

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	✓	

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REMODELING 550

NO.	COMPANY NAME	LOCATION	2014 REMODELING REVENUE	NO. OF JOBS	AVERAGE JOB PRICE	2015 REVENUE*	BUSINESS FOCUS	BIG 50	GQ SERVICE AWARD
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		

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
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	✓	

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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

REMODELING 550

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	Ivylnd, 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		

REMODELING 550

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

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