



REMODELING 550

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REMODELING 550

2013 Remodeling 550 Insurance Restoration

Jeff Petrucci remembers how he became an insurance restoration contractor. The owner of Bloomfield Construction, in Bloomfield Hills, Mich., stumbled on an insurance estimate five years ago at a prospect’s home and realized that it was “a complete breakdown” of the job he was there to sell. Today at least half Bloomfield Construction’s business is insurance restoration, which involves renovating a house in the aftermath of a fire, flood, or other calamity. Twenty-four-hour service is mandatory. If a tree falls on someone’s roof on a Saturday night, Petrucci says he has to be there.

Companies that specialize in insurance work either “mitigate” (i.e., clean up), restore the house to its original condition, or both. Since the company insuring the house is paying the bill and the goal is to restore the house to its previous condition, the sale is about how quickly and effectively a company can do the work. Operations such as \$1 billion-plus Belfor — and even smaller regional players such as Statewide Disaster Restoration — are set up almost along military lines to mobilize and respond to homeowners in emergency situations.

Steady work made insurance restoration tempting to some remodelers during the recession. Petrucci found that he had to reinvent his business to get good at it because of the extra skills required to be successful.

2013 REMODELING 550: INSURANCE RESTORATION

#	Insurance Restoration Contractor Co	Location	2012 Revenue*	2012 Number Of Jobs	2012 Avg Job Cost (Residential)
1	Belfor Holdings	MI (Birmingham)	\$1,187,851,455	95,000	\$10,000
2	Paul Davis Restoration	FL (Jacksonville)	\$499,673,140	111,887	\$4,351
3	American Technologies	CA (Orange)	\$108,932,281	10,276	\$10,000
4	Statewide Disaster Restoration	MN (Southfield)	\$30,123,000	1,200	\$16,200
5	Best Choice Roofing and Home Improvement	TN (Hendersonville)	\$27,700,000	3,957	\$7,000
6	Giertsen Company	MN (Golden Valley)	\$23,096,940	1,280	\$18,044

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7	Infinity Roofing & Siding	TX (Houston)	\$21,400,000	1,600	\$13,375
8	Mellon Certified Restoration	PA (Yeadon)	\$19,635,481	2,106	\$9,324
9	South River Restoration	MD (Upper Marlboro)	\$14,053,409	2,621	\$5,186
10	A&I Fire and Water Restoration	SC (Myrtle Beach)	\$12,363,095	759	\$16,288
11	United Cleaning and Restoration	CT (Middlefield)	\$12,000,000	525	\$25,000
12	Acumen Contracting Group	CO (Littleton)	\$8,000,000	500	\$16,000
13	Menold Construction and Restoration	IL (Morton)	\$7,415,268	1,260	\$6,043
14	Cameo Services	PA (York)	\$5,925,275	274	\$8,953
15	Calvalry Construction Co.	TX (Houston)	\$4,910,687	169	\$29,057
16	United Services by Permaco	IL (Lake Bluff)	\$4,027,704	344	\$15,073
17	Wadden Construction	VA (Herndon)	\$3,800,368	228	\$16,668
18	Bowles Construction	GA (Augusta)	\$3,677,352	320	\$11,150
19	Kowalski Construction	AZ (Phoenix)	\$3,556,796	546	\$6,518
20	USPRO/United Services	IL (Mahomet)	\$3,547,308	119	\$12,352
21	Capstone General Contracting	MA (Worcester)	\$3,500,000	18	\$120,000
22	RestorAid Remodeling and Restoration	OH (Cincinnati)	\$2,872,354	502	\$2,728
23	Arizona Fire & Water Restoration	AZ (Phoenix)	\$2,626,270	512	\$5,230
24	Buffalo Restoration	MT (Bozeman)	\$2,617,225	510	\$4,900
25	Bloomfield Construction	MN (Bloomfield Hills)	\$2,580,649	112	\$10,685

TABLE KEY

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2012 Revenue* may include commercial insurance restoration revenue

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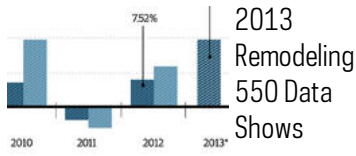
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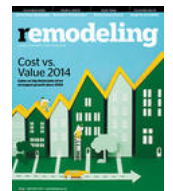
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