvement Revenue: \$4,200,000
Number of Jobs: 452
Size of Average Sale: \$10,600

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95. PHIL BEAULIEU & SONS HOME IMPROVEMENT

Chicopee, MA

2015 Home Improvement Revenue: \$4,108,869
Number of Jobs: 507
Size of Average Sale: \$8,100

96. ALL-WEATHER SEAL OF WEST MICHIGAN

Lowell, MI

2015 Home Improvement Revenue: \$4,100,000
Number of Jobs: 440
Size of Average Sale: \$9,319

97. TITAN SUNROOMS

Gulf Breeze, FL

2015 Home Improvement Revenue: \$3,987,000
Number of Jobs: 400
Size of Average Sale: \$10,000

98. WILLIAM C. ROTT & SON

Tonawanda, NY

2015 Home Improvement Revenue: \$3,900,000
Number of Jobs: 550
Size of Average Sale: \$7,100

99. TWIN CITIES SIDING PROFESSIONALS

St. Paul, MN

2015 Home Improvement Revenue: \$3,896,169
Number of Jobs: 150
Size of Average Sale: \$25,975

50 60

100. NEW JERSEY SIDING & WINDOWS

Randolph, NJ

2015 Home Improvement Revenue: \$3,825,010
Number of Jobs: 453
Size of Average Sale: \$9,064



REVENUE

Replacement Contractors

Window World

North Wilkesboro, NC • #1

Being a top revenue producer is nothing new for Window World. But how the company achieved that milestone this year is different. For years, Window World's revenue was tied to one thing: topline unit sales, says company president Steve Kamody. But with a cooling economy, those sales have plateaued. So Window World found two new ways to grow sales: raising prices and diversifying its product mix. For price increases, Kamody says, Window World asked all store managers to take a hard look at their margins and their market. "We felt a lot of our stores were leaving money on the table."

Then Window World went to its product suppliers to see where it could expand sales. The company is now pushing entry doors, garage doors, and stone siding. It's even considering roofing. "Our ultimate goal is to offer the homeowner the entire exterior envelope," Kamody says.

But what hasn't changed, he adds, is commitment to customer service. Ultimately that's what will keep revenue strong year after year. "A lot of competitors are very aggressive on the front end, and once they have the sale they move on," Kamody says. "We want to build long-term relationships with our customers so they call us back when they're ready for another remodel and refer to us others. That type of goodwill grows exponentially."—Gary Thill

Inside the Remodeling 550 Numbers

Full-service firms and replacement contractors vary dramatically in size and style. Here's what their collective numbers tell us about the state of our industry. / by Craig Webb

Hope springs eternal for remodelers: Once again, their actual growth as a group in 2015 fell short of what they collectively forecast they'd do. The top 100 full-service remodelers this year who also took part in last year's survey had forecast in 2014 that their remodeling revenue would rise 12.4% in 2015. But this year, when we asked those companies to report their actual performance in 2015, the numbers they provided indicated only an 8.8% gain.

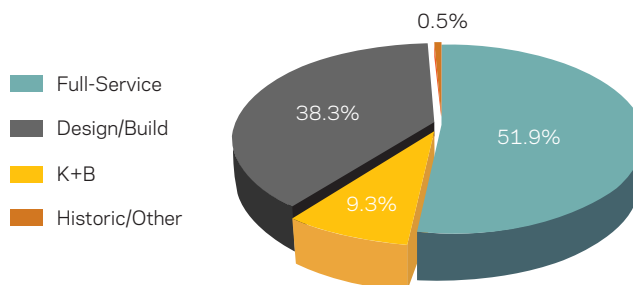
Replacement contractors did better. The top 50 firms taking part both years had predicted a 7.8% rise in revenue in 2015 from 2014. Their actual gain was 7.3%.

The real results may trail the forecasts, but growth in the upper single digits is still worth applauding, particularly given the sales setbacks that remodelers have suffered in previous years. And such growth will be missed this year, at least for the 345 firms on this year's list of full-service remodelers. They predict their revenues will rise just 4.9% in 2016 from 2015, and for the 100 biggest companies the growth forecast is just 1.3%.

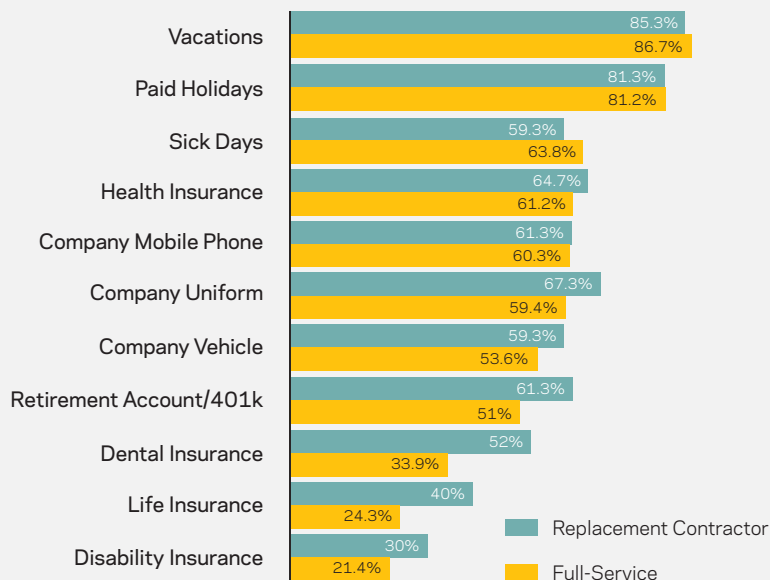
Replacement contractors have a rosier outlook: The 150 firms on this year's list collectively predict that this year they will record a 16.6% gain over 2015's showing.

All told, the full-service and replacement contractor firms reported \$3.85 billion worth of sales in 2015, of which \$1.47 billion was done by full-service and \$2.38 billion went to replacement contractors. Collectively, those businesses did just under 500,000 jobs—438,120 in the replacement contractor sector and 60,874 by full-service firms.

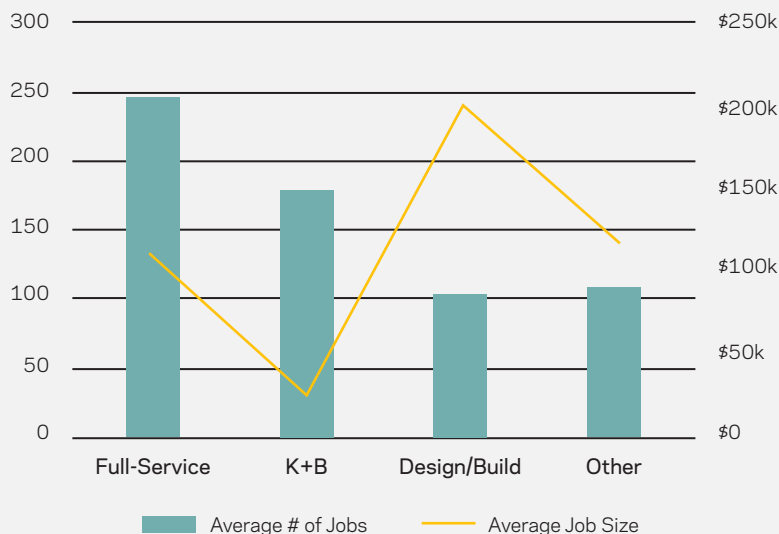
FULL-SERVICE FIRMS BY PRIMARY SERVICE OFFERED



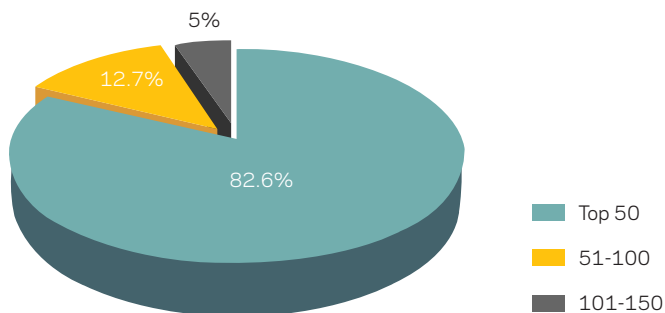
BENEFITS OFFERED



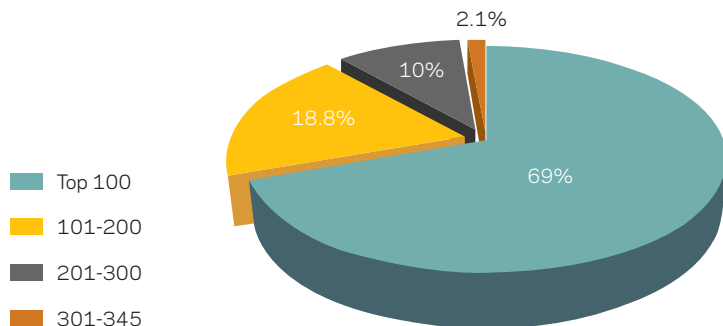
AVERAGE NUMBER OF JOBS AND JOB SIZE, FULL-SERVICE FIRMS



REPLACEMENT CONTRACTORS BY SHARE OF ALL REVENUE



FULL-SERVICE REMODELERS BY SHARE OF ALL REVENUE



This remains a top-heavy business: Among the full-service firms, the top 10 companies account for 22% of the entire group's revenue. The top 100 garner 69% of the total. Replacement contractors are even more concentrated, with the 10 biggest firms on the 150-member list claiming 49.1% of all revenue and the top 50 firms accounting for 82.6% of all sales.

The full-service group generally breaks three ways: 52% are general contractors who do an average of 247 jobs a year, at an average job size of \$109,941. Design/build firms account for another 38% of the total and do an average of just 104 jobs per year, but their average job size was \$199,482. And all but two of the rest were kitchen and bath specialists, who averaged 180 projects annually with an average job size of \$26,613.

Design/build firms predicted the least revenue growth this year, forecasting just a 2.5% increase. In contrast, the general contractors said their sales for 2016 should show a 7.6% improvement from 2015; meanwhile, K+B businesses were a comparative rocket, predicting an ambitious 18.7% gain.

In general, replacement contractors spent three times as much of their revenue on marketing than full-service remodelers did—an average of 9.7% of revenues for replacement contractors vs. 3.3% for full-service firms. But within those groups, the numbers differed dramatically. For instance, the top 10 full-service firms said they spent an average of 5.9% of revenues on marketing. Among the top 10 replacement contractors, it was 14.5%.

We also asked replacement contractors to list their top three lead sources. Previous and repeat customers finished first, cited by 34% of respondents, followed by referrals at 30.7%, and events/home shows at 30%.

With regard to benefits offered, year-to-year comparisons in the full-service group are a bit tricky because a couple dozen firms are on the list this year that weren't among the companies last year. That said, this year's businesses are a couple of percentage points more likely to offer perks like vacations (88.6% do), health insurance (63.1%), and dental insurance (35.4%).

Replacement contractors showed a similar tendency toward being slightly more generous with benefits. The top perks were vacation time (85.3% provide it) and paid holidays (81.3%). Speaking medically, health insurance is offered by 64.7% of the 150 replacement contractors, while 52% have dental insurance.