

remodeling

YOUR TOOLBOX FOR SUCCESS



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



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

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

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

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

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

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

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

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

HOW WE DID IT

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

Full-Service Remodelers

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

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

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

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

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

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

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

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

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

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

NO.	COMPANY NAME	LOCATION	2014 REMODELING REVENUE	NO. OF JOBS	AVERAGE JOB PRICE	2015 REVENUE*	BUSINESS FOCUS	BIG 50	GQ SERVICE AWARD
27	Kowalski Construction	Phoenix	\$8,958,584	530	\$16,903	\$12,135,000	F		
28	Aspire Design	Phoenix	8,580,927	1,004	8,000	8,000,000	F	✓	
29	American Design & Build	Bel Air, MD	8,400,583	619	14,000	11,000,000	F	✓	
30	Lars Remodeling & Design	La Mesa, CA	8,324,963	50	165,000	9,000,000	DB	✓	
31	BACK Construction	Lexington, KY	8,019,772	1,285	6,241	8,200,000	F	✓	
32	Dave Fox Design-Build Remodelers	Columbus, OH	7,720,572	120	64,338	9,000,000	DB	✓	
33	BNW Builders	Richmond, VA	7,370,199	473	15,581	7,000,000	F	✓	
34	Case Design/Remodeling Indianapolis	Carmel, IN	7,356,030	312	22,732	8,000,000	DB		
35	Landis Architects/Builders	Washington	7,305,624	65	118,000	9,600,000	DB	✓	
36	Dexter Builders	Dexter, MI	7,020,556	785	8,943	7,300,000	DB		
37	Remodel Works Bath and Kitchen	Poway, CA	6,991,078	282	24,750	11,070,800	KB	✓	
38	CALbath & Kitchen	Newport Beach, CA	6,864,356	1,476	4,600	6,800,000	KB	✓	
39	Baxter Construction	Hopewell, NJ	6,678,731	52	53,389	6,000,000	F	✓	
40	James Barton Design-Build	Apple Valley, MN	6,665,731	75	88,000	5,500,000	F	✓	
41	The Kaz Cos.	West Seneca, NY	6,486,037	884	7,337	6,500,000	F		
42	Craftsmanship By John	Houston	6,399,696	77	83,000	8,000,000	DB	✓	
43	Revision	Wayzata, MN	6,366,737	31	185,413	7,200,000	DB	✓	
44	Impact Construction	Washington	6,300,000	53	119,000	6,800,000	F		
45	Todd Whittaker Drywall	Peoria, AZ	6,227,000	285	21,850	6,500,000	F		
46	Merrick Construction	Little Silver, NJ	6,217,614	28	170,231	7,000,000	F	✓	
47	Pine Street Carpenters	West Chester, PA	6,113,299	115	53,000	7,000,000	F	✓	✓
48	Chris Mellon & Co.	Carefree, AZ	6,000,000	12	350,000	14,500,000	F		
49	CG&S Design-Build	Austin, TX	5,965,977	65	97,078	6,600,000	DB	✓	
50	Pyramid Builders	Annapolis, MD	5,756,333	6	350,000	6,400,000	DB		
51	Harwick Homes	Bonita Springs, FL	5,712,876	54	91,240	5,400,000	F		✓
52	Chermak Construction	Edmonds, WA	5,593,926	391	43,363	5,650,000	F		
53	Magee Construction	Cedar Falls, IA	5,586,832	773	7,227	6,000,000	DB	✓	
54	Neal's Design Remodel	Cincinnati	5,335,000	106	50,333	6,000,000	DB	✓	
55	Sea Pointe Construction	Irvine, CA	5,300,000	79	67,500	7,000,000	F	✓	
56	The Remodeling Company	Beverly, MA	5,298,439	81	65,412	5,500,000	F	✓	
57	Lakeside Exteriors Inc.	Chesterfield, MO	5,200,000	215	24,186	5,500,000	F		
58	CARNEMARK design + build	Bethesda, MD	5,194,770	16	324,673	5,200,000	DB	✓	
59	Amsted Design-Build	Stittsville, ON	5,122,713	34	150,668	6,000,000	DB	✓	✓
60	DWR Construction	Spring, TX	5,090,994	156	32,634	6,000,000	F		
61	Harvey Remodeling	Shrewsbury, MA	5,000,614	134	37,318	5,400,000	F		
62	Synergy Builders	West Chicago, IL	4,972,940	85	58,000	5,400,000	DB	✓	
63	Hurst Design Build Remodeling	Middleburg Heights, OH	4,844,143	65	62,000	4,200,000	DB	✓	✓
64	Castle Building & Remodeling	Minneapolis	4,832,561	260	18,586	6,500,000	DB	✓	
65	Woodbridge Builders	Kenilworth, NJ	4,800,000	55	85,000	5,000,000	F	✓	
66	Platt Builders	Groton, MA	4,765,031	60	170,000	6,000,000	F	✓	
67	Case Design/Remodeling of San Jose	San Jose, CA	4,717,883	437	10,796	5,600,000	F		
68	Provenance Builders	Dallas	4,700,000	5	1,000,000	5,700,000	F		
69	Renewal Design-Build	Decatur, GA	4,696,335	30	184,900	5,000,000	DB	✓	
70	Tri-State Creations	Conshohocken, PA	4,693,887	301	15,594	5,000,000	F		
71	Brindisi Builders	Marlton, NJ	4,600,000	100	50,000	4,700,000	F	✓	
72	Applied Contracting Services	Winter Garden, FL	4,598,036	137	33,562	5,000,000	DB		
73	Capizzi Home Improvement	Cotuit, MA	4,563,409	281	16,239	5,000,000	F	✓	
74	Harth Builders	Spring House, PA	4,520,000	79	55,000	3,850,000	DB	✓	
75	Valley Home Builders	Santa Clara, CA	4,500,000	24	187,000	3,800,000	DB		
76	Feinmann Inc.	Lexington, MA	4,450,000	27	164,800	5,100,000	DB	✓	
77	HWC Home Works	Grand Rapids, MI	4,403,675	722	6,099	4,850,000	KB	✓	
78	SEA Construction	San Mateo, CA	4,399,541	18	244,000	5,000,000	DB	✓	

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

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