

YOUR BUSINESS

YOUR CLIENTS

YOUR TEAM

YOUR PROJECTS

Securing your website

Client satisfaction trends

Control your punchlist

Pebble floor accents

hanley wood

# remodeling

YOUR TOOLBOX FOR SUCCESS

Full-Service Remodelers

Franchises

Replacement Contractors

Insurance Restoration

OUR ANNUAL  
**LIST**

OF THE BIGGEST  
HOME IMPROVEMENT  
COMPANIES  
IN THE COUNTRY



# remodeling

## Largest remodeling & home improvement companies & franchisors

Hundreds of thousands of people make a living renovating homes. The majority are single proprietors who generate enough income to sustain themselves using their construction skills. Large companies are comparatively few. The contractor whose company gets big, and stays big, is the contractor who mastered a slew of business skills in addition to having construction know-how.

Because home renovation is the most fragmented industry in the U.S., REMODELING

magazine provides an annual list of the industry's largest companies. The list includes 550 businesses divided in four groups: full-service remodelers; replacement or specialty contractors; insurance restoration contractors; and franchise organizations specializing in some aspect of home renovation.

Although these types of companies sometimes resemble one another, they operate different business models that come to market for different reasons and in different ways.

### How It's Done

Residential remodeling revenue data for the list is gathered from a Web-based survey jointly developed by REMODELING and its sister publication REPLACEMENT CONTRACTOR. Specpan, 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 and REPLACEMENT CONTRACTOR editors through survey mailings, phone calls, and public information sources.

| BY JIM CORY |

| WITH EDITORIAL INTERN COURTNEY WOOD |

# Full-Service Remodelers

THESE ARE COMPANIES THAT provide a range of renovation services, up to whole-house remodeling. Some design the project in-house, some build from plans handed off by architects. Big projects are preferred, but as such projects have become fewer during the recession, many full-service companies have pursued other types of work, right down to handyman jobs. Some at the top of

the list, such as Neil Kelly Co., in Portland, Ore., or Mosby Building Arts, in St. Louis, offer a full complement of services from home performance to handyman and whole-house remodels. Others specialize in remodeling one or two types of rooms, such as kitchens and baths.

Homeowners who have made up their minds to stay in their homes for the longer

term often seek to update key features, especially bathrooms. "They're a hot ticket right now," says Matt LeFaivre, of J.R. LeFaivre, in Maryland, where sales are up this year. "We usually have two going at a time, and I'm running four crews," he says. DBS Remodel, in Poughkeepsie, N.Y., offers standardized kitchen and bath remodels, based on square footage and product selection.

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	TYPE OF WORK
1	Alure Home Improvements	East Meadow, N.Y.	\$35,063,929	1,618	\$21,671	\$38,000,000	wh·e·kb·bt·a·sr·h·o
2	Aspire Design	Phoenix	30,215,869	3,546	8,500	36,000,000	wh
3	The Airoom Co's.	Lincolnwood, Ill.	28,611,000	322	90,000	28,000,000	wh·kb·bt·a·sr·o
4	Case Handyman & Remodeling Services	Bethesda, Md.	24,155,394	2,585	9,411	26,017,309	kb·bt·a·sr·h
5	Greater Dayton Construction	Beavercreek, Ohio	22,097,828	853	25,906	20,000,000	wh·kb·bt·a·sr·h·o
6	Gardner/Fox Associates	Bryn Mawr, Pa.	18,772,773	390	48,135	20,000,000	wh·kb·bt·a·sr·o
7	Normandy Design Build Remodeling	Hinsdale, Ill.	17,603,679	166	106,046	18,000,000	wh·e·kb·bt·a
8	BOWA	McLean, Va.	17,433,134	75	571,677	25,000,000	wh·e·kb·bt·a·sr·h·o
9	Marrokal Design & Remodeling	San Diego	17,274,909	103	174,250	13,000,000	wh·kb·a·o
10	Total Exteriors Corp.	Union, N.J.	13,822,555	853	16,205	15,000,000	wh·e·kb·bt·a·sr·h·o
11	Neil Kelly Co.	Portland, Ore.	13,803,098	1,280	10,784	14,279,000	wh·e·kb·bt·a·sr·h·o
12	Payne/Bouchier	Boston	13,000,000	73	178,000	17,000,000	wh·kb·bt·a·h·o
13	F.H. Perry Builder	Hopkinton, Mass.	12,550,576	75	167,341	13,000,000	wh·kb·a·h
14	Boa Construction	Denver	11,559,121	201	57,508	14,000,000	wh·e·kb·bt·a·h
15	Patriot Building Group	Winter Garden, Fla.	11,315,496	221	51,201	15,000,000	a·kb·r·w·o
16	Harrell Remodeling	Mountain View, Calif.	10,733,592	123	87,265	12,000,000	wh·e·kb·bt·a·sr·h
17	Croom Construction Co.	Vero Beach, Fla.	10,592,192	38	278,741	9,850,000	wh·kb·a
18	Dewson Construction Co.	Wilmington, Del.	10,000,000	40	200,000	10,000,000	wh·e·kb·bt·a·sr·h·o
19	Rusk Renovations	New York	9,495,991	16	705,425	13,000,000	wh
20	Mosby Building Arts	St. Louis	9,300,125	439	21,184	10,100,000	wh·e·kb·bt·a·sr·h·o
21	Jericho Home Improvements	Kansas City, Kan.	9,296,000	581	16,000	13,500,000	wh·kb·bt
22	Allen Associates	Santa Barbara, Calif.	9,007,430	137	100,000	10,615,000	wh·e·kb·a·sr·h
23	DFW Improved	Frisco, Texas	8,970,812	831	10,808	12,000,000	wh·e·kb·a
24	Welsh Construction Remodeling	Baltimore	8,633,000	821	10,515	10,000,000	wh·kb·bt·a·sr·o
25	Pine Street Carpenters	West Chester, Pa.	8,254,432	134	60,000	8,300,000	wh·kb·bt·a·o
26	Callier & Thompson Kitchens Baths and Appliances	Manchester, Mo.	7,882,231	198	38,555	7,900,123	wh·kb·a
27	Sun Design Remodeling Specialists	Burke, Va.	7,855,473	58	114,572	9,500,000	wh·kb·bt·a·sr
28	Lars Remodeling & Design	La Mesa, Calif.	7,631,936	77	100,000	9,000,000	wh·kb·a
29	Jackson Design and Remodeling	San Diego	7,391,127	57	130,000	9,400,000	wh·kb·a
30	Callen Construction	Muskego, Wis.	7,070,000	710	10,000	740,000	wh·e·kb·bt·a
31	Long & DeLosa Construction Group	Brooklyn, N.Y.	6,848,178	560	50,000	6,200,000	wh·kb·h·o
32	American Design and Build	Bel Air, Md.	6,694,000	820	10,000	8,000,000	sr·w·d·s·so·o
33	Gruver Cooley Corp.	Leesburg, Va.	6,663,094	15	444,206	4,000,000	wh·e·kb·bt·a·sr
34	Joseph Episcopo & Sons	Summit, N.J.	6,561,838	180	36,454	7,090,000	wh·kb·a·w·o
35	Mountain View Corp.	Wheat Ridge, Colo.	6,500,000	513	12,670	8,250,000	wh·e·kb·bt·a·o

**Bold**=REMODELING Big50; 2012 Revenue(P)=projected; **wh**=whole-house remodeling; **kb**=kitchen & bath remodeling/additions; **a**=additions; **r**=roofing replacement; **w**=window & door replacement; **s**=siding replacement; **bt**=basement finishing; **sr**=sunrooms/screen rooms/solariums; **ir**=insurance restoration; **c**=contents & cleaning; **h**=handyman; **cl**=commercial; **dk**=decks; **o**=other, includes: accessibility; custom homes; electrical; energy audits/retrofits; fire protection; fireplaces; full design; flooring; gutters; historic restoration; home theater; HVAC; insulation; landscaping; masonry; outbuildings; outdoor living; painting; patios; plumbing; pools; porches; solar installation; seismic retrofits; waterproofing; wine cellars

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	TYPE OF WORK
36	<b>D.D. Ford Construction</b>	Santa Barbara, Calif.	\$6,397,000	13	\$424,000	\$7,981,000	wh·kb·a·o
37	Bradford & Kent Builders	Downers Grove, Ill.	6,141,487	130	53,556	6,877,626	wh·kb·a·o
38	Francis Harvey Remodeling	Worcester, Mass.	6,122,557	489	12,521	3,700,000	wh·kb·bt·a·sr·h·o
39	Munz Construction	Holland, Pa.	6,000,000	250	30,000	6,500,000	bt·sr·dk
40	Provenance Builders	Dallas	5,972,011	10	450,000	3,950,000	wh·kb·a
41	All County Exteriors	Lakewood, N.J.	5,950,000	650	9,000	6,500,000	wh·kb·bt·a·sr
42	<b>CALbath &amp; Kitchen</b>	Newport Beach, Calif.	5,771,325	1,540	3,800	5,590,000	kb·o
43	Wardell Builders	Solana Beach, Calif.	5,680,571	38	149,488	6,200,000	wh·e·kb·a·h
44	Randy Wise Homes	Niceville, Fla.	5,679,857	89	63,818	5,000,000	wh·kb·a·w·s·sr·o
45	<b>Sea Pointe Construction</b>	Irvine, Calif.	5,647,000	92	46,235	5,200,000	wh·kb·a·h
46	Blansfield Builders	Danbury, Conn.	5,600,186	16	150,000	5,000,000	wh·e·kb·bt·a·sr
47	<b>Landis Construction</b>	Washington, D.C.	5,441,139	117	75,000	6,700,000	wh·e·kb·bt·a·sr·h
48	<b>McCutcheon Construction</b>	Berkeley, Calif.	5,365,116	75	71,535	7,800,000	wh·e·kb·bt·a·sr·h
49	Karp Associates	New Canaan, Conn.	5,300,000	18	600,000	8,000,000	wh·e·kb·a·o
50	Harwick Homes	Bonita Springs, Fla.	5,110,156	70	73,000	5,236,933	kb·w·wh·a·o
51	<b>McClurg Remodeling &amp; Construction Services</b>	Marcellus, N.Y.	5,076,000	651	9,400	5,100,000	wh·e·kb·bt·a·h
52	Chermak Construction	Edmonds, Wash.	4,936,171	320	15,400	5,400,000	wh·e·kb·bt·a·sr·h·o
53	<b>HAS Construction</b>	Culver City, Calif.	4,845,000	149	275,000	5,400,000	wh·kb·o
54	ContractOne	Avon, Colo.	4,650,000	48	150,000	5,000,000	wh·e·kb·bt·a·h·o
55	<b>Custom Design &amp; Construction</b>	El Segundo, Calif.	4,523,773	29	155,000	4,750,000	wh·kb·a
56	Mike Davis Custom Home Building	Manhattan Beach, Calif.	4,500,675	12	335,000	5,500,000	wh·kb·a·o
57	<b>NVS Remodeling &amp; Design</b>	Manassas, Va.	4,477,943	76	58,920	4,935,616	wh·kb·bt·a·h
58	<b>Magee Construction Co.</b>	Cedar Falls, Iowa	4,468,236	393	11,369	5,000,000	wh·e·kb·bt·a·sr·h
59	Case Design/Remodeling of Carmel	Carmel, Ind.	4,447,644	411	11,022	5,500,000	wh·kb·bt·a·sr·h
60	<b>Capizzi Home Improvement</b>	Cotuit, Mass.	4,416,261	347	12,704	5,000,000	wh·e·kb·bt·a·sr·h
61	<b>Brindisi Builders</b>	Marlton, N.J.	4,375,000	59	60,000	4,500,000	wh·kb·bt·a·sr
62	<b>Wills Co.</b>	Nashville, Tenn.	4,248,000	904	4,700	4,500,000	wh·a·kb·bt·dk·o
63	<b>Litchfield Builders</b>	Hamden, Conn.	4,229,000	63	67,126	4,000,000	wh·e·kb·bt·a·sr·h·o
64	Magee Co's.	West Hartford, Conn.	4,200,000	560	7,500	4,500,000	wh·kb·bt·h·o
65	Ranieri & Kerns Assoc.	Bryn Mawr, Pa.	4,200,000	20	210,000	5,000,000	wh·e·kb·a·o
66	Krickovic & Ziegler	Mechanicsville, Va.	4,125,135	28	142,620	3,750,000	wh·kb·bt·a·sr
67	Lakeland Construction	Manitowoc, Wis.	4,000,000	113	42,000	5,000,000	wh·e·kb·bt·a·sr·h
68	<b>Westhill</b>	Woodinville, Wash.	3,998,207	215	50,000	4,511,520	wh·e·kb·bt·a·sr·h·o
69	Sturdevant Construction	Newport News, Va.	3,959,001	147	26,931	4,266,000	wh·e·kb·bt·a·sr·h
70	<b>Jackson &amp; LeRoy Remodeling</b>	Salt Lake City	3,947,245	10	500,000	6,000,000	wh·e·kb·bt·a·sr·h
71	<b>Foster Remodeling Solutions</b>	Lorton, Va.	3,933,819	186	21,150	3,900,000	wh·e·kb·bt·a·sr·h·o
72	<b>Renewal Design-Build</b>	Decatur, Ga.	3,848,796	43	90,000	4,000,000	wh·e·kb·bt·a·sr·h
73	<b>Legacy Design Build Remodeling</b>	Scottsdale, Ariz.	3,732,672	43	71,250	3,000,000	wh·e·kb·a·sr
74	<b>James Barton Design Build</b>	Apple Valley, Minn.	3,727,987	64	58,250	4,000,000	wh·e·kb·bt·a·sr
75	<b>Joseph McKinstry Construction Co.</b>	Seattle	3,708,000	12	309,000	4,000,000	wh·kb·a·o
76	<b>Feinmann Inc.</b>	Lexington, Mass.	3,700,000	17	218,000	3,400,000	wh·kb·a·h
77	OHI of Virginia	Manassas Park, Va.	3,676,000	121	28,980	4,300,000	kb·bt·a
78	<b>HighCraft Builders</b>	Fort Collins, Colo.	3,643,739	187	19,485	4,500,000	wh·kb·a·e·o
79	<b>Murray Lampert Design &amp; Remodeling</b>	San Diego	3,556,072	26	136,772	4,000,000	wh·kb·bt·a·o
80	Pyramid Builders	Annapolis, Md.	3,530,805	9	2,505,837	9,765,409	wh·a·h
81	TGC Inc.	Houston	3,500,000	61	57,377	3,750,000	kb·a·s·w·o
82	<b>Baxter Construction</b>	Hopewell, N.J.	3,421,872	40	99,000	4,500,000	wh·kb·a·o
83	<b>Blackdog Builders</b>	Salem, N.H.	3,418,122	83	42,000	3,800,000	wh·e·kb·bt·a·sr·h

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# [ REMODELING 550 ] FULL-SERVICE REMODELERS

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	TYPE OF WORK
84	Buccaneer Construction	Kemah, Texas	\$3,327,660	235	\$14,160	\$3,250,000	wh · e · kb · a · sr · o
85	Happe & Sons Construction	Evansville, Ind.	3,246,403	765	4,244	3,200,000	wh · e · kb · bt · a · sr · h
86	DWR Construction	Spring, Texas	3,211,435	141	22,100	4,200,000	wh · kb · a · sr
87	<b>Starcom Design/Build</b>	Columbia, Md.	3,200,000	86	37,200	3,500,000	wh · kb · bt · a · sr
88	<b>RI Kitchen &amp; Bath</b>	Warwick, R.I.	3,133,686	133	23,500	3,400,000	kb
89	Custom Contracting	Arlington, Mass.	3,117,374	200	16,000	3,250,000	wh · e · kb · bt · a · sr · h · o
90	<b>Kelly McArdle Construction</b>	Charlotte, N.C.	3,111,000	50	125,000	300,000	wh · e · kb · a · h
91	<b>Neal's Design Remodel</b>	Cincinnati	3,079,000	79	38,976	3,659,000	wh · e · kb · bt · a · sr · h
92	<b>Lee Kimball</b>	Winchester, Mass.	3,059,560	37	82,690	2,258,000	wh · kb · bt · a · sr · h
93	<b>Hillrise Construction</b>	Camarillo, Calif.	3,010,000	7	425,000	3,500,000	wh · e · kb · a · o
94	ART Design Build	Bethesda, Md.	3,000,000	16	187,500	3,000,000	wh · kb · bt · a
95	<b>Anthony James Construction</b>	Westfield, N.J.	3,000,000	6	650,000	2,500,000	wh · kb · a
96	<b>Father &amp; Son Construction Co.</b>	Troy, Mich.	2,933,271	369	7,902	3,150,000	wh · e · kb · bt · a · sr · h
97	<b>D'ambra Inc.</b>	Huntington Beach, Calif.	2,900,000	17	85,000	2,600,000	wh · kb · a
98	<b>Synergy Builders</b>	West Chicago	2,898,573	86	33,704	3,700,000	wh · kb · bt · a · sr
99	Dream Kitchens	Nashua, N.H.	2,890,534	78	34,067	3,000,000	kb
100	<b>Meadowlark Builders</b>	Ann Arbor, Mich.	2,828,410	16	242,942	2,399,936	wh · e · kb · bt · a
101	<b>J.S. Brown &amp; Co.</b>	Columbus, Ohio	2,788,543	53	52,614	3,600,000	wh · kb · bt · a · sr · o
102	<b>Hughes Kitchens and Bath</b>	Canton, Ohio	2,767,301	338	8,195	3,300,000	wh · e · kb · bt · h
103	Hawkeye Construction	Baltimore	2,762,715	325	8,500	3,100,000	wh · e · kb · h
104	D'Elia Construction	San Mateo, Calif.	2,700,000	5	540,000	2,500,000	wh · e · kb · bt · a · sr
105	<b>Dream Design Builders</b>	San Diego	2,679,903	23	96,627	4,000,000	wh · kb · a · o
106	<b>Harth Builders</b>	Spring House, Pa.	2,646,316	78	33,927	2,185,000	wh · e · kb · bt · a · sr
107	<b>Greymark Construction Co.</b>	Houston	2,574,004	38	45,768	2,500,000	wh · kb · a · h
108	<b>Case Design/Remodeling</b>	San Jose, Calif.	2,572,178	387	6,646	2,900,000	wh · e · kb · bt · a · h
109	<b>Design Group Three</b>	Milwaukee	2,568,910	38	60,000	2,700,001	wh · e · kb · bt · a · sr · h · o
110	<b>New Outlooks Construction Group</b>	Robbinsville, N.J.	2,558,556	377	6,787	2,500,000	wh · e · kb · bt · a · sr · h
111	<b>T&amp;K Contractors</b>	Freehold, N.J.	2,550,000	35	65,000	2,750,000	wh · kb · bt · a · o
112	<b>Boardwalk Builders</b>	Rehoboth Beach, Del.	2,546,174	40	67,000	2,550,000	wh · e · kb · bt · a · sr · h · o
113	<b>College City Design Build</b>	Lakeville, Minn.	2,546,047	59	43,153	2,600,000	kb · a · dk · o
114	Advantage Contracting	Wayne, N.J.	2,536,129	54	42,000	2,700,000	wh · kb · bt · a
115	<b>Perez Design Build Remodel</b>	Clarks Summit, Pa.	2,535,923	170	15,000	3,000,000	kb · r · sr · a · o
116	<b>Excel Interior Concepts &amp; Construction</b>	Lemoine, Pa.	2,517,408	66	37,953	2,500,000	wh · kb · bt · a · sr
117	Basements & Beyond	Denver	2,500,000	50	50,000	3,000,000	wh
118	<b>Crawford Builders</b>	Lexington, Ky.	2,500,000	25	100,000	2,500,000	wh · e · kb · bt · a · h
119	<b>Empire Development &amp; Construction</b>	Onalaska, Wis.	2,489,526	109	22,839	1,900,000	kb · wh · ir · o
120	<b>McDowell Remodeling</b>	St. Charles, Ill.	2,457,000	143	17,183	2,500,000	wh · e · kb · bt · a · sr · h
121	Wissing Contracting Co.	Louisville, Ky.	2,435,000	54	45,000	2,750,000	kb · a · o
122	<b>Metke Remodeling &amp; Woodworking</b>	Portland, Ore.	2,393,775	52	46,036	3,300,000	wh · kb · bt · a · sr · h · o
123	<b>Huseby Homes</b>	Nashville, Tenn.	2,374,567	40	59,364	2,500,000	wh · e · kb · bt · a · sr · h
124	<b>Peter Davis Builders</b>	Mercer Island, Wash.	2,369,100	30	80,000	2,700,000	wh · kb · a · o
125	Payne & Payne Builders	Chardon, Ohio	2,369,011	9	263,233	3,665,000	wh · rb · bt · a · w · s · o
126	<b>Murphy Bros. Designers &amp; Remodelers</b>	Blaine, Minn.	2,335,856	59	39,590	2,500,000	wh · kb · bt · a · h · o
127	<b>Merrick Design &amp; Build</b>	Kensington, Md.	2,307,291	132	17,500	3,385,000	wh · kb · bt · a · sr · h
128	<b>DBS Remodel</b>	Poughkeepsie, N.Y.	2,277,682	51	44,600	2,500,000	wh · e · kb · bt · a · sr · h
129	<b>Trademark Remodeling</b>	Eldersburg, Md.	2,272,587	19	119,610	3,500,000	wh · kb · bt · a · o
130	KRT Construction	Omaha, Neb.	2,260,047	86	28,000	2,400,000	wh · kb · bt · a · o
131	<b>Elite Remodeling</b>	Frisco, Texas	2,253,892	56	40,337	2,600,000	kb · a · o

**Legend:** Bold-Remodeling Big50; 2012 Revenue(P)=projected; wh-whole-house remodeling; kb-kitchen & bath remodeling/additions; a-additions; r-roofing replacement; w-window & door replacement; s-siding replacement; bt-basement finishing; sr-sunrooms/screen rooms/solariums; ir-insurance restoration; c-contents & cleaning; h-handyman; cf-commercial; dk-decks; o-other, includes: accessibility; custom homes; electrical; energy audits/retrofits; fire protection; fireplaces; full design; flooring; gutters; historic restoration; home theater; HVAC; insulation; landscaping; masonry; outbuildings; outdoor living; painting; patios; plumbing; pools; porches; solar installation; seismic retrofits; waterproofing; wine cellars

[ REMODELING 550 ] FULL-SERVICE REMODELERS

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	TYPE OF WORK
132	<b>Superior Home Services</b>	Washington, D.C.	\$2,248,587	10	\$224,859	\$2,000,000	wh·kb·bt·a
133	<b>Hurst Design-Build-Remodeling</b>	Middleburg Heights, Ohio	2,229,666	78	28,586	2,600,000	kb·bt·a·dk·w·r·s·o
134	Fine Remodel	Sandy, Utah	2,224,816	11	210,264	1,685,924	kb·bt·a·r·o
135	<b>Signature Construction and Design</b>	Wilmington, Del.	2,224,095	41	54,246	2,500,000	wh·kb·a·o
136	Knockout Renovation	New York	2,100,500	30	70,017	3,105,500	kb
137	<b>S.W. Scheipeter Construction</b>	St. Louis	2,192,650	12	182,720	2,000,000	wh·kb·bt·a·o
138	<b>Renovations Your Complete Remodel Resource</b>	Prescott, Ariz.	2,150,000	54	37,000	2,100,000	wh·kb·a·o
139	<b>JMC Development</b>	Parsippany, N.J.	2,139,264	110	19,448	2,000,000	wh·kb·bt·a·s·r·w·o
140	<b>Old Greenwich Builders</b>	Denver	2,121,763	8	528,026	4,000,000	wh·a·o
141	Gulf Coast Builders	Fort Myers, Fla.	2,120,681	153	13,861	2,500,000	w·sr·o
142	<b>DiFabion Remodeling</b>	Indian Trail, N.C.	2,100,000	42	49,600	2,500,000	kb·a·dk·o
143	<b>Chris Donatelli Builders</b>	San Jose, Calif.	2,089,734	28	74,633	2,300,000	wh·kb·a·s·w·r·o
144	<b>Schroeder Design/Build</b>	Fairfax, Va.	2,070,508	26	90,000	2,300,000	wh·kb·bt·a·dk·o
145	BOBO Custom Builders	San Antonio	2,063,353	41	50,000	2,500,000	kb·a·o
146	Living Improvements	Stafford, Texas	2,047,786	147	13,931	2,457,343	kb·a·o
147	<b>Blue Ribbon Design Build</b>	Lake Forest, Calif.	2,031,487	16	150,000	2,100,000	wh·kb·a
148	Sandlin Design Build	Eules, Texas	2,000,000	25	80,000	2,500,000	wh·a·kb·o
149	Joe Percario General Contractors	Roselle, N.J.	2,000,000	375	25,000	4,000,000	kb·s·r·w·o
150	<b>Thorson Restoration and Construction</b>	Bridgewater, Mass.	1,935,590	85	21,500	2,573,193	kb·dk·o
151	Cossentino & Sons Remodeling & Design	Ellicott City, Md.	1,931,908	23	90,000	2,000,000	wh·kb·sr·bt·a·dk
152	Better-Built Contractors	Coppell, Texas	1,905,206	147	12,960	2,400,000	a·s·r·w·o
153	Case Design/Remodeling of Birmingham	Birmingham, Ala.	1,900,000	60	31,600	2,050,000	wh·kb·bt·a
154	<b>Frey Construction &amp; Home Improvement</b>	Prairie du Sac, Wis.	1,878,605	87	21,593	2,200,000	wh·e·kb·bt·a·sr
155	<b>Daniels Design and Remodeling</b>	Fairfax Station, Va.	1,853,000	23	80,565	2,000,000	wh·kb·a·dk·o
156	Pfeifer Building Co.	Peachtree City, Ga.	1,831,892	75	20,000	1,800,000	wh·kb·bt·a·sr·h·o
157	<b>JEB Design Build</b>	Shreveport, La.	1,822,636	33	110,677	2,450,000	wh·e·kb·a·sr
158	<b>Lone Star State Construction</b>	San Antonio	1,811,131	128	14,000	2,500,000	wh·e·kb·a·sr·o
159	<b>Sebring Services</b>	Naperville, Ill.	1,806,637	56	32,261	1,600,000	kb·bt·a·o
160	Hemenover Construction	Clifton, Ill.	1,800,000	286	27,000	2,000,000	wh·e·kb·bt·a·sr·h·o
161	Rock Creek Craftsmen	Mount Pleasant, S.C.	1,800,000	48	40,000	1,800,000	s·r·w·o
162	<b>Carlisle Classic Homes</b>	Seattle	1,793,984	47	38,170	3,000,000	wh·kb·bt·ir·o
163	<b>Ken Spears Construction</b>	DeKalb, Ill.	1,778,453	145	8,500	2,000,000	w·kb·a·o
164	<b>The Wiese Co.</b>	Sherborn, Mass.	1,767,737	28	65,000	2,000,000	wh·kb·o
165	Morgan Moore Construction	Houston	1,758,495	35	50,000	2,100,000	wh·a·kb·o
166	<b>Clark Renovations</b>	Bethel Park, Pa.	1,756,148	98	17,900	2,000,000	wh·e·kb·bt·a·sr
167	Chris Mellon & Co.	Carefree, Ariz.	1,750,747	14	275,543	1,984,523	wh·a·kb·o
168	<b>Schrader and Co.</b>	Burnt Hills, N.Y.	1,731,596	177	9,000	1,700,000	wh·kb·a·o
169	Rich Mathers Construction	Los Altos, Calif.	1,727,910	18	95,995	3,275,000	wh·e·kb·a·h
170	J. Allen Smith Design Build	Ijamsville, Md.	1,710,000	15	114,000	2,000,000	wh·kb·bt·a·h
171	<b>Criner Remodeling</b>	Yorktown, Va.	1,700,784	38	44,757	1,800,000	kb·sr·a·o
172	Byerly Co.	Houston	1,700,000	8	212,500	NA	wh·e·kb·a
173	<b>Peacock and Co.</b>	South Bend, Ind.	1,699,824	82	20,730	2,000,000	wh·e·kb·bt·a·sr
174	Federalist Builders	Washington, D.C.	1,667,000	35	47,629	1,750,000	wh·e·kb·bt·a·sr·h
175	Home Services Direct	Rolling Meadows, Ill.	1,654,730	47	35,200	230,000	wh·e·kb·bt·a·sr·h·o
176	Enco Construction Services	Millwood, N.Y.	1,650,000	25	60,000	2,400,000	a·r·s·w·o
177	Crossroads Contracting	Londonderry, N.H.	1,649,922	43	38,301	2,000,000	wh·kb·bt·a·sr
178	<b>Duncan's Bath and Kitchen Center</b>	Poland, Ohio	1,637,052	113	14,487	1,774,850	kb

**Bold**=REMODELING Big50; 2012 Revenue(P)=projected; **wh**=whole-house remodeling; **kb**=kitchen & bath remodeling/additions; **a**=additions; **r**=roofing replacement; **w**=window & door replacement; **s**=siding replacement; **bt**=basement finishing; **sr**=sunrooms/screen rooms/solariums; **ir**=insurance restoration; **c**=contents & cleaning; **h**=handyman; **cl**=commercial; **dk**=decks; **o**=other, includes: accessibility; custom homes; electrical; energy audits/retrofits; fire protection; fireplaces; full design; flooring; gutters; historic restoration; home theater; HVAC; insulation; landscaping; masonry; outbuildings; outdoor living; painting; patios; plumbing; pools; porches; solar installation; seismic retrofits; waterproofing; wine cellars

[ REMODELING 550 ] FULL-SERVICE REMODELERS

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	TYPE OF WORK
179	<b>S. N. Peck Builder</b>	Chicago	\$1,622,019	NA	NA	\$2,000,000	wh·e·kb·bt·a·sr·h
180	<b>Distinctive Remodeling Solutions</b>	Roswell, Ga.	1,607,241	25	64,290	2,000,000	wh·a·kb·o
181	<b>Elite Homes</b>	Louisville, Ky.	1,601,642	23	36,837	1,500,000	a·dk·sr·o
182	Hands-On Construction	Concord, Mass.	1,600,000	49	32,000	1,900,000	wh·e·kb·bt·a·sr·h
183	Baine Contracting	Brick, N.J.	1,594,635	23	68,000	2,026,550	wh·e·kb·bt·a·sr·h
184	Bradley Builders	Carmichael, Calif.	1,573,836	78	20,346	1,850,750	wh·e·kb·bt·a·sr·o
185	E.D. Enterprises	Arlington Heights, Ill.	1,536,847	70	22,000	1,800,000	a·kb·o
186	<b>Kliethermes Homes &amp; Remodeling</b>	Columbia, Mo.	1,529,015	81	18,877	1,900,000	wh·kb·bt·a·sr
187	PDQ Construction	Topeka, Kan.	1,513,321	265	5,710	1,800,000	a·kb·dk·o
188	<b>E.A. Knight Construction</b>	Cartersville, Ill.	1,500,000	460	6,567	1,200,000	wh·kb·bt·a·sr·h
189	Kresge Contracting	Columbus, Ohio	1,496,056	50	29,921	1,700,000	wh·kb·bt·a·sr
190	Darrell Burke Construction Co.	Battle Creek, Mich.	1,494,673	333	4,488	1,500,000	kb·r·s·w
191	<b>Burgin Construction</b>	North Tustin, Calif.	1,493,252	25	64,732	1,500,000	wh·kb·a·o
192	Rizzo and Co.	Anchorage, Alaska	1,475,000	22	67,500	2,000,000	kb·o
193	<b>A.V. Remodeling &amp; Construction</b>	McLean, Va.	1,468,396	11	68,225	2,350,000	wh·kb·dk·o
194	Southland Development Services	Peachtree Corners, Ga.	1,438,011	48	30,000	1,500,000	wh·a·kb·dk·o
195	One Man and A Hammer	Mentor, Ohio	1,438,000	112	12,839	1,650,000	wh·e·kb·bt·a·sr·h·o
196	<b>Strite Design + Remodel</b>	Boise, Idaho	1,430,513	70	20,436	1,800,000	wh·e·kb·bt·a·sr·h
197	<b>Gaines Construction Co.</b>	Fairfield, Conn.	1,427,124	30	11,167	1,500,000	wh·e·kb·bt·a·sr·h
198	<b>The Cleary Co.</b>	Columbus, Ohio	1,426,987	52	36	1,600,000	wh·kb·bt·a·sr·h
199	Cedar Mill Group	Webster, N.H.	1,424,192	36	39,561	1,800,000	wh·kb·a·o
200	Geiger-Phillips	Wellfleet, Mass.	1,407,000	23	61,000	1,200,000	wh·e·kb·bt·h
201	Caldwell & Johnson Custom Builders and Remodelers	North Kingstown, R.I.	1,400,000	7	200,000	1,500,000	wh·e·kb·a
202	Sebestyen & Williams	Upland, Ind.	1,400,000	27	60,000	1,600,000	wh·kb·bt·dk·a·o
203	Kevin Jones Design-Build	Greensboro, N.C.	1,396,619	29	48,159	1,600,000	wh·e·kb·bt·a·sr
204	<b>Henderer Design + Build</b>	Corvallis, Ore.	1,378,777	70	20,000	1,500,000	wh·a·kb·dk·bt·o
205	<b>Blue Ridge Home Improvement</b>	Blacksburg, Va.	1,373,491	48	28,600	1,400,000	wh·e·kb·bt·a·sr·h
206	Northwood Construction	Sterling, Va.	1,360,348	44	30,917	1,600,000	wh·e·kb·bt·a·sr
207	Ingram Bay Contracting	Reedville, Va.	1,359,000	21	65,000	1,200,000	wh·kb·bt·a
208	Copp Construction	Irvington, N.Y.	1,357,000	9	150,000	1,200,000	wh·kb·bt·a·h·o
209	The Kingston Group	Nashville, Tenn.	1,355,504	85	15,947	1,800,000	wh·kb·a·o
210	<b>Creative Contracting</b>	North Wales, Pa.	1,349,000	35	38,355	1,650,000	wh·e·kb·bt·a·sr·h
211	<b>Morse Constructions</b>	Somerville, Mass.	1,348,064	38	35,475	2,370,000	wh·kb·a·o
212	Remodeling Expectations	Houston	1,345,000	26	48,000	1,480,000	wh·e·k·bt·a·o
213	<b>J.R. LeFavre Construction Co.</b>	Taneytown, Md.	1,340,000	86	15,581	1,500,000	wh·kb·w·bt·a·sr·dk
214	Newday Construction	Encino, Calif.	1,318,715	11	119,883	2,000,000	wh·kb·bt·a·o
215	Certified Home Remodelers	Carnegie, Pa.	1,301,002	164	7,933	1,800,000	wh·kb·bt·sr
216	Messier Construction RRM	Tiverton, R.I.	1,300,000	25	70,000	1,200,000	wh·e·kb·bt·a·sr·h
217	<b>Mark IV Builders</b>	Cabin John, Md.	1,299,695	8	162,461	2,000,000	wh·e·kb·bt·a·sr·h
218	<b>QMA Design+Build</b>	Ventnor, N.J.	1,278,182	7	182,597	1,000,000	wh·kb·a
219	Adams Construction Services	Clarksville, Ind.	1,260,000	63	20,000	1,500,000	wh·kb·bt·a·o
220	Capricorn Systems	Murrysville, Pa.	1,250,000	52	75,000	1,500,000	wh·e·kb·bt·a·sr
221	T. Laney-Spindler Construction	Austin, Texas	1,250,000	15	40,000	1,300,000	wh·kb·a·dk·o
222	Oakwood Builders Group	Des Moines, Iowa	1,239,261	25	49,570	1,500,000	wh·e·kb·bt·a·sr·h
223	Axis Construction	Wichita Falls, Texas	1,213,298	27	44,937	1,400,000	wh·kb·a·h
224	Quality Craftsmen	Marietta, Ga.	1,200,000	100	12,000	2,000,000	kb·bt·dk·w·s·o
225	Sieverding Construction	Mandeville, La.	1,200,000	3	250,000	1,800,000	wh·e·kb·a
226	VW Builders	Auburn, Mass.	1,200,000	17	70,000	1,200,000	wh·kb·bt·a·o

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# [ REMODELING 550 ] FULL-SERVICE REMODELERS

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	TYPE OF WORK
227	BeeTree Homes	Jacksonville, Fla.	\$1,199,452	14	\$100,000	\$1,300,000	wh·kb·a·o
228	Atlanta Design & Build	Marietta, Ga.	1,166,212	29	40,214	1,530,000	wh·kb·bt·a·sr
229	<b>Longacre Construction Co.</b>	Lewisville, Texas	1,139,708	57	40,000	1,700,000	wh·kb·a·sr
230	<b>Strock Enterprises Design &amp; Remodel</b>	N. Charleston, S.C.	1,100,000	130	40,000	1,600,000	wh·kb·a·h
231	<b>TDB Construction</b>	Nanuet, N.Y.	1,100,000	20	58,000	1,000,000	wh·kb·a·h·o
232	Arciform	Portland, Ore.	1,086,201	66	55,000	1,500,000	wh·e·kb·bt·a·sr·h·o
233	Metro Home Designs	Marietta, Ga.	1,085,000	75	144,666	1,820,000	wh
234	Key Residential	Farmers Branch, Texas	1,078,996	24	270,000	1,100,000	wh·kb·a·o
235	RisherMartin Fine Homes	Austin, Texas	1,074,901	5	214,980	2,000,000	wh·kb·a·o
236	Scholl Construction Co.	Crystal Lake, Ill.	1,068,884	37	28,889	1,400,000	wh·e·kb·bt·a·sr
237	<b>Zimmermann Associates</b>	Lakeland, Fla.	1,063,124	55	25,000	1,000,000	wh·kb·a·o
238	<b>New England Design &amp; Construction</b>	Boston	1,060,593	15	125,000	2,000,000	wh·kb·a
239	<b>Barber Construction</b>	Roscommon, Mich.	1,046,114	42	24,907	1,383,000	wh·kb·bt·a·o
240	<b>Liston Construction Co.</b>	St. Charles, Mo.	1,040,000	31	33,500	1,250,000	wh·kb·bt·a·sr
241	Rick Brauchler, Jr. & Co.	Clinton, Conn.	1,035,000	29	35,700	1,300,000	wh·e·kb·bt·a·sr·o
242	<b>Sanders Design Build</b>	Amarillo, Texas	1,027,296	10	102,729	1,500,000	wh·kb·a·o
243	<b>Penn Contractors</b>	Emmaus, Pa.	1,020,000	45	19,875	1,100,000	wh·kb·e·bt·a·o
244	<b>Strobel Design Build</b>	St. Petersburg, Fla.	1,020,000	22	37,567	1,212,000	wh·e·kb·a·h
245	Revolution Design and Build	Wayzata, Minn.	1,017,500	12	84,800	2,000,000	wh·e·kb·bt·a·sr
246	BWB Construction	San Antonio	1,009,726	54	18,698	1,500,000	wh·kb·a·o
247	Augustine Builders	Plantsville, Conn.	1,000,000	15	70,000	1,200,000	wh·e·kb·bt·a
248	Capstone General Contracting	Worcester, Mass.	1,000,000	33	30,000	1,500,000	wh·e·kb·bt·a·o
249	Curtis Construction	Sarasota, Fla.	1,000,000	4	250,000	3,000,000	wh·e·kb·a·sr·h·o
250	Henry Kay Restorations	Brooklyn, N.Y.	1,000,000	5	200,000	5,000,000	wh
251	Hope Construction	Flagstaff, Ariz.	1,000,000	125	8,000	1,200,000	wh·e·kb·a·sr·h
252	Main Line Craftsmen	Philadelphia	960,000	15	64,000	2,000,000	wh·kb·a·sr·h
253	G.A. Recht Construction Co.	San Diego	957,458	75	40,000	1,200,000	wh·e·kb·bt·a·h
254	Riverside Construction	Wichita, Kan.	950,000	38	25,000	1,200,000	wh·kb·bt·a·h·o
255	Silva and Associates Property Management	Montclair, N.J.	950,000	15	63,333	1,100,000	wh·kb·bt·a·sr·h
256	Bluestem Construction	St. Louis Park, Minn.	942,138	16	82,250	920,000	wh·a·kb·o
257	HoBart Builders	Columbus, Ga.	929,847	40	23,246	1,600,000	wh·e·kb·bt·a·sr·h
258	Ryne-Wood Builders	Yorktown, Ind.	915,000	66	14,000	950,000	wh·a·kb·o
259	Harting & Hunemuller Contractors	Cedar Falls, Iowa	914,358	61	15,000	750,000	wh·kb·bt·a·sr
260	<b>Hanson Carlen Construction</b>	Spokane, Wash.	900,000	6	150,000	1,200,000	wh·kb·a·o
261	Laing Construction	Redding, Calif.	891,890	36	21,000	1,000,000	wh·e·kb·bt·a·sr·h
262	Riverside Construction	West Lafayette, Ind.	881,914	41	21,512	1,000,000	wh·kb·a·o
263	ELM Construction	Birmingham, Ala.	879,862	115	7,651	1,000,000	wh·kb·a·
264	<b>Potter Construction</b>	Seattle	877,810	28	32,000	1,150,000	wh·kb·a·o
265	AWS Remodeling & Design	Louisville, Ky.	875,000	64	15,000	950,000	wh·kb·bt·sr·o
266	<b>All Pro Builders</b>	Fullerton, Calif.	852,792	125	6,000	925,000	wh·kb·a·sr·h
267	ACA-Freewood Contracting	Greenville, S.C.	850,000	9	75,000	900,000	wh·kb·bt·a·sr·h
268	KC Cabinetry Design Renovation	Littleton, Colo.	850,000	42	20,000	1,250,000	kb
269	Pathway Design & Construction	Seattle	814,000	67	12,000	1,100,000	wh·e·kb·bt·a·h
270	Bestway Construction Group	Huntsville, Ala.	800,000	80	10,000	1,250,000	wh·a·r·o
271	Building Lab	Oakland, Calif.	800,000	6	180,000	1,400,000	wh·e·kb·bt·a·h
272	Four Seasons Design and Remodeling	Angola, Ind.	800,000	7	115,000	1,500,000	wh·kb·a·dk·bt·o
273	Blue Ribbon Residential Construction	Raleigh, N.C.	797,785	16	49,861	1,200,000	kb·r·s·w·bt·a·dk·o
274	ReVisions Remodeling	Columbus, Ohio	792,255	59	13,428	1,000,000	wh·kb·bt·a

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	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	TYPE OF WORK
275	J&R Construction Services	Nicholasville, Ky.	\$791,000	40	\$20,000	\$1,200,000	wh · e · kb · bt · a · sr · h · o
276	Renovate Inc.	Kenner, La.	786,063	44	17,865	1,480,895	wh · e · kb · a · sr · h · o
277	Built Square	Seattle	785,000	30	26,430	1,000,000	wh · e · kb · bt · a
278	Jim Marinelli Contracting	Mahopac, N.Y.	785,000	10	78,000	1,200,000	kb · a · s · w · o
279	<b>Decks &amp; More</b>	Smyrna, Ga.	755,751	33	22,900	1,020,263	dk · kb · o
280	Custom Design Woodworking	Oconomowoc, Wis.	750,000	5	175,000	1,000,000	wh · kb · o
281	Tree-Line Builders	Wappingers, N.Y.	750,000	3	350,000	1,000,000	wh · e · kb · bt · a · sr · h
282	J & F Specialties	Springfield, Va.	736,000	50	14,720	800,000	kb · bt · a · o
283	DreamMaker Bath & Kitchen of Lubbock & Amarillo TX	Lubbock, Texas	735,000	21	39,761	950,000	kb · o
284	The Waire Group	Fishers, Ind.	734,691	36	20,408	900,000	kb · a · bt · o
285	Inspiration Renovations	Columbia, Md.	721,240	37	20,607	1,000,000	wh · kb · bt · a · sr
286	Hammer Contractors	Olney, Md.	702,892	25	28,115	900,000	kb · a · bt · o
287	Under Construction	North Haven, Conn.	700,000	28	11,000	1,100,000	wh · kb · bt · a
288	John Rogers Renovations	Woodstock, Ga.	692,000	17	40,000	925,000	wh · kb · o
289	Rolf Schroeder General Contractors	Ivyland, Pa.	686,525	26	26,405	750,000	kb · o
290	<b>Hammerschmidt Construction</b>	Los Altos, Calif.	650,000	35	18,500	800,000	wh · kb · a · h
291	Heavenly Foundations	Palm Harbor, Fla.	634,520	49	13,000	500,000	wh · kb · a · h
292	Neighborhood Commercial	Roswell, Ga.	615,000	21	29,285	950,000	wh · kb · a · o
293	Lampost	Pasadena, Md.	612,888	35	17,511	800,000	kb · a · bt · o
294	JMS Partners	Hopkinton, Mass.	605,658	28	20,000	675,000	wh · e · kb · bt · a · h,
295	James Ray Construction	Los Gatos, Calif.	600,000	5	120,000	800,000	wh · kb · a
296	PennRey Homes	Wichita Falls, Texas	600,000	12	3,000	850,000	wh · e · kb · a · h
297	Stearns Design Build	College Station, Texas	600,000	20	30,000	700,000	wh · a · kb · o
298	Canyon Kitchen & Bath	St. George, Utah	590,000	156	3,782	635,000	wh · kb · bt · a · h
299	<b>Jean Flesher Construction</b>	Heber City, Utah	585,953	46	12,738	900,000	wh · kb · a · o
300	<b>Awad + Koontz Architects Builders</b>	Minneapolis	570,000	7	81,000	875,000	wh · kb · bt · a

**Bold**=REMODELING Big50; 2012 Revenue(P)=projected; **wh**=whole-house remodeling; **kb**=kitchen & bath remodeling/additions; **a**=additions; **r**=roofing replacement; **w**=window & door replacement; **s**=siding replacement; **bt**=basement finishing; **sr**=sunrooms/screen rooms/solariums; **ir**=insurance restoration; **c**=contents & cleaning; **h**=handyman; **cl**=commercial; **dk**=decks; **o**=other, includes: accessibility; custom homes; electrical; energy audits/retrofits; fire protection; fireplaces; full design; flooring; gutters; historic restoration; home theater; HVAC; insulation; landscaping; masonry; outbuildings; outdoor living; painting; patios; plumbing; pools; porches; solar installation; seismic retrofits; waterproofing; wine cellars

## Replacement Contractors

KNOWN ALSO AS specialty contractors, replacement contractors focus on a handful of products. Many replace exterior components such as roofing, siding, windows, and doors. Some focus on indoor products and projects such as bath liners, walk-in tubs, basement waterproofing, and kitchen cabinet refacing.

But regardless of what product or service they sell, what these companies have in common is that the jobs they sell and install are rarely complex; they turn these jobs quickly; and they need a lot of them to sustain the business.

Many replacement companies, though not all, see themselves not so much as

contractors but as sales and marketing organizations that happen to sell home improvement products. Marketing and sales are what they are good at. And their marketing and sales finesse have enabled many — think Window World, or Window Nation — to continue to expand throughout the recession.

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	PRODUCTS CARRIED
1	Window World	North Wilkesboro, N.C.	\$395,222,273	132,127	\$2,991	\$415,000,000	w · dr · s
2	<b>Champion Window Mfg. &amp; Supply Co.</b>	Cincinnati	260,578,117	34,571	7,537	254,400,000	w · dr · s · sr
3	U.S. Home Systems	Irving, Texas	164,945,000	25,235	6,536	NA	b · k · cr · os
4	Power Home Remodeling Group	Chester, Pa.	127,090,075	16,000	8,000	175,000,000	w · dr · s · r · i

**Bold**=REMODELING Big50; 2012 Revenue(P)=projected; **b**=bath remodeling; **bt**=basement finishing; **dk**=decks; **dr**=doors; **g**=gutters/gutter protection; **i**=insulation; **k**=kitchen remodeling; **ob**=outbuildings; **os**=organization systems; **r**=roofing replacement; **s**=siding replacement; **sr**=sunrooms/screen rooms/solariums; **w**=window replacement; **wp**=waterproofing; **so**=solar; **cr**=cabinet refacing

[ REMODELING 550 ] **REPLACEMENT CONTRACTORS**

	<b>COMPANY</b>	<b>LOCATION</b>	<b>2011 REVENUE</b>	<b>NO. OF JOBS</b>	<b>AVG. JOB SIZE</b>	<b>2012 REVENUE<sup>P</sup></b>	<b>PRODUCTS CARRIED</b>
5	The Beldon Group	San Antonio	\$69,000,000	11,780	\$7,100	\$70,000,000	w·dr·s·r·b·g
6	<b>GutterGuard/Dixie HomeCrafters</b>	Norcross, Ga.	63,000,000	6,400	9,843	75,000,000	w·dr·s·r·b·g·i
7	Castle, The Window People	Mount Laurel, N.J.	55,758,573	9,528	5,852	55,700,000	w·dr
8	<b>Thompson Creek Window Co.</b>	Lanham, Md.	54,513,453	7,476	6,542	62,000,000	w·dr·r·g
9	1-800-Hansons	Troy, Mich.	45,915,871	7,565	6,053	52,000,000	w·dr·s·r·g·i
10	True Home Value	Louisville, Ky.	44,822,000	7,000	6,500	48,600,000	w·dr·s·sr·r·dk·b·k·g
11	Mid-Atlantic Waterproofing	Columbia, Md.	40,344,581	3,926	10,276	45,000,000	o
12	HomeFix	Baltimore	33,777,678	3,425	9,500	35,000,000	w·dr·s·r·g·i
13	College Works Painting	Irvine, Calif.	30,000,000	10,000	3,000	30,000,000	o
14	American Exteriors	Littleton, Colo.	29,404,153	4,017	7,147	32,000,000	w·dr·r
15	Statewide Remodeling	DFW Airport, Texas	27,025,720	2,622	10,307	30,000,000	w·dr·s·sr·b·k·i
16	P.J. Fitzpatrick	New Castle, Del.	23,800,000	3,200	7,500	26,500,000	w·dr·sr·r·g·i
17	Window Nation	Glen Burnie, Md.	23,026,740	3,830	6,012	26,000,000	w·dr·r
18	Florida Home-Improvement Associates	Fort Lauderdale, Fla.	23,000,000	1,901	11,223	30,000,000	w·k·o
19	Bone Dry Roofing	Indianapolis	21,700,000	8,600	2,500	26,000,000	w·s·r
20	Woodbridge Home Exteriors	Dallas	20,364,356	1,966	10,358	23,146,883	w·dr·r
21	<b>Unique Home Solutions</b>	Indianapolis	18,850,398	2,302	8,188	19,300,000	w·dr·s·r·b·k·g·i
22	Paramount Builders	Virginia Beach, Va.	18,631,370	2,260	8,244	20,500,000	w·s·r·g
23	Unified Windows, Doors, Siding and Roofing	Hempstead, N.Y.	18,523,000	6,000	3,000	20,000,000	w·dr·s·r·g·i
24	Gilkey Window Co.	Cincinnati	17,136,317	3,420	5,000	18,000,000	w·dr
25	Prairie Home Alliance	Washington, Ill.	17,055,000	3,145	5,422	18,602,000	w·s·sr·cr
26	<b>Lindus Construction/Midwest LeafGuard</b>	Baldwin, Wis.	16,879,000	3,234	5,219	18,000,000	w·s·r·b·k·g
27	<b>Cap City Remodeling</b>	North Bethesda, Md.	16,500,000	1,900	10,000	20,000,000	w·dr·s·sr·g·i·so·o
28	K-Designers	Gold River, Calif.	16,491,923	2,050	8,045	28,000,000	w·dr·r·b·g·i
29	Renewal by Andersen NE LA, Inland Empire, and San Diego	Perris, Calif.	16,000,000	1,344	11,920	21,000,000	w·dr
30	Win-Dor	Anaheim, Calif.	15,645,252	3,400	4,602	17,000,000	w·dr
31	<b>Newpro Operating</b>	Woburn, Mass.	15,024,035	1,549	10,000	20,375,250	w·dr·s·r·g·i
32	Rock Roofing	Bothell, Wash.	15,000,000	1,200	12,500	20,000,000	r
33	<b>DiGiorgi Roofing &amp; Siding</b>	Beacon Falls, Conn.	13,800,000	1,925	7,400	14,500,000	w·s·r
34	S&K Roofing, Siding and Windows	Eldersburg, Md.	12,901,534	3,166	4,075	13,500,000	w·s·r
35	C&L Ward	Davison, Mich.	12,405,230	1,719	7,216	16,200,000	w·dr·s·r·g·i
36	<b>Reborn Cabinets</b>	Anaheim, Calif.	12,000,000	712	16,853	16,000,000	k·b
37	<b>Moonworks</b>	Woonsocket, R.I.	11,900,000	2,110	5,640	12,500,000	w·dr·s·r·g
38	Hardy Window Co.	Anaheim, Calif.	11,500,000	1,500	7,600	13,000,000	w·dr
39	WeatherTite Windows	Girard, Ohio	11,465,000	1,800	6,300	13,000,000	w·dr·sr·r·g
40	<b>Absolute Roofing and Construction</b>	Parma, Ohio	11,234,786	670	10,900	11,000,000	r
41	<b>NewBath/MAXhome</b>	New Orleans	11,163,822	1,536	7,500	15,000,000	w·sr·b·i
42	AMS	Pompano Beach, Fla.	11,100,000	1,700	6,500	11,300,000	w·s·sr·r
43	Blue Ribbon Roofing and Siding	Lakewood, N.J.	11,000,000	1,100	8,300	12,000,000	w·dr·s·r·dk·g
44	Sound Glass Sales	Tacoma, Wash.	10,233,005	6,093	1,646	10,500,000	w·dr
45	<b>American Home Design</b>	Goodlettsville, Tenn.	10,038,519	1,325	7,980	12,000,000	w·dr·sr·r·b·g·i
46	<b>Exovations</b>	Cumming, Ga.	9,704,223	1,174	8,265	9,991,435	w·dr·s·sr·r·dk·g·o
47	Carl's Exteriors	Tom's River, N.J.	9,500,000	2,000	4,500	14,000,000	w·dr·s·r·dk·o
48	The Jorve Corp.	Seattle	9,350,000	750	12,467	10,000,000	r
49	White Aluminum Products	Leesburg, Fla.	9,350,000	4,000	3,000	12,000,000	w·s·sr·r·dk·g
50	Prince William Home Improvement	Woodbridge, Va.	9,247,656	737	12,548	10,750,000	w·dr·s·r·dk·b·k
51	Appleby Systems	York, Pa.	9,069,641	1,080	10,000	12,000,000	w·dr·sr·r·b·bt
52	Champion Roofing	Bensenville, Ill.	9,000,000	675	6,000	9,000,000	w·s·r·g

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[ REMODELING 550 ] **REPLACEMENT CONTRACTORS**

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	PRODUCTS CARRIED
53	<b>Pinnacle Energy</b>	Elkridge, Md.	\$8,913,274	991	\$8,990	\$9,600,000	w·dr·r·r
54	<b>Mad City Roofing, Siding, &amp; Windows</b>	Madison, Wis.	8,796,730	1,099	8,000	12,000,000	w·dr·s·r
55	<b>United States Seamless-Fargo</b>	Fargo, N.D.	8,791,275	1,878	8,711	11,700,000	w·s·r·g·l·cr
56	<b>Weather Tight</b>	West Allis, Wis.	8,767,455	1,340	7,870	11,100,000	w·dr·s·sr·r
57	<b>Renewal by Andersen of Las Vegas and Phoenix</b>	Las Vegas	8,721,635	1,045	8,347	10,000,000	w·dr
58	<b>Schmidt Siding &amp; Window Co.</b>	Mankato, Minn.	8,600,475	2,342	3,672	8,000,000	w·dr·s·sr·r·g
59	<b>Kelly Roofing</b>	Naples, Fla.	8,600,000	2,106	13,454	9,000,000	r
60	The Acri Co.	Milan, Ill.	8,454,987	1,053	8,029	9,208,720	w·dr·s·sr·r·dk·b
61	Los Gatos Roofing	San Jose, Calif.	8,335,000	455	18,300	8,500,000	r
62	Omaha Door & Window Co.	Omaha, Neb.	8,238,446	3,410	1,538	14,000,000	w·dr
63	Joe Hall Roofing	Arlington, Texas	8,067,554	1,109	7,200	10,000,000	r
64	Modern Remodeling	Manassas, Va.	7,960,007	412	19,320	8,000,000	w·s·r·dk·b·k·o
65	Russell Roofing	Oreland, Pa.	7,845,506	1,087	7,218	8,500,000	w·s·r·so
66	<b>The Atlantic Remodeling Corp.</b>	Baltimore	7,558,529	790	9,564	13,650,000	w·s·r·b·k
67	A Cut Above Exteriors & Construction	Portland, Ore.	7,469,175	796	9,384	8,219,899	w·dr·s·r·o
68	Renewal by Andersen Central Pa.	Mechanicsburg, Pa.	7,450,000	810	9,200	8,100,000	w
69	Byers LeafGuard Gutter Systems	Grass Valley, Calif.	7,416,725	1,888	4,494	10,012,497	g
70	Sunrooms & More	Lexington, Ky.	7,400,000	1,206	11,489	10,000,000	w·dr·s·sr·bt·b·k·i
71	Install America	Mohnton, Pa.	7,100,000	960	7,400	8,200,000	w·s·sr·r·dk·g·i
72	Quillen Brothers Windows	Bryan, Ohio	6,855,198	587	6,635	3,800,000	w·g
73	Community Builders	Tulsa, Okla.	6,742,467	840	8,026	10,000,000	w·s·r·b
74	<b>Dial One/Renewal by Andersen of Orange County</b>	Laguna Hills, Calif.	6,708,206	690	9,713	7,200,000	w·dr
75	Tom Adams Windows and Carpets	Churchville, Pa.	6,500,000	1,500	6,000	7,500,000	w·o
76	<b>Hullco Exteriors</b>	Chattanooga, Tenn.	6,491,160	796	8,154	8,000,000	w·dr·s·sr·r·dk·g
77	<b>Archadeck of Charlotte</b>	Charlotte, N.C.	6,400,000	492	13,000	6,700,000	dk·sr·b·k·o
78	Global Home Improvement	Feasterville, Pa.	6,313,000	486	13,000	9,000,000	w·dr·r·b·k
79	Custom Exteriors	Pleasanton, Calif.	6,300,000	920	7,600	7,150,000	w·dr·s·r·o
80	Matus Windows	Glenside, Pa.	6,100,000	1,100	5,500	7,000,000	w·dr
81	Kulp's Of Stratford	Stratford, Wis.	5,859,000	211	23,250	5,900,000	s·r·o
82	<b>Fick Bros Roofing &amp; Exterior Remodeling Co.</b>	Baltimore	5,762,522	600	12,500	6,000,000	w·dr·s·r·dk·g·i
83	All-Weather Coatings	Wills Point, Texas	5,500,000	624	15,000	15,000,000	o
84	<b>Home Town Restyling</b>	Hiawatha, Iowa	5,402,729	685	9,484	6,000,000	w·dr·sr·r·dk·b·k
85	Those Remodeling Guys	York, Pa.	5,395,787	450	11,991	7,750,488	k·i·o
86	<b>Legacy Remodeling</b>	Pittsburgh	5,383,736	568	8,150	6,000,000	w·s·r·i·dk·b·k·o
87	Minnesota Rusco	Minnnetonka, Minn.	5,379,239	830	6,900	6,500,000	w·s·sr·dk·b·i
88	<b>Big State Remodeling</b>	Amarillo, Texas	5,373,117	573	9,377	6,500,000	w·s·r·b·k·i·o
89	Rogers Roofing Siding Windows	Hammond, Ind.	5,312,000	672	7,900	6,000,000	w·s·r
90	DryHome Roofing & Siding	Sterling, Va.	5,213,929	2,635	8,000	5,500,000	w·s·r·g·i·o
91	Hall's Window Center	Rancho Cordova, Calif.	5,200,000	604	7,000	7,000,000	w·dr·r
92	Volpe Enterprises	Norristown, Pa.	5,128,399	1,826	2,850	6,200,000	w·s·sr·r·dk·g·i·o
93	Budget Exteriors	Bloomington, Minn.	5,110,413	1,052	4,858	6,132,495	w·dr·s·r·g·i
94	American Custom Contractors	Rockville, Md.	5,078,253	328	15,482	6,507,015	w·s·r
95	Vinyl Designs	Sacramento, Calif.	5,038,993	700	7,300	6,000,000	w·dr·s
96	Braymiller Builders of W.N.Y.	Hamburg, N.Y.	5,003,369	1,043	4,797	5,250,000	w·b
97	Durante Windows	Irondale, Ala.	4,971,907	585	8,500	6,250,000	w·s·sr·dk·i
98	Midwest Construction & Supply	Mason City, Iowa	4,908,314	528	9,300	5,000,000	w·s·sr

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[ REMODELING 550 ] **REPLACEMENT CONTRACTORS**

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	PRODUCTS CARRIED
99	Perfection Glass	Kennewick, Wash.	\$4,900,000	540	\$6,100	\$9,000,000	w·s·sr
100	Bath Fitter	Mountlake Terrace, Wash.	4,845,143	1,171	4,200	5,200,000	b·k·cr·os
101	Central Roofing and Siding Co.	Rockville, Md.	4,600,000	575	8,000	4,600,000	w·s
102	Yankee Home Improvement	Northampton, Mass.	4,587,639	502	9,138	6,000,000	w·dr·s·sr·r·g·i
103	1 Call Bath Solutions	Elkins Park, Pa.	4,561,102	750	6,081	5,500,000	k·b·cr
104	<b>Maggio Roofing</b>	Takoma Park, Md.	4,559,956	380	12,500	5,000,000	s·r·so
105	<b>Opal Enterprises</b>	Naperville, Ill.	4,518,000	220	21,000	5,500,000	w·s·r
106	Weather Guard Factory-Direct Metal Roofing	Birmingham, Ala.	4,494,110	284	15,824	6,500,000	r
107	Miller Custom Exteriors	Fredericksburg, Ohio	4,465,000	562	7,925	5,000,000	w·s·sr·r·g
108	Carolina Home Remodeling	Charlotte, N.C.	4,359,963	519	8,400	6,000,000	w·dr·sr·r·b·g·i
109	Euro-Tech	Bensenville, Ill.	4,295,989	536	8,000	5,300,000	w·s
110	AHT Windows	Clintonville, Wis.	4,233,650	529	8,003	4,400,000	w·dr
111	Front Range Home Improvements	Lakewood, Colo.	4,205,000	656	6,400	5,500,000	w·dr·s·r·g·i
112	<b>Graves Bros. Home Improvement Co.</b>	Rochester, N.Y.	4,169,443	325	12,829	4,000,000	w·s·r·i·o
113	Carolina Windows & Doors	Greenville, N.C.	4,022,365	600	8,000	NA	w·dr·s·sr
114	<b>Twin Cities Siding Professionals</b>	St. Paul, Minn.	4,000,000	160	25,000	4,000,000	w·s
115	BNW Builders	Richmond, Va.	3,888,045	702	7,042	4,400,000	w·dr·s·r·g·dk
116	The Board Store Home Improvement	La Crosse, Wis.	3,886,578	573	5,400	4,000,000	w·dr·s·sr·r·dk·b·g·i
117	SpringHouse Window & Door	Spring House, Pa.	3,841,250	762	6,726	5,300,000	w·dr·s·r
118	New Jersey Siding & Windows	Randolph, N.J.	3,839,122	450	14,000	5,500,000	w·dr·s·r·dk
119	L.J. Stone	Muncie, Ind.	3,737,762	530	7,661	4,400,000	w·s·sr·b·i·g·o
120	<b>Southwest Exteriors</b>	San Antonio	3,698,839	320	13,659	6,000,000	w·dr·r
121	Paradise Decks and Spas	San Antonio	3,500,000	450	7,500	4,000,000	dk·o
122	<b>William C. Rott &amp; Son</b>	Tonawanda, N.Y.	3,480,000	600	5,800	3,600,000	w·s·r·g·i
123	Modern Window of New York	Buffalo, N.Y.	3,347,741	492	6,800	3,900,000	w·s
124	Closet America	Lanham, Md.	3,290,219	748	4,552	5,100,000	os
125	Asher Enterprises	Eau Claire, Wis.	3,221,223	325	9,911	3,500,000	w·dr·s·sr·r·dk·b·k·g
126	Tristate Windows & Siding Co.	Davenport, Iowa	3,210,000	389	8,245	3,200,000	w·s·r
127	US Home Exteriors	Burlington, N.C.	3,203,210	733	4,370	3,700,000	w·g·s
128	All-Seal Home Improvement	Dayton, Ohio	3,004,599	616	4,877	3,500,000	w·dr·s·sr·b·g
129	Jancewicz & Son	Bellows Falls, Vt.	2,947,526	175	14,686	4,000,000	w·dr·s·r·dk·g
130	Joyce Factory Direct	Berea, Ohio	2,944,822	445	7,328	4,000,000	w·dr·s·sr·dk·g·cr
131	McDaniel Window & Door Co.	Florence, Ala.	2,918,149	1,181	4,000	3,500,000	w·dr·os
132	Mr. Roofing	South San Francisco	2,900,000	230	14,000	3,500,000	r·so
133	Ohio Build & Remodel	Westerville, Ohio	2,800,000	400	6,581	4,000,000	w·dr·s·r·dk·g
134	All Weather Seal of West Michigan	Lowell, Mich.	2,744,000	220	12,388	4,000,000	w·s·r
135	John McCarter Construction	South Lyon, Mich.	2,620,000	265	17,000	3,600,000	w·dr·s·r·g·o
136	<b>Majors Home Improvement</b>	Milton, Fla.	2,550,250	358	7,500	2,400,000	w·dr·s·sr
137	<b>New York Sash</b>	Whitesboro, N.Y.	2,530,500	455	5,562	2,750,000	w·s·sr·r·dk·b·g
138	Adams Roofing Professionals	Elk Grove, Ill.	2,500,000	200	15,000	4,500,000	r
139	<b>AAA Window Siding Roofing</b>	Lincoln, Ill.	2,429,732	460	5,450	3,600,000	w·dr·s·r
140	NMC Exteriors & Remodeling	Buffalo, Minn.	2,389,842	147	16,250	3,000,000	w·s·r·dk·g
141	Treeline Construction	Anchorage, Alaska	2,300,000	200	15,000	2,600,000	dk·o
142	<b>HWC-HomeWorks</b>	Wyoming, Mich.	2,258,498	752	3,519	2,710,197	w·b·k·o
143	Schmidt Exteriors	Batavia, Ill.	2,253,204	315	5,895	2,200,000	w·dr·r·i
144	Malibu Sunrooms	Gretna, Neb.	2,214,661	105	22,495	3,000,000	w·dr·sr·r·dk
145	ATEC	West Allis, Wis.	2,200,000	550	4,000	2,500,000	w·dr·s·r
146	<b>A.B.E. Doors &amp; Windows</b>	Allentown, Pa.	2,176,039	740	2,941	3,250,000	w·dr·os
147	Budget Dry Waterproofing	Guilford, Conn.	2,073,694	853	2,820	2,000,000	o

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	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB SIZE	2012 REVENUE <sup>P</sup>	PRODUCTS CARRIED
148	<b>Total Home Construction</b>	Plainview, N.Y.	\$2,023,500	200	\$25,000	\$2,500,000	w·dr·s·r·b·k
149	Peak Roofing Contractors	Manassas, Va.	1,963,840	1,334	3,500	3,100,000	w·s·r·g
150	<b>Mark Kaufman Roofing Contractor</b>	Englewood, Fla.	1,838,543	442	4,160	2,000,000	r
151	Roche Roofing	Miami	1,800,000	120	15,000	2,200,000	r
152	<b>Great Lakes Construction</b>	Erie, Pa.	1,776,000	200	8,000	1,800,000	w·dr·s·sr·r·dk
153	Olde Towne Windows	Milan, Ohio	1,700,000	400	4,300	2,000,000	w·dr·s·sr·o
154	Lemke Home Improvements	Moorhead, Minn.	1,656,800	872	1,900	1,800,000	w·s·g
155	Cornerstone Home Improvements	Kansas City, Mo.	1,614,447	405	4,099	1,750,000	w·dr·r
156	Rusco Window Co.	Roanoke, Va.	1,600,000	400	4,000	1,700,000	w·dr·s·sr·r·dk·g·i·o
157	HomeTech Renovations	Fort Washington, Pa.	1,500,000	43	38,977	2,000,000	k·b·cr·o
158	<b>Iron River Construction</b>	Chaska, Minn.	1,434,184	170	12,000	2,750,000	w·s·r·o
159	Dan Perkins Construction	Ishpeming, Mich.	1,400,000	90	22,000	1,850,000	w·s·r·dk·o
160	765-DECK	Clearfield, Pa.	1,296,200	128	11,190	1,500,000	w·dr·s·r·dk·g
161	Papillion Windows & Siding	Papillion, Neb.	1,292,000	152	8,500	2,000,000	w·dr·s·r
162	Stan's Roofing & Siding	Orland Park, Ill.	1,233,871	119	10,368	1,750,000	w·s·r·g
163	The Window & Door Store	Bismarck, N.D.	1,201,234	298	4,031	1,800,000	w·s·r·g
164	Portofino Tile & The Bath Remodeling Center	Cary, N.C.	1,200,000	65	20,000	1,400,000	b
165	Brown Brothers Remodeling	Bloomington, Minn.	1,200,000	120	10,000	1,500,000	w·s·r·dk·k·o
166	PJ Sullivan Construction	Midland Park, N.J.	1,100,000	15	65,000	4,000,000	w·s·dr·o
167	Warner's Decking	Plainfield, Ill.	1,030,000	55	18,300	NA	dk·bt
168	<b>The Brothers That Just Do Gutters</b>	Billings, N.Y.	1,016,840	1,282	780	1,444,000	g
169	R&R Remodeling	Wentzville, Mo.	1,000,000	75	20,000	1,350,000	w·s·sr·dk·o
170	T. Smith Siding & Windows	Nicholasville, Ky.	910,870	130	8,566	1,100,000	w·s·dr

**Bold=REMODELING Big50**; 2012 Revenue(P)=projected; b=bath remodeling; bt=basement finishing; dk=decks; dr=doors; g=gutters/gutter protection; i=insulation; k=kitchen remodeling; ob=outbuildings; os=organization systems; r=roofing replacement; s=siding replacement; sr=sunrooms/screen rooms/solariums; w=window replacement; wp=waterproofing; so=solar; cr=cabinet refacing

## Franchises

ALTHOUGH HOME IMPROVEMENT businesses are more niched than other franchise markets, franchisor Kathleen Kuhn of HouseMaster Home Inspection, in Bound Brook, N.J., believes it hasn't made selling franchises any more difficult. "I think it helps to be focused on what you do best," she says.

With 25 years of experience, Kuhn and her husband, Mike, have developed the marketing tools that enable them to offer a pre-packaged opportunity to franchisees. Kuhn says, "HouseMasters has already built the foundation, providing access to expertise, ongoing business

support, and business management strategies to increase the likelihood of success."

Fifty-five franchises offer similar packages, making franchising a desirable, and perhaps more favorable, option than starting a new business from the ground up.

COMPANY	LOCATION	FOUNDED/ FRANCHISE	STARTUP COSTS (initial investment)	NO. OF FRAN- CHISES*	SPECIALTY
Closet Factory	Los Angeles	1983/1985	\$46,500	73	custom organization systems & spaces
Closets By Design	Gardena, Calif.	1982/1988	36,900	40	custom organization systems & spaces
Mr. Electric	Waco, Texas	1994/1994	28,000	158	electrical services
Mister Sparky	Sarasota, Fla.	1996/2006	6,750-125,000	94	electrical services
The Glass Doctor	Waco, Texas	1962/1977	26,000	191	glass repair & replacement
The Glass Guru	Roseville, Calif.	2004/2007	12,500-65,000	51	glass repair & replacement

\* U.S. & Canada

# [ REMODELING 550 ] FRANCHISES

COMPANY	LOCATION	FOUNDED/ FRANCHISE	STARTUP COSTS (initial investment)	NO. OF FRAN- CHISES*	SPECIALTY
The Grout Doctor	Salt Lake City	1992/2001	\$12,000–22,500	68	grout, tile & stone restoration
The Grout Medic	Southlake, Texas	2001/2001	13,800–23,700	50	grout & tile restoration
Sir Grout Franchising	Alpharetta, Ga.	2004/2007	30,000	19	grout & tile restoration
Mr. Handyman	Ann Arbor, Mich.	1996/2000	59,400	267	handyman services
Handyman Connection	Cincinnati	1990/1993	50,000	119	handyman services
Andy OnCall	Chattanooga, Tenn.	1993/1999	25,000–30,000	48	handyman services
Handyman Matters	Lakewood, Colo.	1997/2001	30,000	122	handyman & remodeling services
House Doctors	Milford, Ohio	1994/1995	50,000	52	handyman & remodeling services
Yellow Van Handyman (HomeTask)	Seattle	2002/2004	22,000–32,000	52	handyman & remodeling services
Case Handyman & Remodeling Services	Bethesda, Md.	1961/1997	25,000–75,000	50	handyman & remodeling services
Pro Energy Consultants	Cleveland	1995/1999	19,900	66	home energy auditing
The Energy Doctors	Spokane, Wash.	2001/2008	40,000–60,000	20	home & commercial energy auditing
Green Homes America	Irvine, Calif.	1981/2010	50,000–120,000	18	home energy auditing & retrofitting
USA Insulation	Cleveland	1985/2007	45,000	19	insulation
ServiceMaster Clean	Memphis, Tenn.	1947/1952	24,900–\$67,000	3,217	insurance restoration
Servpro	Gallatin, Tenn.	1967/1969	42,000	1,613	insurance restoration
Steamatic Total Cleaning & Restoration	Fort Worth, Texas	1948/1967	5,000–40,000	317	insurance restoration
Rainbow International Restoration & Cleaning	Waco, Texas	1981/1981	28,000	305	insurance restoration
PuroClean	Tamarac, Fla.	1990/1991	45,000	261	insurance restoration
Paul Davis Restoration	Jacksonville, Fla.	1966/1971	150,000–250,000	209	insurance restoration
Re-Bath	Tempe, Ariz.	1979/1991	7,000–100,000	205	bathroom remodeling
Kitchen Tune-Up	Aberdeen, S.D.	1986/1988	39,995	158	kitchen & bath remodeling
Kitchen Solvers	La Crosse, Wis.	1982/1984	20,000	89	kitchen & bath remodeling
DreamMaker Bath & Kitchen	Waco, Texas	1988/1999	37,000	43	kitchen & bath remodeling
Certa Pro	Oaks, Pa.	1992/1992	52,500	321	painting
Fresh Coat	Cincinnati	2004/2005	31,900–37,900	73	painting
Roto-Rooter	Cincinnati	1935/1980	15,000	500	plumbing services
Rooter-Man	North Billerica, Mass.	1970/1981	7,950	465	plumbing services
Benjamin Franklin Plumbing	Sarasota, Fla.	1998/2001	8,750–150,500	250	plumbing services
Archadeck	Richmond, Va.	1980/1984	24,500–49,500	58	porches, decks, & outdoor living
Pillar to Post	Tampa, Fla.	1994/1994	14,900	370	property inspections
HouseMaster Home Inspections	Bound Brook, N.J.	1971/1979	42,500	362	property inspections
The BrickKicker Home Inspection Services	Naperville, Ill.	1989/1994	7,500–25,000	208	property inspections
WIN Home Inspection	Madison, Ala.	1993/1994	30,000–40,000	168	property inspections
Inspect-It 1st	Independence, Ohio	1991/1998	26,900	67	property inspections
AmeriSpec Home Inspection Services	Memphis, Tenn.	1987/1988	25,900–35,900	305	property inspections & home energy auditing
ABC Seamless	Fargo, N.D.	1973/1978	46,700	112	seamless steel siding & gutters
United States Seamless	Fargo, N.D.	1991/1992	2,450	51	seamless steel siding & gutters
Four Seasons Sunrooms	Holbrook, N.Y.	1975/1984	25,000	265	sunrooms & windows
Miracle Method Surface Restoration	Colorado Springs, Colo.	1979/1980	35,000	125	surface refinishing
Granite Transformations	Miramar, Fla.	1995/1996	35,000–75,000	85	surface refinishing

\* U.S. & Canada

COMPANY	LOCATION	FOUNDED/ FRANCHISE	STARTUP COSTS (initial investment)	NO. OF FRAN- CHISES*	SPECIALTY
Perma-Glaze	Tucson, Ariz.	1978/1981	\$29,500	56	surface refinishing
Surface Specialists Systems	Matthews, N.C.	1981/1982	21,000	43	surface refinishing
Get a Grip	Albuquerque, N.M.	1999/2007	30,000–70,000	7	surface refinishing
Window World	N. Wilkesboro, N.C.	1995/2011	62,000–150,000	194	window replacement
Universal Windows Direct	Oakwood, Ohio	2002/2008	18,500–78,500	28	window replacement
Mr. Sandless	Aston, Pa.	2004/2005	15,000	254	wood floor refinishing
N-Hance Revolutionary Wood Renewal	Logan, Utah	2001/2003	27,000–44,500	204	wood refinishing
Furniture Medic	Memphis, Tenn.	1992/1996	29,900	267	wood repair & refinishing

\* U.S. & Canada

## Insurance Restoration

WHEN A HOME is damaged or destroyed by fire, flood — or for any of a dozen or more different reasons beyond the owner’s control — and the insurance company cuts a check for the repairs, a certain kind of contractor usually does the work.

Restoration contractors move fast — dispatching crews to demo, clean, and dry within hours. If companies such as Belfor — the industry giant — or Giertsen Co. or Mellon Certified Restoration, operate at efficiency levels that leave general contractors envious, it’s because they have to. Insurance restoration is the emergency room of home renovation. If your house is destroyed or damaged, chances are you’re not going to argue about the specifics of fixing it. Immediacy is key to success.

The insurance restoration model differs in other ways, too. These contractors have more than one customer per job: they 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.

Many contractors would love the steady business, but “it’s a whole different set of rules,” says John Allen, owner of the John A. Allen Co., in Jackson, Tenn., who has been dealing with wind, water, and fire damage since he started in insurance repair in the 1980s. “I’ve never had two days alike,” he says.

	COMPANY	LOCATION	2011 REVENUE	NO. OF JOBS	AVG. JOB COST (residential)
1	Belfor Holdings	Birmingham, Mich.	\$1,217,780,000	85,000	\$8,000
2	<b>American Technologies</b>	Orange, Calif.	111,181,662	10,524	10,560
3	<b>Mellon Certified Restoration</b>	Yeadon, Pa.	25,903,856	3,416	7,591
4	<b>Giertsen Co.</b>	Golden Valley, Minn.	23,679,445	1,295	18,200
5	<b>Statewide Disaster Restoration</b>	Southfield, Mich.	21,679,449	823	24,400
6	Infinity Roofing & Siding	Houston	21,300,000	1,800	11,800
7	<b>J.C. Restoration</b>	Rolling Meadows, Ill.	18,541,267	985	9,100
8	<b>United Cleaning &amp; Restoration</b>	Middlefield, Conn.	17,000,000	1,500	11,000
9	<b>Metro Disaster Specialists</b>	North Little Rock, Ark.	14,166,944	497	28,505
10	<b>A&amp;I Fire and Water Restoration</b>	Myrtle Beach, S.C.	12,900,000	690	24,000
11	<b>Insurance Reconstruction Services</b>	Smithfield, R.I.	9,300,000	1,000	9,000
12	<b>VanDam Krusinga Building and Restoration</b>	Kalamazoo, Mich.	8,900,000	725	12,275
13	Acumen Contracting Group	Littleton, Colo.	8,616,311	700	12,000
14	Quality First Builders	Orlando, Fla.	7,350,000	715	10,000
15	<b>Menold Construction and Restoration</b>	Morton, Ill.	6,666,682	1,166	5,718
16	<b>Kowalski Construction</b>	Phoenix	6,452,290	446	5,782
17	<b>Bowles Construction</b>	Augusta, Ga.	5,187,956	342	15,169
18	Cavalry Construction Co.	Houston	4,914,351	166	23,370
19	John A. Allen Co.	Jackson, Tenn.	2,872,354	234	7,365
20	The Roofmen	Alpharetta, Ga.	1,754,821	142	15,000
21	<b>RestorAid Remodeling and Restoration</b>	Cincinnati	1,622,267	231	4,000
22	Paul Davis Restoration of Vermont	Hardwick, Vt.	1,400,000	1,000	5,500
23	<b>USPRO/United Services</b>	Mahomet, Ill.	1,275,754	128	9,298
24	<b>Bloomfield Construction</b>	Bloomfield Hills, Mich.	1,237,500	85	14,558
25	<b>UltraCleanPro Disaster Response Team</b>	Meridian, Idaho	800,000	325	2,500

Bold=REMODELING Big50