

YOUR BUSINESS

Diversifying services

YOUR CLIENTS

Referral leads

YOUR TEAM

Creating an org chart

YOUR PROJECTS

Production efficiency

remodeling

YOUR TOOLBOX FOR SUCCESS



Our
ANNUAL
LIST
of the
NATION'S BIGGEST
HOME IMPROVEMENT
COMPANIES
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remodeling

550

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| BY JIM CORY |

| WITH EDITORIAL INTERN ERIN THIBEAU |

Home renovation is a unique business in a number of ways. One way is the sheer number of businesses that serve the market for fixing or altering the home. From full-scale remodeling to the neighborhood handyman who repairs a broken faucet, they number more than a half million separate business entities. Most are single proprietors or small companies with a truck or two. A minority are big enough to float a payroll.

So a \$5 million remodeler is a large remodeler. The biggest company on this year's Remodeling 550 list — insurance restoration giant Belfor — generated more than \$1 billion in sales of residential renovation. But Belfor is an exception, as is the next largest company on the list, Window World, with sales of more than \$400 million.

The 550 companies included on the list are organized by business type, and type is defined

by function. Full-service remodelers are general contractors whose forte is typically additions and alterations. Replacement contractors — replacing mostly exterior home components such as siding or roofing — install smaller jobs but far more of them. Insurance restoration companies rebuild homes following fire, flood, or other disaster with insurers footing the bill.

And, finally, there are franchise operations. Companies such as Grout Doctor or Mr. Sparky can be a point of entry for entrepreneurs with no construction experience or, in some cases, a sideline for established remodelers or for tradesmen looking for a turnkey business model built around their skills. In home renovation, franchises are increasingly visible in insurance restoration and in maintenance and repair. For the industry as a whole, size matters because so many of these companies are so small.

How It's Done: Residential remodeling revenue data for the list is gathered from a Web-based survey developed by REMODELING. The Farnsworth Group, a consultancy and business-data collection provider in Indianapolis, programmed and hosted the Web-based survey and collected and compiled the data. Additional information was obtained by REMODELING editors through survey mailings, phone calls, and public information sources.

Full-Service Remodelers

These companies offer the range of services, in-house or subcontracted, that allow them to build the additions and alterations (think kitchen and bath renovations, master suites) that substantially change the look, feel, or square footage of a home. Many specialize in a particular type of renovation — kitchens and baths, for instance,

or historical restoration — but big custom projects, either designed by the company or built off an architect's plans, are what their business is about.

When the recession put the housing market on hold a few years back, full-service remodelers were especially vulnerable and many downsized, voluntarily or other-

wise. Now, after a few years of uncertainty, many see business gaining, with more and larger projects in the pipeline. Many full-service remodelers on this list project modest revenue increases this year. Some, such as John Rusk of Rusk Renovations, in N.Y., see substantial — double digit — increases in revenue for 2013.

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE*	TYPE OF WORK
1	Alure Home Improvements	East Meadow, N.Y.	\$39,356,460	1,709	\$23,029	\$41,000,000	wh·kb·bt·a·sr·o
2	Foxcraft Design Group	Falls Church, Va.	31,000,000	NA	150,000	40,000,000	wh·kb·bt·a·sr
3	Greater Dayton Building and Remodeling	Beavercreek, Ohio	27,832,561	903	30,822	27,000,000	wh·kb·bt·a·sr·h·ir·o
4	Gardner/Fox Associates	Bryn Mawr, Pa.	23,859,079	372	64,137	20,000,000	wh·kb·bt·a·sr·cl
5	Patio Enclosures by Great Day Improvements	Macedonia, Ohio	23,200,000	1,300	15,000	50,000,000	bt·a·sr
6	BOWA	McLean, Va.	23,137,000	37	500,000	33,258,000	wh·kb·bt·a·sr·h·o
7	Normandy Remodeling	Hinsdale, Ill.	19,432,550	208	93,425	23,000,000	wh·kb·bt·a·o
8	Aspire Design	Phoenix	18,791,738	1,937	8,500	18,000,000	wh
9	Neil Kelly Co.	Portland, Ore.	17,898,135	1,013	17,668	25,787,800	wh·kb·bt·a·sr·h·o
10	Payne/Bouchier	Boston	15,000,000	106	141,500	19,000,000	kb·o
11	Total Exteriors	Union, N.J.	14,276,048	844	17,151	15,000,000	wh·kb·bt·a·sr·o
12	Croom Construction	Vero Beach, Fla.	14,145,580	47	275,000	12,500,000	wh·kb·a·sr
13	Cape Associates	N. Eastham, Mass.	12,984,000	1,720	12,000	15,500,000	wh·kb·bt·a·sr·h·o
14	Marrokal Design & Remodeling	San Diego	12,555,223	81	134,413	11,500,000	wh·kb·a·o
15	Patriot Building Group	Winter Garden, Fla.	12,507,132	212	58,995	13,800,000	wh·kb·a·sr
16	Rusk Renovations	New York	12,052,737	11	922,644	15,000,000	wh
17	Pyramid Builders	Annapolis, Md.	11,380,256	12	1,949,359	10,892,000	wh·kb·a
18	HAS Construction	Culver City, Calif.	10,800,000	184	58,696	11,600,000	wh·kb·bt·a·sr·o
19	Jericho Home Improvements	Kansas City, Kan.	10,500,000	685	15,328	12,800,000	wh·kb·bt
20	Mosby Building Arts	St. Louis	10,332,034	429	25,091	12,400,000	wh·kb·bt·a·sr·o
21	Jackson & LeRoy Remodeling	Salt Lake City	9,791,892	18	500,000	8,100,000	wh·kb·bt·a
22	Pine Street Carpenters	West Chester, Pa.	9,397,000	168	60,000	9,400,000	wh·kb·bt·a·r·o
23	D.D. Ford Construction	Santa Barbara, Calif.	9,161,000	29	316,000	11,963,000	wh·kb·a·h
24	Allen Associates	Santa Barbara, Calif.	8,956,797	132	200,000	11,000,000	wh·kb·bt·a·sr·h·o
25	Jackson Design and Remodeling	San Diego	8,707,024	54	165,001	9,200,001	wh·kb·a
26	Sun Design Remodeling Specialists	Burke, Va.	8,678,866	57	150,000	10,000,000	wh·kb·bt·a·sr
27	Franzoso Contracting	Croton on Hudson, N.Y.	8,500,000	930	9,150	10,400,000	wh·kb·bt·a·w·o
28	Finished Basement Co.	Maple Grove, Minn.	8,133,677	168	60,854	10,000,000	bt·a
29	McCutcheon Construction	Berkeley, Calif.	8,123,000	115	72,000	10,670,000	wh·kb·bt·a·sr·h·o
30	Harrell Remodeling	Mountain View, Calif.	8,101,695	50	179,111	10,500,000	wh·kb·a·h·o
31	F.H. Perry Builder	Hopkinton, Mass.	8,038,724	95	800,000	20,000,000	wh·kb·a·o
32	DFW Improved	Frisco, Texas	8,000,000	1,060	800	11,500,000	wh·kb·a·sr
33	Karp Associates	New Canaan, Conn.	7,850,000	17	800,000	6,200,000	wh·kb·bt·a·sr·h·o
34	Long & DeLosa Construction Group	Brooklyn, N.Y.	7,502,234	156	48,091	5,500,000	wh·kb·bt·a·h
35	Callier and Thompson Kitchens & Bath	Manchester, Mo.	7,500,000	200	30,000	7,600,000	wh·kb
36	Episcopo Builders	Summit, N.J.	7,425,740	202	36,550	8,575,000	wh·kb·a·sr·o

BOLD=REMODELING Big50. 2013 Revenue (P)=projected; a=room additions; bt=basement finishing; c=contents & cleaning; cl=commercial; dk=decks; h=handyman/maintenance; ir=insurance restoration; 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; historic restoration; home theater; HVAC; insulation; landscaping; masonry; outbuildings; outdoor living; painting; patios; plumbing; pools; solar installation; seismic retrofits; waterproofing; wine cellars

	COMPANY	LOCATION	2012 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2013 REVENUE*	TYPE OF WORK
37	Home Smart Industries	Aston, Pa.	\$7,308,474	527	\$13,868	\$12,000,000	kb
38	American Design and Build	Bel Air, Md.	7,129,248	652	8,500	9,000,000	w·s·sr·o
39	Landis Construction Design Build	Washington, D.C.	6,801,000	71	123,612	8,000,000	wh·kb·bt·a·sr·h·o
40	Lars Remodeling & Design	La Mesa, Calif.	6,527,452	68	100,000	8,000,000	wh·kb·a
41	Bradford & Kent Builders	Downers Grove, Ill.	6,500,000	110	60,000	6,800,000	wh·kb·bt·a·sr
42	PK Construction	St. Louis	6,402,916	135	100,000	9,000,000	wh·kb·bt·a·sr
43	Durante Home Exteriors	Irondale, Ala.	6,265,429	569	11,000	7,300,000	sr·o
44	Gilday Renovations	Silver Spring, Md.	6,182,407	40	150,000	6,200,000	wh·kb·bt·a·sr·h·o
45	BACK Construction	Lexington, Ky.	6,120,394	229	26,727	6,103,420	wh·kb·bt·a·w·sr·h
46	Affordable Remodeling & Roofing	Cartersville, Ga.	5,625,000	248	22,681	6,370,650	wh·kb·bt·a·sr·o
47	CALbath & Kitchen	Santa Ana, Calif.	5,590,000	1,578	4,000	5,500,000	kb
48	Poor Farms Construction	Columbia, Mo.	5,453,971	39	125,000	6,550,500	wh·kb·bt·a·sr·o
49	Chermak Construction	Edmonds, Wash.	5,387,680	283	19,038	5,891,111	wh
50	Joe Percario General Contractors	Roselle, N.J.	5,297,600	301	18,000	8,000,000	wh·kb·bt·a·sr·h·o
51	Case Design Remodeling/Indianapolis	Indianapolis	5,257,790	398	13,210	6,000,000	wh·kb·bt·a·sr·h·o
52	CG&S Design-Build	Austin, Texas	5,166,004	75	100,000	5,600,000	wh·kb·a·sr·h
53	Dave Fox Remodeling	Columbus, Ohio	5,105,431	113	41,077	6,000,000	wh·kb·bt·a·sr·h
54	One Week Bath	Van Nuys, Calif.	4,844,000	193	22,800	5,000,000	kb
55	Happe & Sons Construction	Evansville, Ind.	4,831,915	580	8,331	4,675,000	wh·kb·bt·a·o
56	ReBath and 5 Day Kitchens	Phoenix	4,784,797	588	8,137	5,667,600	kb
57	ReBath NM/ 5 Day Kitchens	Albuquerque, N.M.	4,767,461	342	13,939	5,200,000	kb
58	FBN Construction Co.	Boston	4,737,758	86	55,090	7,500,000	wh·kb·bt·a·sr·h·o
59	Edward D'Orazio, AIA Architects & Design Build	St. James, N.Y.	4,700,300	54	87,000	5,000,000	wh·kb·bt·a·sr·h·o
60	BNW Builders	Richmond, Va.	4,685,678	374	12,500	5,500,000	wh·kb·a·sr·o
61	Alward Construction	Berkeley, Calif.	4,599,320	90	51,000	5,200,000	wh·kb·bt·a·h
62	Ranieri & Kerns Associates	Bryn Mawr, Pa.	4,500,000	37	150,000	5,000,000	wh·kb·a
63	Brindisi Builders	Marlton, N.J.	4,425,000	100	100,000	4,800,000	wh·kb·bt·a·sr
64	Munz Construction	Holland, Pa.	4,400,000	600	75,000	5,400,000	kb·a·o
65	McClurg Remodeling & Construction Services	Marcellus, N.Y.	4,386,529	520	8,440	4,800,000	wh·kb·bt·a·h
66	HighCraft Builders	Fort Collins, Col.	4,330,000	96	45,104	5,500,000	wh·kb·bt·a·sr·h·o
67	Capizzi Home Improvement	Cotuit, Mass.	4,316,257	304	14,198	4,000,000	wh·kb·bt·a·sr·h
68	Sullivan Building & Design Group	Quakertown, Pa.	4,313,224	8	539,153	4,500,000	wh·kb·a
69	Joseph McKinstry Construction	Seattle	4,301,205	20	215,060	5,719,486	wh·kb·a·o
70	Magee Construction Co.	Cedar Falls, Iowa	4,187,847	296	14,148	5,000,000	wh·kb·bt·a·sr·h·ir·o
71	Gruver Cooley	Leesburg, Va.	4,172,921	10	417,292	6,400,000	wh·kb·bt·a·sr·o
72	Buccaneer Construction	Kemah, Texas	4,115,655	211	35,155	4,352,512	wh·kb·a·sr·o
73	Texas Custom Patios	Stafford, Texas	4,100,000	160	25,625	6,500,000	a·sr·o
74	Carnemark	Bethesda, Md.	4,085,265	16	255,329	4,900,000	wh·kb·bt·a·sr·h·o
75	Francis Harvey Remodeling	Shrewsbury, Mass.	4,015,506	241	16,662	5,500,000	wh·kb·bt·a·sr·h·o
76	Litchfield Builders	Hamden, Conn.	4,013,503	102	39,348	4,000,000	wh·kb·bt·a·sr·o
77	Sea Pointe Construction	Irvine, Calif.	4,008,000	61	89,400	5,700,000	wh·kb·a
78	Pizzo Contracting	Toms River, N.J.	4,000,000	260	11,500	6,500,000	wh·kb·a·sr·dk
79	Blansfield Builders	Danbury, Conn.	3,900,000	4	1,000,000	3,000,000	wh·kb·bt·a·sr·o
80	DWR Construction	Spring, Texas	3,847,329	194	19,800	4,200,000	wh·kb·a·sr·h·o
81	NVS Remodeling & Design	Manassas, Va.	3,836,528	72	53,285	4,500,000	wh·kb·bt·a·sr
82	Hubert Whitlock Builders	Charlotte, N.C.	3,831,543	17	225,000	3,850,000	wh·kb·bt·a·h·o
83	Synergy Builders	West Chicago	3,818,746	84	45,000	4,276,000	wh·kb·bt·a·sr
84	R. Pelton Builders	East Berlin, Conn.	3,800,000	1,800	2,200	4,000,000	wh·bt·a·h·o

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