

# 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.