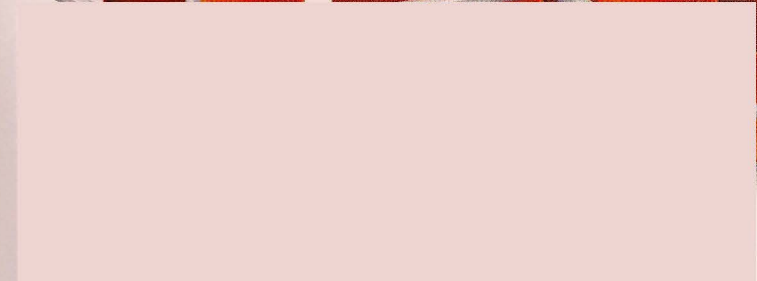


remodeling

YOUR TOOLBOX FOR SUCCESS



OUR ANNUAL LIST OF THE NATION'S BIGGEST HOME IMPROVEMENT COMPANIES



PRESENTING THE

remodeling

550

The biggest remodeling companies in the U.S. reveal their sales, jobs, and prospects

Few industry pyramids have as wide a base and narrow a top as remodeling. Census reports suggest that two-thirds of America's roughly 650,000 remodelers are self-employed. Only 90,000 companies of any size have a payroll. And if past trends hold, no more than one out of six of those take in a million dollars a year.

The 550 companies on this year's list occupy the very top of the pyramid. For the vast majority of them, 2013 was a decent year and 2014 looks to be a great one. Revenue for full-service companies dipped just 0.3% from 2012 to total \$1.09 billion, but those same companies are looking for a 35% revenue rise this year to \$1.48 billion. Replacement contractors did much better, having gone up 8.1% last year to hit \$2.35 billion, but they are a tad less optimistic about this year, predicting an 11.9% gain.

Many full-service remodelers would rather have a few big-dollar projects than a host of small-dollar ones. Our latest numbers indicate that the average value of a job has continued to drop since 2010 and is far lower than it was when the housing market was at its peak. But at least the number of jobs rose again.

Our 550 consists of four lists. The first shows full-service remodelers—general contractors who typically focus on home additions and alterations. Then we list replacement contractors, who usually specialize in exterior home components such as roofing or siding. The list of insurance restoration businesses tracks companies that rebuild homes following fire, flood, or other disaster, with insurers footing the bill. And, finally, there are franchise operations. Companies such as CertaPro Painters or Re-Bath can be a point of entry for entrepreneurs who lack construction experience or, in some cases, a sideline for established remodelers or tradesmen.

HOW WE DID IT

Data for the list came primarily from a Web-based survey we developed. Project manager Amy Wiersum led the effort, while intern Chelsea Blahut did much of the cleanup and data analysis. The Farnsworth Group, a consultancy and business-data collection provider in Indianapolis, programmed and hosted the survey and compiled the data. Additional information was obtained by REMODELING editors through survey mailings, phone calls, and public sources.

Full-Service Remodelers

These are general contractors whose forte is typically additions and alterations. Often they'll also build a whole house for you; in fact the remodeling revenue shown here represents only 75% of the total sales these businesses recorded. You also will find them doing handyman work, either in their core business or as part of a side venture; a total of 125 firms in this group did, and that revenue is included. The 300 companies on this year's list took in a collective \$1.09 billion last year from 49,209

jobs. That's about 164 projects per firm, though the range went from two jobs to 2,400. The average project for all 300 brought in \$22,199, but once again the ranges were enormous: from \$729,000 down to just \$1,200. All but about 20 said that they did whole-house remodels and kitchen/bath work. Two-thirds worked on basements, half did sunrooms, and one-third offered energy upgrades. They expect their remodeling income to rise 35% next year, to \$1.48 billion.

NO.	COMPANY NAME	LOCATION	2013 REVENUE	NO. OF JOBS	AVERAGE JOB SIZE	2014 PROJECTED REVENUE	TYPE OF WORK
1	Alure Home Improvements	East Meadow, N.Y.	\$43,223,437	1,827	\$23,658	\$45,000,000	wh • kb • bt • a • sr • h
2	Greater Dayton Construction	Beavercreek, Ohio	27,832,561	889	31,308	25,000,000	wh • kb • bt • a • sr
3	Case Design/Remodeling	Bethesda, Md.	26,100,000	2,012	12,972	27,700,000	wh • kb • bt • a • sr • h
4	Neil Kelly Co.	Portland, Ore.	22,672,245	830	27,316	27,925,000	wh • kb • bt • a • sr • h • o
5	Normandy Remodeling	Hinsdale, Ill.	21,532,734	215	100,152	22,000,000	wh • kb • bt • a
6	South Pointe Equities	Murrieta, Calif.	19,632,987	33	594,939	20,000,000	wh
7	BOWA	McLean, Va.	19,624,000	45	436,089	25,100,000	wh • kb • bt • a • sr • o
8	F.H. Perry Builder	Hopkinton, Mass.	18,616,737	136	136,888	23,490,000	wh • kb • bt • a • h
9	Allen Construction	Santa Barbara, Calif.	18,031,142	257	70,160	21,000,000	wh • kb • bt • a • sr • h • o
10	Croom Construction Co.	Vero Beach, Fla.	16,122,758	37	435,750	10,500,000	wh • kb • a • sr • e • h • o
11	Gardner/Fox Associates	Bryn Mawr, Pa.	15,463,342	341	45,347	18,000,000	wh • kb • bt • a • sr
12	McCutcheon Construction	Berkeley, Calif.	13,459,432	55	244,717	11,700,000	wh • kb • bt • a • sr • h
13	Cape Associates	Eastham, Mass.	12,592,600	1,423	8,849	11,675,000	wh • kb • bt • a • sr • h • o
14	Jackson & LeRoy	Salt Lake City	12,393,531	17	729,031	14,210,000	wh • kb • bt • a
15	DD Ford Construction	Santa Barbara, Calif.	11,620,000	16	726,250	11,796,000	wh • kb • a • e • h
16	A&I Fire and Water Restoration	Myrtle Beach, S.C.	11,550,000	847	13,636	15,000,000	o
17	Marrokal Design & Remodeling	San Diego	11,112,514	83	133,886	11,500,000	wh • kb • bt • a • o
18	Mosby Building Arts	St. Louis	10,313,219	477	21,621	13,400,000	wh • kb • bt • a • sr • h • o
19	Aspire Design	Phoenix	10,241,934	1,227	8,347	10,716,275	wh
20	Harrell Remodeling	Mountain View, Calif.	10,026,060	141	71,107	12,000,000	wh • kb • bt • a • sr • h • o
21	Jackson Design and Remodeling	San Diego	10,025,896	70	143,227	11,000,000	wh • kb • bt • a
22	Merrick Construction	Little Silver, N.J.	9,920,184	27	367,414	6,650,000	wh • kb • bt • a • h • o
23	DFW Improved	Frisco, Texas	9,900,000	500	19,800	12,000,000	wh • kb • a • sr • e • h
24	Pyramid Builders	Annapolis, Md.	9,492,660	15	632,844	8,995,230	wh • kb • bt • a • h
25	PK Construction	St. Louis	9,350,280	250	37,401	11,500,000	wh • kb • bt • a • sr • o
26	Midtown Home Improvements	O'Fallon, Mo.	9,349,679	851	10,987	12,000,000	wh • kb • bt • a
27	Matrix Basement Systems	Arlington Heights, Ill.	8,807,934	316	27,873	11,000,000	bt
28	Karp Associates	New Canaan, Conn.	8,320,000	16	520,000	7,300,000	wh • kb • bt • a • e • h • o
29	Treeium	Valley Village, Calif.	8,292,055	1,001	8,284	13,000,000	wh • kb • a • sr • e
30	Landis Construction Design Build	Washington, D.C.	8,150,000	61	133,607	8,800,000	wh • kb • bt • a • sr • e
31	American Design and Build	Bel Air, Md.	8,117,391	637	12,743	10,000,000	kb • bt • a • sr • o
32	Lars Remodeling & Design	La Mesa, Calif.	7,836,347	66	118,733	9,000,000	wh • kb • bt • a
33	Install America	Mohnton, Pa.	7,241,900	943	7,680	9,000,000	a • sr • e
34	BACK Construction	Lexington, Ky.	7,215,095	1,011	7,137	7,403,850	wh • kb • bt • a • sr • h • o
35	Pine Street Carpenters	West Chester, Pa.	7,017,374	118	59,469	8,000,000	wh • kb • bt • a • e • o
36	BNW Builders	Richmond, Va.	7,016,258	450	15,592	8,000,000	wh • kb • bt • a • sr
37	Volpe Enterprises	North Wales, Pa.	6,938,827	1,200	5,782	8,000,000	wh • kb • bt • a
38	Dave Fox Remodeling	Columbus, Ohio	6,936,936	132	52,553	7,600,000	wh • kb • bt • a • sr
39	CG&S Design-Build	Austin, Texas	6,667,495	62	107,540	6,700,000	wh • kb • a • sr • e • h

Bold=REMODELING Big50; **a**=room additions; **bt**=basement finishing; **dk**=decks; **h**=handyman/maintenance; **kb**=kitchen & bath remodeling; **r**=roofing replacement; **s**=siding replacement; **sr**=sunrooms/screen rooms/solariums; **w**=window & door replacement; **wh**=whole-house remodeling; **o**=other; includes: accessibility; custom homes; electrical; energy audits/upgrades/retrofits; fire protection; fireplaces; flooring; gutter; historical restoration; home theater; HVAC; insulation; landscaping; masonry; outbuildings; outdoor living; painting; patios; plumbing; pools; solar installation; seismic retrofits; waterproofing; wine cellars

NO.	COMPANY NAME	LOCATION	2013 REVENUE	NO. OF JOBS	AVERAGE JOB SIZE	2014 PROJECTED REVENUE	TYPE OF WORK
146	Total Home Construction	Plainview, N.Y.	\$2,150,334	162	\$13,274	\$2,500,000	wh
147	Greymark Construction Co.	Houston	2,147,477	52	41,298	3,000,000	wh•kb•bt•a•h
148	Platinum Remodeling & Handyman Services	Minneapolis	2,128,482	190	11,203	2,500,000	wh•kb•bt•a•sr•h
149	Foxcraft Design Group	Falls Church, Va.	2,099,824	24	87,493	3,000,000	wh•kb•bt•a•sr•h
150	McDowell	St. Charles, Ill.	2,070,736	140	14,791	2,253,037	wh•kb•bt•a•sr•h
151	Allen Kitchen & Bath	Madison, Wis.	2,050,000	170	12,059	2,350,000	wh•kb•bt•h
152	J Brothers Home Improvement	Maple Grove, Minn.	2,044,000	68	30,059	2,400,000	wh•kb•bt•a•sr
153	RisherMartin Fine Homes	Austin, Texas	2,023,408	13	155,647	3,193,476	wh
154	Farrell Home Services	Port Richey, Fla.	2,015,056	460	4,381	3,000,000	wh•kb•a•e•h
155	Distinctive Remodeling Solutions	Roswell, Ga.	2,002,723	21	95,368	2,000,000	wh•kb•bt•a•sr
156	C&R Remodeling	Salem, Ore.	2,000,440	122	16,397	2,250,000	wh•kb•bt•a
157	Carlson Homes Construction	Scottsdale, Ariz.	2,000,000	20	100,000	2,300,000	wh•kb•bt•a
157	Messier Construction	Tiverton, R.I.	2,000,000	50	40,000	3,000,000	wh•kb•bt•a•e•h
159	Schrader and Co.	Burnt Hills, N.Y.	1,992,057	166	12,000	2,400,000	wh•kb•bt•a•sr•h•o
160	Newday Development	Sheman Oaks, Calif.	1,975,200	15	131,680	2,565,000	wh•kb•bt•a
161	Two Storey Building	Bolton, Mass.	1,932,060	24	80,503	2,100,000	wh•kb•bt•a•sr•e•o
162	Excel Interior Concepts & Construction	Lemoyne, Pa.	1,930,867	67	28,819	2,500,000	wh•kb•bt•a•sr
163	Bailey Remodeling & Construction	Louisville, Ky.	1,912,754	36	53,132	1,750,000	wh•kb•bt•a•sr
164	Unlimited Building Services	Rolling Meadows, Ill.	1,904,500	43	44,291	2,700,000	wh•kb•bt•a
165	Rick Brauchler Jr. & Co.	Clinton, Conn.	1,815,000	44	41,250	1,800,000	wh•kb•bt•a•sr
166	Bennett Builders & Remodelers	Westlake, Ohio	1,811,741	51	35,524	2,000,000	wh•kb•bt•a•sr•e
167	Mark IV Builders	Cabin John, Md.	1,801,481	8	225,185	2,000,000	wh•kb•bt•a•sr•h
168	Rock Creek Craftsmen	Mount Pleasant, S.C.	1,800,000	77	23,377	3,000,000	wh•kb•e
168	McAdams Remodeling & Design	Kirkland, Wash.	1,800,000	68	26,471	2,100,000	wh•kb•bt•a
168	Chris Mellon & Co.	Carefree, Ariz.	1,800,000	16	112,500	7,493,523	wh•kb•a•sr•e
171	Building Lab	Oakland, Calif.	1,789,192	5	357,838	2,000,000	wh•kb•bt•a•sr
172	Design Platform	Denver	1,786,665	16	111,667	2,600,000	wh•kb•bt•a
173	Bradley Builders/JTB Enterprises	Carmichael, Calif.	1,753,000	125	14,024	2,250,000	wh•kb•a•r•e•o
174	Criner Remodeling	Newport New, Va.	1,750,826	48	36,476	2,000,000	wh•kb•bt•a•sr•h
175	Silent Rivers	Clive, Iowa	1,706,426	36	47,401	2,300,000	wh•kb•bt•a
176	PDQ Construction	Topeka, Kan.	1,691,946	250	6,768	1,700,000	wh•kb•bt•a•sr
177	A C Ernst Building	Oviedo, Fla.	1,677,855	239	7,020	1,900,000	wh•kb
178	The Cleary Co.	Columbus	1,675,266	42	39,887	1,850,000	wh•kb•bt•a•sr•o
179	BeeTree Homes	Jacksonville, Fla.	1,670,152	10	167,015	3,000,000	wh•kb•bt•a
180	Quality Craftsmen	Marietta, Ga.	1,660,470	123	13,500	250,000,000	wh•kb•bt•a•sr
181	Daniels Design & Remodeling	Fairfax Station, Va.	1,648,630	21	78,506	2,160,000	wh•kb•bt•a•sr•e•o
182	Kliethermes Homes & Remodeling	Columbia, Mo.	1,645,093	79	20,824	1,800,000	wh•kb•bt•a•sr•h
183	Morse Constructions	Somerville, Mass.	1,635,816	38	43,048	2,097,690	wh•kb•bt•a•sr•e
184	Renovations	Prescott, Ariz.	1,628,514	67	24,306	1,628,000	wh•kb•bt•a•h
185	E. A. Knight Construction	Cartersville, Ill.	1,626,589	346	4,701	1,800,000	wh•kb•bt
186	KraftMaster Renovations	Chatham, N.J.	1,605,000	36	44,583	1,800,000	wh•kb•bt•a
187	The Garcilazo Group	Vernon Hills, Ill.	1,600,000	70	22,857	2,000,000	wh
188	DreamMaker Bath & Kitchen of Bakersfield	Bakersfield, Calif.	1,595,036	48	33,230	1,800,000	kb
189	TK Construction	Oakdale, Pa.	1,591,253	21	75,774	2,000,000	wh•kb•bt•a•sr
190	J.R. LeFavre Construction Co.	Taneytown, Md.	1,588,796	79	20,111	1,700,000	wh•kb•bt•a•sr•h
191	Strite Design + Remodel	Boise, Idaho	1,586,959	52	30,518	2,000,000	wh•kb•bt•a•sr•h
192	BH Design + Build	Mohnton, Pa.	1,585,780	121	13,106	2,550,000	wh•kb•bt•a
193	Alloy Architecture and Construction	Charlottesville, Va.	1,565,552	15	104,370	1,400,000	wh•kb•bt•a•sr•e
194	Bayberry Building Co.	Rowayton, Conn.	1,546,000	12	128,833	2,100,000	wh•kb•bt•a
195	Jennings & Woldt Remodeling	Sun Prairie, Wis.	1,545,033	80	19,313	2,226,978	wh•kb•bt•a•sr•h
196	Duncan's Bath & Kitchen Center	Poland, Ohio	1,539,142	136	11,317	1,990,000	wh•kb•bt•a•h
197	New England Design & Construction	Boston	1,535,074	15	102,338	1,950,000	wh•kb•bt

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