

Qualified Remodeler

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August 2019

TOP

500

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2019

The Annual Ranking
of the Nation's Largest
Remodelers



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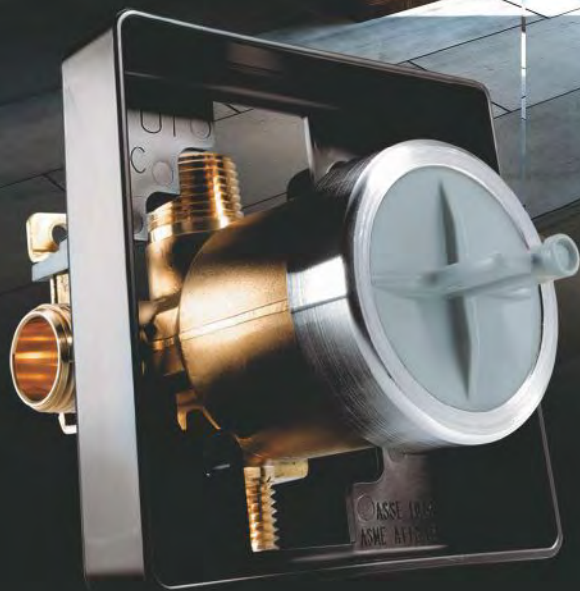
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TOP 500

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Photo: Monterey Bay Virtual Tours

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Lewis Builders reinvigorates a midcentury home to take advantage of its ocean views and create a highly salable asset.



Photo: Sarah Dorio Photography

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To transform a bungalow on a tight budget, creative and strategic solutions focus on what mattered most.



Photo: Designed & built by Holloway Co.

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The incorporation of fans can further the comfort and enjoyment of outdoor spaces throughout the warmer months.

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Revenue and Satisfaction



Patrick L. O'Toole

THIS MONTH, FOR THE 41ST consecutive year, *Qualified Remodeler* is proud to take the wraps off our list of the 500 largest remodeling and home improvement companies in the United States. This list is so highly anticipated because year-over-year gains and retractions are there for all to see. It is also anticipated because the level of detail is so complete. It is an accurate reflection of the health and vitality of the larger industry. That is why our editorial team puts so much time and energy into producing it. There is truly nothing else like it.

Over the years, we've done a lot to improve the list. We are always trying to make it richer and more nuanced.

In 2003, we required applicants to provide third-party verification of their numbers. We did it for two reasons: First, there were companies who "rounded up" their installed volume of remodeling revenue in order to be ranked higher. Second, there were companies who provided ball-park figures such as \$2,000,000 or \$3,000,000. We want rankings to be based on exact dollar volumes. When you look at the 2019 incarnation of the list, you will find a great deal of precision in the numbers provided, including the job totals.

Remodeling is not just about revenue. It's also about quality. It's about profit. It's about creating a positive brand and reputation that generates repeat clients and a strong flow of referrals. With this in mind, we've added qualitative metrics over the years to accompany the revenue rankings.

In the late 1990s, we gave remodelers the opportunity to add their association affiliations as well as their professional certifications. And we began calling them out in the magazine. This information speaks to a company's commitment to professionalism. This year, we took another big step forward.

As you look at each company listing, you will notice that 132 companies have an extra number. You will see it just below their "year founded." It is a number supplied by our partner GuildQuality, a leading third-party customer satisfaction survey company.

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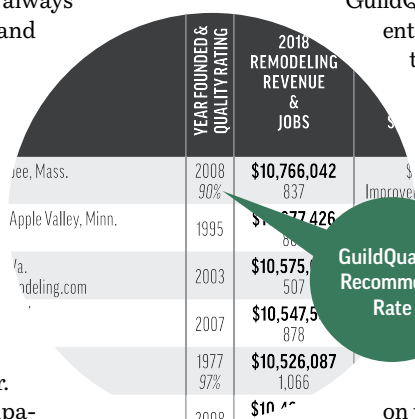
This is not a mark against the other 368 companies

on the list. We are simply saying that going forward, we will offer

Top 500 companies the opportunity to add this measure to their listing. If you don't use GuildQuality, that's OK too. Before the list goes to print, GQ will survey a few past clients to establish a recommend rate. It is purely voluntary.

We think adding a recommend rate adds an important dimension to the Top 500 going forward. And it's a reason why each year the list keeps getting better. **QR**

Patrick O'Toole



Qualified Remodeler

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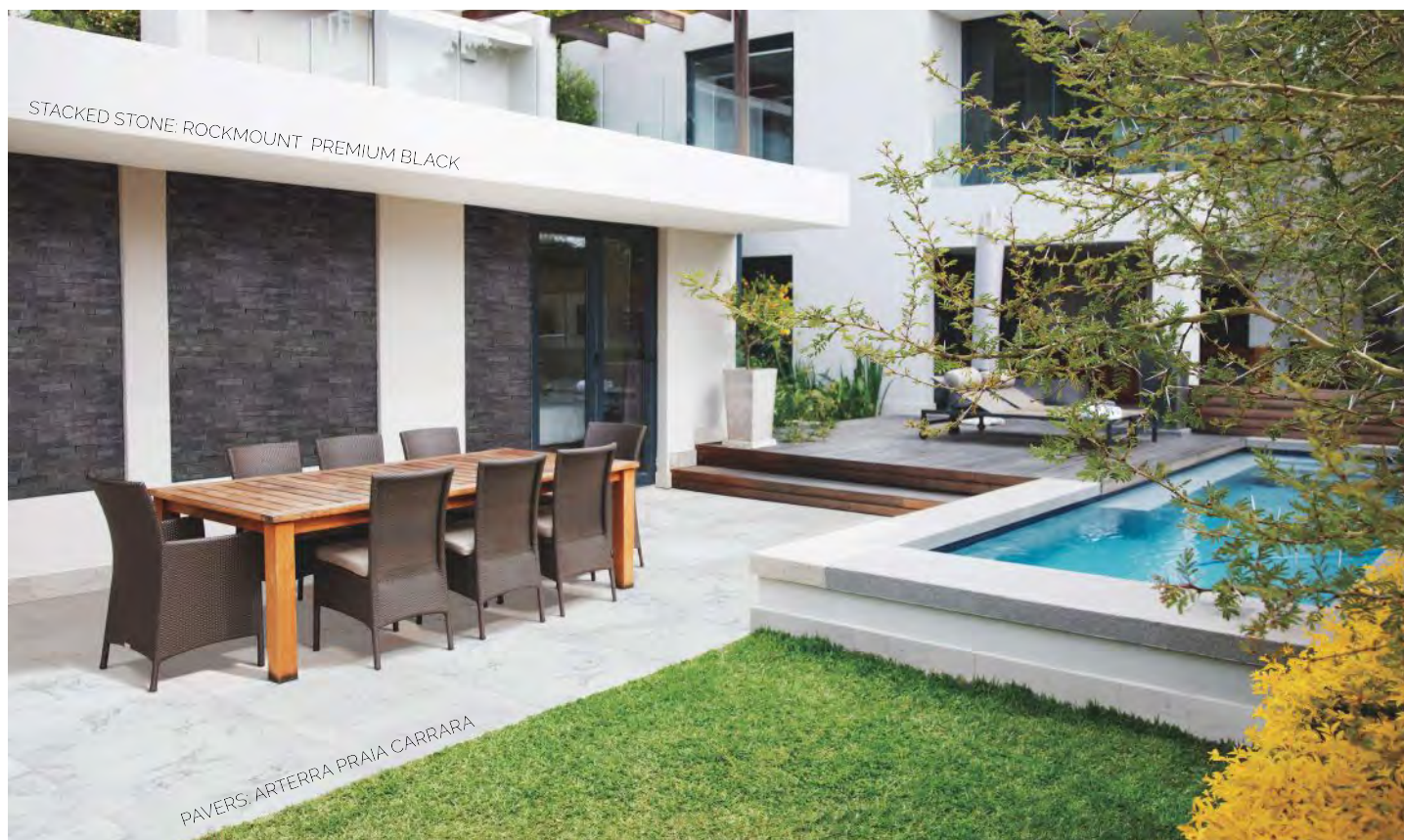
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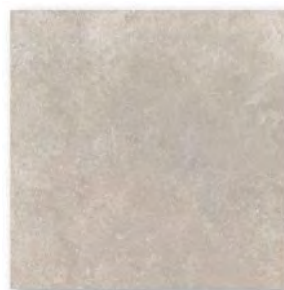
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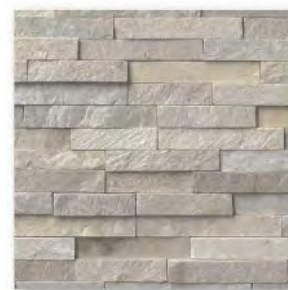
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Market Indicators

Slower Growth Projected in Home Improvements

GROWTH IN RESIDENTIAL remodeling spending is expected to slow considerably by the middle of next year, according to the Leading Indicator of Remodeling Activity (LIRA) released by the Remodeling Futures Program at the Joint Center for Housing Studies of Harvard University. The LIRA projects that annual gains in homeowner expenditures for improvements and repairs will shrink from 6.3 percent in the current quarter to just 0.4 percent by the second quarter of 2020.

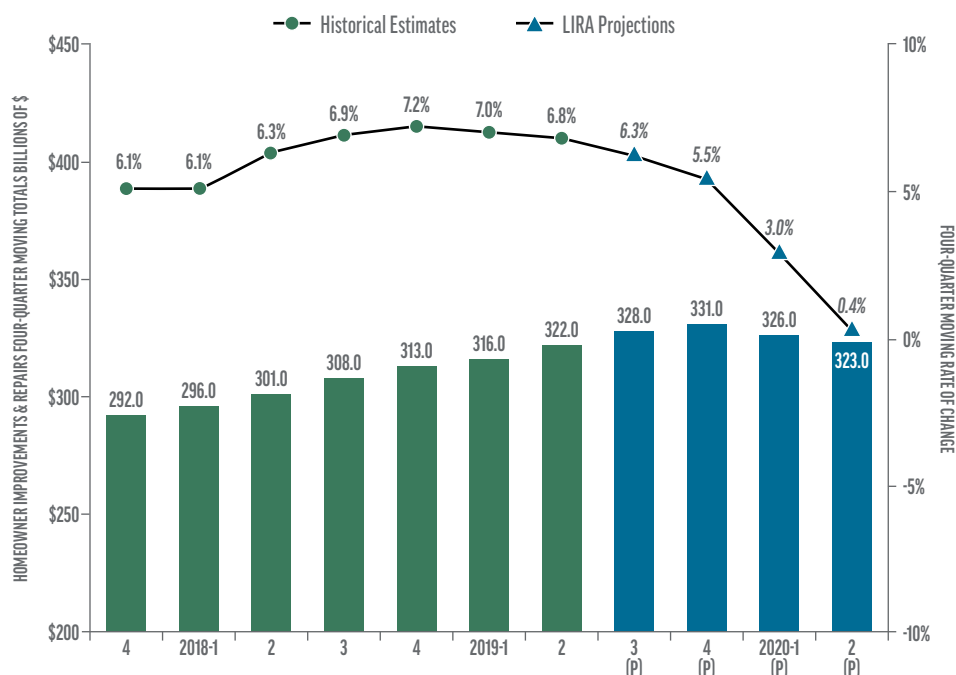
“Declining home sales and homebuilding activity, coupled with slower gains in permitting for improvement projects, will put the brakes on remodeling growth over the coming year,” says Chris Herbert, managing director of the Joint Center for Housing Studies. “However, if falling mortgage interest rates continue to incentivize home sales, refinancing, and ultimately remodeling activity, the slowdown may soften some.”

“With the release of new benchmark data from the American Housing Survey, we’ve also lowered our projection for market size about 6 percent to \$323 billion,” says Abbe Will, associate project director in the Remodeling Futures Program at the Center. “Spending in 2016 and 2017 was not nearly as robust as expected, growing only 5.4 percent over these two years compared to 11.9 percent as estimated.”

The LIRA provides a short-term outlook of national home improvement and repair spending to owner-occupied homes. The indicator, measured as an annual rate-of-change of its components, is designed to project the annual rate of change in spending for the current quarter and subsequent four quarters, and is intended to help identify future turning points in the business cycle of the home improvement and repair industry. Originally developed in 2007, the LIRA was re-benchmarked in April 2016 to a broader market measure based on the biennial American Housing Survey.

The LIRA is released by the Remodeling Futures Program at the Joint Center for Housing Studies of Harvard University in the third week after each quarter’s closing. The next LIRA release date is Oct. 17.

Leading Indicator of Remodeling Activity – Second Quarter 2019



Note: Historical estimates since 2017 are produced using the LIRA model until American Housing benchmark data becomes available.
Source: Joint Center for Housing Studies

Market Indicators

Remodelers' confidence holds steady in second quarter of 2019

The National Association of Home Builders' (NAHB) Remodeling Market Index (RMI) posted a reading of 55 in the second quarter of 2019, rising one point from the previous quarter. The RMI has been consistently above 50—indicating that more remodelers report market activity is higher compared to the prior quarter than report it is lower—since the second quarter of 2013. The overall RMI averages current remodeling activity and future indicators.

“The demand for remodeling continues to hold strong throughout the country,” says NAHB Remodelers Chair Tim Ellis, CAPS, CGP, CGR, GMR, Master CGP, a remodeler from Bel Air, Maryland. “However, the lack of skilled labor continues to be one of the largest roadblocks in the industry.”

Current market conditions rose two points from the previous quarter to 55. Among its three major components, major additions and alterations increased four points to 53, minor additions and alterations, and the home maintenance and repair component both held steady at 55 and 56, respectively.

The future market indicators gained one point from the previous quarter to 55. Calls for bids stayed at 54, amount of work



Private Residence, Chicago Installing contractor: Custom Installations
 Architect: Kipnis Architecture + Planning Distributor: Sheet Metal Supply General contractor: Shardon Builders
 Photographer: A.J. Brown Profile: Snap-Clad metal roofing Color: Weathered Zinc

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-Nate Kipnis, FAIA, Principal, Kipnis Architecture + Planning



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committed for the next three months fell two points to 52, the backlog of remodeling jobs increased four points to 58, and appointments for proposals remained steady at 55 for the third quarter in a row.

“The remodeling market has decelerated somewhat due to ongoing supply-side challenges, as well as year-over-year declines in existing home sales,” says NAHB Chief Economist Robert Dietz. “However, remodelers’ confidence continues to be positive. Market conditions would be better if not for labor shortages and rising construction costs making it difficult to complete some projects at prices home owners can afford.”

For the full RMI tables, please visit www.nahb.org/rmi. For more information about remodeling, visit nahb.org/remodel.

Associations

National awards program accepting submissions



The 2020 National Contractor of the Year (CotY) Awards program is now open! Entries submitted should have a completion date between Dec. 1, 2017, and Nov. 30, 2019. All NARI remodelers are invited to participate in this annual competition. The final deadline to submit an entry is Dec. 4, 2019. For more information, visit nari.org/recognition-center/coty/how-to-apply. (Please contact your chapter for information pertaining to your local awards competition.)

The NARI Achievement Awards are also open for entries. There are 11 categories designed to showcase the successes of NARI chapters and leaders, and all will be honored at the National Presidents’ and Awards Luncheon on April 24, 2020, at the Tradewinds Island Grand Resort in St. Pete Beach, Florida. For detailed information on the achievement awards and how to apply visit nari.org/recognition-center/achievement-awards.

Market Indicators

Existing-home sales fall 1.7 percent in June

Existing-home sales weakened in June, as total sales saw a small decline after a previous month of gains, according to the National Association of Realtors (NAR). While two of the four major U.S. regions recorded minor sales jumps, the other two—the South and the West—experienced great declines last month.

Total existing-home sales—completed transactions that include single-family homes, townhomes, condominiums and co-ops—dropped 1.7 percent from May to a seasonally adjusted annual rate of 5.27 million in June. Sales as a whole are down 2.2 percent from a year ago (5.39 million in June 2018).

“Home sales are running at a pace similar to 2015 levels—even with exceptionally low mortgage rates, a record number of jobs and a record high net worth in the country,” says Lawrence Yun, NAR’s chief economist. Yun notes the nation is in the midst of a housing shortage and much more inventory is needed. “Imbalance persists for mid- to lower-priced homes with solid demand and insufficient supply, which is consequently pushing up home prices,” he says.

Yun adds other factors could be contributing to the low number of sales. “Either a strong pent-up demand will show in the upcoming months, or there is a lack of confidence that is keeping buyers from this major expenditure. It’s too soon to know how much of a pullback is related to the reduction in the homeowner tax incentive.”

The median existing-home price for all housing types in June reached an all-time high of \$285,700, up 4.3 percent from June 2018 (\$273,800). June’s price increase marks the 88th straight month of year-over-year gains.

Total housing inventory at the end of June increased to 1.93 million, up from 1.91 million existing-homes available for sale in May, but unchanged from the level of one year ago. Unsold inventory is at a 4.4-month supply at the current sales pace, up from the 4.3-month supply recorded in both May and in June 2018.

Properties typically remained on the market for 27 days in June, up from 26 days in May and in June of 2018. Fifty-six percent

of homes sold in June were on the market for less than a month.

According to Freddie Mac, the average commitment rate for a 30-year, conventional, fixed-rate mortgage decreased to 3.80 percent in June, down from 4.07 percent in May. The average commitment rate across all of 2018 was 4.54 percent.

“Historically, these rates are incredibly attractive,” says NAR President John Smaby, a second-generation realtor from Edina, Minnesota, and broker at Edina Realty. “Securing and locking in on a mortgage now—given the current, favorable conditions—is a decision that will pay off for years to come.”

First-time buyers were responsible for 35 percent of sales in June, up from 32 percent the month prior and up from the 31 percent recorded in June 2018. NAR’s 2018 Profile of Home Buyers and Sellers—released in late 2018—revealed that the annual share of first-time buyers was 33 percent.

As the share of first-time buyers rose, individual investors, who account for many cash sales, purchased 10 percent of homes in June, down from 13 percent recorded in both May 2019 and June 2018. All-cash sales accounted for 16 percent of transactions in June, down from May and a year ago (19 percent and 22 percent, respectively).

Distressed sales—foreclosures and short sales—represented 2 percent of sales in June, unchanged from May but down from 3 percent in June 2018. Less than 1 percent of June 2019 sales were short sales.

Regional Breakdown

Compared to May, June existing-home sales rose slightly in the Northeast and Midwest but decreased in the South and West regions. Sales in all regions were still lower compared to one year ago, with the most significant declines in the Northeast and West. Median home prices rose in all regions, with the highest gains in the Midwest and South.

June existing-home sale numbers in the Northeast increased 1.5 percent to an annual rate of 680,000, a 4.2 percent decline from a year ago. The median price in the Northeast was \$321,200, up 4.8 percent from June 2018.

In the Midwest, existing-home sales inched up 1.6 percent to an annual rate of 1.25 million, which is a 1.6 percent decline from June 2018. The median price in the Midwest was \$230,400, a 6.7 percent jump up from a year ago.

Existing-home sales in the South fell 3.4 percent to an annual rate of 2.25 million in June, down 0.4 percent from a year ago. The median price in the South was \$248,600, up 4.9 percent from one year ago.

Existing-home sales in the West fell 3.5 percent to an annual rate of 1.09 million in June, 5.2 percent below a year ago. The median price in the West was \$410,400, up 2.3 percent from June 2018.

Single-family and Condo/Co-op Sales

Single-family home sales sat at a seasonally adjusted annual rate of 4.69 million in June, down from 4.76 million in May and down 1.7 percent from 4.77 million a year ago. The median existing single-family home price was \$288,900 in June, up 4.5 percent from June 2018.

Existing condominium and co-op sales were recorded at a seasonally adjusted annual rate of 580,000 units in June, down 3.3 percent from the prior month and down 6.5 percent from a year ago. The median existing condo price was \$260,100 in June, which is up 2.8 percent from a year ago. "Condos are typically more affordable than a detached single-family home, but only a small fraction of condos are FHA-certified," Yun said.

The National Association of Realtors is America's largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.

Housing Demographics

More than half of buyers and sellers oppose housing density

Homebuyers and sellers are nearly twice as likely to oppose the building of dense housing in their neighborhood than they are to support it, according to a new report from Redfin, the technology-powered real estate brokerage. Fifty-three percent of homebuyers and sellers support zoning policies that limit housing density near where they live, and 27 percent support policies that enable it.

The report is based on a June survey commissioned by Redfin of more than 3,000 U.S. residents who bought or sold a primary residence in the last year or plan to in the next 12 months. The report reveals responses

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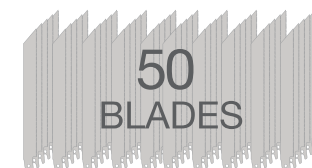
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to a question asking whether respondents support local zoning policies that limit the number of dense housing units, or those that make it possible for more dense housing units to be built.

When broken down by race, survey results showed key differences across racial groups. African American homebuyers and sellers are equally as likely to support dense housing in their area as they are to oppose it, with 39 percent supporting policies that encourage density and 39 percent supporting those that limit it. By contrast, white homebuyers and sellers' responses fall in line with the overall results, with 56 percent opposing housing density in their neighborhood and 23 percent supporting dense housing nearby.

"People who don't want dense housing in their neighborhood often reason that they don't want to see the character of their neighborhood change," says Redfin Chief Economist Daryl Fairweather. "Minorities, however, may be less likely to have sentimental feelings about the types of housing that characterize their neighborhoods because zoning policies have often contributed to racial inequality through segregation. However, the minorities who do oppose dense zoning may be opposed to the gentrification that accompanies dense luxury condos and apartments.

"In places like Minneapolis and Oregon that have already banned single-family zoning, we may see white-flight to areas where single-family homes remain segregated from multi-family homes," Fairweather continues. "Even though pro-density zoning is unpopular among most homebuyers, presidential candidates from both sides of the political spectrum recognize it as a necessary policy for addressing housing affordability. Democrats, such as Elizabeth Warren and Kamala Harris, have policies that aim to undo damage racist zoning policies like redlining. President Trump also wants to redesign zoning laws to allow for more dense housing, but with a more free-market approach."

Income inequality does not explain most of the difference in density sentiment across racial groups. When broken down by income, the survey results indicated that homebuyers and sellers in every income bracket were far more likely to oppose density than to support it.

The oldest group of respondents—those aged 65 and up—were more than four

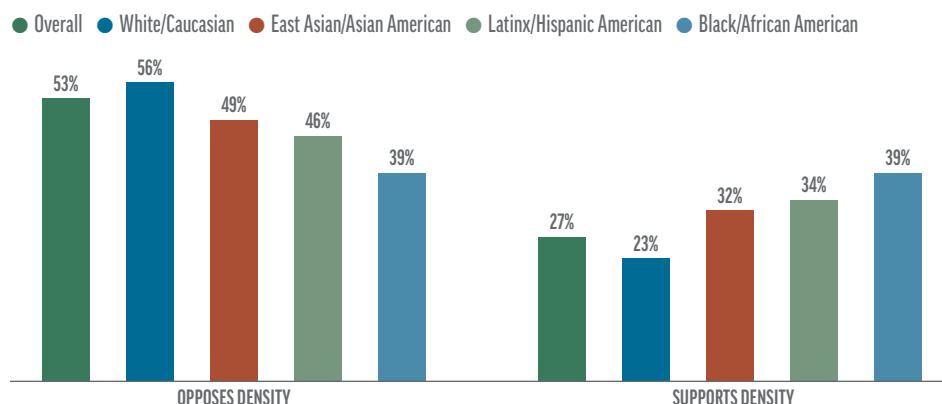
times as likely to be against density in their neighborhood (64 percent) than they were to support it (15 percent). The only age group that had more people in favor of supporting density than opposing it was those under 25, of which 41 percent favored density and 36 percent opposed it.

To read the full report, including graphs and full methodology, visit redfin.com/blog/high-density-housing-sentiment-by-race.

Redfin is a technology-powered real estate brokerage, combining its own full-service agents with modern technology to redefine real estate in the consumer's favor. Founded by software engineers, Redfin offers a host of on-line tools to consumers, including the Redfin Estimate, the automated home-value estimate with the industry's lowest published error rate for listed homes. Homebuyers and sellers enjoy a full-service, technology-powered experience from Redfin real estate agents, while saving thousands in commissions. Redfin serves more than 85 major metro areas across the U.S. and Canada. The company has closed more than \$85 billion in home sales. **QR**

White Homebuyers and Sellers Are Most Likely to be Against Density

Which of the following best reflects your opinion of policies that either reduce or enhance zoning restrictions on the density of housing that can be built near where you live?



Source: Redfin

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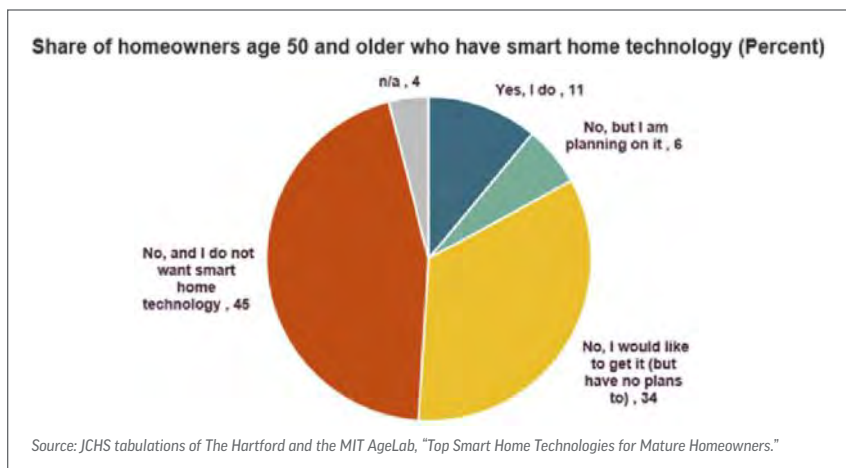
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Smart Home Technology Presents an Opportunity for Remodelers



An area expected to be of growth for the remodeling industry over the coming years is smart home technology. Knowing this, the Remodeling Futures Program at the Harvard Joint Center for Housing Studies identified seven key takeaways as well as areas needing further study. Two takeaways of particular note: Smart home technology can assist older homeowners with aging-in-place, and remodelers already handling smart home technology installations are seeing increased revenues as a result. For more details on these takeaways and the five others from the Remodeling Futures Program, visit QualifiedRemodeler.com/smart-home-technology-an-opportunity-for-remodelers.

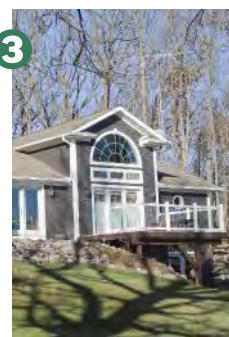
Most Popular Products

These products had the most views in recent weeks. To learn more, go to QualifiedRemodeler.com and search the product or company name.

Search: Premium cedar shake sidings from NATURAL EXTERIORS
Circle 1 on inquiry card

Search: Nordic performance shingle line from IKO
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Search: Grayne siding accessories package from BORAL
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QR on Social Media

We love connecting with remodelers and home improvement pros, so come find and engage with us across our various social media channels!



Boral Building Products and O'Connor & Associates share inclusions on the June Remodelers' Choice 100.



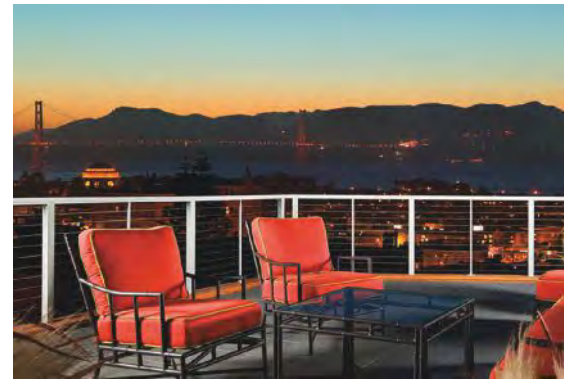
GuildQuality shares that trust stands out as the service trait of importance for homeowners.



The Kitchen Cabinet Manufacturers Association shares news on the housing shortfall.

3 Surprising Ways to Create Outdoor Rooms

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Homeowners may live in their houses, but they really want to be outdoors.

New studies show homeowners are investing more in outdoor spaces than ever before, with 85% of those renovating opting for a major remodel or a complete overhaul, according to the 2017 U.S. Houzz Landscape Trends Study. Meanwhile, AIA's 2017 Home Design Trends Survey shows interest in outdoor rooms spiked more than 70%.

Art Steedle calls it the “third room” phenomenon. “Americans have always loved their backyards,” says Steedle, owner of Steedle Brothers Construction and an additional venture, Cargo Builders, which repurposes retired shipping containers as innovative spaces. “Everybody needs that third space to relax and unwind. And your backyard can be that third space — that place you decompress before you go into your second space, which is your home.”

Steedle should know. His outdoor room designs for top Hollywood celebrities have landed him on HGTV's “Jaime Durie's Outdoor Room,” DIY's “I Hate My Yard,” and recently HLN's “Homeowner Justice.”

Steedle says the best outdoor spaces are those that create a defined space and provide a view while also maintaining privacy. He says today's homeowners especially want clean modern lines and low maintenance. That's why he loves to use products such as cable rail infill in his outdoor spaces.

For more on how CableRail helps create outdoor rooms, visit www.feeneyinc.com

Here are three ways Steedle says remodelers can create outdoor rooms for their customers — even when it doesn't seem like it's possible:

1. Use the roof. Steedle says the roof is the “unfound” space of outdoor living. “If you have a flat section of your roof, that's a great place to expand your outdoor space,” he says. “You may even have a view you didn't know you had.” Steedle, a former roofer, says remodelers adding roof top spaces need to make sure they still shed water properly and that structures are tied to the home's flashing.
2. Connect indoors with outdoors. One of the most dramatic ways to create exciting outdoor spaces is merging inside with outside through large openings that almost disappear. Stacked glass door systems are especially popular. But remodelers adding these dramatic openings need to make sure headers are strong enough to sustain them.
3. Build a wall. Sometimes, outdoor spaces call for views to be blocked from neighbors or passersby, rather than opened up. Steedle likes to combine materials such as wood, faux concrete and corrugated metal. “You can create privacy, but also something that's almost a work of art,” he says. “And you're creating that space.”

But whether it's a porch, rooftop or backyard, Steedle's main go-to for outdoor rooms is the clean, modern look of cable railing, which defines the space while still maintaining the view. Plus, it's a snap to install. “I love cable rails because you have the transparency, and you're not worried about the glass,” he says. “You can also pair it with different aesthetics and it looks great no matter what.”



Has Your Business Become Excellent at Being Mediocre?

by Shawn McCadden, CR, CLC, CAPS

MANY INSTITUTIONS AND businesses in our country have become excellent at being mediocre. It's a mindset—one the remodeling industry suffers from as well. Whether at a burger joint, a registry of motor vehicles or a lumberyard, we all expect and tolerate poor service because it has become the norm.

If you have the guts to speak up about a mediocre employee or mediocre business responsible for poor service, you may even find yourself being personally attacked. In effect, many business owners and employees seem to be more concerned about protecting or defending their mediocrity than they are about getting away from it.

Just One Example

In the remodeling industry, this sad reality hit me when I called the office of a remodeler in my marketplace to speak with the owner. The office manager who answered the phone was rude and not very helpful. Rather than take my message for the owner, she actually told me I would need to call back.

Later, when I shared my experience with the business owner, he told me he knew she was that way. Then, in my opinion, he rationalized the mediocrity of his business and that employee, saying something to the effect of needing to tolerate certain things because “you know how hard it is to find good staff.”

The silver lining of this experience was that his business was definitely not competition. His business had settled into mediocrity and, as a result, so did his margins. When your business is mediocre, you quickly become a commodity contractor selling on price. However, the opposite is true: When your business demands and delivers great service, it stands above the crowd. The right customers will pay more to avoid mediocre.

Don't Risk Tolerating Relative Success

If you have convinced yourself that your business isn't really all that bad when compared to other dysfunctional businesses—they are worse off than yours—that is a very bad sign.

More than likely it means your business is mediocre and it will, thus, never achieve its potential. Being less bad is not good. Rather than judge your business on relative success, you should judge it based on absolute success. Again, this requires planning but also requires establishing metrics against which you—and anyone else who reads your business plan—can measure whether the plan is working and actually leading you toward predefined success.

Keep in mind that being better off than you used to be might not be a great place to be either. Consider this analogy: If your business is 10 feet under water and drowning, but the improvements you make get you to 2 feet below the surface, your business is still going to drown. Of course all the improvements help, as long as those improvements are part of a bigger, measurable plan to get the head of your business above the surface.

Luck Has Very Little to Do With It

Many remodelers, after observing other businesses better than their own, often assume another business' success is due to some form of luck. I say luck has very little to do with success.

Early in my career I found and read the book titled, “Lucky or Smart,” by Bo Peabody. The short, straight-forward book shared many great insights for entrepreneurs. Two stick out for me. The first is that you need to be smart enough to know when you have been lucky, and lucky enough to know when you have been smart. Once you figure out this difference, you can become smart enough to purposely put yourself in positions where luck pays off. The second was that the world is full of ordinary people and odd people. If you hire only ordinary people, your business will likely be ordinary. Peabody points out that ordinary people get B's but odd people get A's because they are typically smarter and think differently. Rather than rely on being lucky, be smart: Hire the odd people who are smarter than you.

Some Words of Wisdom

Back when I was a new business owner, someone imparted to me a powerful truth: Customers may not always remember you or what you did, but they sure will remember how you made them feel. Too many remodelers believe that if the miter joints are perfect and the project turns out looking great, in the end they have achieved success and their customer will be happy. I disagree.

For customers, it's the experience that matters. If they remodel a kitchen, they will most likely feel more appreciated and valued by a quality experience than just having a nice kitchen. In the sales process, I always asked consumers why they were not working with the same remodeler who performed their last project. More times than not they would share that the end result was OK, but living through the experience was awful. Doing great work may be expected by all consumers, but those who want a great experience are the customers who know it costs more if they expect good customer service.

If you are already providing great customer service, be sure you have the confidence to charge for it—and don't wait to do it. When I once gave a client their final bill, they thanked me for another great job. It was then that they told me they noticed I had raised my prices. Wondering what might happen next, I cautiously and anxiously answered back that I had indeed raised the prices. Then they said, “Well, we were wondering when you were finally going to do so.” **QR**

McCadden is a speaker, business trainer, columnist and award-winning remodeler with more than 35 years of experience. He can be reached at shawnmccadden.com.

UPCOMING TOPICS

SEPTEMBER: Design/Builder or Poser?

OCTOBER: 3 Things the Industry Needs

NOVEMBER: Tracking and Measuring



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Walking Through the Path to Zero

by Dan Taddei, MS Ed. BCA

YOU WALK WITH THE client through the project at its end. What do you or your client find on this walk-through? Do you find items that should have been fixed but were not? Is it the little things, such as misaligned cabinet doors, a missing knob or a scratch on the finish? You may have stories of your client finding a fixture not connected or leaking, but likely those are rare. A punch list details unfinished tasks or items. How does the punch list reflect on you, a professional remodeler, trying to turn over an uncompleted project to the homeowner? Of course you will send someone out to fix those items, but at what cost?

In the old days if there were no major issues, you would get your check and close the project. However, you would still need to send someone back to correct the problems your client found. Worst case, the client would hold back some money until all of the issues were completed—albeit, this opened the door for the client to find further issues. In effect, your client was your quality check, and this delayed receipt of your final payment.

Short of the cost of the house, a remodeling project is likely the largest expenditure your client will make. Does it make sense to turn it over with work remaining or to expect the client to conduct a quality check on your work? Also, what does this mean for a client's satisfaction with the workmanship and project overall?

There are a growing number of remodelers changing this paradigm and eliminating the punch list from their final walk through. Chris Peterson, MCR, CLC, of Schloegel Design Remodel in Kansas City, Missouri, says, "Getting there is a process—your team must have buy-in, and you must manage your client's expectations."

Reframing the Approach

What does it mean to have no punch list, and what does it take to get there? Peterson has his leads maintain a "to-do list" throughout

the course of the project. This list contains items that should have been done but were not completed. For example, cabinets have been installed but one of the doors has some scratches on it. This goes on the list and stays until corrected. As the completion of the project approaches, this list should get shorter and shorter and serves as the lead's punch list. Peterson acknowledges that the leads don't always end without any items on the list, but the issues are normally supply chain/backorder related.

In order to manage the homeowner's expectations, either Peterson or the project lead meets regularly with the client to discuss the project status and next steps. This allows the homeowner to be engaged in the project's progress and helps them feel like they are part of the process. Additionally, homeowners typically maintain a list of issues they think are left to complete, and those are often bounced off the leads list.

At Schloegel Design Remodel, the last status meeting usually takes place a few days ahead of closing. At it, the lead walks the client through the project, pointing out what remains to be completed and asks the client if they see any additional issues. This allows the client to give their input, and if they found something not known, there is time to fix it. The lead also uses this time to set the stage for the final presentation that will take place in a few days.

To reframe the closing of the project, Peterson and his team make a big deal about the final result. It is no longer considered a walk-through but a final presentation. This idea stems from many of the TV home makeover shows where they present, or reveal, the final project. In addition to this final presentation, Peterson will present the client a gift of some sort; the type and cost of the gift depends on the overall project cost.

They show the client the finished project, sign off on the required paperwork and get the final check. This is a great way to

complete the project and leave the client with a great feeling.

Team Gets It to Zero

What is being described may look straightforward and fairly easy, but Peterson reiterates that it takes a mindset and a team to make it happen. Your leads have to have buy in to the fact that the project will be 100 percent done on presentation day; they have to work to make that happen. The design team needs to make sure that all the materials are ordered and arrive when they are needed. If there are issues with suppliers, those need to be resolved quickly. If a project completes on time with zero items outstanding at the presentation, Peterson believes in providing incentives to his leads and designers. Each is presented with a \$50 gift card, but as he says, "It is all or nothing."

Getting to zero is more than having zero items on the punch list at closing; it is about providing a positive experience for your client with an exciting presentation at project completion. It is also a way to ensure you get the final check without delay. If this process makes sense to you, take the first step and start implementation now. **QR**

Schloegel Design Remodel has been successfully remodeling homes in the Kansas City, Missouri, area since 1980. They are a true design/build firm also offering handyman and painting services as well as express custom kitchens and baths. Schloegel knows the remodeling process is just as important to homeowners as the remodeling project. Their custom "design remodel" process ensures each project, whether large or small, is exactly as promised, every time.

UPCOMING TOPICS

SEPTEMBER: Consumer Trends & Homeowner Accessibility

OCTOBER: Growing Business with Finance

NOVEMBER: Trade Management



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Hard Work Pays Off

Keitz started his company during the Great Recession, but determination and engagement have built it into a success.

compiled by Kacey Larsen

How did you get into the industry and what inspired you to start your own remodeling company?

After graduating high school, I was unsure of what I wanted to do with my life and career. I started by enrolling in trade school and obtaining an electrician's license. Soon after, I enrolled at the University of Kentucky and worked through college with a local general contractor, making my way from clean-up guy to project manager. In 2008—when the country was in an economic downturn—my employer informed us that cuts and layoffs may be in the future. It was then that I met with him and expressed interest in starting my own company. I had already planned to do so one day, and this was the push that I needed to chase my dreams as a business owner. Starting a company during an economic recession took a lot of determination, but thankfully we survived and are grateful that we've been able to grow to where we are today.

What led you to become a member of your local NAHB chapter, BIA of Central Kentucky, and what keeps you involved and engaged?



Photos: Mark Mahan, Mahan Multimedia

Kitchen projects have become first-floor projects, Keitz notes, as clients seek more open floor plans.

I knew I had wanted to get involved early in my career. I was involved as an employee prior to starting my company and saw the benefits that it could offer me as a business owner. Staying involved keeps me in tune with changes in our industry and serves as a community of knowledge in which I can both learn from others and contribute my expertise.

A few leadership positions you've held with your local include President Elect of the BIA, Remodelers' Council Chair and helping start the Emerging Leaders group. What drives you to be involved with the local association in these leadership roles?

At a time when most young people believe going to college is the best way to find a career, I am watching our subcontractors and tradespeople struggle to find qualified employees. As a young professional, it is my passion to promote our industry to young people and show them you can make a great career here.

Can you share a bit about the Egress Door Requirements you and others in the chapter's Government Affairs Committee are lobbying to get changed in the building codes?

The egress requirement would mandate that all interior bedroom and bathroom doors meet egress. The change would drastically change existing floor plans and make many existing building lots not wide enough to build on. Through the local and national chapters, we have worked to ensure that this change will not go into effect.

Have you seen a change to the average job size and/or types of projects clients are seeking?

We have seen two trends, the first being with kitchen remodels. Kitchen remodels have evolved into more whole first-floor remodels, where taking out a wall leads to a first-floor layout change. The second [trend] being



NICK KEITZ, CGR, CAPS

Keitz Construction, LLC
Lexington, Ky.
keitzconstruction.com

TITLE: Owner

YEAR COMPANY

FOUNDED: 2008

NO. OF EMPLOYEES: 4

the continued rise in outdoor living projects. Clients are wanting to be outdoors with all the amenities they would have inside (i.e. TV, fireplace, serving/entertaining areas, etc.)

Where and what are the greatest opportunities in the remodeling market?

This has always been an industry where you get back what you put in, and hard work pays off. We all know in this business that running the projects is easy. It's managing the money that makes you successful.

On the flip side, what is the biggest challenge right now for your business?

For us it is probably three things: 1) Managing expectations and having the client realize that this is life and not a 30-minute TV show. 2) Finding qualified help—whether that be an employee or subcontractor. Also, keeping good subcontractors happy and working on your projects. 3) Buying local at a time when everything is at your fingertips and online shopping is at an all-time high. Getting customers to buy from our local vendors and support our local community is important to us.

Are you hiring, and how are you going about finding the right people for your company?

Yes, we are hiring. In 2014, our local association assisted with creating The Building Institute of Central Kentucky, which serves to further develop skills needed to pursue a career in trade industries. It has continued to grow and serves as a valuable resource for our local contractors. I, along with other local contractors, have been looking to our trade school to hire for qualified help in the field.

What motivates you every day?

A passion for perfection and the goal of turning what is on paper into each client's dream come true. **QR**



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For more info circle 63



Universal Appeal

Lewis Builders reinvigorates a midcentury home to take advantage of its ocean views and create a highly salable asset.

by Kyle Clapham

SINCE falling out of escrow three times, a 1960s house in Carmel, California, had accrued several unfavorable reports. Inspectors discovered instances of water intrusion, mold growth, foundation instability and pest infestation. In search of answers, the realtor hired John Lewis to decipher all the information and advise the owners on what they should do next in order to sell the residence.

“After reviewing all of [the reports], I really saw the potential in the property,” says Lewis, CEO of Lewis Builders, a design/build firm based in Carmel. “And I said to them, ‘Look, I know this isn’t what I was asked to [examine], but I actually would like to make you an offer on the house [even



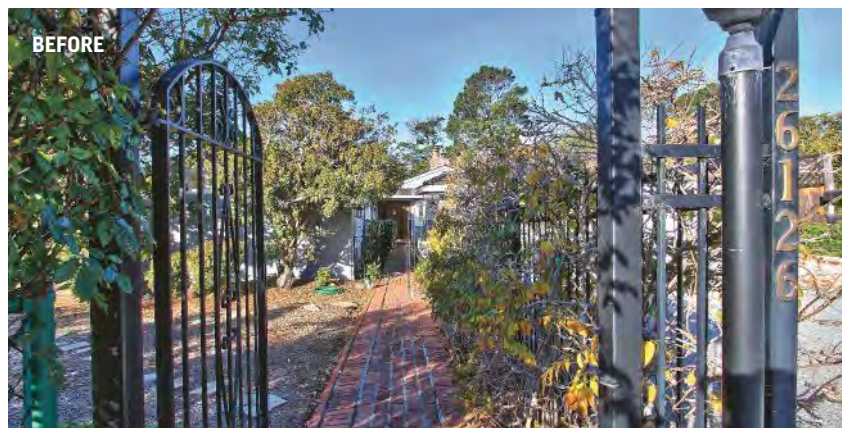
Photos: Monterey Bay Virtual Tours

though] I know and understand the problems that it has, and you paid me to review them.”

The owners considered his proposition, and Lewis Builders ended up buying the home for \$1.85 million. A plan to remodel the single-story house needed to keep with its scale and setting, which includes views of Point Lobos, Carmel Mission and the ocean. Universal design elements helped broaden the appeal and marketability of the home and rekindle its midcentury modern influence.

One Thing Leads to Another

As the company remediated each pre-existing issue, the project grew and took on a life of its own, Lewis notes. Demolition went well beyond





MASTER DESIGN AWARDS 2018 UNIVERSAL DESIGN SILVER

COMPANY INFORMATION

Lewis Builders
Carmel, Calif.
lewisbuilder.com

PROJECT INFORMATION

Name: Midcentury Modern
Ages Gracefully
Location: Carmel, Calif.
Square footage: 2,834
(+1,600 outdoor living)
Total cost: \$3.05 million
(\$1.2 million renovation)

PRODUCT INFORMATION

Appliances: Viking
Countertops: Caesarstone
Quartz Light Concrete
Brick/stone/stucco:
Calcutta Marble
Natural Stone
Stacked stone:
Travertine Stacked Stone
Flooring: 10-in. Wide
Plank Oak Flooring

expectations and extended to nearly three-quarters of the house. A portion had been built on a brick patio that was set in sand, so the remodeler needed to tear down that section and replace it with a proper foundation upon discovering the deficiency.

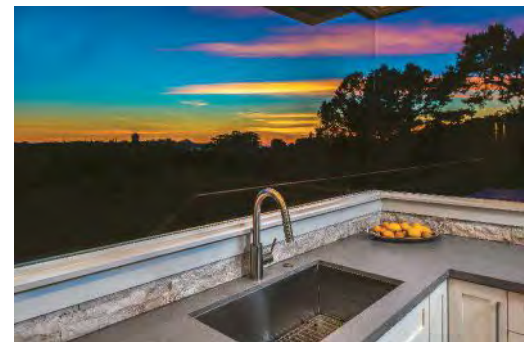
"I've been working in Carmel for a long time, but that was one of my first experiences on how things were built in Carmel back in the '60s," Lewis says. "There was very little to no oversight on construction, and things were just kind of scabbed together. I think it's funny how people say, 'Oh, they don't build them like they used to.' Well, that's exactly right—and it's a good thing."

Back then the city could be described as more of a shanty town, with primarily artists and writers among its population, he explains. Although real estate can command \$2,000 a square foot now, many people have just added on to the original homes. The roof of this house, for example, held a variety of different styles that made it more difficult to implement a viable solution in the field.

"That's when we decided to tear the entire roof off and start over and create this low pitch and midcentury modern [look], a kind of feel that would've been appropriate for that architectural style," Lewis says. "In the process of doing that, now all of a sudden we had the opportunity to increase the heights of walls and so on and so forth. It was just sort of one thing led to another."



Flipping the kitchen (top) from one side of the house to the other opens up the floor plan and improves the overall flow into the main living space (above).



Multiple additions had also compartmentalized the floor plan, which created a galley kitchen that looked like a large hallway as opposed to the center of the home. The space failed to capture any views of the ocean and instead faced a tiny front courtyard as well as a neighbor. Lewis Builders flipped the kitchen to the other side of the house and opened up the area to improve overall flow.

“Of course, 60 years ago people used their kitchen mainly to perform a task, and nowadays our kitchens are mainly [used] to socialize and entertain,” Lewis adds. “And so that’s the approach that was taken on this design.”

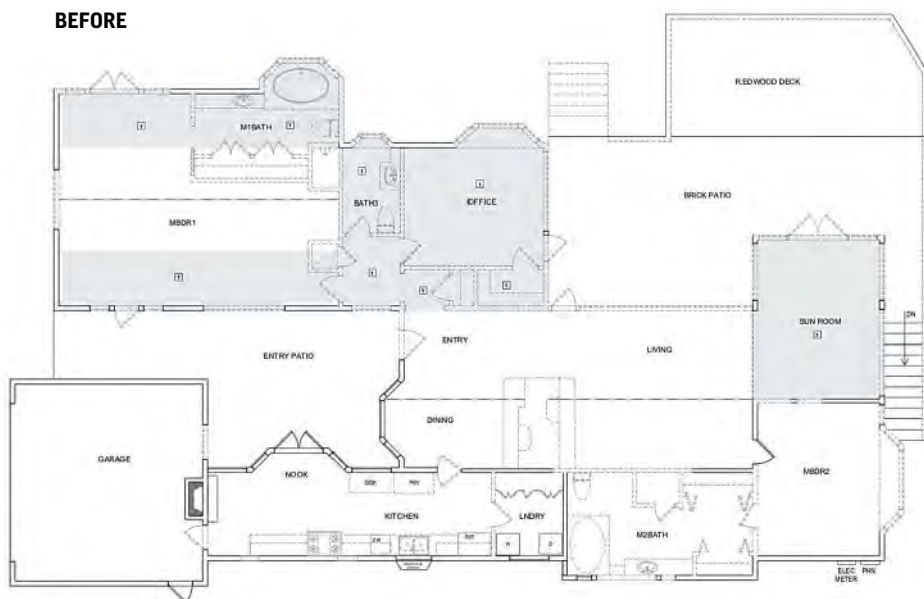
Part of the Original Concept

Perhaps the most dramatic part of the design resides in the corner of the kitchen, where a window eschews convention to maximize views. Ordinarily, the two expanses of glass would be joined in the middle with a post that partially obscures the sight lines. A corner window, on the other hand, allows the homeowners and their guests to take in premier ocean sunsets without going outdoors.

The company installed two other corner windows on the same side of the house—one in each of the master bedrooms—to further improve visibility. Previously, the home contained dual master

Using corner windows in the master bedrooms (top left) and in the kitchen (above) helps maximize ocean views.

BEFORE



AFTER



Misplaced walls and rooms (top) hindered expansive ocean views and contributed to underutilized spaces in the master suites and kitchen. Views are now visible (above) from the front door through corner windows and an open floor plan.

“[UNIVERSAL DESIGN] IS SOMETHING THAT’S BECOME A PASSION OF MINE AND FINDS ITS WAY INTO MOST OF OUR PROJECTS.”

John Lewis, CEO, Lewis Builders

suites, but they did not utilize the space well and contributed to the poor lighting throughout the original floor plan. Lewis Builders incorporated universal design to produce a modern floor plan.

“It’s something that’s become a passion of mine and finds its way into most of our projects,” says Lewis, who has gone through four knee surgeries. “The last one I was living as a bachelor, and it was the most difficult one—just hopping over the curb to the shower and hopping up the steps to my front door. It’s become a standard for us, and it’s just good design. I think those showers look better without a curb, for example. And the landscaping did have multiple steps, but they weren’t necessary with an appropriate grading. The universal design was a part of the original concepts.”

One-floor living enables access to all of the essential rooms, and the no-step entry eliminated the tripping hazards of a narrow front entrance. Each bathroom now features a curbless shower with heated floors, a heated stone bench and a shower wand that replaced a previous step surrounding the tub and shower. Widened hallways, doorways and showers leave extra space.

The three corner windows, along with five skylights and three patio doors, bring in an abundance of natural lighting. Lever handles for the oversized kitchen and bath cabinet hardware make them easier to grip with arthritic hands. LED lighting increases visibility for most any task and ensures safer navigation at night; it also provides an accent in the recessed shelves flanking the linear fireplace.

“We like to put skylights in every bathroom,” Lewis notes. “I don’t like skylights in bedrooms because of moonlight—they don’t provide that total blackout. But there’s not really a time in a bathroom where you don’t want natural light or excess light. It’s [become] one of our signature design details. We’ll put a full-size skylight over the shower, not just your typical 2 foot by 4 foot.”

During the last stages of construction, water intrusion from a heavy rainfall in the winter



flooded the downstairs au pair unit, just as the home was about to go to market. The company had to deal with several “underground rivers,” and thus extensive curtain drains were installed to allow for proper drainage, Lewis says. At the end of the project, the cost for renovations totaled about \$1.2 million.

Putting Them on the Map

The house sold for \$3.85 million in cash after just 10 days on the market, giving Lewis Builders a worthwhile return on its investment. Buyers in the market seek to purchase a “turnkey home” that they can move into right away, Lewis notes. Flipping houses constitutes about 30 percent of business for the company, which aims for the higher end of the market as opposed to entry level.

“There’s less competition when you start getting higher in the market—and then there’s also less competition when they need a tremendous amount of work,” Lewis says. “We don’t buy houses that just need some lipstick. We buy houses that have pretty significant problems, and they need to be rebuilt basically. That’s our niche. If they just need lipstick, there’s too much competition.”

When the people who eventually purchased the home came to look at it, they had been skeptical of the location and its lack of proximity to downtown, Lewis explains. They were thinking about selling their house and wanted to see what they could afford on the market. “They walked in and she immediately fell in love [with the residence], and they knew right away that they wanted it,” he adds.

In fact, the project became a flagship for the remodeler. “We’re in Carmel, where what seems to be the most popular architectural style is what they call Carmel Cottage,” Lewis says. “This sort of put us on the map because it was a pretty bold midcentury modern. To be honest, I don’t know where we would be right now had it not been for this project.” **QR**



Three of four bathrooms include curbless showers, heated floors, a heated stone bench and shower wands that replace a previous step surrounding the tubs and the shower stalls.

How to Choose Your Next Window and Door Vendor Partner



By Joe Mills
Director of Marketing
Sunrise Windows and
Doors

As we leave the dog days of summer behind, and look forward to a strong fall selling season, making a vendor change may be the last thing on your mind. Then again, for any number of reasons you may be thinking through what it might look like for your business if you were to change your window and door vendor.

Whether it's that you're concerned about your current vendor's financial position, you're not satisfied with their service level, or their overall commitment to the success of your business, making that ultimate decision to change is never an easy one.

Having been through many vendor changes, both in my in-home retail days, and now on the manufacturing side, I look at it from three important perspectives...

Is Your Vendor a True Partner

Simply put, a true vendor partner is committed to **your** success.

I think that dedication manifests itself in three ways; the first, of course, being helping you **drive more window and door sales at higher margins**. Mike Kelly of Kelly Window and Door sums it up this way, "Selling Sunrise products has significantly increased our margins. We have the tools we need and the product to back it that gets us a premium price in the marketplace."

Of course, higher margins don't come without being able to collect from homeowners. "Tools like the Sunrise Support on Site app ensure that our installation and service teams can complete the job while they're at the jobsite, **keeping the homeowners happy, and getting us paid**," says Mike Perzynski of The Reliability Center.

Being **easy to do business with** is that final component of a true dealer/vendor partnership. Fred Daues, owner of Masonry Glass Systems says, "The Customer Service department at Sunrise is perhaps one of their greatest strengths. Combine that with their intuitive online quoting and ordering system, and it's truly a breeze."

Does Your Vendor Provide Advantaged Programs?

Being a partner also means being involved in things that help get you to the kitchen table, and help you be more successful once you're there.

"**Sunrise provided leads** are golden," says Bob Mikaelian, co-owner of Tom's River Windows and Doors, "They're coming from people that have done their homework on windows and doors and have decided that Sunrise is the best choice."

Les Stone, owner of RAMCO, thinks that demonstration tools are the key. "Sunrise has for years had **industry leading literature and sales tools**. Even better, they are taking their support to new levels, as we all learn to sell in this ever-changing landscape."

"Having product features and benefits that our customers want without breaking the bank gives us **a huge differentiator**," explains Jason Durante, owner of Durante Home Exteriors.

Does Your Vendor Offer Premium Products?

Sal Ferro, owner of Alure Home Improvements describes the reaction of homeowners to his window offering, "**Homeowners love the beauty** of the Sunrise window as compared to competitive offerings because of the expanded glass viewing area."

"A virtually airtight window," says Dave Becker, owner of Mid America Exterior, "with glass options for virtually every climate type guarantees the **comfort and performance that homeowners are looking for**."

"The folks in the plant are true craftsmen. They **take pride in building window and door products that they'd put in their own homes**," says Joe Johnson, owner of Leap Windows and Doors.

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Tod Colbert, Weather Tight

BETTER TOOLS



Sunrise provides incredible tools for our sales team designed to illustrate how each part of the product benefits the homeowner.

They help us educate first, because an educated customer is our best friend. These tools, along with the sales training, service support and quality products helps us help homeowners make the right choice for their homes. ”



George Faeber, BEE Window, Inc.

BETTER TRAINING



The on-going training that Sunrise provides our sales team is exceptional, mainly because their guys are old retail guys themselves.

Not only can they teach product, but also how to best position it in the home to maximize our opportunity to make a high margin sale. ”



Matt Hullander, Hullco

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Carefully Considered

To transform a saltbox-style bungalow into a modern farmhouse on a tight budget, creative and strategic solutions focus on what mattered most within the clients' lifestyle.

by Heidi Hefferlin, AIA, LEED AP

NOT long after a romance over the fence brought two yoga-loving next-door neighbors together, the newly married couple decided to leave their hometown of Austin, Texas, for Chattanooga, Tennessee. The move was an adventure and an opportunity to create a new life together, having married later in life. With creative and holistic spirits, they find both energy and solace in the outdoors, which served as inspiration when searching for their new home. The couple purchased a 1945 bungalow in North Chattanooga and hired HK Architects to transform the home into a modern farmhouse that would be a place of joy, good health and a daily connection to the natural world.

The existing home was reminiscent of the New England saltbox-style, with a conservative design and distinctive long, sloping roof. The floor plan was compact and ceilings were low, especially in the master bedroom. While the list of improvements was very long, the budget was extremely tight. We needed to make big changes, get creative and strategically spend money where it mattered most.

With this in mind, we kept the kitchen and baths in their original locations to decrease the



plumbing and drainage requirements. We also opened up the floor plan by removing many of the interior bearing walls and replacing them with timber beams for a warm, rustic design effect. The master bedroom remained where it was, but we opened the ceiling and braced the roof with steel rods to create a cathedral ceiling.

The redesign for the home strategically brings the site itself—which has been beautifully landscaped in a “Texas-Zen” aesthetic—into the living spaces, especially with the addition of front and rear porches. The landscape design was created by John Creasey and includes vegetable gardens in

**MASTER DESIGN
AWARDS 2018
WHOLE HOUSE LESS THAN
\$300,000 | GOLD**

ARCHITECT INFORMATION

HK Architects, Chattanooga, Tenn.
hkarchitects.net

Landscape design: John Creasey, Phillips
Creasy Landscaping

General contractor: Dennis Guess

PROJECT INFORMATION

Project name: Winston Renovation
and Addition

Project location: Chattanooga, Tenn.

Before square footage: 1,700

After square footage: 2,100

Project cost: \$250,000 [Note, landscaping
and hardscape not included in this figure.]

PRODUCT INFORMATION

Metal windows: Set in Stone custom windows

Replacement windows: Marvin

Fireplace: Southern Hearth and Patio

Kitchen cabinetry: Lowe's stock cabinets

Bathroom cabinetry: Restoration Hardware

Sink and sink faucet: Restoration Hardware



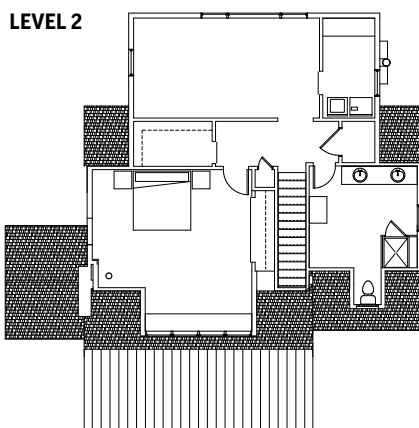
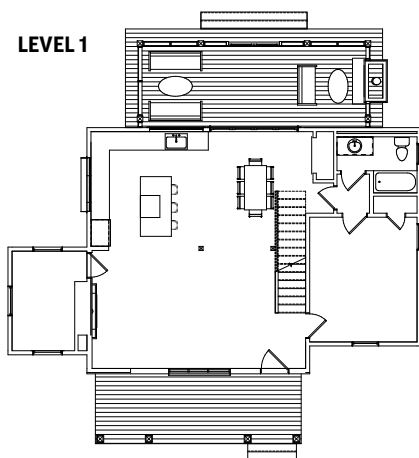
To help achieve the “modern farmhouse” aesthetic the clients desired, the project budget was spent strategically on items that delivered the greatest impact, including the custom concrete and butcher-block countertop (shown top left), custom barn wood pieces (shown bottom left), and custom steel windows (above). These items were made as specialty items for the home by local craftspeople.



Much of the home's footprint remained the same—including the master bedroom and bathrooms—though some strategic wall removal and replacement with timber beams did occur. To transform the master bedroom's low ceiling, it was opened and braced with steel rods to create a cathedral ceiling (shown above and top right). Custom vanities (shown bottom right) update the home's bathrooms.

raised steel planter beds, a meditation space, plentiful shade trees and reflecting pools. Today, the indoor/outdoor porches are the most used spaces in the home. The wife is a writer, and the husband is a furniture designer; both are also avid yogis, so we also included a dedicated yoga room on the second floor above the rear porch.

With the open floor plan and a clean, bright color palette, the house is filled with light throughout the day. The owners, who have very eclectic taste, also requested that we utilize a variety of patterns and textures that work in harmony with the modern farmhouse design. Local artisans created specialty items for the home, including concrete countertops, custom barn wood pieces and steel windows. The variety of natural and reclaimed materials against accents of tile and steel gives the home a feeling of comfort and modern simplicity. Energy efficiency was also considered, with new heating and cooling systems, hot water heater and spray foam insulation.





Because the clients sought a connection to nature with their Chattanooga home's transformation, front and rear porches were added. Helping keep project costs low, the above porch features corrugated galvanized metal, and the decking in both porch areas is pressure-treated pine. Similarly, many of the finish outs throughout the home are retail available.

To keep costs low and maximize our client's budget, we used the most cost-effective materials wherever possible. The kitchen cabinets, for example, are simply stock cabinets from Lowe's. The decking is inexpensive pressure-treated pine. Corrugated galvanized metal was used on the steel porch, and the finish outs are very standard. We chose to invest in areas where the greatest impacts were needed, including the custom steel windows, concrete counters and butcher block in the kitchen and bathrooms. A tight design and construction schedule also helped keep costs

down. With a client who knew what they wanted and a design team who knew how to deliver, decision making was easy and less reworking was required on our part.

Today, the home is a bright and cheerful place where health and well-being are part of this couple's daily routine. They have expressed to us that the ample opportunities for indoor/outdoor living in particular bring them joy. This project taught us that even with the smallest budgets, it is possible to make big changes when you think outside the "salt" box. **QR**



Heidi Hefferlin, AIA, LEED AP, is a founding principal of HK Architects, a Chattanooga, Tennessee-based architecture practice specializing in residential and adaptive re-use projects. She has 35 years of experience across various markets, including high-end residential, commercial, retail, institutional and hospitality. Prior to founding HK Architects, she held positions at several renowned firms, including Skidmore, Owings & Merrill, Richard Meier & Partners and Ellerbe Beckett.

At HK, Hefferlin works as a principal architect on key projects and oversees the firm's day-to-day operations. She is passionate about efficient building practices and the rehabilitation of existing structures. Her projects have helped reshape Chattanooga's urban landscape and cemented the city's reputation as a magnet for innovation and adaptive re-use.

Working with landscaper John Creasey, the home's front and backyard now include a meditation space, plentiful shade trees, Zen-like reflecting pools and vegetable gardens in raised steel planter beds.





Keep It Cool

The incorporation of fans can further the comfort and enjoyment of outdoor spaces throughout the warmer months.

by Kacey Larsen

THERE are many factors to consider when planning an outdoor living space: how the space will be used, will entertaining be a big factor, how much shade and/or sunshine is desired, and will the space be used year-round are just a few examples. More and more, the trend has been for indoor features to move to the outdoors, resulting in the shift of some indoor activities to these outdoor areas. And while much has been written about how to utilize these more expansive spaces in and/or through cooler temperatures—including this magazine's coverage of fireplaces and fire pits in the June 2019 issue—how about making outdoor spaces more usable and comfortable in the summer months?

Ted Tidmore, owner of Holloway Company, based in Dulles, Virginia, notes that a client's yard space can drive some initial conversations about creating sunny spots versus shade spots in an outdoor plan. "Most jobs we're designing to allow some shade areas and some sun areas because, certainly where we are, it's extremely seasonal. The sun in the

This outdoor space (left) by Holloway Company incorporates a ceiling fan, outdoor TV and lighting. The company has a retail division, Outdoor Living Wholesale, plus an outdoor design center and indoor showroom.

winter feels great, but in the summer it's a bit hot," he says. "If we have a southern exposed backyard that's getting beamed sun all day long, we are going to look at where we're placing a pavilion and where are you going to get most of that shade. There's definitely a thought given to the sun and how people want to use the backyard."

Another consideration, part and parcel of the yard space, for an outdoor program is whether the area will be attached or detached to the home. As Tidmore notes, the farther away from the house a pool house or pavilion is, for example, the more "self-sufficient" the clients will likely want it to be, because they won't want to make the walk back into the house. "Those amenities are really going to give you that edge to want to spend the whole day or evening out there, because if you don't have much to do out there, unless the weather is perfect, you're going to go inside," he explains. "But if you have the TV on out back and the game is on, if you have the ceiling fan blowing on you, you've got some music, it's definitely going to extend that usability and return on investment even more."

Dan Bawden, CAPS, CGP, CGR, GMB, president of Legal Eagle Contractors Co., based in Bellaire, Texas, likes the pairing of ceiling fans with skylights to deliver coolness with a brightness. "It sounds counterintuitive to put a skylight in which people immediately think a) it's going to leak [and] b) it's going to bring in a bunch of heat. If you put in these really good quality ones that are made by Velux, they are glass roof windows, they are really strong, and they don't leak. I've been putting them in for years," he says. "What my clients need to learn is that when you do a patio cover, you are removing a lot of natural light that used to come in through the windows on those rooms where you're attaching the patio cover. I have to twist their arm sometimes to do it, but they're always glad when it's done. Despite the fact that it may bring in a little bit of heat—the heat gain is very minimal—it's so important for the enjoyment of the space to have the light coming through naturally."

A pairing that is intuitive is an outdoor lighting program and ceiling fans, both of which can extend the usage and enjoyment of spaces. "Just about all our jobs will end up getting a lighting package that incorporates ceiling fans, speakers, lights [and] different items," Tidmore says. "Any job that has an undercover area or living space is all going to have ceiling fans, lights and an outdoor sound system.

Photos (these two pages): Designed & built by Holloway Co.



Roof cover—whether a pavilion, pool house or under-deck area—is a top request by Tidmore's clients (as shown above) because it can extend the time outside.

Because of the area's seasonality, Tidmore notes that his projects often incorporate ceiling fans and radiant heat fans (as seen left) to extend the usability.

Most people in this area know they're going to want some kind of breeze and lighting."

Bawden echoes clients' demand for ceiling fans in his area. "I never do an outdoor space without at least one fan, and it does two things: It makes it comfortable to sit out there even on a hot day, but it also literally does keep the mosquitoes away from you as well," he explains. "Where we put the fans and how many fans we do is determined by how we're doing the lighting. Because if I'm doing recessed lights and I put two fans in not that big of a patio cover, you'll get a lot of strobing, which is annoying. So we have to have either a larger structure, larger ceiling or else we'll just use one fan. But there's always at least one fan, and my clients tell me that because of that fan they can use [the outdoor space] more than twice as much each year."

More Than Blowing Air

Both Bawden and Tidmore say that not all fans are created equal when it comes to outdoor options. A client of Bawden's recently experienced



The bigger the area the higher cubic feet per minute (cpm) fan needed, Bawden explains. Two fans (above) are strategically placed in this under-deck area.

this when he sought fans that would allow him to comfortably sit on his uncovered deck to smoke a cigar and drink scotch.

“We devised this scheme to put oscillating fans because there’s no place to hang a ceiling fan. Each one controlled individually so [the client] could get just the right amount of tornadic activity around him as he sat there. Although we did a lot of research on this, he actually bought several fans that we tried out first to see if they produced enough air motion to do the trick,” he says. “He loved it so much that we ended up building it on the front of his house, because there’s a little front porch he hangs out on too that he wanted to have a similar vortex.”

Oscillating fans have become popular in his area, Bawden notes, partially because they can be mounted in a range of spots and they seem more impervious to the area’s climate. That said, he recommends Big Ass Fans and Minka as preferred fan brands or visiting a place like Ferguson to research and learn options. Tidmore also notes Big Ass Fans as a good brand, adding, “We typically recommend the clients go shop a local lighting [and] electric store.”

Tidmore says the ultimate placement of a ceiling fan within an outdoor project determines which rating to select. “When you’re talking about fans, you have wet-location fans and you have damp-location fans. A damp-location fan would be in a porch under a roof. It’s more the humidity that it needs to be designed to take, where a wet-location fan is when it’s actually being rained on [so] you would put that on a pergola or something that’s not totally dry,” he says. “If you designed the



Photos: Dan Bowden, Legal Eagle Contractors

under-deck area to be dry—putting in something like Trex RainEscape or a bladder system—then you could do the damp location. If you’re not doing that and water is passing through, you would have to do wet location.”

Beyond the challenges of finding the right fan for the right space to fit a client’s needs, there’s the challenge of thinking through the big picture of an outdoor space, according to Tidmore—especially if a project may occur in phases. And something like a ceiling fan may seem like a simple retrofit add-on for a space, but that isn’t always the case. “When we’re talking with the client, we really push and encourage the design of what they ultimately want someday,” he says. “I get asked all the time: ‘We’re in the market for a deck and that’s it.’ OK, but are there other features? Do you want a pool someday [or] do you want this? ‘Well, we might; we just moved in.’ Really think through what you might want because I want to design this so that you could actually add it with ease. Otherwise I get called into backyards where someone did their phase one or two, and now their phase three doesn’t work so we’re ripping everything out. That’s money wasted, and nobody wants to waste money.

“A little bit of lighting or sound system could be easy [to add], but if you close everything up and pour concrete or finish ceilings and there’s no ability to pull a wire where you want it, then you’re ripping things apart in order to do it,” Tidmore adds. “Certainly having the foresight of what someone might want, and offering it as a suggestion, is part of what we do.” **QR**



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Power Forward

No slowdown in sight as top remodeling firms push past previous benchmarks.

by Patrick O'Toole, Kacey Larsen and Kyle Clapham

IF *Qualified Remodeler's* 41st annual list of the Top 500 remodeling firms in the United States is a bellwether for the industry overall, then the health of the sector is very strong. Comparing aggregate data from the 500 listed companies year-over-year, gross sales were up 18.4 percent; remodeling revenue was up 18.7 percent; the total number of remodeling jobs was up 30.9 percent; and, perhaps most importantly, total gross sales forecast for the year ahead is 17.6 percent higher on top of the current gains.

Despite the longevity of the current business cycle—over 10 years and running with forecasts for slower economic growth ahead—this remodeling market is surging forward for the remainder of 2019 and into 2020. What we do know is that the Top 500 is often atypical of the larger remodeling industry.

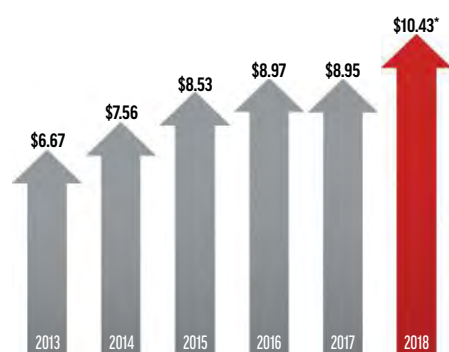
The biggest remodeling firms tend to gobble up most of the growth. Labor is perhaps the most critical variable at play in the market. A lack of skilled

2019 Top 500 by Segment

SEGMENT	2018 GROSS SALES	2018 REMODELING GROSS SALES	2018 REMODELING JOBS	FORECAST FOR 2019 REMODELING GROSS SALES
FULL-SERVICE	\$1,881,169,468	\$1,652,099,824	71,602	\$2,019,153,741
DESIGN/BUILD	\$874,400,218	\$781,174,683	16,095	\$887,396,008
HOME IMPROVEMENT	\$5,414,814,971	\$5,345,319,088	966,678	\$6,320,993,751
KITCHEN & BATH SPECIALIST	\$644,865,050	\$636,690,980	84,652	\$507,665,354
INSURANCE RESTORATION	\$2,720,157,136	\$2,468,331,132	192,463	\$2,497,708,882
	\$11,535,406,843	\$10,883,615,707	1,331,490	\$12,232,917,736

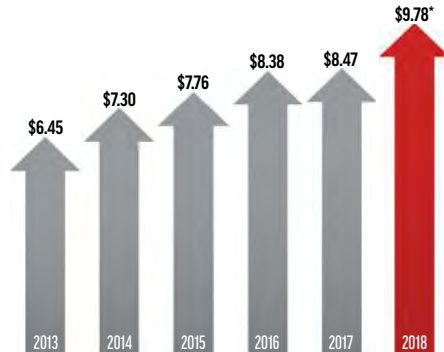
Gross Revenue (\$ billions)

2019 Top 500 Year-Over-Year



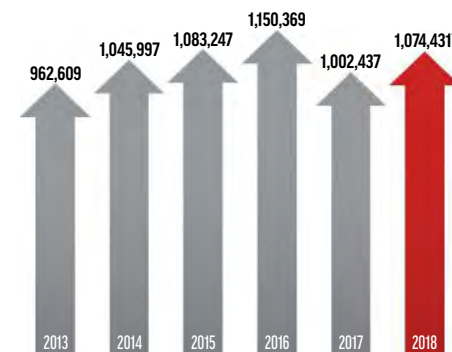
Remodeling Revenue (\$ billions)

2019 Top 500 Year-Over-Year



Remodeling Jobs

2019 Top 500 Year-Over-Year



Source: Qualified Remodeler Top 500, August 2019

Six "National" companies with \$1,107,701,003 in remodeling revenue and 257,097 jobs are counted in the top chart but not the year-over-year graphs above.

labor has been listed as the No. 1 challenge facing the Top 500 (and remodelers generally) for several consecutive years. The QR Top 500 remodelers are showing that they have the resources and benefits to attract top talent, which in turn enables them to turn jobs faster and keep up with increased lead flows and a higher number of sales. Momentum is carrying this market forward, and the Top 500 will continue to use their size advantages to grab a higher proportionate share of the remodeling pie.

Five Segments

The *Qualified Remodeler* Top 500 list has always been inclusive of many types of remodeling and home improvement firms. Over the years, the many distinct segments have been boiled down to five. All sectors, with the exception of one, Full-Service, showed growth this year; that was due to a slightly lower number of full-service firms making the list.

Full-Service is the most common type of remodeling firm. They tend to handle a broad range of jobs, from handyman to kitchens, baths and room additions. This year 125 Full-Service firms completed 71,602 jobs on \$1.7 billion in revenue.

Design/Build firms focus on bigger, more comprehensive projects. As their name suggests, they are not just general contractors, but they also facilitate design services in-house. They do bigger, more complicated jobs and tend to rely on word-of-mouth to grow their businesses. This year 123

firms completed 16,095 jobs on \$781 million in revenue, up from \$700 million the year prior.

Kitchen and Bath firms target the sweet spot of the industry. They often market their services via showrooms and add value by helping clients make design and product finish selections. This year 29 firms completed 31,555 jobs on \$355 million in revenue, up from \$315 million a year ago.

Home Improvement firms are specialty firms focused on one or two types of improvements ranging from windows, roofing and siding to basement waterproofing and replacement showers. This is the largest segment of the Top 500. The 191 firms on the list this year completed 762,716 jobs on \$4.5 billion in remodeling revenue. Last year, the same group completed less than 696,773 jobs on \$3.9 billion in revenue.

Lastly, the Insurance Restoration segment of the list also grew. These firms specialize in handling property-loss situations from storms, fires and floods. Thirty-two firms—including the No. 1 firm on the Top 500 list, Belfor—tallied \$2.46 billion in activity on 192,463 jobs, up from \$2.26 billion in activity last year.

More detailed information about each remodeling sector is found on subsequent pages. A company from each segment is profiled, which includes group totals for important benchmarks like average marketing spend as a percentage of revenue and typical customers. The list itself begins on page 58. **QR**

PROFILE: FULL-SERVICE

Family Tree

No. 124 Bennett Contracting stays close to home in building a successful business and looking toward the next 100 years.

by Kyle Clapham

IN 1915, Dan Bennett opened a plumbing shop out of a rented garage in Delmar, New York, and moved into the emerging industry of indoor plumbing and central heating. Bennett, who learned his trade as a steam fitter on the railroad, paid workers in cash at the end of every day and wrote contracts on the back of old envelopes.

When his two sons-in-law returned home from World War II in 1945, they joined the business, which would become DA Bennett Plumbing and Heating. The company enjoyed strong post-war growth over the next few decades along with the Bethlehem community. By 1976 Bennett's grandson, Greg Jackson, and family friend Paul Gutman had joined the organization. At the suggestion of

Jackson and Gutman expanded beyond insulation into a full-service remodeling firm and became sole owners in 1984. They changed the name to Bennett Contracting and moved the organization to its current location in Albany, where they developed a wide range of home remodeling services as well as commercial and insurance remodeling. The company bloomed and grew from 10 employees to more than 70.

Earlier this year Gutman's sons, Andrew and Kevin, took over ownership from their father and Jackson, who still work at the business. The transition had been five years in the making, Kevin notes. "In high school and college, I worked in the field and was a helper—a laborer. After college both my brother and I spent some time in professional careers outside of the business, developing our skills and knowledge. We both decided to return [to the company] midway through our careers."

Kevin worked in sales and project management and took on a leadership role a few years ago as the sales manager. "Particularly with management and ownership, I think having perspective of working for other people, working in other industries, brings a lot of value to a leadership role," he says.

Andrew joined the company in 2014 as CFO and used his 12-year career as a CPA at a large accounting firm to provide experience on the financial and accounting side of construction. "He understands and analyzes the financials, budgets, banking and insurance in a way that I can't," Kevin adds. "We have a great working relationship because we allow each other to do what we're good at, and we don't step on each other's toes."

Kitchen and bath renovations have been the most popular projects for the remodeler, which uses its own in-house designers. "When we take on a project, we provide all the designs and layouts. We purchase directly from the manufacturer," Kevin explains. "We have our all own field staff doing the work, including carpenters, electricians, plumbers and tilers. When we say full service, we really mean providing a one-stop shop for homeowners."

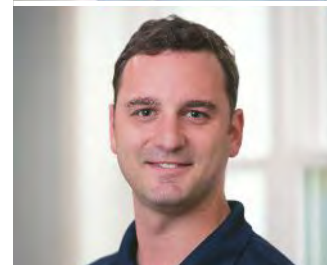
Full-Service by the Numbers

An overview of the 125 full-service firms on the 2019 QR Top 500

Total remodeling revenue:	\$1,652,099,824
Total jobs:	71,602
2019 revenue forecast:	\$2,019,153,741
Whole-house jobs:	22.4%
Kitchen jobs:	13.9%
Bath jobs:	13.2%
Roofing jobs:	6.6%
Avg. spend on marketing:	5.5% of revenue
Top lead source:	Repeat business 26%, Referrals 26%
Employees:	6,695
Top client type:	Couple with children

Gutman—and with the oil embargo driving up fuel and heating costs—they branched into the insulation business and created the DA Bennett Insulation Company.

In 1978, Jackson and Gutman became co-owners of the organization, which worked out of a warehouse and used insulation bags as the walls between its offices. They shared a double desk and rotary phone and took a dime to the library when they needed to make a photo copy.



Andrew Gutman (top)

co-owner/president

Kevin Gutman (above)

co-owner/vice president

Company: Bennett Contracting

Location: Albany, New York

Top 500: No. 124

(Group photo, left to right: Paul Gutman, co-founder; Kevin Gutman, co-owner/vice president; Andrew Gutman, co-owner/president; Greg Jackson, co-founder)

Bennett Contracting manages every project from the beginning, which helps set expectations, maintain control of the customer experience and deliver on assurances. The company has a close relationship with all the workers on the job and knows how well they perform because of vetting and accountability. "From a customer service standpoint, I think that gives us a big leg up on any competition, having most everything in house," he adds.

The range of products and services—which also includes windows, doors, siding, decks, porches,

"THEY WANT TO BRING IN PEOPLE WHO ARE JUST AS GOOD AS THEM."

Kevin Gutman, co-owner/vice president

basements and additions—helps protect the remodeler amid economic uncertainties and other challenges. When consumers show confidence in the market, for example, they tend to pursue larger home improvement projects such as an addition or whole-house renovation. If they become wary of the economy, however, consumers often will just repair and replace, Kevin says.

"You can ebb and flow with the economy," he continues. "We've seen an uptick in large-scale remodeling projects in the past three years—additions, full-home remodels—where we're doing a whole first floor, a kitchen and a bathroom, or two bathrooms upstairs and a master bedroom. Those are on the increase. Windows, doors and siding hold a little stronger during a slowdown."

A majority of its marketing dollars flow to the internet for social media and aggregators, such as Google, Houzz and Angie's List. But the company maintains a lean advertising budget because nearly 75 percent of business comes from repeat customers and referrals. "Right now, we're booked out three weeks just to look at leads and to provide an estimate," Kevin notes.

The remodeler also recently implemented a three-year strategic plan to grow the business. "We're trying to increase our production, particularly in the exterior replacement products," he says. "That's our first step in our strategic plan—to grow and meet demand. After that might be geographic expansion, but it's not on our radar right now."

Hiring new employees could become the biggest obstacle to development, although many people in the industry lack a proper perspective on the issue, Kevin explains. "I know a lot of people complain or lament that there's a shortage, but the reality is it's up to us as the employer to make it attractive. There's just not a lot of people out there looking for a job who don't already have one.

"If you want to recruit talent, you need to offer a generous benefits package to prospects. You have to find the right people with the right attitude, even if they're inexperienced," he adds. "There are skilled people out there who want to work. It's just that you've got work for it—they don't fall into your lap."

The key has been to create a company where employees are excited to work there and contribute to a common goal. "They're proud of it, and they feel a part of it and part of a family," Kevin says. "When they go out and talk to people [about their job], it's sincere. And that's what happened as we've tried to recruit—they want to bring in people who are just as good as them." QR

PROFILE: DESIGN/BUILD

Smooth Transition

No. 93 Mosby Building Arts embarks on a promising future after its owners retire from the everyday business operation.

by Kyle Clapham

FOR the last 22 years, Scott Mosby has helped answer dozens of questions on the radio every Saturday morning from homeowners throughout St. Louis. In 2009, Mark McClanahan decided to switch careers after 17 years as a music producer and engineer. He reached out to his network and met Judy Mosby, who sought to groom the next leader of Mosby Building Arts, a design/build firm.

McClanahan started working for the remodeler in 2010 as a marketing consultant, but by June he had been hired on full-time. Scott and Judy promoted him to chief operating officer the following year, and in 2012 they created a transition plan so that Scott could step away from the day-to-day

McClanahan once collaborated with an architect to design a full production studio but otherwise did not have much experience in construction. He had written plans for and thought strategically about a business, though, so he understood how to manage people and assets. The Mosbys were involved with several peer groups as well, exposing him to many remodelers across the country.

Before joining the company, McClanahan did not realize how fractured the remodeling industry could be. But after seeing the number of small contractors in business—and the amount of work each one takes on—he gained appreciation for the organization that can offer a one-stop solution to homeowners, who usually have to deal with any fallout if a contractor becomes overwhelmed.

“It’s not because they intend to get overwhelmed; it’s just hard for them [not] to take on too many projects,” McClanahan adds. “Sadly, the consumer—the homeowner—has to deal with that. But knowing it is a pain point, I’m proud of the fact we provide a solution expected for the industry.”

Mosby Building Arts offers a full range of home improvement services, including Right Kitchen & Bath, its semi-custom remodeling division, and Exteriors by Mosby, which can boost the curb appeal of a house. Bathrooms in particular have been popular for the company, although the size of projects is shrinking after being up significantly in the past couple of years, McClanahan says.

“This has been the longest stretch we’ve had without any kind of [market] correction,” he notes. “Of course, all the talking heads are saying the same thing: ‘We should have a correction.’ I just heard yesterday it should be in the next 18 months we’ll have a reset—a recession—and it’s like, ‘Haven’t they said 18 months for the past year?’ Whatever is coming, I want us to be prepared.”

This year the remodeler launched Build Partner, an initiative that provides independent designers and architects with construction expertise. Design professionals typically use smaller contractors or builders, “so we’re trying to offer them a different

Design/Build by the Numbers

An overview of the 123 design/build firms on the 2019 QR Top 500

Total remodeling revenue: \$781,174,683
Total jobs: 16,095
2019 revenue forecast: \$887,396,008
Kitchen jobs: 20.4%
Whole-house jobs: 18.7%
Bath jobs: 16.8%
Additions: 8.7%
Avg. spend on marketing: 3.6% of revenue
Top lead source: Referrals 24.8%, Repeat business 22.9%
Employees: 3,336
Top client type: Couple with children

operation within five years. McClanahan became president in 2015 and the Mosbys since retired.

“Scott had been a radio personality, so he was a well-known celebrity in the St. Louis area,” says McClanahan, who also ran a record label for seven years. “I had done that for a long enough time where, I don’t want to say I was getting burnt out, but I didn’t really like where the industry was going. Because it was [becoming] less about the artists and just more of the business standpoint.”

experience for their customers based on the type of delivery, the speed of delivery and the quality of what we can do,” McClanahan explains.

Mosby Building Arts employs two in-house architects, plus a handful of designers and home consultants. The company recently joined the American Society of Interior Designers (ASID) and will become a chapter sponsor, he says. The remodeler also will bring back its handyman service, which aims to secure maintenance contracts and give customers menu-based options.

“We’re working on the brand name for that, and then we’re going to be looking at maintenance contracts and just classic handyman services based on a menu and not an hourly rate,” he adds.

The company investment in additional offerings helps diversify its portfolio and keep employees busy in the office and out on the jobsite. “It’s about market share—getting more market share and also investing in things for us to keep our financials healthy,” McClanahan says. “We’ve got the crew to do it with 60 employees in the field, so we’ve got an obligation to land work to keep them fed.”

Vertically integrating its entire workforce—especially in-house specialty trades—would unlock even more earning potential for the business. “We’ve got a few plumbers and electricians. How do we continue to expand that in a healthy way?” he asks. “We can provide our services at a much

**“SCOTT IS ABSOLUTELY
BELOVED BY THE
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WAS CERTAINLY A SHIFT
IN CULTURE.”**

Mark McClanahan, president

greater success than when we have to rely on outside partners. But we need to maintain the right amount of work and not get too far into it because we don’t want to become a plumbing company.”

With any kind of company expansion, however, McClanahan will need to solicit buy-in from employees and ensure they remain aligned. “Just make sure everybody’s on the same page about why we’re doing this, so they don’t feel like we’re chasing shiny objects,” he explains. “Because I could see why they might think that. We’re intentional about the work we do to create these new ventures.”

McClanahan instituted a formal structure for one-on-one performance reviews between



managers and subordinates, and he introduced town hall meetings where employees dictate the agenda and can ask him questions. “Transparency is the best way to run a company because with the absence of information, people have a tendency to write their own stories—because they don’t have any other options.

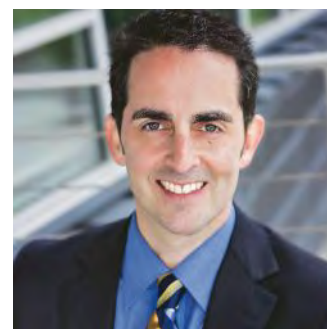
“Those stories could be way off the mark about what’s really going on,” he adds. “The town hall meeting is a great way to be transparent and share what they want to know about the company.”

Earlier this year, McClanahan began recording a weekly selfie video in which he shares a timely message with the organization. Some of them feature employees, such as when he discussed the company’s apprenticeship program, Tradeswork, with a recent graduate who was hired full-time, or when McClanahan personally delivered pizza to workers during employee appreciation week.

“Scott is absolutely beloved by the employees, so there was certainly a shift in culture,” he says. “Scott and I are different types of leaders, [but] we have some similarities. The similarities are that we care deeply about the people who work for the company, and we believe that having a good vision is really important. I do have a tendency to be a lot more structured than Scott was.

“Because of that structure, it certainly created a little bit of attrition—there was definitely some people who were not happy,” McClanahan continues. “The organization shifted a little bit, and I think Scott and Judy are happy with it. I’m happy with it. We try to remain as caring as we can.”

McClanahan also appreciates how Scott promoted his value to the rest of the company before he became president. “He was setting the stage for me well before I got into the position, and then even after I was assigned the role of president, so I feel like that helped set me up for success.” QR



Mark McClanahan, president

Company: Mosby Building Arts

Location: St. Louis

Top 500: No. 93

(Top photo: The Mosby Building Arts team)

PROFILE: HOME IMPROVEMENT

Imminent Expansion

No. 18 NewSouth Window Solutions is within striking distance of \$100 million after opening nine Florida branches in less than a decade, and it plans to cross state lines.

by Patrick O'Toole

THESE are good days for entrepreneurs in the home improvement industry. Of all the segments within remodeling, home improvement—which is composed of specialty contractors focused on windows, roofing, siding, gutters, decks, sunrooms and other niche services—is among the most bullish. Earl Rahn, the effusive co-owner and leader of Tampa, Florida-based NewSouth Windows, is Exhibit A.

The firm, which launched in Tampa and Orlando in 2010, now operates branches and showrooms in Sarasota, West Palm Beach, Jacksonville, Fort Lauderdale/Miami, and Naples/Bonita Springs, for a total of seven major markets. Significantly, Earl and his business partner, CEO and co-founder

this year as it makes the initial foray outside of its Florida base. This December it will open showrooms in Charleston, South Carolina, and Mobile, Alabama/Pensacola, Florida.

“What we’re going to do is follow the coast,” Earl says. “After Charleston, we’re looking at Savannah. We’re looking at New Orleans. We’re looking at Houston. We’re looking north to Norfolk. We’re going to follow the coast so that we can continue to have a window, whether it’s impact-rated or not, for every house on every street in every town up and down the Eastern Seaboard right across the Gulf of Mexico that we can get to. We just think that we have a window that will give them energy efficiency and, God forbid, protect them in the event of a hurricane.”

Home Improvement by the Numbers

An overview of the 191 home improvement/replacement firms on the 2019 QR Top 500

Total remodeling revenue: \$4,519,143,959

Total jobs: 762,716

2019 revenue forecast: \$5,438,493,751

Window jobs: 30.3%

Roofing jobs: 19.8%

Siding jobs: 13.6%

Avg. spend on marketing: 10.5% of revenue

Top lead source: Referrals 13.3%, Repeat business 13.1%, Home shows 10.5%, Online lead generation services 10.2%, Google AdWords 9.7%

Employees: 19,615

Avg. cost per lead: \$308

A Marketing and Sales Machine

When NewSouth opens its Pensacola showroom, it will have coverage across the state. Eighty-two percent of Florida’s entire population will be within a 65-mile drive of a NewSouth showroom. That did not happen without a lot of careful planning. And it is strategic for a number of reasons, not the least of which is to have the ability to achieve critical mass from a marketing standpoint.

Amy Rahn, Earl’s spouse, is a long-time consumer packaged goods marketer who has served as the company’s vice president of marketing from the very beginning. They created the brand, NewSouth, and its marketing with the goal of projecting an image of a strong, regional firm. Then, in each market they enter, they buy a blend of television, radio, digital and print advertising to support local showrooms. The overarching message is that each window is made in Florida for Florida homes by Florida workers because they understand the Florida weather.

“We’ve always had a high-performance window, and we have wanted our brand to match that window,” Amy says. “We’ve allowed ourselves to evolve and improve along the way. We’ve also been very frugal with our ad spend. We keep everything

Daniel Ochstein, are alumni of Champion Windows and Doors. That is why, instead of buying from a supplier, they chose to build their own factory in Tampa to supply the company. They follow the factory-direct model pioneered by Champion.

In 2018, the company completed 4,907 jobs on \$75,962,813 in installed sales, a 21 percent gain on \$59,588,446 in installed sales a year prior, when they completed 3,925 jobs. According to Earl, the company will eclipse \$100 million in installed sales



in-house and we monitor results, but we also manage our media partners. So that philosophy has been part of our success.”

In all, they make the phone ring throughout 10 different in-bound sources: radio, television, newspapers, billboards, open houses, home shows, direct mail, the internet, digital advertising and vicinity marketing.

“OUR GUYS HAVE LEARNED TO BE SO PROFESSIONAL, SO COURTEOUS AND TO ASK A LOT OF QUESTIONS.”

Earl Rahn, co-owner and president

“Those 10 sources of appointments keep us busy,” Earl says. Leads get funneled directly to each local showroom, where branch leaders run a meticulous sales ground-game.

NewSouth is particularly proud of its open-house events, promoted heavily in advance. Homeowners are encouraged to bring in their measurements, take a tour of the facility, have a hot dog and get a price. A recent one-day event in Tampa netted close to \$2 million in sales during the event and the following three days.

Excellent Batting Averages

NewSouth leads are uncommonly fruitful. Whether it is the strength of the brand marketing or the attractiveness of buying a Florida-made window, or the strength of the factory-direct model, a high percentage of appointments lead to sales. Earl shared a recent monthly sales ticker for NewSouth’s Tampa division, where a group of six sales reps and their manager closed more than 40 percent of their appointments with full demos. From Earl’s perspective, it’s the whole system that works together to produce such positive outcomes.

“We’re an invited guest at their kitchen table for 70, 80 or 90 minutes, and that’s based on reputation and the fact that we know how to sort of just shake the trees and our potential customers fall out,” he explains. “Our guys have learned to be so professional, so courteous and ask a lot of questions. They thank the prospects for the courtesy of allowing us into their home, and they specifically state that they are there to earn the right to be their contractor. We are appreciative. We see over a 1,000 people per month, so we want to make a good impression.”

As the company grows and fills more of the manufacturing capacity of its 5-acre plant near Tampa by opening branches in coastal areas on the Gulf of Mexico and along the Atlantic Seaboard, Earl, who is 67 years old, says the day is coming when he will slow down and go out and get a fishing pole. But that day is not here yet. **QR**

Earl Rahn, president and co-founder, with **Daniel Ochstein**, CEO/co-founder

Company: NewSouth Window Solutions

Headquarters: Tampa, Florida

Top 500: No. 18

(Top left: The NewSouth team outside its Tampa factory)

PROFILE: KITCHEN & BATH SPECIALIST

Systemized Approach

No. 139 Bath, Kitchen & Tile Center focuses on scalability, efficiency and delivering a consistent customer experience across its four locations before seeking more growth.

by Kacey Larsen

LONGEVITY of business is a challenge unto itself—especially in the remodeling and construction industry. But the Bath, Kitchen and Tile Center, headquartered in Wilmington, Delaware, has been in business for 56 years. Richard Campbell, vice president, credits this to the company's ability to react to market needs and wants.

"I'm a third-generation family member in the business. It was founded in 1963 by my grandfather, John "Jack" Campbell," he explains. "He started as a ceramic tile distribution store, and they did that until the second-generation of the family—my Uncle Steve—entered the business. He got us into bathroom cabinetry, and we sort of evolved from

wholesale salesperson and working up to his current role as vice president. Today, the Bath, Kitchen and Tile Center offers retail, wholesale, design consulting and complete remodeling services. Beyond growing its services, the company today operates four showroom locations—Wilmington, Newark, and Harbeson, Delaware, as well as Abingdon, Maryland—with 93 employees, ranging from sales staff, installation staff and administrative staff to management. Additionally, the company has a manufacturing division at its Newark location that fabricates granite countertops.

"We've been in our Wilmington location since the '80s. We've done people's original kitchen—they have the paperwork that says we did it—and then they come back to have us do their second or third kitchen," Richard says. "We're not that type of company that just wants to do that \$50,000 renovation. We'll do the \$5,000 countertop; we'll do the \$10,000 cabinet job for them. If someone comes in and says, 'I just want to buy cabinets from you,' we will sell them just the cabinets. These are services that we offer to the customer as a convenience."

This model has proven successful for the Bath, Kitchen and Tile Center, with \$19,072,430 in gross sales in 2018—\$11,072,247 of that in gross remodeling sales on 767 remodeling jobs. The number of jobs increased noticeably from 2017, when the company reported 556 remodeling jobs. Richard credits this to the company's processes becoming faster. "Over the last few years, we've been cutting down the amount of time it takes for us to go to market. When a customer first walks in, it takes three or four meetings on a larger remodel project to get it done, and that takes a couple weeks. What we're trying to do is cut that down so we can get the pricing to the customers faster and what the customers want faster," he says. "That's really what we've been focused on over the last couple of years: Rebuilding the customer experience with the focus on the customer and what they experience from the time they walk in to the time we finish their project. In today's world, everything is faster—it's

Kitchen & Bath by the Numbers

An overview of the 29 kitchen & bath firms on the 2019 QR Top 500

Total remodeling revenue: \$355,165,106
Total jobs: 31,555
2019 revenue forecast: \$399,665,354
Bath jobs: 64.3%
Kitchen jobs: 28.7%
Whole-house jobs: 4.2%
Avg. spend on marketing: 8.4% of revenue
Top lead source: Repeat business 11.7%, Referrals 11.6%, Home shows 10.6%, TV advertising 10.4%
Employees: 2,313
Top client type: Empty-nest couple
Typical home mkt. value range: \$300,000 - \$500,000

there into doing full kitchens and bathrooms. His main focus was on selling wholesale [to] builders and new construction. As the market around us started getting built up, we really shifted to trying to grow the retail side of our business."

His father, Robert "Bob" Campbell, entered the business and worked alongside Steve until ultimately buying him out, and Bob remains the company president today. Richard joined the business in 2009 after graduating from college, starting as a

instant—and that's kind of the biggest challenge that we've been going through. We've been pretty successful at it, but we still have a lot of work ahead of us."

Considered Reactions

Bath, Kitchen and Tile Center continues to be responsive to the market today, especially with challenges and opportunities. An example is the company indicated on the 2018 Top 500 list that "better marketing overall" was its greatest opportunity. Richard explains the company's approach since then: "We've gotten back to some traditional marketing this year that we hadn't [done] before—doing mailers, running promotions—which is something we traditionally had not been super strong on. We're offering financing now through a third party, which we're marketing. We're back in the newspaper, but back a little bit differently. We've seen a better reaction to that versus we were very strong, mostly digital last year. We're still digital—we're still doing Facebook, Houzz and those areas."

He indicates that part and parcel of these marketing plans is, again, ensuring a quick response time in getting back to customers. "We want to give them the best experience that they can have, but we also want it to be the same experience for everyone that walks in." Part of better understanding the customer experience, the company joined GuildQuality,

**"WE'RE WORKING AS
A LEADERSHIP TEAM
ON TRYING TO REALLY
SYSTEMIZE EVERYTHING."**

Richard Campbell, vice president

which Richard describes as "a scorecard to see where we're performing well and where we have areas of improvement." The company also gets optics from clients through online reviews, which Richard views as a modern referral system.

"One thing that has been very helpful to us as far as leads go—and it's hard to quantify it—we make a big effort to make sure customers share their experience with us on Google. It's definitely, from a marketing standpoint, something that we push," he adds. "We're actively asking for those reviews because it is the new word-of-mouth. Your neighbor used to give you the recommendation; now, you might still get the recommendation from your neighbor—and there's still a focus on that—but everyone jumps on the website and values



Google reviews. That's your reputation right there."

A consistent experience at each of the four Bath, Kitchen and Tile Center locations—each with its own management team—has been one of the projects Richard has undertaken. This project spans implementing companywide processes and systems to offering the same product lines across locations. And it ties directly into the top business opportunity and challenge for Bath, Kitchen and Tile Center in 2019: "increased throughput without adding more overhead" and "keeping up with increased demand," respectively.

"There are plans to expand but the timeline is not defined. What we're really focused on is scalability. Working out of one location and being able to walk over and talk to someone about a system is a little different when you start adding 70 miles in between those people. So the focus I've had for the past two years is really systemizing what we're doing," Richard says. "We're working as a leadership team on trying to really systemize everything. We're writing our procedures, which we had being in business as long as we have, but we upgraded our computer system and we're still working through that. We made the investment in hopes that we could focus on just building a repeatable process and sending that out to all our locations.

"Our real focus this year is on ourselves—making our process better and faster, getting throughput with less manpower [and] making stuff more efficient," he continues. "We feel we are not going to do ourselves or our customers a favor if we really try to increase our upfront sales right now, because we want to be able to service each customer the same way and get to them faster. If we don't get our systems to that level, we're not going to be able to grow. So our focus is getting our operational processes streamlined and being able to repeat the process the same way over and over again." QR

Company leaders (left to right):

Keith E. Campbell (regional manager), Pauline Campbell (co-founder), Robert Campbell (president) and Richard Campbell (vice president).

Company: Bath, Kitchen & Tile Center

Headquarters: Wilmington, Delaware

Top 500: No. 139

PROFILE: INSURANCE RESTORATION

Uber Professional

No. 152 Clarke Contractors finds success in the insurance niche with a stringent approach to hiring and overall professionalism.

by Patrick O'Toole

NEARLY 20 years ago, Jason Clarke gave up a career at General Electric—a blue chip employer from every perspective—to work full-time in the insurance restoration business. Initially he came on to assist the company founder, but he was soon finding new ways to grow the business and build a backlog. Clarke also branched out from roofing repair and restoration into all types of issues, including fire and flood.

Today the firm is No. 152 on the Top 500. It has 80 employees, and last year it completed 665 jobs on \$10.2 million in revenue. About 90 percent of the revenue comes from insurance restoration work, including light commercial, but the company has been quite entrepreneurial in the sense that

confidence relating to the strong economy. Second, over the past decade insurance carriers and their third-party claims administrators have increased the demands on insurance restoration specialists such as Clarke.

Because insurance restoration is so closely related to storms, fires, floods and other types of catastrophes, it may be somewhat counter intuitive to see consumer confidence as a factor in the business. But it does play a role, Clarke explains.

“Over the past couple of years, the economy has been on a tear,” he says. “Consumer confidence and spending is way up. Not only has it helped us in our restoration business, but also our remodeling business. I say that because not too long ago we still had the same amount of restoration claims, but a lot of people were unemployed or underemployed, and many people took on doing insurance claims themselves or not filing claims altogether. Today, people are spending and they’re not necessarily wanting to do their own work.”

The second factor shaping the business is the rise of large third-party administration companies that have taken on management of insurance restoration claims for insurance companies, big and small. Fifteen years ago, Clarke adds, a large carrier like State Farm would employ 35 or 40 insurance adjusters within the Cincinnati metro area. “Today, I’d be surprised if it was more than two full-time adjusters,” he says. Companies like Alacrity, Crawford and Nexus have filled the void and, in the process, they have placed greater demands on contractors and how they run their businesses. They ensure that contractors like Clarke have conducted thorough background checks on all of their employees. They verify drug screening procedures and ensure that everyone on a client’s jobsite is highly trained.

“Today our requirements are very simple,” Clarke says. “If you have a felony, you can’t work for me. It doesn’t matter if it was in the past seven years or in the past 70 years. Insurance companies don’t want felons working on their projects. Random drug testing is done. And then there is

Insurance Restoration by the Numbers

An overview of the 32 insurance restoration firms on the 2019 QR Top 500

Total remodeling revenue: \$2,468,331,132

Total jobs: 192,463

2019 revenue forecast: \$2,497,708,882

Insurance restoration jobs: 82.7%

Roofing jobs: 15.9%

Siding jobs: 1.8%

Whole-house jobs: 1.3%

Avg. spend on marketing: 3.6% of revenue

Top lead source: Referrals 46.4%, Repeat business 19.4%, Canvassing 8%

Employees: 10,133

Percent of gross sales spent on materials: 24.4%

the other 10 percent comes from a combination of remodeling and home improvement work. In February 2018, the company signed on with a sun-room and patio enclosure company, hoping to do \$500,000 in revenue. They ended up billing twice that amount in the first 12 months of operation, Clarke notes.

According to Clarke, there are two factors impacting the insurance restoration sector of the industry. First, there is a great deal of consumer



training, lots of training, whether it be in estimating, project management [or] industry training through the Institute of Inspection, Cleaning and Restoration (IICRC). You know, all the different categories that they would have for all the different facets of business that we do—water mitigation, fire mitigation, odor control, mold, content clean-

“YOU’VE GOT TO WATCH YOUR DOLLARS SO YOU CAN MAKE CENTS.”

Jason Clarke, owner

ing. We also comply with EPA programs for lead renovation and so forth. All of this is very much on the forefront of what insurance carriers want from contractors. And all of these credentials have to be met in order to perform service.”

To compete, insurance restoration specialists have always been among the most highly professionalized organizations within the remodeling industry. The very best among this group, such as Clarke, have become uber professional. So this begs the question: How does that impact profit and margins? According to Clarke, there is plenty of margin to make good profits in the insurance restoration business today.

“You’ve got to watch your dollars so you can make cents,” Clarke says. “The bottom line is that I’ve heard colleagues complaining about margin. I’ll take the opposite approach; I think the margins are very good. We make very good margins. We make a very good profit year-over-year. That’s why I’m in business—and in this business specifically. It’s all in how you run your business and how close you are to it.

“You’re right, it can get very tight. And if you don’t do good work, if you don’t do what you say you’re going to do, and if you don’t follow the procedures and policies of third-party administration firms and insurance carriers, you can easily lose percentages off the bottom line,” he adds. “But I’d argue the point that the margins here are better than most in the industry. You look at commercial construction operating on a 1 to 2 percent profit margin. We do considerably better than that.”

Overall, Clarke’s numbers speak for themselves. In 2017, the firm billed \$5.9 million on 557 jobs. The year-over-year jump to \$10.2 million speaks to all the work that Clarke has been doing in adding staff. Hiring, it seems, has been the company’s secret sauce. They are recruiting every day and, because of the professionalism required within the insurance community, only 1 in 10 applicants are hired, he says.

“One of the things that we do every day is as we hire,” Clarke says. “We are always hiring, we are always training and we are always growing.” QR



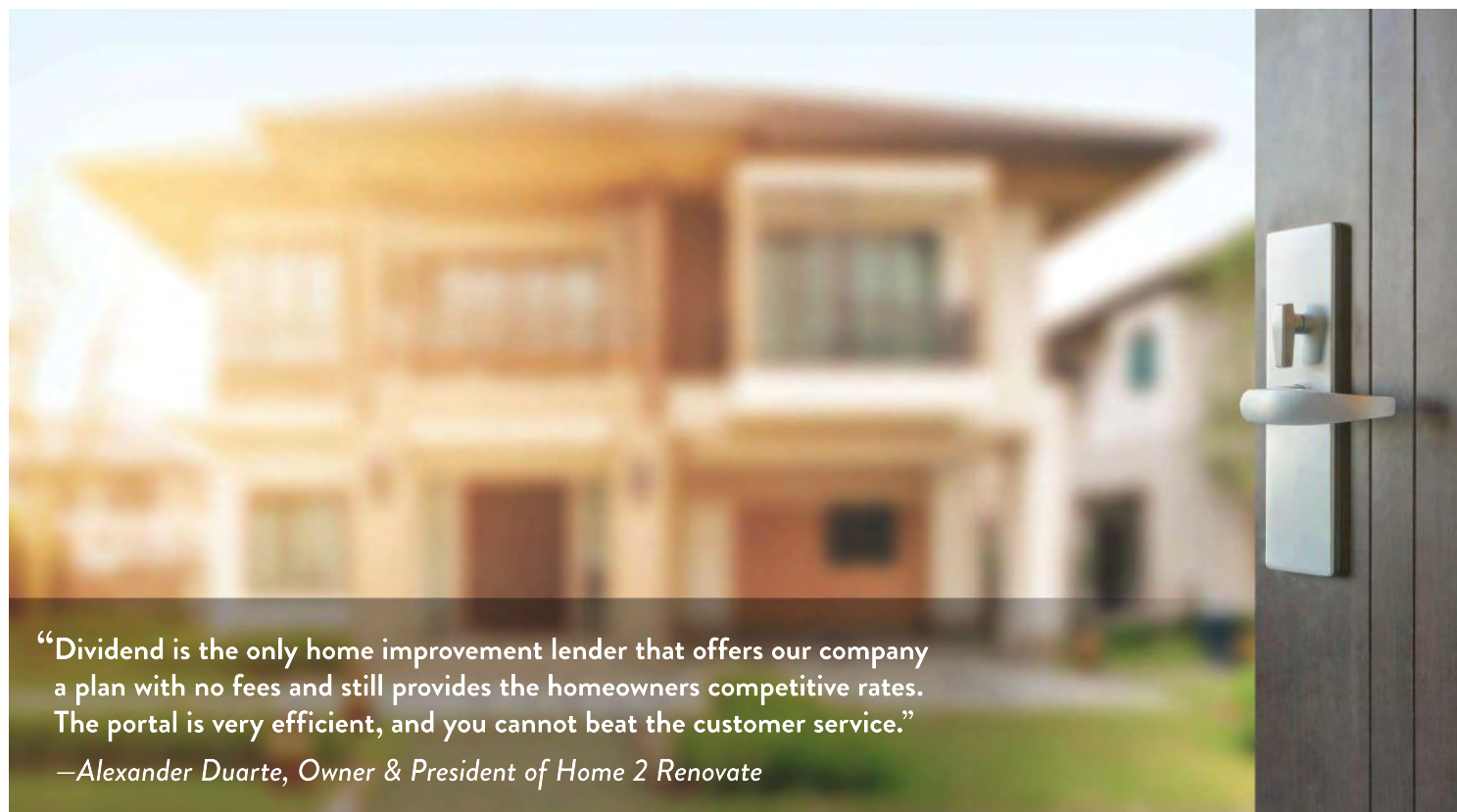
Jason Clarke, owner

Company: Clarke Contractors

Location: Cincinnati, Ohio

Top 500: No. 152

How a Simple Financing Technology Can Transform Your Business



SERVICE. TECHNOLOGY. RELIABILITY.

Earlier this year, Alexander Duarte, Owner and President of Home 2 Renovate, received a member newsletter from a California focused home improvement organization called the League of California Homeowners. Little did he know that following up on the newsletter, which featured a new partnership that the League had entered into with a specialty finance provider, would go on to make a meaningful difference in the way Home 2 Renovate conducts business today.

The Los Angeles-based home improvement contractor focuses on roofing, windows, doors and other building envelope projects, and at the time had been searching to find a finance partner that offered a product comprised of three key ingredients:

1. Competitive rates with a 0% dealer fee option
2. White-glove customer service that would be available for calls at any time
3. A dependable, simple-to-use technology platform for approving customers instantly

Dividend Finance, a leader in solar PV financing, had recently pivoted to begin offering their products to the remainder of the home improvement industry, and after a few conversations with the Dividend team, Mr. Duarte was confident that a change was needed. Seven months later, the partnership is thriving!

The Dividend team has created a simple, intuitive platform for home improvement professionals to offer low-cost financing to their customers. With attractive financing terms in conjunction with a paperless

application and e-signature, Dividend is able to approve customers for financing in 90 seconds and provide documents for signature via email or a mobile device minutes later. Best of all, Dividend employs a next day funding model, providing funds on completed projects within 24 hours of completion approval – alleviating the cash flow hang ups that many home improvement contractors face today.

If you are interested in learning how to provide Dividend's financing products in your home improvement business, contact them at **844.572.7218**, DivHome@dividendfinance.com or visit www.dividend-finance.com/partner-with-dividend.

D I V I D E N D



DIVIDEND

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Partnering with Dividend allows remodeling professionals to focus on sales and convert more leads by offering customers an affordable financing option and best-in-class financing experience.

With tools like instant credit approval, paperless agreement signing, and a simple, intuitive financing platform, Dividend makes it easy to offer home improvement financing to every customer.

Most importantly, Dividend funds projects daily, alleviating common cash flow issues and ensuring your business has the capital to complete the project on time.

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Financing is subject to credit and collateral approval. Rates and terms may change.
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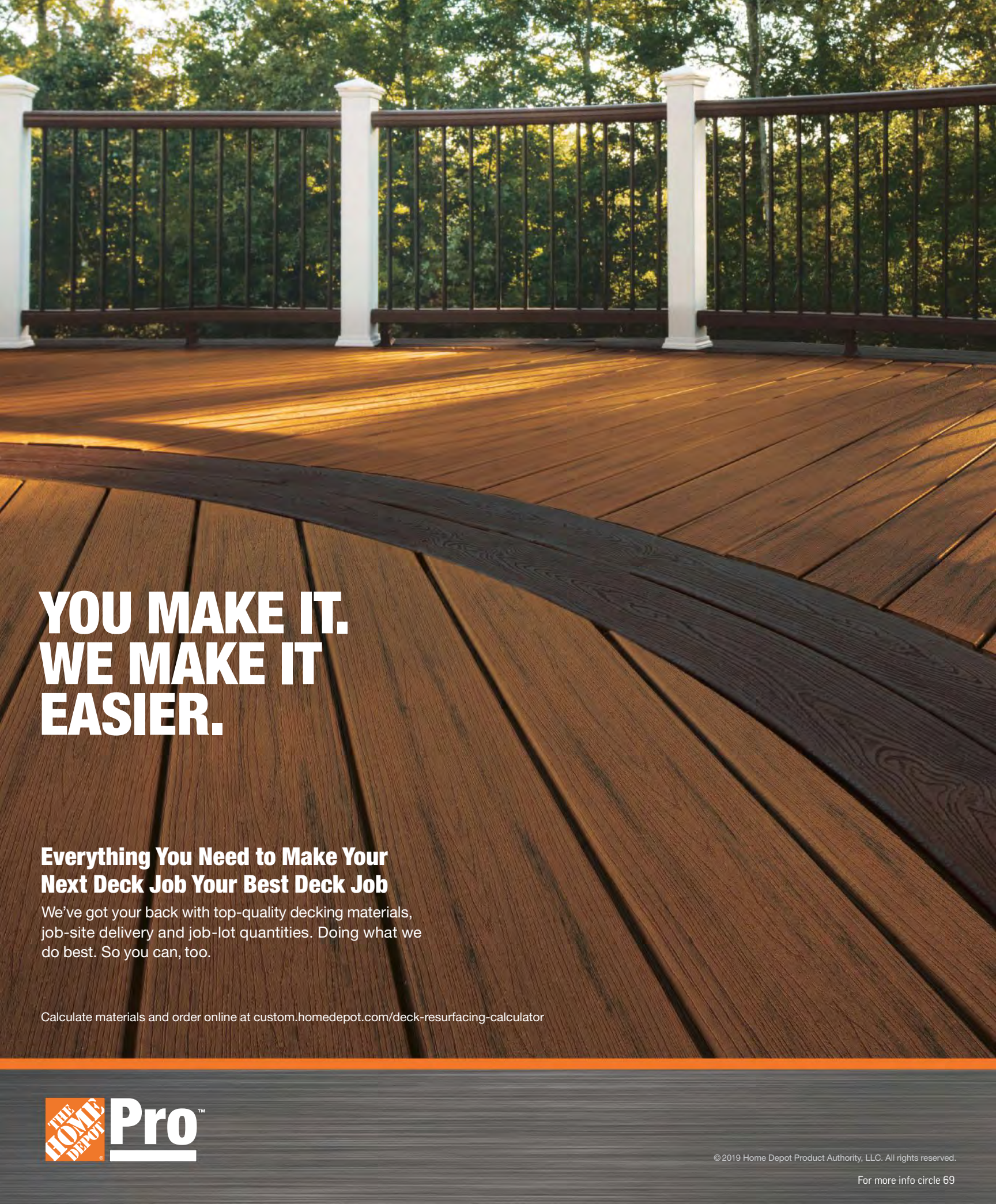
TOP 500

2019 Annual List

The nation's 500 largest remodelers ranked by revenue

RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
1	BELFOR HOLDINGS INC. – Birmingham, Mich. Sheldon Yellen, CEO – belforusa.com	1948	\$1,855,020,000 146,000	\$2,078,596,040 Insurance restoration	7,626	2	NARI, NAHB, BBB, AIA	Finding and hiring qualified employees	Add a new high-demand product or service
 1	WINDOW WORLD INC. – North Wilkesboro, N.C. Tammy Whitworth, CEO/Chairman of the Board – windowworld.com	1995	\$724,097,773 184,754	\$724,097,773 Improvement/replacement	–	0	BBB	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
2	POWER HOME REMODELING – Chester, Pa. Asher Raphael, Co-CEO – powerhr.com	1992 92%	\$649,117,000 51,190	\$649,117,000 Improvement/replacement	2,509	15	BBB, Bus. Networks	Keeping up with increased demand	Add a new or enlarged service area
3	RESIPRO (FORMERLY AMERITRUST RESIDENTIAL SERVICES) Atlanta, Ga. – George A. Capps, Co-CEO – resipro.com	2010	\$409,036,446 5,827	\$464,071,082 Full-service remodeler	824	0	–	Finding and hiring qualified trade contractors	More repeat business
4	LEAFFILTER GUTTER PROTECTION – Hudson, Ohio Jeff Beck, CEO – leaffilter.com	2005 79%	\$340,395,200 104,422	\$340,395,200 Improvement/replacement	1,044	15	NARI, BBB	Keeping up with increased demand	Better recruiting and hiring
5	AMERICAN TECHNOLOGIES INC. – Anaheim, Calif. Gary Moore, COO – atirestoration.com	1989	\$285,583,796 23,027	\$285,583,796 Insurance restoration	1,140	3	–	Finding and hiring qualified employees	Better sales strategy and management
6	CHAMPION WINDOW MFG. & SUPPLY CO. LLC – Cincinnati, Ohio Todd Dickson, CEO – getchampion.com	1953 91%	\$280,071,445 25,701	\$280,071,445 Improvement/replacement	1,230	15	BBB	Generating leads for new business	Overall higher volume of leads for new business
 2	RE-BATH, LLC – Phoenix, Ariz. Brad Hillier, CEO – rebath.com	1978	\$205,834,571 18,487	\$205,834,571 Kitchen & bath	80	9	NKBA, BBB	Generating leads for new business	Add a new or enlarged service area
7	WINDOW NATION – Fulton, Md. Harley Magden, CEO/Co-Founder – windownation.com	2006 92%	\$126,796,723 14,402	\$126,796,723 Improvement/replacement	338	14	NARI	Finding and hiring qualified employees	Better internet marketing
8	WINDOWS USA LLC – Royal, Ark. Michael Allbritton, President – windowsusa.com	2011	\$109,534,164 8,489	\$109,534,164 Improvement/replacement	350	12	BBB	Finding and hiring qualified employees	–
9	DREAMSTYLE REMODELING – Albuquerque, N.M. Larry Chavez, President – dreamstyleremodeling.com	1989	\$107,974,401 8,093	\$107,974,401 Full-service remodeler	620	13	NARI, NAHB, NKBA, BBB	Reduced profitability due to operational inefficiencies	Product demand and positive economy forecast
10	UNIVERSAL WINDOWS DIRECT – Bedford Heights, Ohio William Barr/Micheal Strmac, Co-Founders – universalwindowsdirect.com	2002	\$105,627,921 13,490	\$105,627,921 Improvement/replacement	445	15	NARI, BBB	Finding and hiring qualified trade contractors	Better sales strategy and management
11	SYSTEM PAVERS – Santa Ana, Calif. Larry Green, CEO – systempavers.com	1992 92%	\$101,622,838 4,066	\$101,622,838 Improvement/replacement	414	12	NARI, BBB	Keeping up with increased demand	Add a new or enlarged service area
12	BATH SAVER INC., dba BATH FITTER – Lewisberry, Pa. Aaron Gross, Larry Gross, Frank Ciccocioppo, Managing Member bath-fitter.com	1996	\$100,774,156 14,332	\$100,774,156 Kitchen & bath	1,001	0	NARI, NAHB, BBB	Finding and hiring qualified employees	Add a new or enlarged service area
13	SILVERLINING INC. – New York, N.Y. Joshua Wiener, President – silverlininginc.com	1987	\$98,234,000 50	\$98,234,000 Full-service remodeler	270	1	Bus. Networks	Increased competition	Add a new or enlarged service area
14	GROUNDWORKS – Va. Beach, Va. Matt Malone, CEO – groundworkscompanies.com	1992	\$91,110,682 17,321	\$91,852,589 Improvement/replacement	857	9	BBB, CCN, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
15	1-800-HANSONS LLC – Troy, Mich. Steven Silvers, CEO – hansonson.com	1988	\$79,103,143 7,960	\$79,103,143 Improvement/replacement	409	17	NARI, NAHB, BBB	Economic weakness in your service area(s)	Higher demand for bigger projects, over \$5,000 each
16	HOMEFIX CUSTOM REMODELING – Baltimore, Md. Adam Shampaine, CEO – homefixcustomremodeling.com	1990 86%	\$76,663,563 6,697	\$76,663,563 Improvement/replacement	450	17	BBB	Finding and hiring qualified employees	Better marketing overall
17	NEWSOUTH WINDOW SOLUTIONS LLC – Tampa, Fla. Earl Rahn, President/Co-Founder – newsouthwindow.com	2010 87%	\$75,962,813 4,907	\$75,962,813 Improvement/replacement	272	9	NARI, BBB	Keeping up with increased demand	Add a new or enlarged service area

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18	THOMPSON CREEK WINDOW CO. – Lanham, Md. Rick Wuest, CEO – thompsoncreek.com	1980	\$73,492,226 8,660	\$73,492,226 Improvement/replacement	300	18	NARI, NAHB, BBB	Finding and hiring qualified employees	Add a new or enlarged service area
19	CASTLE, THE WINDOW PEOPLE – Mount Laurel, N.J. Chris and Nick Cardillo, Owners – castlewindows.com	1977 91%	\$73,018,817 10,491	\$73,018,817 Improvement/replacement	470	17.5	BBB	Higher labor costs	Higher prices and net margins
20	DABELLA – Hillsboro, Ore. Donnie McMillan Jr., CEO/President – dabella.us	2011 94%	\$72,207,086 5,061	\$76,207,086 Improvement/replacement	500	15	BBB, NRCA	Generating leads for new business	Add a new high-demand product or service
21	GREAT DAY IMPROVEMENTS LLC dba PATIO ENCLOSURES & STANEK WINDOWS – Macedonia, Ohio Michael Hoy, President/CEO – patioenclosures.com	2010	\$70,700,523 3,749	\$70,700,523 Improvement/replacement	374	12	NARI	Finding and hiring qualified employees	Add a new or enlarged service area
22	RF INSTALLATIONS LLC – Grand Prairie, Texas James Norman, Vice President/CEO – rfinstallations.com	2006	\$67,795,072 179,325	\$67,795,072 Improvement/replacement	89	0	NARI, NAHB, NKBA, BBB	Generating leads for new business	Increased throughput without adding more overhead
 3	ABC INC. dba ABC SEAMLESS – Fargo, N.D. Gerald Beyers, President – abcseamless.com	1978	\$64,712,356 10,583	\$64,712,356 Improvement/replacement	–	0	NARI, NAHB, BBB, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
23	STATEWIDE REMODELING – Grapevine, Texas Rob Levin, CEO – statewideremodeling.com	1994 81%	\$61,875,597 4,018	\$61,875,597 Improvement/replacement	269	17	NARI, NAHB, NKBA, BBB	Finding and hiring qualified trade contractors	Better internet marketing
24	WINDOW DEPOT USA – Austintown, Ohio Edward Kalaher, President – windowdepotusa.com	2001	\$57,241,920 11,480	\$57,241,920 Improvement/replacement	226	12	NAHB, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
25	MAD CITY WINDOWS & BATHS – Madison, Wis. Nathan Richmond, President – madcitywindows.com	1998 85%	\$51,166,200 4,566	\$51,166,200 Improvement/replacement	200	14	NARI, BBB	Finding and hiring qualified trade contractors	Better internet marketing
26	STORM TIGHT WINDOWS INC. – Deerfield Beach, Fla. Lee Brown, CEO – stormtightwindows.com	2010	\$49,677,000 2,762	\$49,677,000 Improvement/replacement	110	18	NARI, BBB, Bus. Networks	Generating leads for new business	Add a new or enlarged service area
27	REBORN CABINETS – Anaheim, Calif. Anthony Nardo, CFO – reborncabinets.com	1982 87%	\$49,671,250 3,763	\$49,671,250 Full-service remodeler	450	18	NKBA, BBB	Finding and hiring qualified employees	Better marketing overall
28	AMERICAN VISION WINDOWS INC. – Simi Valley, Calif. William Herren, CEO – americanvisionwindows.com	2000	\$47,744,000 5,221	\$47,744,000 Improvement/replacement	225	10	NARI, BBB	Finding and hiring qualified trade contractors	Better recruiting and hiring
29	REPIPE SPECIALISTS – Burbank, Calif. Jeff Butler, President – repipespecialists.com	1991	\$42,664,879 5,355	\$42,664,879 Improvement/replacement	25	11	BBB	Keeping up with increased demand	Increased throughput without adding more overhead
30	TUNDRALAND HOME IMPROVEMENTS – Kaukauna, Wis. Brian Gottlieb, CEO – tundraland.com	2009	\$42,260,176 3,927	\$42,260,176 Improvement/replacement	200	15	NARI, NAHB, BBB	Finding and hiring qualified employees	Add a new or enlarged service area
31	NEIL KELLY CO. – Portland, Ore. Tom Kelly, President – neilkelly.com	1947 89%	\$40,883,403 1,280	\$41,876,890 Design/build remodeler	198	2	NARI, NAHB, NKBA, BBB, Bus. Networks	Generating leads for new business	Better referral business
32	WOODBIDGE HOME EXTERIORS – Dallas, Texas Mitchell Spector, President – woodbridgeclassic.com	1989 94%	\$40,449,721 3,073	\$40,449,721 Improvement/replacement	243	22	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
33	GARDNER/FOX ASSOCIATES INC. – Bryn Mawr, Pa. Mark Fox, Principal – gardnerfox.com	1987	\$40,007,126 97	\$42,003,025 Design/build remodeler	55	1	NARI	Finding and hiring qualified employees	Increased throughput without adding more overhead
 4	MIRACLE METHOD SURFACE REFINISHING – Colorado Springs, Colo. Chuck Pistor, President – miraclemethod.com	1977	\$39,959,282 33,299	\$39,959,282 Kitchen & bath	485	12	BBB, Bus. Networks	Finding and hiring qualified employees	Add a new high-demand product or service
34	MID-ATLANTIC WATERPROOFING – Columbia, Md. Edwin Fennell, President – basements.com	1965 89%	\$38,520,408 3,692	\$38,520,408 Improvement/replacement	220	13	NARI, NAHB, BBB, AIA	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
 5	GUTTER HELMET BY HARRY HELMET – Millersville, Md. Del Thebaud, President/Owner – harrymet.com	1981 79%	\$37,365,000 8,625	\$37,365,000 Improvement/replacement	154	14.5	NARI, NAHB, BBB	Keeping up with increased demand	Better recruiting and hiring
35	PARADISE EXTERIORS – Boynton Beach, Fla. Dan Beckner, President/CEO – paradiseexteriors.com	2007	\$37,340,912 1,911	\$37,340,912 Improvement/replacement	88	10	BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
36	COMFORT WINDOWS – Syracuse, N.Y. Fritz Gentile, Corporate Manager – comfortwindows.com	1979	\$37,307,674 5,972	\$37,307,910 Improvement/replacement	330	4	NAHB, BBB	Finding and hiring qualified employees	Better recruiting and hiring
 6	DREAMMAKER BATH & KITCHEN – Waco, Texas Doug Dwyer, President/CSO – dreammaker-remodel.com	1999 97%	\$35,732,021 1,311	\$35,732,021 Kitchen & bath	15	3	NARI, NAHB, NKBA	Generating leads for new business	Add a new or enlarged service area
37	TREEIUM INC. – Valley Village, Calif. Moty Ginsburg, CEO – treeium.com	1991	\$35,366,751 1,300	\$35,366,751 Full-service remodeler	45	7	NARI, BBB, AIA, USGBC	Finding and hiring qualified trade contractors	–
38	US BATH SYSTEMS – Burnsville, Minn. Brent Jarvis, President – usbathsystems.com	2010	\$33,791,189 2,073	\$33,791,189 Kitchen & bath	120	20	BBB	Finding and hiring qualified trade contractors	–
39	CASE DESIGN/REMODELING INC. – Bethesda, Md. Bruce Case, President/CEO – casedesign.com	1961 87%	\$32,904,615 1,694	\$32,904,615 Full-service remodeler	155	6	NARI, NAHB, NKBA, BBB, AIA	Generating leads for new business	Add a new or enlarged service area
40	ALURE HOME IMPROVEMENTS – Commack, N.Y. Sal Ferro, President/CEO – alure.com	1946	\$32,553,043 1,301	\$32,553,043 Full-service remodeler	84	9	NARI, NAHB, NKBA, BBB	Generating leads for new business	Overall higher volume of leads for new business
41	LINDUS CONSTRUCTION – Baldwin, Wis. Andy Lindus, COO – lindusconstruction.com	1979	\$32,377,223 3,919	\$32,377,223 Improvement/replacement	135	5	NARI, NAHB, BBB	Finding and hiring qualified employees	Add a new or enlarged service area
42	HANDYMAN CONNECTION – Cincinnati, Ohio Jeff Wall, CEO – handymanconnection.com	1993	\$32,018,972 42,699	\$32,018,972 Improvement/replacement	10	10	BBB	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
43	BROTHERS SERVICES CO. – Hampstead, Md. John Martindale, CEO – brothersservices.com	1986 93%	\$31,822,092 2,621	\$33,778,584 Full-service remodeler	169	6	–	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
44	NU LOOK HOME DESIGN INC. – Columbia, Md. Patrick Fingles, CEO – nulookhomedesign.com	2003 90%	\$31,085,818 2,263	\$31,085,818 Improvement/replacement	125	6	–	Finding and hiring qualified employees	Add a new or enlarged service area
45	HOME PERFORMANCE ALLIANCE – St. Petersburg, Fla. Gary Delia, President/CEO – hpawindows.com	2011 66%	\$30,267,300 2,189	\$30,267,300 Improvement/replacement	154	11	BBB	Finding and hiring qualified employees	Add a new or enlarged service area



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46	THE AIROOM COMPANIES – Lincolnwood, Ill. Michael Klein, CEO – airoom.com	1958	\$30,113,500 247	\$30,113,500 Design/build remodeler	80	5	–	Economic weakness in your service area(s)	Add a new or enlarged service area
47	WEATHER TITE WINDOWS – Tampa, Fla. Michael Hollander, President – weathertitewindows.com	2006	\$30,015,800 4,950	\$30,015,800 Improvement/replacement	40	10	BBB	Generating leads for new business	Overall higher volume of leads for new business
48	MORGAN EXTERIORS INC. – Lutz, Fla. Kirk Morgan, President/Treasurer – morganexteriorsinc.com	1995	\$29,479,997 2,284	\$29,479,997 Improvement/replacement	80	15	BBB, CCN	Generating leads for new business	Increased throughput without adding more overhead
49	BOWA – McLean, Va. Larry Weinberg/Joshua Baker, Founder & Co-Chairman/Founder & Co-Chairman – bowa.com	1988	\$29,323,000 39	\$33,244,000 Full-service remodeler	72	2	NARI, USGBC	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
50	GREATER DAYTON CONSTRUCTION – Beavercreek, Ohio Greg Thompson, President – gdcg.com	1987	\$29,054,936 933	\$43,898,251 Full-service remodeler	84	1	NARI, NAHB, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
51	NORMANDY REMODELING – Hinsdale, Ill. Andy Wells, President/Owner – normandyremodeling.com	1979 94%	\$28,993,754 229	\$28,993,754 Design/build remodeler	71	4	NARI, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Better sales strategy and management
52	SOUTHEAST RESTORATION – Canton, Ga. Ben Looper, CEO – southeastrestoration.com	1999	\$28,528,706 3,544	\$29,402,350 Insurance restoration	130	1	BBB	Finding and hiring qualified employees	Better referral business
53	MATRIX BASEMENT & BATHROOM SYSTEMS Arlington Heights, Ill. Nick Richmond, President – mymatrixbasement.com	2009	\$27,545,520 977	\$27,545,520 Full-service remodeler	152	12	NARI, BBB	Finding and hiring qualified employees	Add a new or enlarged service area
54	LEI HOME ENHANCEMENTS – Cincinnati, Ohio Marc Longworth, Owner – leihomeenhancements.com	2010	\$27,033,548 2,489	\$27,033,548 Improvement/replacement	25	15	BBB	Generating leads for new business	Overall higher volume of leads for new business
55	KITCHEN MAGIC – Nazareth, Pa. Brett Bacho, President – kitchenmagic.com	1979	\$26,515,438 1,657	\$26,515,438 Kitchen & bath	206	19	NARI, NKBA, BBB	Generating leads for new business	Higher prices and net margins
56	P.J. FITZPATRICK INC. – New Castle, Del. Rick Stover, President – trustpj.com	1980 93%	\$25,807,679 2,497	\$25,807,679 Improvement/replacement	110	14	NARI, BBB, NRCA	Finding and hiring qualified trade contractors	Better internet marketing
57	CALIFORNIA DELUXE WINDOWS – Chatsworth, Calif. Aaron Adirim, CEO – cdwindows.com	1999	\$25,654,735 2,052	\$25,654,735 Improvement/replacement	25	14	BBB	Increased regulation from Government	Better referral business
58	S & K ROOFING, SIDING AND WINDOWS INC. – Eldersburg, Md. Donald Katzenberger, President – skroofing.com	1980	\$25,282,604 4,764	\$25,282,604 Improvement/replacement	36	1	BBB, NRCA	Finding and hiring qualified employees	Increased throughput without adding more overhead
59	K-DESIGNERS – Gold River, Calif. Larry Judson, President – k-designers.com	1978	\$24,920,904 2,154	\$24,920,904 Improvement/replacement	134	18	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Better internet marketing
60	A&I FIRE AND WATER RESTORATION – Myrtle Beach, S.C. Daniel Isaac Jr., President – ai-restoration.com	1974	\$24,667,863 1,545	\$24,667,863 Insurance restoration	62	2	BBB, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
61	ALLEN CONSTRUCTION – Santa Barbara, Calif. Aaron Pick, CEO – buildallen.com	1983 99%	\$24,586,785 150	\$27,534,895 Full-service remodeler	102	0.37	NARI, BBB, AIA, USGBC	Generating leads for new business	Higher prices and net margins
62	MIDTOWN HOME IMPROVEMENTS – O'Fallon, Mo. L Patrick Melson, President – midtownhomeimprovements.com	1991	\$24,027,867 1,668	\$24,027,867 Full-service remodeler	110	8	NARI, BBB	Finding and hiring qualified trade contractors	Better recruiting and hiring
63	PACIFIC HOMEWORKS, INC. – Torrance, Calif. Marcus Mac, President – pacifichomeworks.com	2000	\$24,016,734 1,677	\$24,016,734 Full-service remodeler	127	10	–	Finding and hiring qualified employees	Better sales strategy and management
64	GIERTSEN COMPANY – Golden Valley, Minn. Kevin Giersten, President – giertsenco.com	1918	\$23,737,666 1,254	\$23,737,666 Insurance restoration	82	1	BBB	Finding and hiring qualified employees	Add a new high-demand product or service
65	MODERN REMODELING INC. – Manassas, Va. Jonathan Ballard, President – modernremodelinginc.com	1997	\$23,214,815 1,223	\$23,214,815 Improvement/replacement	52	3	BBB	Generating leads for new business	Better marketing overall
66	CAVALRY CONSTRUCTION CO. INC. – Houston, Texas Frank Jones, Co-CEO – cavalryconstruction.com	1989	\$22,783,084 911	\$22,783,084 Improvement/replacement	40	5	–	Generating leads for new business	More repeat business
67	PARAMOUNT BUILDERS INC. – Virginia Beach, Va. Ed Augustine, Owner – paramountbuilders.com	1991	\$22,400,694 1,888	\$22,547,110 Improvement/replacement	320	18	NARI, BBB, NRCA, Bus. Networks	Finding and hiring qualified trade contractors	Better recruiting and hiring
68	LEGACY SERVICE USA LLC – Southampton, Pa. Tomas Kalkys, President – legacyusa.com	2005	\$21,582,608 1,400	\$37,832,407 Improvement/replacement	350	5	NARI, BBB, NRCA	Higher labor costs	Better recruiting and hiring
69	NORTHWEST EXTERIORS INC. – Rancho Cordova, Calif. Thomas Orr, CEO – trustnorthwest.com	1995 91%	\$21,510,747 1,923	\$21,510,747 Improvement/replacement	150	15	NARI, BBB	Increased regulation from Government	Add a new or enlarged service area
70	JACKSON DESIGN AND REMODELING – San Diego, Calif. Todd Jackson, CEO – jacksondesignandremodeling.com	1989 100%	\$21,292,106 78	\$21,292,106 Design/build remodeler	62	4	–	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
71	J.C. RESTORATION INC. – Rolling Meadows, Ill. Warner Cruz, President – jcr24.com	1982	\$21,236,873 1,608	\$21,236,873 Insurance restoration	100	5	BBB, Bus. Networks	Keeping up with increased demand	Better internet marketing
72	REPAIRS UNLIMITED INC. – Kansas City, Kan. Todd Wertz, President – rui-kc.com	1986	\$20,673,000 828	\$20,673,000 Insurance restoration	37	0	BBB	Higher labor costs	Higher demand for bigger projects, over \$5,000 each
73	RUSK RENOVATIONS INC. – New York, N.Y. John Rusk, President – ruskinc.com	1987	\$20,476,419 33	\$20,476,419 Full-service remodeler	46	1	BBB	Generating leads for new business	Better recruiting and hiring
74	AMERICAN HOME DESIGN INC. – Goodlettsville, Tenn. Don Bruce, CEO – americanhomedesign.com	1978 94%	\$19,781,580 2,070	\$19,781,580 Improvement/replacement	136	16	BBB	Generating leads for new business	Overall higher volume of leads for new business
75	GILKEY WINDOW COMPANY INC. – Cincinnati, Ohio Mike Gilkey, President – gilkey.com	1988	\$19,454,213 3,890	\$19,454,213 Improvement/replacement	113	9	NARI, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
76	UNITED STATES SEAMLESS-FARGO, dba WESTERN PRODUCTS INC. – Fargo, N.D. – Michael Bullinger, President – westernproducts.com	1948	\$19,429,578 2,856	\$19,558,087 Improvement/replacement	92	4	NAHB, NKBA, BBB	Finding and hiring qualified employees	Better recruiting and hiring
77	DIGIORGI ROOFING & SIDING INC. – Beacon Falls, Conn. David DiGiorgi, President – digiorgiinc.com	1933 97%	\$18,160,638 2,421	\$18,160,638 Improvement/replacement	125	5	NKBA, BBB, NRCA, Rem. Adv.	Reduced profitability due to operational inefficiencies	Higher prices and net margins



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78	REMODEL USA INC. – Capitol Heights, Md. Jean-Marie Cherubim, President – remodelusa.com	1999	\$18,030,811 617	\$27,199,057 Full-service remodeler	117	15	BBB	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
79	ASPEN EXTERIORS INC. – Ramsey, Minn. Joseph Jelinek, CO-CEO/COO – aspenexteriors.com	2002	\$17,941,495 1,245	\$17,941,495 Insurance restoration	22	1	NARI, BBB	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
80	1-866 GET-A-PRO – Moline, Ill. Chris Bowling, Owner – 1866getapro.com	1999	\$17,562,810 1,560	\$17,562,810 Improvement/replacement	50	17	NARI, BBB	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
81	WEATHERGUARD ROOFING AND RESTORATION – Charlotte, N.C. Scott Rittershofer, Owner – weatherguardrestoration.com	2010	\$17,394,800 1,744	\$17,394,800 Improvement/replacement	94	15	BBB, NRCA	Retaining key employees	Discontinuing unprofitable products or services
82	ABSOLUTE ALUMINUM – Venice, Fla. Dale Desjardins Jr., President – absolutealuminum.com	1988 92%	\$17,285,920 1,852	\$18,187,323 Design/build remodeler	122	2	BBB, CCN, Bus. Networks	Economic weakness in your service area(s)	Add a new or enlarged service area
83	VMJR COMPANIES LLC – Glens Falls, N.Y. Victor Macri Jr., President – vmjrcompanies.com	2005	\$17,275,235 36	\$23,506,986 Full-service remodeler	90	1	NKBA,	Finding and hiring qualified employees	Add a new high-demand product or service
84	METROPOLITAN BATH AND TILE INC. – Upper Marlboro, Md. Richard L. McKenzie Jr., Owner/President/Operator – metrobatht.com	1979	\$16,988,095 711	\$16,988,095 Kitchen & bath	108	6	NARI, NKBA, BBB	Finding and hiring qualified employees	Increased throughput without adding more overhead
85	KITCHEN SAVER – Lewisberry, Pa. Pete Ciccocioppo, Managing Member – kitchensaver.com	2010	\$16,648,736 1,353	\$16,648,736 Kitchen & bath	117	0	NARI, NAHB, BBB	Finding and hiring qualified employees	More repeat business
86	ADAMS + BEASLEY ASSOCIATES – Carlisle, Mass. Angus Beasley, President – adamsbeasley.com	2011	\$16,440,000 24	\$17,150,000 Full-service remodeler	47	1	NARI, NAHB, Rem. Adv.	Keeping up with increased demand	Better internet marketing
87	BROTHERS HOME IMPROVEMENT INC. – Rocklin, Calif. Gene Cavanna, President/CEO – brotherswindows.com	1994	\$16,416,450 2,190	\$16,416,450 Improvement/replacement	90	10	BBB	Generating leads for new business	Add a new or enlarged service area
88	MINNESOTA RUSCO INC. – New Hope, Minn. Mike Hazelwood, President – minnesotarusco.com	1955	\$16,239,352 1,730	\$16,239,352 Full-service remodeler	50	35	NARI, BBB	Generating leads for new business	More repeat business
89	MULLIKIN GROUP LLC – Duncan, S.C. Louie Mullikin, Owner – bathfittersouth.com	2003	\$16,021,800 2,500	\$16,021,800 Kitchen & bath	90	22	BBB	Generating leads for new business	Overall higher volume of leads for new business
90	UNIFIED WINDOW SYSTEMS INC. – Hempstead, N.Y. Steven DiMare, CEO – unifiedwindows.com	1989 85%	\$15,700,000 5,500	\$15,700,000 Improvement/replacement	50	20	BBB, Bus. Networks	Generating leads for new business	Better marketing overall
91	BELLARI HOME REMODELING – Branchburg, N.J. David Gropper, President – bellarinj.com	1950	\$15,601,192 2,600	\$15,601,192 Full-service remodeler	35	7	NARI, NKBA, BBB, AIA	Finding and hiring qualified employees	Increased throughput without adding more overhead
92	MARROKAL DESIGN & REMODELING – San Diego, Calif. Gary Marrokal, Founder/Co-Owner – marrokal.com	1981	\$15,566,124 52	\$15,566,124 Design/build remodeler	34	4	NARI, NKBA, BBB	Higher labor costs	Better internet marketing
93	MOSBY BUILDING ARTS – St. Louis, Mo. Mark McClanahan, President – mosbybuildingarts.com	1947	\$15,529,082 418	\$15,529,082 Design/build remodeler	101	8	NARI, NAHB, NKBA, BBB, AIA	Finding and hiring qualified employees	Overall higher volume of leads for new business
94	DD FORD CONSTRUCTION – Santa Barbara, Calif. Blair Edwards, Partner – ddford.com	1979 100%	\$15,506,440 30	\$21,243,753 Full-service remodeler	40	1	NAHB, AIA, Rem. Adv.	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
95	PRINCE WILLIAM HOME IMPROVEMENT – Woodbridge, Va. Scott Holtzhauser, President – pwhomesimprovement.com	1986 90%	\$15,224,429 887	\$15,224,429 Improvement/replacement	84	13	BBB	Finding and hiring qualified trade contractors	Better internet marketing
96	CDS CONTRACTORS INC. – Orlando, Fla. Steve Murphy, Owner – cdscontractors.com	1998	\$15,150,217 417	\$15,150,217 Full-service remodeler	71	0	BBB	Higher labor costs	Higher demand for bigger projects, over \$5,000 each
97	LIFETIME WINDOWS & SIDING – Denver, Colo. Peter Svedin, CEO/Co-Founder/Managing Partner – lifetimewindowscolorado.com	2009 89%	\$15,106,686 1,104	\$15,106,686 Improvement/replacement	35	5	NAHB, BBB, Bus. Networks	–	Better sales strategy and management
98	ASHCO EXTERIORS INC. – Champlin, Minn. Jason Jeppesen, President – ashcoexteriors.com	2000	\$15,098,754 604	\$15,098,754 Insurance restoration	23	2	BBB, NRCA	Generating leads for new business	Overall higher volume of leads for new business
99	EXO VATIONS – Cumming, Ga. Roone Unger, CEO – exovations.com	1995 90%	\$15,071,370 847	\$15,071,370 Improvement/replacement	58	5	NARI, NAHB, BBB, Rem. Adv.	Finding and hiring qualified employees	Overall higher volume of leads for new business
100	MIL-RON CUSTOM CONSTRUCTION – Murphy, Texas Christine Johnson, Owner – milronconstruction.com	1989	\$15,000,000 15	\$24,000,000 Full-service remodeler	24	0	NARI, NAHB, NKBA, BBB, USGBC	Overall cost increases for both labor and materials	Better sales strategy and management
101	LOS GATOS ROOFING – San Jose, Calif. Gary Radonich, President – losgatosroofing.com	2001	\$14,656,677 567	\$14,656,677 Improvement/replacement	40	15	CCN	Finding and hiring qualified trade contractors	Higher prices and net margins
102	F & S BUILDING INNOVATIONS INC. – Roanoke, Va. Gary Feazell, Owner/CEO – fsfourseasons.com	1965	\$14,498,866 646	\$19,428,010 Full-service remodeler	60	2	NARI, NAHB, BBB, USGBC	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
103	DREAM HOME REMODELING INC. – Springfield, Va. Lenny Scarola, CEO – dhremodeling.com	1999 90%	\$14,096,042 1,310	\$14,096,042 Improvement/replacement	100	12	BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
104	WINDOW WORLD OF ST. LOUIS – Bridgeton, Mo. Jim Lomax, President – windowworldstl.com	2003	\$14,069,470 3,489	\$14,069,470 Improvement/replacement	50	7.5	NARI, NAHB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
105	WEATHER TIGHT CORP. – West Allis, Wis. Tod Colbert, President – weathertightcorp.com	1986	\$13,829,467 1,172	\$13,829,467 Improvement/replacement	96	7	NARI, NAHB, BBB	Reduced profitability due to operational inefficiencies	More repeat business
106	COUSINO RESTORATION – Perrysburg, Ohio Michael Cousino, President – cousinorestoration.com	1987	\$13,800,000 953	\$13,800,000 Insurance restoration	95	5	BBB	Finding and hiring qualified trade contractors	Better recruiting and hiring
107	ALLIED REMODELING OF CENTRAL MD. – Towson, Md. Dean D'Eugenio, President – alliedremodeling.com	1996	\$13,779,887 2,024	\$13,779,887 Improvement/replacement	15	5	BBB	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
108	AMS INC. – Pompano Beach, Fla. John Murray, President – amsoffia.com	1977	\$13,633,848 1,700	\$13,633,848 Full-service remodeler	135	1	–	Finding and hiring qualified employees	Add a new or enlarged service area
109	PERFORMANCE RESIDENTIAL REMODELING – Shelby Twp, Mich. Rich Hotea, President – pr2.global	2006	\$13,575,214 1,344	\$13,575,214 Full-service remodeler	30	13	–	Retaining key employees	Overall higher volume of leads for new business
110	TOM ADAMS WINDOWS AND CARPETS – Churchville, Pa. Glenn Adams, CEO/President – tomadamswc.com	1955	\$13,500,500 2,100	\$15,111,000 Improvement/replacement	40	2	NARI, BBB,	Finding and hiring qualified trade contractors	–



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RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
111	CLEAR CHOICE HOME IMPROVEMENTS – Manchester, N.H. Josh MacMichael, President – clearchoicehomeimprovement.com	2004	\$13,121,755 1,040	\$13,121,755 Improvement/replacement	42	16	NAHB	Finding and hiring qualified employees	Increase market share
112	WINDOW WORLD OF BATON ROUGE LLC – Baton Rouge, La. James Roland, President – windowworldinfo.com	2002	\$13,115,222 3,956	\$13,115,222 Improvement/replacement	162	9	BBB	Keeping up with increased demand	Better recruiting and hiring
113	BREXTON CONSTRUCTION LLC – Columbus, Ohio Timothy Galvin, CEO – brextonllc.com	2001	\$13,068,417 14	\$60,551,096 Design/build remodeler	41	2.5	AIA, Bus. Networks,	Finding and hiring qualified trade contractors	Higher prices and net margins
114	FASWD LLC dba FAS WINDOWS & DOORS – Orlando, Fla. John Wilding, CEO – faswd.com	2005	\$13,000,150 1,166	\$16,800,005 Improvement/replacement	43	9	NAHB, BBB, Bus. Networks	Generating leads for new business	Add a new or enlarged service area
115	PIONEER CONSTRUCTION INC. – Savannah, Ga. Timothy Thureson, President/Owner – pioneersavannah.com	1995	\$12,891,256 61	\$14,159,713 Full-service remodeler	18	1	AIA, Bus. Networks	Keeping up with increased demand	Better internet marketing
116	CROOM CONSTRUCTION COMPANY – Vero Beach, Fla. David Croom, President – croomconstruction.com	1978	\$12,813,000 38	\$26,500,000 Full-service remodeler	85	1	NAHB, BBB, AIA	Finding and hiring qualified employees	Better sales strategy and management
117	WINDOW WORLD OF PHOENIX LLC – Phoenix, Ariz. James & Toni Ballard, President/Vice President – windowworldphoenix.com	2006	\$12,639,006 2,608	\$12,639,006 Improvement/replacement	49	14	NARI, BBB	Finding and hiring qualified employees	Increased throughput without adding more overhead
118	THE WINDOW STORE HOME IMPROVEMENTS – St. Anthony, Minn. Ron Vosika, CEO – windowstoremn.com	2001	\$12,560,958 1,074	\$12,560,958 Improvement/replacement	75	18	NARI, BBB	Finding and hiring qualified employees	Increased throughput without adding more overhead
119	BULLETRTOOF – Buford, Ga. Joe Monebrake, Owner – bulletroof.com	2014	\$12,324,566 803	\$12,324,566 Insurance restoration	18	2	BBB, NRCA	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
120	FRANZOSO CONTRACTING INC. – Croton-on-Hudson, N.Y. Mark Franzoso, President – franzoso.com	1980	\$12,184,385 1,803	\$12,184,385 Improvement/replacement	65	4	NARI, BBB, NRCA, CCN, Bus. Networks	Finding and hiring qualified employees	More repeat business
121	DURANTE HOME EXTERIORS – Irondale, Ala. Jason Durante, Owner/President – godurante.com	2001	\$12,159,519 889	\$12,159,519 Improvement/replacement	35	13	BBB	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
122	LANDIS ARCHITECTS/BUILDERS – Washington, D.C. Chris Landis, Principal – landisconstruction.com	1990 95%	\$12,059,569 44	\$12,059,569 Design/build remodeler	51	3	NARI, AIA, Rem. Adv.	Keeping up with increased demand	Add a new or enlarged service area
123	PINE STREET CARPENTERS – West Chester, Pa. Brendon Dolan, Owner – pinestreetcarpenters.com	1993 100%	\$12,051,498 143	\$12,051,498 Full-service remodeler	30	5	NARI, NKBA, BBB	Generating leads for new business	–
124	BENNETT CONTRACTING – Albany, N.Y. Andrew Gutman, President – bennettcontracting.com	1915	\$12,023,249 1,100	\$12,023,249 Full-service remodeler	80	1	NARI, NAHB, BBB, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
125	CAT EXTERIORS INC. – Sacramento, Calif. Ryan Connet, President – catexteriors.pro	2015	\$12,003,132 836	\$12,003,132 Improvement/replacement	28	28	BBB	Generating leads for new business	Add a new high-demand product or service
126	PERFECT CHOICE EXTERIORS LLC – Creve Coeur, Ill. Lee Triplett, Owner – perfectchoiceexteriors.com	2008	\$11,945,170 1,466	\$12,022,639 Improvement/replacement	22	30	NARI	Finding and hiring qualified trade contractors	Higher prices and net margins
127	ALL WEATHER SEAL OF WEST MICHIGAN – Lowell, Mich. Scott McDowell, Owner – allweathersealinc.com	1981	\$11,943,911 673	\$12,000,000 Improvement/replacement	68	13	NAHB, BBB, USGBC	Higher labor costs	More repeat business
128	EXTERIOR SOURCE – Powhatan, Va. Rod Renfrow, Owner/President – exteriorsourceva.com	1993 98%	\$11,886,111 1,946	\$11,886,111 Improvement/replacement	56	7	NARI, NAHB, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
129	FLORIDA CATASTROPHE CORP. – Orlando, Fla. Eric Lueck, Co-President – fl-cat.com	1981	\$11,876,345 1,250	\$11,876,345 Insurance restoration	60	5	BBB	Finding and hiring qualified employees	Better sales strategy and management
130	KOWALSKI CONSTRUCTION INC. – Phoenix, Ariz. Jim Kowalski, Vice-President – kowalski.com	1967 88%	\$11,816,110 152	\$11,816,110 Insurance restoration	89	5	BBB, Bus. Networks	Finding and hiring qualified employees	Better marketing overall
131	DAVE FOX REMODELING INC. – Columbus, Ohio Gary Demos, President – davefox.com	1982	\$11,806,087 125	\$11,806,087 Full-service remodeler	56	2.7	NARI, NAHB, NKBA, BBB	Finding and hiring qualified employees	Better sales strategy and management
132	RE-BATH OF PITTSBURGH, CLEVELAND & COLUMBUS Irwin, Pa. – Chris Horney, President – rebath.com	2009	\$11,788,214 1,301	\$11,788,214 Kitchen & bath	36	15	NARI, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
133	FREY CONSTRUCTION & HOME IMPROVEMENT LLC Prairie du Sac, Wis. – Scott Frey, Owner – freyconstruction.com	1995	\$11,728,451 996	\$11,728,451 Improvement/replacement	50	2	NARI, NKBA, BBB, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
134	NICHOLSON BUILDERS INC. – Columbus, Ohio Bill Nicholson, Owner – nicholsonbuilders.com	2003	\$11,542,000 320	\$11,642,000 Design/build remodeler	67	5	NARI, NKBA, BBB	Finding and hiring qualified employees	Add a new high-demand product or service
135	OHI LLC – Elk Grove Village, Ill. John Kautz, President – contactohi.com	1900	\$11,524,046 550	\$11,524,046 Full-service remodeler	35	5	NARI, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Overall higher volume of leads for new business
136	NEW BATH TODAY – Indianapolis, Ind. Mike Redman, CEO – newbathub.com	2016 90%	\$11,495,800 720	\$11,495,800 Kitchen & bath	62	20	NKBA, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
137	SUN DESIGN REMODELING SPECIALISTS INC. – Burke, Va. Craig Duroske, Founder/Chairman – sundesigninc.com	1988 91%	\$11,293,363 59	\$11,732,015 Design/build remodeler	61	5	NARI, NAHB, NKBA, BBB, Rem. Adv.	Retaining key employees	Overall higher volume of leads for new business
138	TIM WHITE HOME IMPROVEMENT INC. – Seaford, N.Y. Timothy White, CEO – timwhiteremodeling.com	1998	\$11,230,000 305	\$11,230,000 Full-service remodeler	18	3	NARI, NKBA, BBB	Finding and hiring qualified employees	More repeat business
139	BATH, KITCHEN AND TILE CENTER – Wilmington, Del. Richard Campbell, Vice President – bathkitchenandtile.com	1963 95%	\$11,072,247 767	\$19,072,430 Kitchen & bath	93	5	NKBA, BBB, AIA, Bus. Networks	Keeping up with increased demand	Overall higher volume of leads for new business
140	UNITED INSTALLS LLC – Erlanger, Ky. Josh Appelman, Managing Member – united-installs.com	2012	\$10,983,000 6,800	\$10,983,000 Full-service remodeler	205	5	–	Increased competition	Higher prices and net margins
141	QUALITY FIRST BUILDERS LLC – Orlando, Fla. John Burket, President – qfbrestoration.com	1992 83%	\$10,894,211 1,096	\$10,950,852 Insurance restoration	33	1	NARI, NAHB, BBB	Generating leads for new business	Better recruiting and hiring
142	JS BROWN COMPANY INC. – Columbus, Ohio Jeffrey Brown, CEO – jsbrowncompany.com	1978	\$10,804,469 335	\$10,958,100 Design/build remodeler	49	7	NARI, NAHB, NKBA, BBB	Finding and hiring qualified employees	More repeat business
143	FIVE STAR RESTORATION & CONSTRUCTION INC. – Gold River, Calif. Brenda Gallion, Owner – fivestarrestoration.com	1989	\$10,769,874 468	\$10,769,874 Insurance restoration	78	2	NARI, BBB, CCN	Keeping up with increased demand	Increased throughput without adding more overhead



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144	YANKEE HOME IMPROVEMENT – Chicopee, Mass. Gerard Ronan, Owner – yankeehome.com	2008 90%	\$10,766,042 837	\$10,766,042 Improvement/replacement	30	15	NARI, NAHB, BBB	Retaining business	Add a new high-demand product or service
145	GREAT LAKES HOME RENOVATIONS – Apple Valley, Minn. Dan Brouillet, CEO – glhrco.com	1995	\$10,677,426 800	\$10,677,426 Improvement/replacement	60	10	BBB	Finding and hiring qualified employees	Better marketing overall
146	PARAGON REMODELING INC. – Vienna, Va. Ahmed Mady, Managing Partner – paragonremodeling.com	2003	\$10,575,684 507	\$13,793,852 Full-service remodeler	39	15	BBB, Bus. Networks	Higher material prices	Better sales strategy and management
147	MLM HOME IMPROVEMENT – Rockville, Md. John McCambridge, CEO – mlmhi.com	2007	\$10,547,533 878	\$10,547,533 Improvement/replacement	22	12	BBB	Finding and hiring qualified employees	Better internet marketing
148	HULLCO – Chattanooga, Tenn. W. Matthew Hullander, Owner/President – callhulco.com	1977 97%	\$10,526,087 1,066	\$10,526,087 Design/build remodeler	38	8	NAHB, BBB	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
149	HOLTZMAN HOME IMPROVEMENT LLC – Tempe, Ariz. Brandon Holtzman, Owner – holtzmanhomeimprovement.com	2008	\$10,425,000 245	\$10,425,000 Design/build remodeler	45	15	BBB	Finding and hiring qualified trade contractors	Higher prices and net margins
150	POLAR BEAR EXTERIOR SOLUTIONS – Mukilteo, Wash. Nathan Harrington, CEO – polarbearnw.com	2011	\$10,368,845 571	\$10,368,845 Improvement/replacement	60	18	BBB	Generating leads for new business	Better internet marketing
151	GREEN STAR EXTERIORS LLC – Holmes, Pa. Justin Fiordimondo, President – greenstarexteriors.com	2014	\$10,276,864 1,015	\$10,276,864 Improvement/replacement	46	15	BBB	Increased competition	Add a new or enlarged service area
152	CLARKE CONTRACTORS – Cincinnati, Ohio Jason Clarke, President – clarkecontractors.com	1997	\$10,201,473 665	\$10,201,473 Insurance restoration	80	2.5	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Better recruiting and hiring
153	ABC SEAMLESS OF FARGO – Fargo, N.D. Gerald Beyers, President – abcseamless.com	1978	\$10,164,820 1,097	\$10,164,820 Improvement/replacement	74	10	NARI, NAHB, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
154	PROFICIENT PATIOS & BACKYARD DESIGNS – Las Vegas, Nev. Matthew Lane, CEO – proficientpatios.com	2002	\$10,152,508 349	\$10,152,508 Design/build remodeler	50	99	BBB	Keeping up with increased demand	Overall higher volume of leads for new business
155	SOUTHWEST EXTERIORS – San Antonio, Texas Scott Barr, Steward – southwestexteriors.com	1989 98%	\$10,140,417 791	\$10,140,417 Improvement/replacement	38	13	NARI, BBB, CCN	Finding and hiring qualified trade contractors	More repeat business
156	MEN AT WORK DESIGN BUILD – Etobicoke, Ontario Paul Gallop, President – menatwork.ca	1989	\$10,089,128 24	\$10,604,621 Design/build remodeler	45	1	Rem. Adv.	Finding and hiring qualified employees	More repeat business
157	BACK CONSTRUCTION INC. – Lexington, Ky. Kyle Whalen, President – backconstruction.com	1981 95%	\$10,017,912 1,200	\$10,066,464 Full-service remodeler	50	2	NAHB, NKBA, BBB, AIA, Rem. Adv.	Finding and hiring qualified employees	Better internet marketing
158	CONTRACT EXTERIORS – Murrells Inlet, S.C. Randy Hann, President – contractexteriors.com	2009 96%	\$9,917,086 596	\$30,477,100 Improvement/replacement	82	5	NARI, NAHB, BBB, NRCA, CCN	Reduced profitability due to operational inefficiencies	Higher demand for bigger projects, over \$5,000 each
159	QUANTUM GENERAL CONTRACTORS INC. – Pittsboro, Ind. Rob Hollars, President – quantumgeneralcontractors.com	2004	\$9,898,384 27	\$9,898,384 Full-service remodeler	40	1	–	Finding and hiring qualified employees	Better referral business
160	REMODEL WORKS – Poway, Calif. Bianca Christenson, General Manager – remodelworks.com	1984	\$9,750,000 286	\$9,750,000 Design/build remodeler	47	2	NKBA, BBB	Generating leads for new business	Increased throughput without adding more overhead
161	LEGACY BATH & KITCHEN – San Antonio, Texas Jason Hicks, Owner – legacybathandkitchen.com	2006	\$9,716,437 670	\$9,716,437 Kitchen & bath	40	8	NARI, BBB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
162	HARRELL REMODELING INC. – Palo Alto, Calif. Ciro Giammona, CEO – harrellremodeling.com	1985 92%	\$9,708,623 49	\$9,708,623 Design/build remodeler	36	4	NARI, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Better sales strategy and management
163	RHODE ISLAND HOME – Warwick, R.I. John Aurgemma, Co-president – rihi.com	1949	\$9,618,413 748	\$9,618,413 Improvement/replacement	85	12	NARI, NAHB, BBB	Generating leads for new business	More repeat business
164	AAA WINDOWS-SIDING-ROOFING – Lincoln, Ill. Larry Adams, President – aaawindowsidingdoors.com	1982	\$9,606,408 778	\$9,606,408 Improvement/replacement	52	12	NARI	Reduced profitability due to operational inefficiencies	Better sales strategy and management
165	RE-BATH NORTHEAST – Fort Fort, Pa. Richard Rome, President – rebathnortheast.com	2001	\$9,590,421 1,059	\$9,590,421 Kitchen & bath	41	9	BBB, Bus. Networks	Generating leads for new business	Add a new high-demand product or service
166	CAROLINA HOME REMODELING – Charlotte, N.C. Elizabeth Anderson, Owner – carolinahomeremodeling.com	2002	\$9,505,799 852	\$9,505,799 Improvement/replacement	35	20	NARI	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
167	JACOB FAMILY ENTERPRISES INC. – Fairview Heights, Ill. Scott Jacob, Owner/CEO – jacobfamilyinc.com	1977 93%	\$9,448,818 2,780	\$9,448,818 Improvement/replacement	35	8	NAHB, BBB, NRCA, Bus. Networks	Generating leads for new business	More repeat business
168	ISPIRI – Woodbury, Minn. Jason Fabio, President – ispiri.com	2007	\$9,341,663 76	\$9,818,027 Full-service remodeler	23	4	NARI, NKBA	Finding and hiring qualified trade contractors	Better recruiting and hiring
169	SEA POINTE CONSTRUCTION – Irvine, Calif. Andrew Shore, President – seapointe.com	1986 92%	\$9,327,956 71	\$9,360,301 Design/build remodeler	39	3	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
170	BUDGET EXTERIORS, INC. – Bloomington, Minn. Kenneth Thompson, President – budgetexteriors.com	1988	\$9,219,471 1,198	\$9,219,471 Improvement/replacement	41	9	BBB	Finding and hiring qualified trade contractors	Higher prices and net margins
171	F.H. PERRY BUILDER – Hopkinton, Mass. Allison Iantosca, Owner/President – fhperry.com	1977	\$9,183,897 31	\$9,183,897 Full-service remodeler	16	2	NARI, NAHB	OtherShortening the sales cycle	Overall higher volume of leads for new business
172	ACCORD RESTORATION INC – Owings Mills, Md. Frank Nemshick, President/Owner – accordrestoration.com	2004	\$8,974,120 690	\$8,974,120 Insurance restoration	47	2	–	Finding and hiring qualified employees	Add a new or enlarged service area
173	CG&S DESIGN-BUILD – Austin, Texas Dolores Davis, President – cgsdb.com	1957	\$8,891,553 53	\$9,691,322 Design/build remodeler	32	3	NARI, NAHB, NKBA, AIA, Rem. Adv.	Keeping up with increased demand	Better internet marketing
174	SUN COAST REMODELERS INC. – San Diego, Calif. Keith Miles, CEO – suncoaststd.com	2011	\$8,847,642 600	\$8,847,642 Improvement/replacement	40	20	BBB	Generating leads for new business	Add a new high-demand product or service
175	SUNSHINE CONTRACTING CORP. – Woodbridge, Va. Ryan Sabo, President – sunshinecontractingcorp.com	2003 98%	\$8,820,000 700	\$8,820,000 Improvement/replacement	25	10	BBB	Keeping up with increased demand	Better sales strategy and management
176	HOME VALUE RENOVATION – Indianapolis, Ind. Michael Redman, President – gethvr.com	2011 90%	\$8,804,003 443	\$8,804,003 Insurance restoration	1	9	BBB	Generating leads for new business	Better recruiting and hiring



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RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
177	INNOVATIVE HOME CONCEPTS INC. – Crystal Lake, Ill. Rhett Wilborn, President – innovativehomeconcepts.com	2005	\$8,735,880 420	\$8,735,880 Insurance restoration	10	2	BBB	Finding and hiring qualified employees	Better sales strategy and management
178	EURO-TECH INC. – Bensenville, Ill. Fred Finn, President – eurotechinc.net	1992 86%	\$8,711,324 757	\$8,711,324 Improvement/replacement	48	16	NARI, BBB, NRCA	Finding and hiring qualified trade contractors	Better marketing overall
179	HOME TOWN RESTYLING – Hiawatha, Iowa Wayne Winn, Owner/President – hometownrestyling.com	1986 96%	\$8,671,540 732	\$8,671,540 Improvement/replacement	48	6	NARI, NAHB, NKBA, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
180	NEAL'S CONSTRUCTION CO. INC. – Cincinnati, Ohio Alan Hendy, CEO – neals.com	1972 97%	\$8,660,213 79	\$8,660,213 Design/build remodeler	42	4	NARI, NAHB	Finding and hiring qualified employees	Better marketing overall
181	WHITLOCK BUILDERS – Charlotte, N.C. Scott Whitlock, President/CEO – whitlockbuilders.com	1957 98%	\$8,618,180 15	\$14,094,727 Full-service remodeler	22	2	NARI, NAHB, Rem. Adv.	Finding and hiring qualified trade contractors	Add a new high-demand product or service
182	BNW BUILDERS – Richmond, Va. Bruce Wiegand, Owner – bnwbuilders.com	2004	\$8,452,108 500	\$8,452,108 Full-service remodeler	21	12	BBB, NRCA	Economic weakness in your service area(s)	Better marketing overall
183	THIEL'S HOME SOLUTIONS – Ashland, Ohio Eric Thiel, President – thiels.com	1967	\$8,443,824 832	\$8,443,824 Improvement/replacement	68	10	NARI, BBB	Higher material prices	Higher demand for bigger projects, over \$5,000 each
184	D&B ELITE CONSTRUCTION GROUP – Sinking Spring, Pa. Dan Gring, Principal – dandbelite.com	2010	\$8,417,000 30	\$13,689,200 Design/build remodeler	19	5	NARI, NAHB, NKBA, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
185	123 EXTERIORS INC. – Richmond Heights, Mo. Mike Braun, President – 123exteriors.com	2006 92%	\$8,360,284 421	\$8,375,810 Insurance restoration	23	1	BBB, Bus. Networks	Finding and hiring qualified trade contractors	Better referral business
186	CARL'S FENCING, DECKING & HOME IMPROVEMENTS Toms River, N.J. – William Rankin, President – bycarls.com	2010	\$8,300,000 500	\$24,800,000 Full-service remodeler	175	3	NARI, BBB	Finding and hiring qualified trade contractors	More repeat business
187	1ST NATIONAL ROOFING LLC – Alpharetta, Ga. Adam Lynn, President – 1stnationalroofing.net	2009	\$8,218,472 566	\$8,218,471 Improvement/replacement	6	4	NAHB, BBB, NRCA	Higher labor costs	Higher demand for bigger projects, over \$5,000 each
188	ARC CONTRACTING – Neenah, Wis. Jesse Chase, CEO – arccontracting.com	2006	\$8,157,818 680	\$11,850,774 Improvement/replacement	40	11	BBB, NRCA	Increased competition	Add a new or enlarged service area
189	RUSSELL ROOFING AND EXTERIORS – Orelana, Pa. Russell Kaller, President/Owner – russellroofing.com	1992	\$8,141,948 1,008	\$8,141,948 Improvement/replacement	39	1	NARI, BBB, NRCA, CCN	Finding and hiring qualified employees	Better sales strategy and management
190	THE ACRIC CO. – Milan, Ill. Tim Acric, Owner/Partner – acriccompany.com	1967	\$8,105,304 650	\$8,105,304 Full-service remodeler	18	20	NAHB, BBB	Finding and hiring qualified trade contractors	Better sales strategy and management
191	HOLLOWAY COMPANY INC. – Sterling, Va. Theodore Tidmore, Owner – hollowaycompany.com	1994	\$8,104,277 203	\$8,594,837 Full-service remodeler	41	8	–	Keeping up with increased demand	Add a new or enlarged service area
192	MY MIDWEST EXTERIORS LLC – Indianapolis, Ind. John Chambers, President – mymidwestexteriors.com	2012	\$8,103,080 1,606	\$8,103,080 Improvement/replacement	48	20	BBB	Generating leads for new business	Better referral business
193	POND ROOFING & EXTERIORS – Fairfax, Va. Patrick Readyhough, President – pondroofing.com	1964	\$8,010,460 1,321	\$8,010,460 Improvement/replacement	24	2.8	BBB, NRCA	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
194	LEINGANG GROUP INC. dba LEINGANG HOME CENTER Mandan, N.D. – Mark Dettling, CEO – leingang.com	1977	\$8,000,244 1,189	\$8,000,244 Improvement/replacement	65	3	NAHB, BBB	Generating leads for new business	Better internet marketing
195	AMERICAN HOME REMODELING – Corona, Calif. James Darling, President/Owner – goahr.com	2002	\$7,984,665 375	\$7,984,665 Improvement/replacement	20	15	BBB	Generating leads for new business	Higher prices and net margins
196	CARNEMARK DESIGN + BUILD – Bethesda, Md. Jonas Carnemark, President – carnemark.com	1987	\$7,911,330 32	\$7,911,330 Design/build remodeler	17	4	NARI, NKBA, AIA, Rem. Adv.	Finding and hiring qualified employees	Overall higher volume of leads for new business
197	BLACKDOG DESIGN/BUILD/REMODEL – Salem, N.H. David Bryan, Owner/President – blackdogbuilders.com	1989 85%	\$7,888,474 159	\$9,615,149 Design/build remodeler	55	1.4	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
198	DEXTER BUILDERS – Dexter, Mich. Jeff Brown, President – dexterbuilders.com	2000	\$7,874,209 589	\$7,874,209 Full-service remodeler	42	2	NARI, Bus. Networks	Reduced profitability due to operational inefficiencies	Add a new high-demand product or service
199	NCRI-NATIONAL CATASTROPHE RESTORATION INC. – Wichita, Kan. Patricia Easter, President/Secretary-Treasurer – ncricat.com	1972	\$7,836,737 235	\$8,728,538 Full-service remodeler	70	15	NARI, BBB, NRCA	Keeping up with increased demand	Better marketing overall
200	BRAYMILLER BUILDERS OF W.N.Y. INC. – Hamburg, N.Y. David Braymiller, President – braymillerbuilders.com	1987	\$7,774,195 1,104	\$7,774,195 Improvement/replacement	40	15	BBB, Bus. Networks	Finding and hiring qualified employees	Add a new high-demand product or service
201	HIGHCRAFT BUILDERS – Fort Collins, Colo. Dwight Sailer, Co-Owner – highcraft.net	1998 93%	\$7,762,130 39	\$7,961,159 Design/build remodeler	27	2	NAHB, BBB, AIA, Rem. Adv., USGBC	Higher material prices	Discontinuing unprofitable products or services
202	MURPHY BROS. DESIGN BUILD REMODEL – Minneapolis, Minn. John Murphy, President/Owner – mbros.com	1983 90%	\$7,738,782 170	\$7,738,782 Design/build remodeler	42	2	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified trade contractors	Better marketing overall
203	K & P ENTERPRISES INC. – Knoxville, Tenn. Ken Baer, Vice President – kpremodeling.com	2012	\$7,645,567 674	\$7,645,567 Improvement/replacement	42	18	–	Generating leads for new business	Overall higher volume of leads for new business
204	MAGEE CONSTRUCTION CO. – Cedar Falls, Iowa Wayne Magee, Owner – mageeconstruction.com	1982	\$7,644,156 461	\$8,136,541 Design/build remodeler	48	2	NAHB, BBB	Finding and hiring qualified trade contractors	Add a new high-demand product or service
205	REMODELING CONSULTANTS INC. – Mamaroneck, N.Y. Richard Zaccaria, President – remodeling-consultants.com	1964	\$7,642,143 50	\$7,642,143 Design/build remodeler	75	5	NARI, NKBA, Bus. Networks	Finding and hiring qualified employees	Better sales strategy and management
206	A.E. HARTH INC. dba HARTH BUILDERS – Spring House, Pa. Gregory Harth, President – harthbuilders.com	1996 97%	\$7,620,028 54	\$10,279,718 Design/build remodeler	46	1.6	NARI, Rem. Adv.	Finding and hiring qualified trade contractors	Better sales strategy and management
207	MARK KAUFMAN ROOFING CONTRACTOR INC. – North Port, Fla. Shaun Kolke, President – markkaufmanroofing.com	1988	\$7,563,064 1,196	\$7,855,864 Improvement/replacement	89	1	BBB, NRCA	Higher material prices	Higher prices and net margins
208	K&H HOME SOLUTIONS INC. – Arvada, Colo. Ted Roland, President – khwindows.com	1956	\$7,533,240 740	\$7,533,240 Improvement/replacement	30	15	BBB, CCN, Bus. Networks	Higher labor costs	Overall higher volume of leads for new business
209	HOME SOLUTIONS OF IOWA – Waukee, Iowa Joseph Smith, President – homesolutionsiowa.com	2003 97%	\$7,396,302 1,166	\$7,858,706 Improvement/replacement	49	6.8	NAHB, BBB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each



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How New England's Top Remodeler is Increasing Customer Engagement

NEWPRO Home Improvement Solutions has grown into one of the largest and most trusted home remodelers in New England. Customer satisfaction is at the height of everything NEWPRO does and the company works hard to exceed the expectations of its customers, from the first conversation to the completion of each project.

Director of Training, Peter Ladd, saw an opportunity to enhance the company's customer satisfaction in an exciting new way. NEWPRO had primarily leveraged PowerPoint to develop and deliver all of its sales presentations to customers. After noticing some "PowerPoint fatigue" among them, he realized they could significantly improve the way his salesforce provides information and tells stories to customers.

He immediately liked the format and functionality of Ingage Presentations, which makes it possible for users without any technical training or design experience to build interactive sales presentations.

Whether users start from scratch or import existing PPT files to create a new presentation, the ability to leverage built-in templates and interactive elements--such as images, videos and time lapses--makes the creation process fast, easy and visually appealing.

Since implementing Ingage Presentations, Peter has used the iPad app to create a new presentation for each of its seven product lines, including windows, doors, baths, siding and roofing. Once a presentation is created, edits can be made on-the-go, with updates pushed out to all previous recipients automatically.



"In our business, people make purchases based on the quality of stories. Making the change from static PowerPoint slides to interactive Ingage Presentations allows our salesforce to be better storytellers."

-Peter Ladd, NEWPRO Director of Training

All of the Ingage presentations have been rolled out to NEWPRO's salesforce of 50 sales reps and Peter led the training initiatives on how to deliver them to the company's residential customers. He notes that his sales team quickly and easily adapted to Ingage Presentations.

A few features of Presentations stand out above all else to Peter. In particular, he notes the simplicity in creating a presentation, the ability to add quality visuals and the ease of editing are the most important improvements. Built-in analytics tools

allow Peter to measure the activity and performance of his sales team and adapt the information as needed.

You can wow your customers by downloading Presentations in the App Store.

For more information about how Ingage can boost your customer engagement and sales, visit www.ingage.io, email info@ingage.io, or call (212) 608-9146.





The Ingage Sales Enablement Suite helps sales teams create, deliver and learn from presentations that close deals.



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Speed up time it takes to create engaging sales presentations - without any technical or design experience needed.



Increase Engagement

Enhance your slides with interactive elements in order to capture and keep customer attention.



Close More Deals

See if your content is being viewed, how many times and by whom to track sales team activity and performance.



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RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
210	AQUAGUARD WATERPROOFING – Beltsville, Md. Todd Watkins, President – aquaguardwaterproofing.com	1990	\$7,350,399 738	\$7,350,399 Improvement/replacement	58	8	NARI, BBB	Increased regulation from Government	Increased throughput without adding more overhead
211	ADVANCE DESIGN STUDIO LTD. – Gilberts, Ill. Todd Jurs, President – advancedesignstudio.com	1992 99%	\$7,348,094 90	\$7,348,094 Full-service remodeler	33	1	NARI, NKBA	Finding and hiring qualified employees	Overall higher volume of leads for new business
212	KIRKPLAN KITCHENS – Sarasota, Fla. Ian Gallie, President – kirkplankitchens.com	1998	\$7,325,000 426	\$7,325,000 Kitchen & bath	22	4	–	Increased competition	Better sales strategy and management
213	DISASTER RESPONSE – McCall, Idaho Beau Value, CEO – disasteridaho.com	2010	\$7,293,775 431	\$7,293,775 Insurance restoration	40	3	NARI, NAHB, BBB, CCN	Finding and hiring qualified employees	Add a new or enlarged service area
214	SEA CONSTRUCTION INC. – San Mateo, Calif. Steve Albert, President – seaconstruction.com	1989 97%	\$7,172,471 35	\$7,172,471 Design/build remodeler	18	3	NARI, NAHB, NKBA, BBB	Increased regulation from Government	Better sales strategy and management
215	FRONTIER BASEMENT SYSTEMS – Joelton, Tenn. Layne Gebbers, President – trustfrontier.com	2001	\$7,083,508 1,755	\$7,083,508 Other	65	8	NARI, NAHB, BBB	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
216	HIP CONSTRUCTION dba RE-BATH OF R.I. & SOUTHERN MASS. Johnston, R.I. – Sean Sennio, Owner – hipconstruction.com	2006	\$6,960,798 589	\$6,960,798 Kitchen & bath	48	8	BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
217	ONE WEEK BATH INC. – Van Nuys, Calif. Matt Plaskoff, President/CEO – oneweekbath.com	2000	\$6,947,132 231	\$6,947,132 Kitchen & bath	45	6	NKBA, BBB	Generating leads for new business	Better marketing overall
218	HOMESTAR REMODELING – Wilmington, Del. Anton Ladden, Executive Director – homestarremodeling.com	2013	\$6,937,480 636	\$6,937,480 Improvement/replacement	48	20	–	Generating leads for new business	Better referral business
219	CASE DESIGN/REMODELING – San Jose, Calif. Jim Kabel, President/CEO – casesanjose.com	2004 97%	\$6,844,307 55	\$6,844,307 Design/build remodeler	32	3	NARI, NKBA	Finding and hiring qualified employees	–
220	FINISHED BASEMENTS PLUS – Wixom, Mich. Steve Iverson, Owner – finishedbasementsplus.com	2003 93%	\$6,833,284 119	\$6,833,284 Design/build remodeler	36	3	NAHB, NKBA	Finding and hiring qualified employees	Increased profitability with operational efficiencies
221	FOR ENERGY – Tempe, Ariz. Sean McGraw, CEO – forenergy.com	2010	\$6,799,181 497	\$6,799,181 Improvement/replacement	40	10	BBB	Finding and hiring qualified employees	Increased throughput without adding more overhead
222	PRESIDENTIAL EXTERIORS LLC – Rockville, Md. Christopher Edwards, CEO – presidentialexteriors.com	2015	\$6,792,874 632	\$6,792,874 Improvement/replacement	47	10	NARI, BBB, NRCA	Finding and hiring qualified employees	Better marketing overall
223	QUILLEN BROS. INC. – Bryan, Ohio Robert Quillen, Owner – quilllenbrosinc.com	1999 94%	\$6,790,758 892	\$6,790,758 Improvement/replacement	28	8	BBB, Bus. Networks	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
224	GR8WORK BUILDERS INC. – Redwood City, Calif. Bob Rosenberg, President – gr8work.com	1977	\$6,763,500 42	\$6,763,500 Full-service remodeler	10	1	NARI, BBB, Bus. Networks, USGBC	Finding and hiring qualified employees	Increased throughput without adding more overhead
225	AGAPE CONSTRUCTION CO. INC. – Kirkwood, Mo. Kevin O'Brien, Owner/Professional Engineer – agapeconstruction.com	1985 88%	\$6,749,073 131	\$6,749,073 Design/build remodeler	35	1	NAHB, BBB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
226	MIDWEST CONSTRUCTION & SUPPLY INC. – Mason City, Iowa Kalliope Eaton, President – mwcinc.com	1958	\$6,637,670 545	\$6,637,670 Improvement/replacement	27	8	NARI, BBB	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
227	FIVE STAR CONTRACTORS INC. – Malvern, Pa. Michal Zelubowski, President – fivestarcontractors.com	2000 100%	\$6,585,830 42	\$6,585,830 Improvement/replacement	40	1	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Add a new high-demand product or service
228	PROFORMANCE ROOFING – Apopka, Fla. Frank Hessburg, Owner – performancerofs.com	2016	\$6,576,655 800	\$6,576,655 Improvement/replacement	15	7	BBB, Bus. Networks	Finding and hiring qualified employees	Better referral business
229	IBS, LLC (RE-BATH BOISE, SPOKANE, PORTLAND) Meridian, Idaho – Spencer Shaw, CEO – rebath.com	2005	\$6,530,867 593	\$6,530,867 Kitchen & bath	31	14	NARI, NAHB, BBB, Bus. Networks	Finding and hiring qualified employees	Better sales strategy and management
230	ADVANCED WINDOW SYSTEMS LLC – Berlin, Conn. Mark LaVoie, Vice President – advancedwindowssystems.com	1997	\$6,519,899 709	\$6,519,899 Improvement/replacement	40	9	NARI, NAHB, BBB	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
231	FEINMANN INC. – Lexington, Mass. Peter Feinmann, President – feinmann.com	1987 96%	\$6,483,101 21	\$6,483,101 Design/build remodeler	25	3	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
232	PETER DINATALE & ASSOCIATES INC. – Cold Spring, N.Y. Peter Di Natale, President – dinataleassociates.com	1990	\$6,480,000 12	\$6,600,000 Full-service remodeler	13	0	–	Finding and hiring qualified employees	Better sales strategy and management
233	WILTON CONSTRUCTION SERVICES INC. – Midlothian, Va. Richard Griffin, President/Owner – wiltonconstruction.com	1983	\$6,440,723 532	\$6,440,723 Insurance restoration	32	1	NARI, NAHB, BBB	Retaining key employees	Overall higher volume of leads for new business
234	SYNERGY BUILDERS – West Chicago, Ill. John Habermeyer, CEO – synergyhomeremodel.com	2002	\$6,430,303 73	\$6,430,303 Design/build remodeler	24	3	NARI, NKBA, BBB, Rem. Adv.	Economic weakness in your service area(s)	Add a new or enlarged service area
235	AID HOME REMODELING INC. – Canoga Park, Calif. David Bitan, RMO – americanimprovers.com	2015	\$6,384,451 208	\$6,384,451 Full-service remodeler	21	20	NARI	Higher labor costs	Better sales strategy and management
236	CAROLINA WINDOWS & DOOR INC. – Greenville, N.C. Jeff Bailey, President – cwdnc.com	1984	\$6,361,132 812	\$6,361,132 Improvement/replacement	12	2	BBB	Generating leads for new business	–
237	AMERICAN HOME – Knoxville, Tenn. Mark Sims, President – homeproguys.com	1997	\$6,342,119 614	\$6,342,119 Full-service remodeler	24	17	NAHB, BBB	Finding and hiring qualified trade contractors	Business transition
238	THE WINDOW DEPOT LLC – Tampa, Fla. Giacomo DiBardino, President – thewindowdepotllc.com	2009	\$6,300,000 345	\$6,700,000 Improvement/replacement	38	12	NARI, BBB, Bus. Networks	Reduced profitability due to operational inefficiencies	Better marketing overall
239	T&S ROOFING SYSTEMS – Miami, Fla. Louis Toledo, CEO – tsroofingsystems.com	2004	\$6,251,219 1,087	\$17,551,843 Improvement/replacement	64	3	NARI, BBB, NRCA	Higher material prices	Better marketing overall
240	THE BOARD STORE HOME IMPROVEMENTS INC. – La Crosse, Wis. Miles Wilkins, Owner/General Manager – theboardstoreonline.com	1991 98%	\$6,237,981 832	\$6,779,338 Improvement/replacement	42	6	NARI, NAHB, BBB, Bus. Networks	Finding and hiring qualified employees	Add a new or enlarged service area
241	JRP DESIGN & REMODEL – Westlake Village, Calif. Justin Pecikonis, President/CEO – jrpdesignandremodel.com	2001	\$6,232,347 23	\$6,232,347 Design/build remodeler	44	1	NARI, NKBA, BBB, Rem. Adv.	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
242	AMERICAN WEATHERTECHS LLC – West Chester, Ohio Corey Cover, Managing Partner – americanweathertechs.com	1995	\$6,226,579 704	\$6,226,579 Improvement/replacement	14	9	BBB, NRCA, CCN, Bus. Networks	Finding and hiring qualified trade contractors	Better sales strategy and management

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243	KARP ASSOCIATES INC. – New Canaan, Conn. Arnold M. Karp, President – karpassociatesinc.com	1983	\$6,220,000 18	\$6,220,000 Full-service remodeler	11	5	NAHB, AIA	Economic weakness in your service area(s)	Increased throughput without adding more overhead
244	K&W INTERIORS – Anchorage, Alaska Dale Kaercher, President – knwinteriors.com	1985	\$6,213,205 110	\$6,213,205 Kitchen & bath	15	2	NAHB, NKBA	Finding and hiring qualified trade contractors	Add a new or enlarged service area
245	HOME QUALITY REMODELING – Concord, Calif. Ron Poliker, Owner, CEO – homequalityremodeling.com	2004	\$6,208,536 148	\$6,208,536 Design/build remodeler	6	13	NARI, NAHB, BBB	Generating leads for new business	Better marketing overall
246	EXCEL WINDOWS – Tinley Park, Ill. Chris Vuko, President – excelwindows.com	1977	\$6,200,000 840	\$6,200,000 Improvement/replacement	28	14	NARI, BBB	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
247	CREATIVE HOME TECHNOLOGIES LLC – Kaukauna, Wis. Robert Beaster, Owner – creativehometechnologies.com	2004	\$6,199,124 799	\$6,199,124 Improvement/replacement	21	11	NARI, NAHB, BBB, USGBC	Finding and hiring qualified employees	Overall higher volume of leads for new business
248	KBF DESIGN GALLERY – Altamonte Springs, Fla. Keith Vellequette, Owner – kbfdesigngallery.com	2003	\$6,186,857 84	\$6,250,621 Design/build remodeler	11	2	NKBA, BBB, Bus. Networks	Keeping up with increased demand	Better internet marketing
249	KITCHEN CABINETS EXPRESS INC. – Buena Park, Calif. Ammar Maaytah, CEO – 7daycabinets.com	1998	\$6,185,018 201	\$6,199,585 Full-service remodeler	17	5	NARI, NKBA, BBB	Finding and hiring qualified trade contractors	Better referral business
250	DELTA RESTORATION SERVICES OF DENVER – Arvada, Colo. Michael Mastous, President – deltadenver.com	2006	\$6,162,566 885	\$6,162,566 Insurance restoration	30	5	NARI, NAHB, BBB	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
251	RENOWN CONSTRUCTION – Lewisville, Texas Adam Buttorff, CEO – renownconstruction.com	2012	\$6,142,974 182	\$6,957,360 Insurance restoration	18	5	NARI, BBB, NRCA, USGBC	Higher material prices	More repeat business
252	LARSON SIDING AND WINDOWS – Rochester, Minn. Tim Mayer, President – larsonsidingsiding.com	1958	\$6,094,334 775	\$6,452,289 Improvement/replacement	25	7	NAHB, BBB	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
253	RGS EXTERIORS ie RAIN GUTTER SPECIALTIES West Jordan, Utah – Tim Brown, President – utahgutter.com	1990 91%	\$6,086,437 2,500	\$6,086,437 Improvement/replacement	40	7	BBB, CCN	Finding and hiring qualified employees	Better internet marketing
254	CASTLE BUILDING & REMODELING INC. – Minneapolis, Minn. Loren Schirber, Owner – castlebri.com	1977	\$6,075,352 158	\$6,075,352 Design/build remodeler	36	1	NKBA, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
255	HOMESPEC BASEMENTFIX – Westland, Mich. Craig Ceccarelli, President – basementfix.com	1994	\$6,072,204 1,776	\$6,072,204 Improvement/replacement	63	11	BBB	Keeping up with increased demand	Overall higher volume of leads for new business
256	ARNOLD'S HOME IMPROVEMENT – Toledo, Ohio Jason Arnold, Owner/Operator – arnoldshomeimprovement.com	1990	\$6,058,612 598	\$6,058,612 Improvement/replacement	75	2	NARI, NAHB, BBB, NRCA	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
257	KITCHEN DESIGNS BY KEN KELLY INC. – Williston Park, N.Y. Kenneth Kelly, President – kitchendesigns.com	1982	\$6,055,874 91	\$6,055,874 Kitchen & bath	28	3	–	Generating leads for new business	More repeat business
258	THE KINGSTON GROUP – Nashville, Tenn. Ricky Scott, Member – buildkg.com	2007	\$6,046,943 32	\$6,046,943 Design/build remodeler	14	1	NAHB	Finding and hiring qualified trade contractors	Better marketing overall
259	FLETCHER CONSTRUCTION – Stafford, Va. Matt Fletcher, Owner – fletcherconstructionva.com	2013	\$6,035,969 400	\$6,035,969 Improvement/replacement	10	5	BBB	Keeping up with increased demand	Higher prices and net margins
260	SOLID STATE CONSTRUCTION LLC – Shirley, Mass. Jeff Brooks, Founder – solidstateconstruction.com	2006 96%	\$6,028,029 183	\$6,028,029 Improvement/replacement	12	8	NARI	Finding and hiring qualified employees	Overall higher volume of leads for new business
261	TSR CONCRETE COATINGS LLC – Lena, Ill. Jeff Gear, CEO – tsrconcretecoatings.com	2017	\$5,993,569 1,532	\$5,993,569 Improvement/replacement	38	7	–	Economic weakness in your service area(s)	Better sales strategy and management
262	TRI-STATE CREATIONS – Conshohocken, Penn. Josh Schneider, Member – tristatecreations.com	2008	\$5,934,871 362	\$5,934,871 Full-service remodeler	23	11	BBB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
263	PHILLIPS HOME IMPROVEMENTS – Plano, Texas Jason Phillips, CEO/President – phillipshomeimprovements.com	1997 87%	\$5,933,990 1,818	\$5,933,990 Improvement/replacement	25	15	BBB	Retaining key employees	Overall higher volume of leads for new business
264	TRI-STATE RENOVATIONS INC. – Columbus, Ohio Preston Ford, President – donthaveone.com	1995	\$5,920,618 3	\$5,962,002 Full-service remodeler	26	0	–	Finding and hiring qualified employees	Increased throughput without adding more overhead
265	CAREFREE HOME PROS – Avon, Conn. John Anglis, Owner – carefreehomepros.com	2000 93%	\$5,903,080 591	\$5,903,080 Improvement/replacement	20	15	BBB	Finding and hiring qualified employees	Higher prices and net margins
266	GULFSIDE WINDOWS, DOORS & MORE – Oldsmar, Fla. Aaron Shoham, President – gulfsidefl.house	2016	\$5,890,000 475	\$5,890,000 Improvement/replacement	29	8	BBB, Bus. Networks	Finding and hiring qualified employees	Better sales strategy and management
267	KITCHEN KRAFT – Columbus, Ohio Jim Deen, President – kitchenkraftinc.com	1995	\$5,871,929 126	\$5,871,929 Kitchen & bath	15	3	NARI, NKBA, BBB	Keeping up with increased demand	Add a new high-demand product or service
268	SILVER OAK REMODEL – Atlanta, Ga. Josh Katterheinrich, President – silveroakremodel.com	2007 80%	\$5,825,865 98	\$5,825,865 Design/build remodeler	22	5	NARI, NKBA, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
269	FIVE STAR IMPROVEMENTS INC. – Rochester, N.Y. Jason Pignagrande, Owner – fivestarimprovements.com	2005 86%	\$5,776,751 623	\$5,776,751 Full-service remodeler	35	5	–	Increased competition	Higher prices and net margins
270	SUPER RESTORATION – Doral, Fla. Rene Vargas Jr., CEO – superrestoration.com	1986	\$5,726,256 403	\$22,254,897 Insurance restoration	70	5	BBB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
271	CAPIZZI HOME IMPROVEMENT INC. – Cotuit, Mass. Thomas Capizzi Jr., President – capizzihome.com	1976 87%	\$5,706,820 323	\$5,706,820 Full-service remodeler	22	6	NARI, NAHB, BBB, NRCA, CCN, Rem. Adv.	Finding and hiring qualified trade contractors	Better recruiting and hiring
272	EXPRESS SUNROOMS OF CHARLESTON LLC – Summerville, S.C. Michael Gregory, CEO – expresssunrooms.com	2010	\$5,694,919 661	\$5,694,919 Design/build remodeler	19	3	NARI, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Better marketing overall
273	RHINO SHIELD GULF SOUTH – Destin, Fla. Mike Redmond, President/CEO – rhinoshieldgulfsouth.com	2006	\$5,690,829 478	\$5,690,829 Improvement/replacement	6	20	BBB	Finding and hiring qualified trade contractors	More repeat business
274	OLSON & JONES CONSTRUCTION INC. – Portland, Ore. Greg Olson, President – olsonandjones.com	1982	\$5,685,382 63	\$5,685,382 Full-service remodeler	15	1	NARI, Bus. Networks	Communicating the "Why" for growth	Better referral business
275	VINYL WINDOW BROKER INC. – Tustin, Calif. Lundun Morgan, CFO – vinylwindowbroker.com	1988	\$5,665,943 501	\$5,665,943 Improvement/replacement	40	20	BBB	Generating leads for new business	Overall higher volume of leads for new business

RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
276	MILLER CUSTOM EXTERIORS – Fredericksburg, Ohio Lorin Miller, President – millercustomexteriors.com	1964	\$5,606,280 566	\$5,606,280 Improvement/replacement	31	2	NARI, BBB	Higher labor costs	Better sales strategy and management
277	N.J. SIDING & WINDOWS INC. – Randolph, N.J. Neil Sciacca, President – newjerseywindow.com	1999	\$5,600,370 546	\$5,600,370 Improvement/replacement	25	8	NARI, BBB	Generating leads for new business	Overall higher volume of leads for new business
278	AMSTILL ROOFING – Houston, Texas Sam Stille, Vice President – amstillroofing.com	1974	\$5,556,699 505	\$5,556,699 Insurance restoration	10	2	BBB	Finding and hiring qualified employees	Higher prices and net margins
279	HURST DESIGN BUILD REMODEL – Westlake, Ohio Daniel Hurst, President – hurstremodel.com	1997 99%	\$5,546,234 60	\$5,546,234 Design/build remodeler	32	2	NARI, NKBA, BBB, Rem. Adv.	Keeping up with increased demand	Better internet marketing
280	HUSKER HAMMER SIDING WINDOWS AND ROOFING Elkhorn, Neb. – Matt Cradick, President – huskerhammer.com	1998	\$5,489,400 516	\$5,489,400 Improvement/replacement	9	5	NARI, BBB, Bus. Networks	Generating leads for new business	Increased throughput without adding more overhead
281	ARCHADECK OF CHICAGOLAND – Palatine, Ill. David Berryhill, President – outdoorlivingchicagoland.archadeck.com	2004	\$5,458,967 227	\$5,458,967 Design/build remodeler	40	6	BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
282	REMODELING CONCEPTS – Feasterville, Pa. Dave Martin, President – remodelingconcepts.net	2004 93%	\$5,423,494 432	\$5,423,494 Full-service remodeler	30	8	NARI, CCN, Rem. Adv.	Generating leads for new business	Add a new high-demand product or service
283	ABC SEAMLESS OF NEBRASKA – Omaha, Neb. Edward Franssen, Corporate President – abcfnebraska.com	1996	\$5,411,674 583	\$5,411,674 Improvement/replacement	25	10	NARI, BBB	Finding and hiring qualified trade contractors	Higher prices and net margins
284	PEREZ DESIGN BUILD REMODEL LLC – Clarks Summit, Pa. Adam Perez, President – perezdb.com	1981 96%	\$5,410,807 160	\$7,210,807 Design/build remodeler	20	2	NARI, NAHB, BBB, Bus. Networks	Reduced profitability due to operational inefficiencies	Overall higher volume of leads for new business
285	FOSTER REMODELING SOLUTIONS INC. – Lorton, Va. David Foster, President – fosterremodeling.com	1983 99%	\$5,377,381 107	\$5,377,381 Design/build remodeler	31	5	NARI, NAHB, NKBA, BBB	Finding and hiring qualified employees	Increased throughput without adding more overhead
286	HOMSEALED EXTERIORS, LLC – New Berlin, Wis. Brandon Erdmann, President – homsealed.com	2007	\$5,371,054 504	\$5,371,054 Improvement/replacement	21	9	NARI, NAHB, BBB	Generating leads for new business	Overall higher volume of leads for new business
287	BEST WINDOW & DOOR CO. – Johnstown, Pa. Barry Ritko Jr., Owner/Vice President – mybestwindow.com	1949	\$5,348,402 909	\$5,478,319 Design/build remodeler	33	10	NARI, BBB	Generating leads for new business	Better recruiting and hiring
288	OUTBACK DECK INC. – Woodstock, Ga. Bryan Miller, Founder/Co-Owner – outbackdeck.net	2010	\$5,345,286 154	\$5,345,286 Improvement/replacement	14	4.3	NARI, CCN	Higher labor costs	Higher prices and net margins
289	WESTHILL INC. – Woodinville, Wash. Chuck Russell, Owner/President – westhillinc.com	1974	\$5,332,638 96	\$5,659,898 Design/build remodeler	22	1.5	NAHB, NKBA, BBB	Finding and hiring qualified trade contractors	Better sales strategy and management
290	CUSTOM CONTRACTING INC. – Arlington, Mass. William Farnsworth, President – custom-contracting.com	1990	\$5,332,029 104	\$5,332,029 Design/build remodeler	21	1	NARI, NKBA	Keeping up with increased demand	More repeat business
291	KEY EXTERIORS INC. – Fort Wayne, Ind. William Kesterkey, President – keyexteriors.com	2003	\$5,328,815 395	\$5,328,815 Improvement/replacement	15	13	BBB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
292	PRO HOME IMPROVEMENT – Ferndale, Mich. Tim Porcasi, President – prohomem.com	2008	\$5,256,547 1,500	\$5,256,547 Improvement/replacement	20	15	BBB	Finding and hiring qualified trade contractors	Add a new or enlarged service area
293	VPC BUILDERS – Banner Elk, N.C. Matt Vincent, Owner/Manager – vpcbuilders.com	2004	\$5,252,395 75	\$11,729,692 Full-service remodeler	15	1	NAHB, BBB, USGBC	Finding and hiring qualified employees	Overall higher volume of leads for new business
294	ASSOCIATES IN BUILDING & DESIGN LTD. – Fort Collins, Colo. Bob Peterson, President – abd-ltd.com	1990	\$5,235,654 31	\$7,947,063 Design/build remodeler	14	3.8	NAHB, NKBA, BBB	Increased regulation from government	Higher prices and net margins
295	FICK BROS ROOFING & EXTERIOR REMODELING CO. Baltimore, Md. – Patrick Fick, President – fickbros.com	1949 96%	\$5,232,857 224	\$5,232,857 Improvement/replacement	42	1	–	Finding and hiring qualified employees	Better recruiting and hiring
296	TRI-STATE COATING INC. – Indianapolis, Ind. Jim Williams, President – rhinoshieldin.com	2005	\$5,231,320 367	\$5,231,320 Improvement/replacement	62	18	BBB, Bus. Networks	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
297	SKYLINE RESTORATION INC. – Blue Island, Ill. Douglas Burton, President – skylinedki.com	2001	\$5,181,006 658	\$5,181,006 Insurance restoration	34	7	BBB, CCN	Finding and hiring qualified employees	Better marketing overall
298	QUALITY ADVANTAGE HOME PRODUCTS INC. – Hampton, Va. John Campbell, President – updatemybathroom.com	1997 96%	\$5,132,835 644	\$5,132,835 Kitchen & bath	27	17	NARI, NKBA, BBB	Finding and hiring qualified employees	Better sales strategy and management
299	CRAFTSMEN HOME IMPROVEMENTS INC. – Dayton, Ohio Kevin McCloskey, President – craftsmenhome.com	1993	\$5,130,461 250	\$5,130,461 Full-service remodeler	15	8	NARI, BBB	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
300	BOOHER REMODELING CO. – Indianapolis, Ind. Rob Booher, President – booherremodeling.com	2001	\$5,124,155 155	\$5,124,155 Kitchen & bath	25	3	NAHB, NKBA, BBB, Bus. Networks	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
301	MITCHELL CONSTRUCTION GROUP INC. – Medfield, Mass. Thomas Mitchell, President – mitchcogroup.com	1987 100%	\$5,112,736 23	\$6,382,190 Design/build remodeler	20	2	NARI, NAHB, NKBA, Rem. Adv.	Finding and hiring qualified employees	Better recruiting and hiring
302	CIPRIANI REMODELING SOLUTIONS – Woodbury, N.J. Jay Cipriani, President – ciprianiremodelingsolutions.com	1978 96%	\$5,085,001 70	\$5,085,001 Design/build remodeler	24	2	NKBA	Getting homeowners to pay what it costs to do the job right	Higher prices and net margins
303	N.Y. SASH – Whitesboro, N.Y. Scot Hayes, Owner – newyorksash.com	1989	\$5,083,696 783	\$5,083,696 Improvement/replacement	28	9	NARI, NAHB, BBB	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
304	METKE REMODELING AND LUXURY HOMES – Lake Oswego, Ore. Jeffrey Metke, President – metkeremodeling.com	1989	\$4,988,918 22	\$5,081,075 Design/build remodeler	15	1	NARI, NAHB, NKBA, Bus. Networks	Reduced profitability due to operational inefficiencies	Overall higher volume of leads for new business
305	ADVANCED IMPROVEMENTS LLC – Mystic, Conn. David Preka, Member – advancedimprovementsllc.com	2002	\$4,981,928 138	\$8,029,449 Design/build remodeler	44	1	NARI, NAHB, NKBA, BBB	Reduced profitability due to operational inefficiencies	Higher prices and net margins
306	G.M. ROTH DESIGN REMODELING INC. – Nashua, N.H. Gerry Roth, President – gmroth.com	1986 93%	\$4,958,343 57	\$5,090,685 Full-service remodeler	27	3	NAHB, NKBA, BBB, CCN	Finding and hiring qualified trade contractors	Higher prices and net margins
307	SAVE ENERGY CO. – Petaluma, Calif. John Gorman, President – saveenergyco.com	1983	\$4,944,860 613	\$5,078,128 Improvement/replacement	17	6.9	BBB, CCN	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
308	INNOVATIVE KITCHEN & BATH – Kirkland, Wash. Robert Watson, Managing Member – innovativekab.com	2012	\$4,937,855 103	\$4,937,855 Kitchen & bath	29	3	NKBA, BBB	Higher labor costs	Better sales strategy and management

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309	GREGORY CONTRACTING INC. – Chisago City, Minn. Richard Gregory, Owner – gregorycontracting.com	2000	\$4,891,782 175	\$4,891,782 Full-service remodeler	17	4	BBB	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
310	GUTTER LOGIC LLC – North Canton, Ohio Joe Roschival, President/Owner – gutterlogic.com	2016	\$4,877,856 1,349	\$4,877,856 Improvement/replacement	18	20	–	Finding and hiring qualified employees	Higher prices and net margins
311	CRANE BUILDERS LLC – Nashville, Tenn. David Crane, President – cranebuilders.com	1987	\$4,816,357 32	\$4,816,357 Full-service remodeler	11	0	NARI, NAHB, BBB, Rem. Adv.	Higher labor costs	Overall higher volume of leads for new business
312	HIVEX BASEMENT FINISHING CO. – Fredericksburg, Va. Christopher McNally, President – hivexbasements.com	2005 99%	\$4,806,736 151	\$4,806,736 Improvement/replacement	40	3	NARI, NAHB, BBB	Higher labor costs	Higher demand for bigger projects, over \$5,000 each
313	FD BUILDING CO. LLC – Westhampton Beach, N.Y. Dennis Ketcham, Owner – fdbuilding.com	2013 100%	\$4,800,000 25	\$4,800,000 Design/build remodeler	12	2	NARI, NKBA	Retaining key employees	Higher prices and net margins
314	RE-BATH OF AUSTIN – Round Rock, Texas Joshua Agrelius, Owner – rebathofaustin.com	2013	\$4,800,000 –	\$4,800,000 Kitchen & bath	22	11	NARI, NAHB, BBB	Finding and hiring qualified employees	Better recruiting and hiring
315	RI KITCHEN & BATH DESIGN + BUILD – Warwick, R.I. Tanya Donahue, Owner/President – rikb.com	1989 94%	\$4,779,444 109	\$5,006,213 Design/build remodeler	22	4.2	NARI, NAHB, NKBA, BBB, Bus. Networks	Higher labor costs	Overall higher volume of leads for new business
316	THORSON RESTORATION AND CONSTRUCTION LLC Bridgewater, Mass. – Eric Thorson, Owner – thorsონrestoration.com	1991	\$4,762,865 91	\$5,584,279 Full-service remodeler	12	0.5	NARI, NAHB	Keeping up with increased demand	Add a new or enlarged service area
317	TEAKWOOD BUILDERS INC. – Saratoga Springs, N.Y. James Sasko, President – teakwoodbuilders.com	1996	\$4,744,075 18	\$8,266,331 Design/build remodeler	23	1	NAHB, NKBA	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
318	WINDOWS DIRECT USA – Cincinnati, Ohio Chris Carey, President – windowsdirectusa.com	2014	\$4,720,726 997	\$4,720,726 Improvement/replacement	24	13	BBB	Finding and hiring qualified trade contractors	Better referral business
319	LEFF CONSTRUCTION DESIGN BUILD – Sebastopol, Calif. Dave Leff, President/CEO – leffconstruction.com	1978 94%	\$4,715,324 19	\$6,838,717 Design/build remodeler	28	2	NARI, NKBA, Rem. Adv.	Finding and hiring qualified employees	Better recruiting and hiring
320	ENTRYPOINT DOORS AND WINDOWS – Buford, Ga. Paul Butler, President – endpointatlanta.com	2003 95%	\$4,649,058 1,077	\$4,649,058 Improvement/replacement	32	12	–	Finding and hiring qualified trade contractors	Add a new high-demand product or service
321	RISHERMARTIN FINE HOMES – Austin, Texas Jeremy Martin, Member – rishermartin.com	2010 98%	\$4,644,696 4	\$7,074,612 Full-service remodeler	9	1	NARI, NAHB, BBB, AIA, Rem. Adv.	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
322	ALL SEASONS CONSTRUCTION INC. – Wichita, Kan. Stephen Hund, President/CEO – allseasonsconstruction.com	1991	\$4,636,981 430	\$4,636,981 Full-service remodeler	19	1.5	NARI, NAHB, BBB, Rem. Adv.,	Retaining key employees	Higher demand for bigger projects, over \$5,000 each
323	ALLEN KITCHEN & BATH – Madison, Wis. Gary Allen, President – allenkit.com	1980	\$4,622,504 341	\$4,720,652 Kitchen & bath	24	2	NARI	Higher labor costs	Higher prices and net margins
324	AMERICAN WATER DAMAGE – Arlington, Texas David Lopez, CEO – americanwaterdamage.com	2012	\$4,621,036 679	\$14,582,163 Insurance restoration	91	14	BBB	Finding and hiring qualified trade contractors	Add a new or enlarged service area
325	SOLARSHIELD HOME IMPROVEMENT – Altoona, Pa. Dan Green, President/CEO – solarshieldinc.com	1978 89%	\$4,583,520 248	\$4,583,520 Improvement/replacement	16	12	NAHB, BBB,	Finding and hiring qualified trade contractors	Better referral business
326	THE CLEARY CO. – Columbus, Ohio George Cleary, Owner – clearycompany.com	1994 96%	\$4,583,342 53	\$4,765,784 Design/build remodeler	25	7	NARI, NKBA, BBB, Rem. Adv., USGBC,	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
327	BELLA BROTHERS CONSTRUCTION INC. – Bensalem, Pa. Thomas Denicolo, President – bellabrothers.com	2004	\$4,555,152 102	\$4,555,152 Design/build remodeler	25	3	NAHB, BBB	Finding and hiring qualified employees	Higher prices and net margins
328	STEL BUILDERS – San Diego, Calif. Seth Larson, President/Owner – stelbuilders.com	2006	\$4,550,000 12	\$4,550,000 Design/build remodeler	11	2	NARI, NAHB, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Better sales strategy and management
329	NEW OUTLOOKS CONSTRUCTION GROUP INC. – Robbinsville, N.J. Jon Vogel, President – newoutlooks.com	1984	\$4,540,311 308	\$4,560,248 Design/build remodeler	24	1	NARI, NKBA, BBB	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
330	RSU CONTRACTORS – Murfreesboro, Tenn. Mark Williams, CEO – rsucontractors.com	1982	\$4,538,615 240	\$4,538,615 Full-service remodeler	28	1	NARI, BBB	Finding and hiring qualified employees	Better referral business
331	ROOFSMITH RESTORATION – Akron, Ohio Mike Farist, CEO – roof-smith.com	2010 92%	\$4,520,521 384	\$4,534,589 Improvement/replacement	15	4	BBB, NRCA, CCN	Generating leads for new business	Add a new or enlarged service area
332	CQC HOME LLC – Durham, N.C. Kenneth Combs, President/CEO – cqchome.com	2013	\$4,506,884 45	\$4,506,884 Design/build remodeler	19	2	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Better sales strategy and management
333	CRUICKSHANK INC. – Atlanta, Ga. Bradley Cruickshank, President/Owner – cruickshankinc.com	1980 100%	\$4,493,543 1,050	\$4,493,543 Full-service remodeler	33	15	NARI, NAHB, NKBA	Succession planning	–
334	FATHER & SON CONSTRUCTION CO. – Troy, Mich. Mat Vivona, President – father-son-const.com	1979	\$4,465,245 339	\$4,465,245 Full-service remodeler	6	5	NARI, NAHB, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Housing prices rising rapidly in city
335	APPROVED CONTRACTOR INC. – Canoga Park, Calif. Jared Green, President/CEO – approvedcontractorinc.com	2010	\$4,438,406 344	\$4,438,406 Improvement/replacement	4	18	BBB	Generating leads for new business	Better referral business
336	KM BUILDERS – San Antonio, Texas Keith Moehle, General Manager – kmbuilders.com	1984	\$4,434,868 60	\$4,434,868 Design/build remodeler	40	3	NARI, NAHB, NKBA, BBB	Economic weakness in your service area(s)	Higher demand for bigger projects, over \$5,000 each
337	DREAMMAKER BATH & KITCHEN OF ANN ARBOR – Ann Arbor, Mich. Lee Willwerth, General Manager – dm-remodel.com	2003 96%	\$4,410,853 138	\$4,410,853 Kitchen & bath	20	3	NARI, NAHB, NKBA	Keeping up with increased demand	Higher prices and net margins
338	CHERMAK CONSTRUCTION INC. – Edmonds, Wash. Noah France, President – chermak.com	1980	\$4,379,515 147	\$5,082,646 Design/build remodeler	31	1	BBB	Keeping up with increased demand	Better sales strategy and management
339	COLORADO SUNROOM & WINDOW DISTRIBUTORS – Denver, Colo. Thomas Thompson, Owner/Operator – coloradosunroomandwindow.com	1996 93%	\$4,379,347 262	\$4,379,347 Design/build remodeler	15	5	NAHB	Finding and hiring qualified trade contractors	Higher prices and net margins
340	COPPER SKY RENOVATIONS – Atlanta, Ga. Jim Walker, Owner/CEO – copperskyrenovations.com	2003 100%	\$4,308,624 30	\$4,308,624 Full-service remodeler	14	2	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Overall higher volume of leads for new business
341	AMIANO & SON CONSTRUCTION – Tabernacle, N.J. Lou Amiano, Owner – amianoandson.com	2000	\$4,232,372 34	\$4,232,372 Design/build remodeler	16	3	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Better sales strategy and management

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Reception 3:00 PM - Awards & Recognition 4:00 PM

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RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
342	CARLSON EXTERIORS INC. – Bloomington, Ill. Darren Carlson, Owner – carlsonexteriors.com	2004	\$4,223,819 921	\$6,384,278 Improvement/replacement	32	15	NAHB, NRCA	Economic weakness in your service area(s)	Add a new high-demand product or service
343	HAWK CONSTRUCTION INC. – Littleton, Colo. David Hawk, President – hawk-construction.com	1992	\$4,212,203 61	\$4,212,203 Full-service remodeler	17	1	NAHB, NKBA, BBB	Finding and hiring qualified trade contractors	Better sales strategy and management
344	GRUVER COOLEY – Purcellville, Va. Chip Gruver, President – gruvercooley.com	1908	\$4,200,000 21	\$4,800,000 Full-service remodeler	13	1	NKBA, Bus. Networks	Keeping up with increased demand	Increased throughput without adding more overhead
345	INTERIORWORX LLC – Phoenix, Ariz. Brad Larson, CFO – interiorworx.com	2014	\$4,034,419 3,416	\$47,449,617 Full-service remodeler	415	0	NAHB	Finding and hiring qualified trade contractors	Better sales strategy and management
346	KASPER CUSTOM REMODELING – Dallas, Texas Stephen Kasper, Vice President – kaspercustom.com	2001	\$4,023,515 18	\$4,023,515 Design/build remodeler	7	0	NAHB, NKBA	Finding and hiring qualified trade contractors	Better sales strategy and management
347	GREYMARK CONSTRUCTION CO. – Houston, Texas Leslie King, President – greymarkconstruction.com	1995	\$4,022,838 27	\$4,053,588 Design/build remodeler	10	1	NAHB, BBB, Rem. Adv.	Increased regulation from government	Higher prices and net margins
348	LYNNRICH SEAMLESS SIDING & WINDOWS – Billings, Mont. Joey Godwin, Owner – lynnrich.com	1996	\$3,998,146 374	\$3,998,146 Improvement/replacement	28	8	NARI, NAHB, BBB	Finding and hiring qualified employees	–
349	THE HOME DOCTOR – Alexandria, Va. Phillip Gehrig, CEO – yourhomedr.com	2013	\$3,995,323 372	\$3,995,323 Improvement/replacement	18	10	BBB, Bus. Networks	Higher material prices	Preparing new showroom for growth
350	SOUTHLAND DEVELOPMENT SERVICES LLC – Peachtree Corners, Ga. Eric Koehler, Owner – southlanddevelopmentservices.com	2008	\$3,995,136 42	\$3,995,136 Full-service remodeler	2	5	NARI	Finding and hiring qualified trade contractors	Add a new high-demand product or service
351	ABC SEAMLESS OF CHEYENNE – Cheyenne, Wyo. Randy Terfehr, President – abccheyenne.com	1997	\$3,964,628 750	\$3,964,628 Improvement/replacement	25	5	–	Finding and hiring qualified employees	Better sales strategy and management
352	KRUMWIEDE HOME PROS – Bensenville, Ill. John Olsen, President – k1953.com	1953	\$3,960,358 462	\$3,960,358 Improvement/replacement	27	7	BBB, CCN, Bus. Networks	Generating leads for new business	Overall higher volume of leads for new business
353	CUSTOM DESIGN & CONSTRUCTION – El Segundo, Calif. Bill Simone, President – visitcustomdesign.com	1986	\$3,955,565 19	\$3,955,565 Design/build remodeler	13	3.5	NARI, NAHB, NKBA	Reduced profitability due to operational inefficiencies	Add a new high-demand product or service
354	SHOWCASE KITCHEN & BATH – Bloomfield, N.J. Donald Distasio Jr., President – showcasekitch.com	1994	\$3,936,274 56	\$4,727,460 Design/build remodeler	36	1	NKBA	Finding and hiring qualified employees	Higher prices and net margins
355	RESIDENTIAL RENOVATIONS – Toledo, Ohio Scott Pratt Sr., Owner – residentialrenovations.com	2008	\$3,933,606 269	\$3,933,606 Improvement/replacement	18	7	NAHB, BBB	Generating leads for new business	Better marketing overall
356	1ST CHOICE HOME IMPROVEMENTS INC. – Pensacola, Fla. James Smart, President – 1stchoicehomeimprovements.com	1999	\$3,872,762 311	\$3,872,762 Full-service remodeler	25	12	BBB	Reduced profitability due to operational inefficiencies	Increased throughput without adding more overhead
357	HORIZON CONSTRUCTION & REMODELING – Fullerton, Calif. Enna Eskin, Office Manager – horizonremodelinginc.com	2009	\$3,844,682 –	\$3,844,682 Full-service remodeler	3	30	NARI, NKBA, BBB	Generating leads for new business	Overall higher volume of leads for new business
358	BEHR CONSTRUCTION CO. – La Canada, Calif. Kurt Knechtel, Vice President – behrconstruction.com	1975	\$3,843,300 50	\$3,843,300 Full-service remodeler	15	0	BBB, AIA, USGBC	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
359	OX FOUNDATION SOLUTIONS LLC – Calera, Ala. Kevin Weber, CEO – oxfoundations.com	2016	\$3,841,495 658	\$3,841,495 Improvement/replacement	35	10	BBB	Generating leads for new business	Higher prices and net margins
360	PEAK CUSTOM REMODELING CORP. – Baltimore, Md. Jonathan Salibrici, Owner – peakcustomremodeling.com	2015	\$3,810,130 376	\$3,810,130 Improvement/replacement	35	15	BBB, NRCA	Generating leads for new business	Better sales strategy and management
361	CLASSIC EXTERIORS – Columbus, Ohio Tim Coady, President – classicexteriorsohio.com	2014	\$3,796,019 347	\$3,796,019 Improvement/replacement	44	9	BBB	Generating leads for new business	Increased throughput without adding more overhead
362	BURNETT INC. – Tulsa, Okla. Scott Burnett, Owner – burnettinc.com	1979	\$3,764,911 371	\$3,764,911 Improvement/replacement	17	5	NAHB, BBB, CCN, Bus. Networks	Generating leads for new business	Overall higher volume of leads for new business
363	GUARDIAN RETORTION SERVICES INC. – St. Petersburg, Fla. Christopher Burke, President – guardianfla.com	2009	\$3,760,998 443	\$3,760,998 Insurance restoration	16	3	Bus. Networks	Generating leads for new business	Add a new or enlarged service area
364	BLAIR EXTERIORS – Birmingham, Ala. Billy Reel, President – blairexteriors.com	1965	\$3,750,850 282	\$3,750,850 Improvement/replacement	25	4	NAHB, BBB, NRCA	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
365	JERRY HARRIS REMODELING – Chesapeake, Va. Gerald Harris, President – jerryharrisremodeling.com	1985	\$3,745,800 156	\$3,745,800 Full-service remodeler	25	2	NARI, NAHB, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
366	CLARITY HOME IMPROVEMENTS – Southlake, Texas Chris Pollard, CEO – clarityhomeimprovements.com	2002	\$3,739,433 221	\$3,739,433 Improvement/replacement	9	15	NARI, BBB	Generating leads for new business	Overall higher volume of leads for new business
367	RENOVATIONS BY GARMAN – Lititz, Pa. Fred Heim, Vice President of Operations – renovationsbygarman.com	1972	\$3,734,683 33	\$5,494,114 Full-service remodeler	16	1.7	NAHB, BBB, Rem. Adv.	Finding and hiring qualified employees	Better sales strategy and management
368	EVERHART CONSTRUCTION SERVICES – Houston, Texas Lee Mash, President – everhartconstruction.com	2005	\$3,732,539 92	\$3,732,539 Design/build remodeler	8	5	BBB	Higher labor costs	Better sales strategy and management
369	ALCO PRODUCTS INC. – North Bethesda, Md. Zak Kreisman, President – alcoproductsinc.com	1956	\$3,731,564 225	\$3,731,564 Improvement/replacement	11	7	NARI, NKBA, BBB, CCN	Finding and hiring qualified employees	Higher prices and net margins
370	DESIGN 1 KITCHEN & BATH LLC – Bedford, Mass. Patrick Small, President – design1kb.com	2007	\$3,728,946 94	\$3,728,946 Kitchen & bath	7	10	NARI, NKBA	Keeping up with increased demand	Overall higher volume of leads for new business
371	HASTINGS MANAGEMENT – Franklin, Tenn. Josh Hastings, CEO – hastingsmgt.com	2010	\$3,719,209 53	\$5,028,103 Full-service remodeler	5	1	–	Higher material prices	Increased throughput without adding more overhead
372	TIGHTSEAL – Franklin, Wis. Robert Wagner, President – tightsealexteriors.com	1991	\$3,696,115 321	\$3,696,115 Improvement/replacement	23	15	BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
373	PRO EXTERIORS – Milton, Del. Aaron Rogers, President – askproexteriors.com	2005	\$3,674,325 407	\$3,674,325 Improvement/replacement	11	16	BBB	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
374	MAJORS HOME IMPROVEMENT – Milton, Fla. Randall Smith, President – majorshomeimprovement.com	1997	\$3,661,192 450	\$3,661,192 Improvement/replacement	19	10	BBB	Finding and hiring qualified employees	Better referral business

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375	LIFETIME WINDOWS & DOORS – Phoenix, Ariz. Peter Svedin, CEO/Managing Partner/Co-Founder – lifetimewindowsaz.com	2016 87%	\$3,657,896 332	\$3,657,896 Improvement/replacement	19	10	NAHB, BBB, Bus. Networks	Generating leads for new business	More repeat business
376	CREATIVE BUILDING & REMODELING – Warren, Mich. Jerry Ettel, Owner – creativebldg.com	1984	\$3,630,812 232	\$3,630,812 Kitchen & bath	2	11	–	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
377	LEVITCH ASSOCIATES INC. – Berkeley, Calif. Maurice Levitch, President – levitch.com	1960	\$3,624,376 12	\$4,179,612 Design/build remodeler	26	3	AIA	Keeping up with increased demand	Overall higher volume of leads for new business
378	KITCHEN & BATH ETC. – Chagrin Falls, Ohio Emeil Soryal, President – Kitchenandbatetc.com	2000	\$3,588,548 156	\$3,588,548 Full-service remodeler	8	30	NKBA, BBB, USGBC	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
379	THE REMODELING CO. – Beverly, Mass. Gary Moffie, President – theremodelingco.com	1998	\$3,581,549 104	\$3,581,549 Full-service remodeler	12	1	NARI, NAHB	Reduced profitability due to operational inefficiencies	Higher prices and net margins
380	JEFF HOME IMPROVEMENTS INC. – Clarksville, Ind. Jeffery Gary, President – jeffroof.com	1989 97%	\$3,555,602 554	\$3,555,602 Improvement/replacement	20	9	BBB, NRCA	Retaining key employees	Better internet marketing
381	JOE PERCARIO GENERAL CONTRACTORS LLC – Roselle, N.J. Joe Percario, Owner/President – percario.com	1953	\$3,500,000 234	\$5,545,646 Full-service remodeler	28	5	NARI, NAHB, BBB	Finding and hiring qualified employees	Better sales strategy and management
382	WINSTON BROWN CONSTRUCTION – Topeka, Kan. Jacob Brown, Owner – winston-brown.com	1974	\$3,461,433 64	\$3,461,433 Design/build remodeler	21	4	NAHB, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
383	THE CASALI COMPANIES – Bethel, Conn. James Casali, President – casalicompanies.com	1973	\$3,414,000 18	\$3,414,000 Full-service remodeler	10	8	BBB, Bus. Networks	Generating leads for new business	Overall higher volume of leads for new business
384	ORION HOME IMPROVEMENTS LLC – Lorton, Va. Jeremiah Davies, President – orionhomeimprovements.com	2007	\$3,388,072 413	\$3,388,072 Improvement/replacement	11	5	BBB, NRCA, Bus. Networks	Higher material prices	Better marketing overall
385	TAITCO/TAIT ROOFING INC. – Moorestown, N.J. Laurence Tait, President – taitroofing.com	1973	\$3,372,448 1,140	\$3,430,090 Full-service remodeler	19	0	NARI, NAHB	Keeping up with increased demand	Higher prices and net margins
386	STRITE DESIGN + REMODEL – Boise, Idaho Bob Mundy, President – stritedr.com	1975 95%	\$3,368,385 44	\$3,368,385 Design/build remodeler	10	11	NARI, BBB	Finding and hiring qualified employees	Better sales strategy and management
387	WASHA REMODELING & DESIGN – Madison, Wis. Adam Hebgen, President – washaremodeling.com	1983	\$3,357,682 98	\$3,357,682 Design/build remodeler	13	2	NARI	Finding and hiring qualified employees	Higher prices and net margins

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388	DECKS UNIQUE – Commack, N.Y. Louis Pagnutti, President – decksunique.com	1989	\$3,355,828 210	\$3,355,828 Design/build remodeler	13	10	NARI, BBB	Increased competition	Higher prices and net margins
389	HEIDBREder BUILDING GROUP LLC – Libertyville, Ill. Glenn Heidbreder, President – heidbrederbuilding.com	1994	\$3,347,868 44	\$3,347,868 Design/build remodeler	8	1	–	Increased regulation from government	Better sales strategy and management
390	TRACERY PROFESSIONAL BUILDERS INC. – Campbell, Calif. Mark Macdonald, President – tracerybuilders.com	2000	\$3,342,146 16	\$3,342,146 Full-service remodeler	17	2	NARI, NKBA, BBB, USGBC	Finding and hiring qualified employees	More repeat business
391	JM CONSTRUCTION – Wentzville, Mo. Jim Merkel, President – jmkitchenandbath.com	1992	\$3,326,975 167	\$3,326,975 Full-service remodeler	25	2	NARI, NAHB, NKBA, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
392	RFMC INC. & THE PATIO KINGS – Fresno, Calif. Rick Musto, Owner – rfmcinc.com	1988	\$3,321,475 96	\$4,421,475 Full-service remodeler	25	8	BBB	Higher material prices	Better sales strategy and management
393	ALLMASTER HOME SERVICES – Baltimore, Md. John Locantore, President – allmasterhomeservices.com	2000	\$3,296,766 293	\$3,296,766 Full-service remodeler	16	4	BBB	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
394	LUXURY BATH NJPA – Hamilton, N.J. Ray DiCrecchio, President – luxurybathnjpa.com	2017	\$3,277,622 284	\$3,277,622 Kitchen & bath	23	17	–	Generating leads for new business	Overall higher volume of leads for new business
395	BUILT TO PERFECTION INC. – Canoga Park, Calif. Asher Ben Haim, President – builttoperfection.com	2006	\$3,270,000 120	\$3,300,000 Full-service remodeler	8	10	NARI, Bus. Networks	Finding and hiring qualified employees	Higher prices and net margins
396	EXPRESS KITCHEN AND BATH – Frankfort, Ill. Bill Vranicar, President – expresskitchenandbath.com	1999	\$3,264,505 140	\$3,264,505 Design/build remodeler	15	5	BBB, Rem. Adv.	Finding and hiring qualified employees	Overall higher volume of leads for new business
397	TRI CITY REMODELING & NOWAK CABINETS OF MIDLAND Midland, Mich. – Brandon Boothe, Vice President – tricityremodeling.com	1980	\$3,229,676 364	\$3,229,676 Full-service remodeler	28	2	NAHB, NKBA	Finding and hiring qualified employees	Higher prices and net margins
398	BOWLES CONSTRUCTION INC. – Augusta, Ga. Ralph Bowles, President – bowlesconstruction.com	1978	\$3,213,079 178	\$3,213,079 Insurance restoration	18	2	NAHB, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
399	LIVING HOME CONSTRUCTION + DESIGN – Salt Lake City, Utah Christopher Towson, President – living-home.net	2007	\$3,194,215 19	\$10,605,116 Full-service remodeler	10	1	NARI, NAHB, Rem. Adv.	Keeping up with increased demand	Better sales strategy and management
400	GILBERT DESIGN BUILD – Bradenton, Fla. Ernest Gilbert, Owner – gilbertdesignbuild.com	2001	\$3,192,914 46	\$3,192,914 Full-service remodeler	19	5	NARI, NAHB, NKBA, Rem. Adv.	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
401	PREMIER REMODELING – Layton, Utah Luke Watkins, CEO – remodelbypremier.com	2014	\$3,186,142 20	\$3,678,905 Design/build remodeler	10	1	NAHB	Finding and hiring qualified employees	Better recruiting and hiring
402	CABINET GENIES INC. – Cape Coral, Fla. Harry Gaubart, President – cabinetgenies.com	2000	\$3,182,163 145	\$3,182,163 Kitchen & bath	8	3	NKBA	Keeping up with increased demand	Add a new or enlarged service area
403	ABC SEAMLESS OF SIOUX FALLS – Sioux Falls, S.D. Brad Halverson, President – abcsiouxfalls.com	1979	\$3,180,239 487	\$3,272,831 Improvement/replacement	19	7	–	Finding and hiring qualified employees	Overall higher volume of leads for new business
404	FEDERALIST BUILDERS LLC – Washington, D.C. Ari Fingeroth, Owner/Project Manager – federalistbuilders.com	2008	\$3,155,590 40	\$3,155,590 Full-service remodeler	9	1	–	Finding and hiring qualified employees	Better marketing overall
405	CMH BUILDERS INC. – Indianapolis, Ind. Craig Huckstep, President – cmhbuilders.com	2006	\$3,145,338 80	\$3,145,338 Full-service remodeler	26	2	BBB, Bus. Networks	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
406	KLIETHERMES HOMES & REMODELING INC. – Columbia, Mo. Cale Kliethermes, Owner – kliethermes.com	1976	\$3,135,204 60	\$3,135,204 Design/build remodeler	10	4	NARI, NAHB, NKBA, Rem. Adv.	Increased competition	Add a new high-demand product or service
407	ADVANCED HOME EXTERIORS INC. – Daytona Beach, Fla. Budd Severino, President – bsaha.com	1971	\$3,130,530 2,833	\$4,558,410 Improvement/replacement	29	1	NAHB, BBB	Higher material prices	Overall higher volume of leads for new business
408	HOFFMAN CONTRACTING LLC – New Canaan, Conn. Eddie Barbosa, President – hoffmancontractingct.com	1988	\$3,130,000 18	\$3,130,000 Design/build remodeler	10	5	NARI, NAHB, BBB, NRCA	Economic weakness in your service area(s)	Increased throughput without adding more overhead
409	ZEPHYR THOMAS HOME IMPROVEMENT – Lancaster, Pa. Coy Thomas, Owner – zephyrthomas.com	1953	\$3,122,341 356	\$3,122,341 Full-service remodeler	12	5	NAHB, BBB, Rem. Adv.	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
410	HOME RENEW – Chesapeake, Va. Geoff Cash, President – gohomerernew.com	2015	\$3,120,684 194	\$3,120,684 Full-service remodeler	20	15	BBB	Generating leads for new business	Increased throughput without adding more overhead
411	ODYSSEY CONTRACTING – Garner, N.C. Sean Holmes, President – odysseycontracting.com	2016	\$3,107,171 172	\$3,107,171 Full-service remodeler	10	10	NARI, BBB, NRCA	Generating leads for new business	Better marketing overall
412	COMPLETE HOME IMPROVEMENT – Hollywood, Fla. Sivan Katheini, President – completehi.com	2006	\$3,103,000 12	\$3,103,000 Full-service remodeler	5	10	Bus. Networks	Generating leads for new business	Overall higher volume of leads for new business
413	ALL-WEATHER WINDOW, DOORS & SIDING INC. Overland Park, Kan. – Doug Bennett, President – allweatherkc.com	1986	\$3,096,275 1,211	\$3,096,275 Improvement/replacement	16	4	NARI, BBB	Keeping up with increased demand	Higher prices and net margins
414	A.B.E. DOORS & WINDOWS – Allentown, Pa. Jim Lett, President – abeddoors.com	1974	\$3,075,080 739	\$3,587,756 Improvement/replacement	21	6	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Better referral business
415	YORK ENTERPRISES LLC – Tacoma, Wash. Harold York, Managing Member – yorkenterprises.com	1979	\$3,068,995 60	\$3,104,555 Design/build remodeler	25	1.8	NAHB	Finding and hiring qualified employees	Increased throughput without adding more overhead
416	HITECH WINDOW & SIDING INSTALLATIONS INC. Methuen, Mass. – Bill Chase, President – hitechcorp.biz	1995	\$3,061,850 274	\$3,061,850 Improvement/replacement	8	6	BBB, CCN	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
417	CROSSROADS CONTRACTING LLC – Londonderry, N.H. Nicholas Couture, Co-Owner – crossroadscontracting.com	1989	\$3,060,063 25	\$3,060,063 Design/build remodeler	18	1	NAHB, BBB, Rem. Adv.	Finding and hiring qualified employees	Overall higher volume of leads for new business
418	TBS CONSTRUCTION LLC – Moneta, Va. John Gauldin, President – tbsbuilds.com	2003	\$3,057,510 42	\$3,428,510 Design/build remodeler	20	1	NAHB, BBB, Bus. Networks	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
419	D.R. DOMENICHINI CONSTRUCTION – Morgan Hill, Calif. David Domenichini, Owner – drdcon.com	2004	\$3,036,877 49	\$3,036,887 Design/build remodeler	12	2	NARI, Rem. Adv.	Finding and hiring qualified employees	Add a new high-demand product or service
420	METRO BUILDING AND REMODELING – Ashburn, Va. George Kall, President – metrobuildingandremodeling.com	2013	\$3,034,332 33	\$3,785,258 Design/build remodeler	9	2	NARI, BBB	Keeping up with increased demand	Overall higher volume of leads for new business

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421	TRINITY BUILDERS & DESIGN INC. – Reseda, Calif. Amir Zipori, CEO – trinitybuildersanddesign.com	2013	\$3,019,800 20	\$3,019,800 Design/build remodeler	10	5	–	Finding and hiring qualified employees	Discontinuing unprofitable products or services
422	SMITH, THOMAS & SMITH INC. – Bethesda, Md. Thomas Brown, President – smiththomasadndsmith.com	1960	\$3,010,533 506	\$3,010,533 Full-service remodeler	17	1	NARI, NKBA, AIA	Generating leads for new business	Higher prices and net margins
423	THE WIESE CO. – Sherborn, Mass. Raymond Wiese, Owner/President – wiese.com	1992	\$3,000,102 25	\$3,349,882 Design/build remodeler	10	1	NARI, NAHB, NKBA	Finding and hiring qualified employees	Overall higher volume of leads for new business
424	THE EXPERTS IN ROOM ADDITIONS & REMODELING INC. Clearwater, Fla. – Robert Elder, President – theexpertstapabay.com	1996	\$2,998,000 207	\$2,998,000 Full-service remodeler	15	25	NKBA	Finding and hiring qualified employees	More repeat business
425	JMC HOME IMPROVEMENT SPECIALISTS – Parsippany, N.J. John MacDougall, President – jmchomeremodeling.com	1977 97%	\$2,992,183 32	\$2,999,164 Full-service remodeler	16	2	NARI, NKBA, Rem. Adv.	Generating leads for new business	Overall higher volume of leads for new business
426	KEY RESIDENTIAL – Grapevine, Texas Kevin Key, Partner – keyresidential.net	2008	\$2,988,971 31	\$2,988,971 Full-service remodeler	3	1	NARI, NAHB, NKBA, BBB, Rem. Adv.	Generating leads for new business	Increased throughput without adding more overhead
427	BUSCHURS HOME IMPROVEMENT CENTER INC. – Dayton, Ohio Terry Paxton, President – buschurs.com	1968	\$2,987,515 247	\$2,987,515 Improvement/replacement	17	9	NARI, NAHB, BBB	Higher material prices	–
428	MCBRIDE CONSTRUCTION INC. – Petoskey, Mich. David McBride, Owner/President – mcbrideconstructioninc.com	1982 100%	\$2,964,000 85	\$3,245,000 Design/build remodeler	10	1	NAHB, Rem. Adv.	Finding and hiring qualified employees	Getting a showroom
429	WISER HOME REMODELING – New Canaan, Conn. Derek Tacon, President – wiserhomeremodeling.com	1957	\$2,960,587 210	\$2,960,587 Full-service remodeler	7	1	BBB, Rem. Adv.	Finding and hiring qualified trade contractors	–
430	PARAMOUNT REMODELING CO. INC. – Frederick, Colo. Levi Maxwell, President – paramountremod.com	1994	\$2,957,646 113	\$2,957,646 Full-service remodeler	12	1.5	BBB	Finding and hiring qualified employees	To have better qualified leads out of the high volume of leads
431	FREYENHAGEN CONSTRUCTION – Billings, Mont. Jeremy Freyenhagen, President – freyenhagenconstruction.com	1995	\$2,918,469 30	\$2,918,469 Design/build remodeler	11	2	NAHB	Retaining key employees	Higher demand for bigger projects, over \$5,000 each
432	HONEY-DO-MEN – Carmel, N.Y. Darrell Babboni, Owner – honeydomen.com	2001	\$2,915,285 1,321	\$2,915,285 Full-service remodeler	4	0	BBB, CCN, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
433	ATLANTA DESIGN & BUILD – Marietta, Ga. Dale Contant, President – atlantadesignbuild.com	1996 93%	\$2,869,935 28	\$2,869,935 Design/build remodeler	12	2.52	NARI, NKBA, BBB	Finding and hiring qualified trade contractors	Higher prices and net margins
434	SCOVELL REMODELING – Kansas City, Mo. Kylie Brewer, Owner – scovellremodeling.com	1994	\$2,863,248 31	\$2,863,248 Design/build remodeler	15	2	NARI, Rem. Adv.	Higher labor costs	Overall higher volume of leads for new business
435	MARYLAND SUNROOMS – Mount Airy, Md. Mike Fraley, Owner – marylandsunrooms.com	1997 97%	\$2,830,241 53	\$2,830,241 Improvement/replacement	20	4	–	Finding and hiring qualified employees	Better marketing overall
436	CLASSIC REMODELING NW INC. – Everett, Wash. Ward Hampson, President – owner – classicremodelingnw.com	1999	\$2,816,337 37	\$2,816,337 Full-service remodeler	11	1	NARI	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
437	J BROTHERS HOME IMPROVEMENT INC. – Maple Grove, Minn. Charles Johnson, President – jbrothershi.com	2000	\$2,795,284 74	\$2,795,284 Design/build remodeler	13	2	NARI, NAHB, BBB	Keeping up with increased demand	Higher demand for bigger projects, over \$5,000 each
438	GET A GRIP RESURFACING – Albuquerque, N.M. Sharon Dillard, CEO/Co-Founder – getagrip.com	1999	\$2,793,000 6,500	\$2,793,000 Improvement/replacement	23	10	BBB	Keeping up with increased demand	Overall higher volume of leads for new business
439	MCR00F.US – Edmond, Okla. Scott McCollum, President – mcr00f.us	2007	\$2,787,344 206	\$2,787,344 Insurance restoration	6	10	NAHB, BBB	Increased competition	Higher demand for bigger projects, over \$5,000 each
440	HOMECRAFT REMODELING CORP. – Plainview, N.Y. Norman Gavin, President – homecraft.biz	1989	\$2,786,546 94	\$2,786,546 Full-service remodeler	2	8	NARI, NKBA, BBB	Increased competition	Higher demand for bigger projects, over \$5,000 each
441	TWO STOREY BUILDING – Bolton, Mass. Douglas Storey, Managing Partner – twostoreybuildign.com	2001 98%	\$2,769,656 22	\$2,769,656 Design/build remodeler	6	1	NAHB	Finding and hiring qualified employees	Better referral business
442	CALIFORNIA HOME BUILDERS INC. – San Diego, Calif. Patrick Scofield, President – chbhomebuilders.com	2000	\$2,758,426 22	\$5,609,052 Design/build remodeler	6	3	BBB	Keeping up with increased demand	Overall higher volume of leads for new business
443	JANACEK REMODELING – Rogers, Ark. Tim Janacek, President/CEO – janacekremodeling.com	1987	\$2,725,899 84	\$2,725,899 Full-service remodeler	12	2	NAHB, BBB	Finding and hiring qualified employees	Higher prices and net margins
444	A C ERNST BUILDING CORP. INC. – Oviedo, Fla. Andrew Ernst, Owner – acernst.com	2005	\$2,709,699 185	\$2,709,699 Full-service remodeler	9	0	BBB	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
445	DECK CREATIONS LLC – Powhatan, Va. Don Weaver, President – deckcreations.com	2007	\$2,709,248 124	\$2,709,248 Design/build remodeler	10	5	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
446	ELITE REMODELING – Frisco, Texas John Todd, Owner – elitehomeremodeling.com	2004	\$2,706,843 55	\$2,706,843 Full-service remodeler	8	3	NAHB, NKBA	Increased competition	Overall higher volume of leads for new business
447	HDR REMODELING INC. – Berkeley, Calif. Philip Anderson, Owner/Founder – hdrremodeling.com	1987 92%	\$2,702,196 11	\$2,702,196 Design/build remodeler	13	3.1	NARI, NAHB, NKBA, AIA, Rem. Adv.	Keeping up with increased demand	Higher demand for bigger projects, over \$5,000 each
448	HEMPHILL & ASSOCIATES ARCHITECTS/BUILDERS Falls Church, Va. – Tom Hemphill, President – hemphillassociates.net	1990	\$2,700,000 12	\$2,700,000 Design/build remodeler	9	1	NARI	Increased regulation from government	Better recruiting and hiring
449	SOLID STRUCTURES, DECKS & FENCES LLC – Virginia Beach, Va. Scott Prunty, President – bestbigdeck.com	2009	\$2,691,000 551	\$2,691,000 Improvement/replacement	30	4	NAHB, BBB	Finding and hiring qualified employees	Add a new high-demand product or service
450	AUSTIN GUTTERMAN INC. – Austin, Texas Bonnie Frazier, President – austingutterman.com	1984	\$2,671,724 1,110	\$2,671,724 Improvement/replacement	33	3	BBB	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
451	PATHWAY DESIGN & CONSTRUCTION – Seattle, Wash. Paul Kocharhook, Member – pathwaydc.com	2008 99%	\$2,667,440 20	\$2,738,464 Design/build remodeler	10	15	–	Finding and hiring qualified employees	Higher prices and net margins
452	KIRK DEVELOPMENT CO. – Phoenix, Ariz. Tom Sertich, President – kirkdevco.com	1978	\$2,667,088 93	\$2,667,088 Design/build remodeler	18	2	NARI, Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
453	WINDOWS OF WISCONSIN – Kaukauna, Wis. Carl Hardtke, President – windowsofwisconsin.com	1997	\$2,659,010 337	\$2,659,010 Improvement/replacement	18	12	BBB, Bus. Networks	Finding and hiring qualified employees	Increased throughput without adding more overhead

RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
454	THOMAS CUSTOM BUILDERS – Manassas, Va. Rick Thomas, Principal – thomascustombuilders.com	2004	\$2,658,000 15	\$2,658,000 Design/build remodeler	10	25	NARI, NAHB, NKBA, BBB, CCN	Keeping up with increased demand	More repeat business
455	MEDINA EXTERIORS INC., dba SIMPLY DISTINCT KITCHENS & BATHS – Medina, Ohio – Brett C. Ruiz, President – medinaexteriors.com	1992	\$2,657,878 185	\$2,657,878 Design/build remodeler	9	3	NKBA, BBB	Generating leads for new business	Add a new high-demand product or service
456	NEWDAY DEVELOPMENT INC. – Sherman Oaks, Calif. Louis Krokover, President/CEO – newdaydevelopment.com	1978	\$2,649,981 11	\$2,676,278 Full-service remodeler	12	2.5	NARI, NAHB, BBB, AIA, Bus. Networks	Finding and hiring qualified employees	Better marketing overall
457	MARTIN HOME EXTERIORS INC. – Jacksonville, Fla. Ken Martin, President – martinhomeexteriors.com	1995	\$2,619,993 176	\$2,619,993 Improvement/replacement	25	8	BBB	Generating leads for new business	Overall higher volume of leads for new business
458	PACIFIC BUILDERS – Sacramento, Calif. Rick Degen, Owner – pacificbuilders.com	1947	\$2,607,552 201	\$2,607,552 Improvement/replacement	25	10	CCN, Bus. Networks	Generating leads for new business	Higher demand for bigger projects, over \$5,000 each
459	MARK IV BUILDERS, INC. – Cabin John, Md. Mark Scott, Owner/ President – markivbuilders.com	1988	\$2,603,206 15	\$2,603,206 Design/build remodeler	13	2	NARI, NAHB, Bus. Networks	Reduced profitability due to operational inefficiencies	Higher prices and net margins
460	NU-FACE HOME IMPROVEMENTS – Plantsville, Conn. Joe DeCiuceis, Owner – nufacet.com	2010	\$2,589,889 325	\$2,589,889 Improvement/replacement	5	5	BBB	Generating leads for new business	Better marketing overall
461	TRANSITIONS REMODELING – Farmington Hills, Mich. Barb Baker, President/CEO – transitionsremodeling.com	2011 76%	\$2,587,801 83	\$2,636,571 Design/build remodeler	22	3	NAHB, NKBA, BBB, Bus. Networks	Finding and hiring qualified employees	Better marketing overall
462	PLATINUM REMODELING & HANDYMAN SERVICES Golden Valley, Minn. – Joshua Shonkwiler, Owner – platinumremodeling.com	2005	\$2,583,842 81	\$2,583,842 Design/build remodeler	21	1	Bus. Networks	Finding and hiring qualified employees	Overall higher volume of leads for new business
463	ADELPHIA EXTERIORS – Burke, Va. George Koutsis, CEO – adelphiaexteriors.com	1979	\$2,565,325 958	\$3,000,110 Improvement/replacement	8	20	BBB, Bus. Networks	Generating leads for new business	Overall higher volume of leads for new business
464	SONRISE BUILDING CO. – Naples, Fla. Luke Fredrickson, President – sonrisebuilding.com	1991	\$2,557,852 22	\$2,557,852 Full-service remodeler	6	2	NAHB, Bus. Networks	Increased competition	Better sales strategy and management
465	NUHOME EXTERIORS – Fairfax, Va. Casey Beedle, President – nuhomeonline.com	1998	\$2,541,510 259	\$2,541,510 Improvement/replacement	20	15	BBB	Generating leads for new business	More repeat business
466	JOHN H. ALLEN CO. – Jackson, Tenn. John Allen, President – johnhallen.com	1979	\$2,539,958 1,500	\$2,539,958 Full-service remodeler	18	10	NARI, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
467	EXCEL INTERIOR CONCEPTS AND CONSTRUCTION – Lemoyne, Pa. James Mirando Jr., President – excelremodeling.com	1970	\$2,523,643 62	\$2,523,643 Design/build remodeler	11	3	NAHB, NKBA	Increased competition	Better marketing overall



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RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
468	PREMIER BUILDERS & REMODELING INC. – Williamstown, N.J. Scott Cooper, President – pbrbuilders.com	2002	\$2,510,243 53	\$2,510,243 Design/build remodeler	10	6	NARI, NAHB	Generating leads for new business	Higher demand from small projects, under \$5,000 each
469	SPECIALTY SIDING – Anaheim, Calif. Anthony Campitiello, CEO – specialtiesiding.com	1989	\$2,500,708 206	\$2,890,724 Improvement/replacement	32	5	–	Keeping up with increased demand	More repeat business
470	LEGACY EXTERIORS LLC – McFarland, Wis. Josh Gauwitz, Owner – legacy-exteriors.com	2005	\$2,488,900 245	\$2,488,900 Improvement/replacement	10	20	NARI, BBB	Higher material prices	Better internet marketing
471	DOMUS CONSTRUCTORS LLC – Greens Farms, Conn. Christopher Shea, Manager – domusllc.com	1998	\$2,474,608 11	\$3,749,100 Full-service remodeler	5	1	NARI, NAHB, Rem. Adv.	Finding and hiring qualified employees	Higher prices and net margins
472	LENS REMODELING AND CONTRACTING SERVICES Englishtown, N.J. – Len Marcu, President – lensrnc.com	2003	\$2,457,906 67	\$2,457,906 Design/build remodeler	12	2	NARI, NKBA, BBB	Finding and hiring qualified trade contractors	Higher prices and net margins
473	ARETE RENOVATORS – Chicago, Ill. Igor Jokanovic, President – areterenovators.com	2002	\$2,457,530 68	\$2,457,530 Design/build remodeler	12	3	NKBA, Bus. Networks,	Generating leads for new business	Higher prices and net margins
474	REDSTART CONSTRUCTION INC. – Naperville, Ill. Chad Mease, President – redstartconstruction.com	2005	\$2,443,922 19	\$3,007,471 Design/build remodeler	13	7	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified trade contractors	Higher demand for bigger projects, over \$5,000 each
475	STEPHEN C. GIDLEY INC. – Fairfield, Conn. Stephen Gidley, President – gidleyremodeling.com	1968	\$2,442,153 100	\$2,442,153 Full-service remodeler	2	5	NARI, NAHB, BBB	Keeping up with increased demand	Better sales strategy and management
476	S & S RENOVATORS INC. – New Iberia, La. Charles Sanders, President	1992	\$2,399,656 345	\$2,399,656 Insurance restoration	12	5	NARI, NAHB, BBB	Keeping up with increased demand	More repeat business
477	TOTAL HOME CONSTRUCTION CORP. – Melville, N.Y. Paul Panagiotidis, President – totalhomeconstruction.com	1989	\$2,396,278 150	\$2,396,278 Full-service remodeler	9	30	NARI, BBB, NRCA	Finding and hiring qualified employees	Better marketing overall
478	AMERICAN QUALITY EXTERIORS – Oklahoma City, Okla. Don Wilson, President/General Manager – americanqualityexteriors.com	1996	\$2,374,345 268	\$2,374,345 Improvement/replacement	11	15	BBB	Finding and hiring qualified trade contractors	Better sales strategy and management
479	DMG DESIGN + BUILD – Metairie, La. Ryan McCroskey, CEO/General Contractor – dmnola.com	2013	\$2,337,042 11	\$2,337,042 Design/build remodeler	6	2	NARI, NAHB	Finding and hiring qualified trade contractors	Better marketing overall
480	MERRICK DESIGN BUILD INC. – Kensington, Md. David Merrick, President – remodelwithmerrick.com	1989	\$2,330,462 120	\$2,330,462 Design/build remodeler	14	10	NARI, BBB	Generating leads for new business	Better sales strategy and management
481	BURGIN DESIGN REMODEL – Santa Ana, Calif. Brad Burgin, President – burginco.com	1989	\$2,326,922 24	\$2,326,922 Design/build remodeler	12	2.1	NARI, NKBA, Rem. Adv., Bus. Networks	Generating leads for new business	Better recruiting and hiring
482	UNIQUE DECK BUILDERS – Highland Park, Ill. Joel Boyer, President – uniquedeck.com	1982	\$2,303,000 125	\$3,703,000 Design/build remodeler	15	15	–	Higher material prices	Better sales strategy and management
483	SCHMIDT EXTERIORS INC. – Batavia, Ill. Michael Schmidt, President – schmidtexteriors.com	1976	\$2,280,137 165	\$2,280,137 Improvement/replacement	14	1	NARI, BBB	Higher labor costs	Overall higher volume of leads for new business
484	WILLIAM RICHMOND INC. – Saint Leonard, Md. William Richmond, President – williamrichmondinc.com	2014	\$2,274,191 275	\$2,274,191 Improvement/replacement	3	4	BBB	Higher material prices	Add a new or enlarged service area
485	OAK DESIGN & CONSTRUCTION – Oak Park, Ill. David Brady, President – oak-design.com	1979	\$2,255,996 57	\$2,255,996 Design/build remodeler	8	1	NARI, NAHB, NKBA	Generating leads for new business	–
486	BUILDING COMPANY NUMBER 7 INC. – Nashville, Tenn. Matthew Millsap, President/CEO – nashvillegeneralcontracting.com	2010	\$2,253,530 28	\$6,505,580 Design/build remodeler	6	1	BBB	Keeping up with increased demand	More growth
487	JABS CONSTRUCTION INC. – Dumfries, Va. Tim Jabs, Vice President/Architect – jabsinc.com	1995	\$2,237,037 190	\$2,237,037 Design/build remodeler	15	2	Bus. Networks	Finding and hiring qualified employees	Increased throughput without adding more overhead
488	DUNCAN'S BATH & KITCHEN CENTER – Poland, Ohio Thomas Duncan, President – letduncandoit.com	1956	\$2,215,009 140	\$2,596,540 Full-service remodeler	18	5	NAHB, BBB	Finding and hiring qualified employees	Higher prices and net margins
489	DIFABION REMODELING, INC. – Indian Trail, N.C. Mike DiFabion, President – difabionremodeling.com	2000	\$2,182,972 32	\$2,383,753 Design/build remodeler	13	3	NARI, NAHB, NKBA, BBB, Rem. Adv.	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
490	TITAN HOME REMODELING – Torrance, Calif. Carl Evans, President – titanhomere remodeling.com	2014	\$2,142,709 90	\$2,142,709 Full-service remodeler	5	0	–	Keeping up with increased demand	Add a new or enlarged service area
491	SOUTHERN MARYLAND KITCHEN, BATH, FLOORS & DESIGN California, Md. – Shannon Obedoza, Owner – somdkitchenbathfloors.com	2009	\$2,133,798 152	\$2,133,798 Full-service remodeler	16	6	NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Higher demand for bigger projects, over \$5,000 each
492	KRT CONSTRUCTION INC. – Omaha, Neb. Kent Therkelsen, President – krtconstruction.com	1992	\$2,072,115 60	\$4,043,370 Full-service remodeler	22	0.3	BBB, Bus. Networks	Finding and hiring qualified employees	Higher prices and net margins
493	IRON RIVER CONSTRUCTION – Chaska, Minn. Tracy Dahlin, President – ironriverco.com	2000	\$2,072,000 83	\$3,179,000 Full-service remodeler	17	2	NAHB, BBB, CCN	Finding and hiring qualified employees	Overall higher volume of leads for new business
494	BOARDWALK BUILDERS, INC. – Rehoboth Beach, Del. Patricia McDaniel, President – boardwalkbuilders.com	1986	\$2,056,664 89	\$2,056,664 Full-service remodeler	14	2	NARI, NAHB, Rem. Adv.	Finding and hiring qualified trade contractors	Better sales strategy and management
495	RENAISSANCE REMODELING – Boise, Idaho Chad Vincent, CEO – remodelboise.com	1997	\$2,049,400 17	\$2,049,400 Design/build remodeler	14	2	NARI, BBB, Rem. Adv.	Keeping up with increased demand	Better marketing overall
496	RENOVATIONS, YOUR COMPLETE REMODEL RESOURCE Prescott, Ariz. – Tom Reilly, President – renovationsaz.com	1986	\$2,047,588 47	\$2,047,588 Design/build remodeler	11	2	NARI, BBB, Rem. Adv., USGBC	Economic weakness in your service area(s)	Better internet marketing
497	LAUTEN CONSTRUCTION – Purcellville, Va. Drew Lauten, President – lautenconstruction.com	1987	\$2,013,110 47	\$2,013,110 Design/build remodeler	18	1	NARI	Finding and hiring qualified employees	Increased throughput without adding more overhead
498	DREAM KITCHENS & BATHS – Murrysville, Pa. Carl Przywarty, Member – dreamkitchensbaths.com	2012	\$2,010,022 110	\$2,085,760 Kitchen & bath	8	1	NKBA, BBB	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
499	HOME UPGRADE SPECIALIST – Los Angeles, Calif. Simon Arianpanah, Owner – homeupgradespecialist.com	2017	\$2,000,865 156	\$2,235,226 Improvement/replacement	16	15	BBB, USGBC	Generating leads for new business	–
500	CLARK RENOVATIONS INC. – Bethel Park, Pa. Steven Clark, President – clarkremodeling.com	1970	\$1,968,635 78	\$1,968,635 Full-service remodeler	13	2	NKBA, BBB	Finding and hiring qualified employees	Increase sales for the aging-in-place

It's Time to Celebrate

The judging is over, and the list is out!

Remodelers, please join us at the reception celebrating this year's Master Design Award winners and Top 500 list members. We'll be feting the guests of honor and mingling with our remodeling friends.

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2019 Nationals List

The largest remodeling organizations in the country

RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED	2018 REMODELING REVENUE & JOBS	2018 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF LOCATIONS	2019 REVENUE FORECAST	ASSOCIATION MEMBERSHIPS	AVERAGE COST PER QUALIFIED LEAD	TOP OPPORTUNITY IN 2019
1	WINDOW WORLD INC. North Wilkesboro, N.C. Tammy Whitworth, CEO/Chairman of the Board windowworld.com	1995	\$724,097,773 184,754	\$724,097,773 Improvement/replacement	222	\$772,000,000	BBB	\$201	Higher demand for bigger projects, over \$5,000 each
2	RE-BATH, LLC Phoenix, Ariz. Brad Hillier, CEO rebath.com	1978	\$205,834,571 18,487	\$205,834,571 Kitchen & bath	109	-	NKBA, BBB	\$215	Add a new or enlarged service area
3	ABC INC. dba ABC SEAMLESS Fargo, N.D. Gerald Beyers, President abcseamless.com	1978	\$64,712,356 10,583	\$64,712,356 Improvement/replacement	80	\$67,500,000	NARI, NAHB, BBB, Bus. Networks	\$267	Overall higher volume of leads for new business
4	MIRACLE METHOD SURFACE REFINISHING Colorado Springs, Colo. Chuck Pistor, President miraclemethod.com	1977	\$39,959,282 33,299	\$39,959,282 Kitchen & bath	94	\$70,000,000	BBB, Bus. Networks	\$75	Add a new high-demand product or service
5	GUTTER HELMET BY HARRY HELMET Millersville, Md. Del Thebaud, President/Owner harryhelmet.com	1981	\$37,365,000 8,625	\$37,365,000 Improvement/replacement	9	\$43,000,000	NARI, NAHB, BBB	\$275	Better recruiting and hiring
6	DREAMMAKER BATH & KITCHEN Waco, Texas Doug Dwyer, President/CSO dreammaker-remodel.com	1999	\$35,732,021 1,311	\$35,732,021 Kitchen & bath	35	\$38,000,000	NARI, NAHB, NKBA	\$259	Add a new or enlarged service area

The *Qualified Remodeler* Top 500 includes the largest franchise home improvement organizations in the United States. Window World, with a nationwide network of 222 local dealers, is the No. 1 company on this Nationals List. For the past several years consecutively, the company has installed more than 1 million windows.

Source: *Qualified Remodeler* 2019

2019 Top Performers

by Project Category

TOP PERFORMER CATEGORY	2019 TOP 500 RANK	COMPANY/LEADERSHIP/WEBSITE	CATEGORY REVENUE	PERCENT OF TOTAL REVENUE	TOTAL REMODELING REVENUE	TOP CHALLENGE IN 2019
WHOLE HOUSE	13	SILVERLINING INC. New York, N.Y. – silverlininginc.com Joshua Wiener, President	\$83,498,900	85%	\$98,234,000	Increased competition
BASEMENTS	53	MATRIX BASEMENT & BATHROOM SYSTEMS Arlington Heights, Ill. – mymatrixbasement.com Nick Richmond, CEO	\$21,485,506	78%	\$27,545,520	Finding and hiring qualified employees
ADDITIONS	51	NORMANDY REMODELING Hinsdale, Ill. – normandyremodeling.com Andy Wells, President/Owner	\$9,857,876	34%	\$28,993,754	Finding and hiring qualified employees
INSURANCE RESTORATION	1	BELFOR HOLDINGS INC. Birmingham, Mich. – belforusa.com Sheldon Yellen, CEO	\$1,855,020,000	100%	\$1,855,020,000	Finding and hiring qualified employees
DECKS/PORCHES	95	PRINCE WILLIAM HOME IMPROVEMENT Woodbridge, Va. – pwhomeimprovement.com Scott Holtzauer, CEO	\$15,224,429	100%	\$15,224,429	Finding and hiring qualified trade contractors
HANDYMAN	42	HANDYMAN CONNECTION Blue Ash, Ill. – handymanconnection.com Jeff Wall, CEO	\$24,014,229	75%	\$32,018,972	Finding and hiring qualified trade contractors
ROOFING	2	POWER HOME REMODELING Chester, Pa. Asher Raphael, Co-CEO	\$162,279,250	25%	\$649,117,000	Keeping up with increased demand
BATHS	2 (Nationals)	RE-BATH, LLC Tempe, Ariz. – rebath.com Brad Hillier, CEO	\$205,834,571	100%	\$205,834,571	Generating leads for new business
DETACHED STRUCTURES	37	TREEIUM INC. Village Valley, Calif. – treeium.com Moty Ginsburg, CEO	\$5,305,012	15%	\$35,366,751	Finding and hiring qualified trade contractors
DOORS	22	RF INSTALLATIONS LLC Grand Prairie, Texas – rfinstallations.com James Norman, CEO	\$52,202,205	77%	\$67,795,072	Generating leads for new business
OUTDOOR LIVING	11	SYSTEM PAVERS Santa Ana, Calif. – systempavers.com Larry Green, CEO	\$101,622,838	100%	\$101,622,838	Keeping up with increased demand
SIDING	2	POWER HOME REMODELING Chester, Pa. Asher Raphael, Co-CEO	\$123,332,230	19%	\$649,117,000	Keeping up with increased demand
KITCHENS	55	KITCHEN MAGIC Nazareth, Pa. – kitchenmagic.com Brett Bacho, President	\$26,515,438	100%	\$26,515,438	Generating leads for new business
SUNROOMS/CONSERVATORIES	6	CHAMPION WINDOW MFG. & SUPPLY CO. LLC Cincinnati, Ohio – getchampion.com Todd Dickson, CEO	\$78,420,004	28%	\$280,071,445	Generating leads for new business
WINDOWS	1 (Nationals)	WINDOW WORLD, INC. North Wilksboro, N.C. – windowworld.com Tammy Whitworth, CEO/Chairman of the Board	\$615,483,107	85%	\$724,097,773	Finding and hiring qualified trade contractors
LIGHT COMMERCIAL	50	GREATER DAYTON CONSTRUCTION Dayton, Ohio – gdcg.com Greg Thompson, President	\$12,493,622	43%	\$29,054,936	Finding and hiring qualified trade contractors

Each of the companies listed above was selected as Top Performers of the Top 500 list in 2019. For each given category of projects—from basements to windows—the Top Performer generated the most remodeling revenue of that particular kind. All companies on the 2019 Top 500 list are ranked based on remodeling revenue generated during 2018.

Source: Qualified Remodeler 2019

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Progressive Foam Siding Programs Energize Remodeler Sales

An increasing number of Top 500 Remodelers are focusing on another product category to drive top-line sales and higher profit margins: **Insulated Vinyl Siding.**

Remodelers know homeowners value the impact windows and roofs can have on the energy-performance and look of their homes, but an increasing number of Top 500 Remodelers are focusing on another product category to drive top-line sales and higher profit margins: Insulated Vinyl Siding.

"Insulated Vinyl Siding products offer benefits homeowners want including durability and a wood-like appearance," said Jason Culpepper, president of Progressive Foam. "Add to that its energy-efficient performance and moisture control and you have an easy sale. But as a remodeler, you have to have the tools to communicate those benefits or the sale will never happen. That's where we come in."

"As a remodeler, you have to have the tools to communicate those benefits or the sale will never happen. That's where we come in."

SIDING PROGRAM INCREASES CLOSE RATES AND PROFITS

Progressive Foam offers a complete Siding Program that remodelers can utilize to make a powerful, in-home pitch. The products and presentation can be tailored by the remodeler with a variety of solutions to meet every homeowner's needs.

Several of the Top 500 Remodelers are enrolled in the Progressive Foam Siding Program. Culpepper cited three main factors attributing to the program's popularity:

Lead generation costs keep rising, and the Progressive Foam Siding Program offers better capitalization on cost-per-lead investments. Adding a strong Insulated Siding Program provides add-on sales and marketing opportunities, whether new prospects or prior customers as part of a re-hash program.

The Progressive Foam Siding Program is customized to your



business model. There are numerous options of Insulated Vinyl Siding and other siding insulation products that can be easily added to a remodeler's pitch, whether or not they currently sell these products. This allows each remodeler to choose the best solutions for their business model.

Partners and tools can overcome excuses. Many remodelers think their sales people are not adequately trained to sell or measure siding jobs, or they don't have the labor to support another product install. Culpepper says Progressive Foam's Siding Program helps eliminate these excuses.

"Some owners and salespeople are timid to push siding because they may not be fully aware of the opportunities or know enough about marketing and selling an Insulated Siding Program," said Culpepper. "The key to success is leaning on your partners and the many powerful resources available."

Progressive Foam offers comprehensive training and educational materials on product knowledge, in-home sales, measuring, installation and more.

Its Better Together Network

connects remodelers with additional resources to develop and execute the right Siding Programs to drive profitable growth. The company is also partnered with The Vinyl Siding Institute and siding manufacturers in recruiting, hiring and training qualified installers as employees or sub-contractors.

"It takes more than pro-grade products to succeed, it takes partnerships"

PARTNERSHIPS ARE KEY

Culpepper says the secret to success in the competitive remodeling industry is partnerships.

"Yes, we're the leader in residential siding insulation. We invented one-piece Insulated Vinyl Siding nearly three decades ago, but it takes more than pro-grade products to succeed, it takes partnerships. We believe in deep partnerships with the right remodelers, and spend every day thinking about how to drive value to those partners to be more successful with insulated siding systems."



The most powerful value-add we offer remodelers.



Partnership.

Close more sales, increase profits and grow your business.

With our Siding Program's free support tools, Progressive Foam insulated products sell themselves. Find out why remodelers love partnering with Progressive Foam.

Benefits homeowners and installers love.



WoodLike Beauty



Energy Savings



EasyInstall



EasyCare



Moisture Control



Added R-Value

Discover the power in partnering with Progressive Foam.

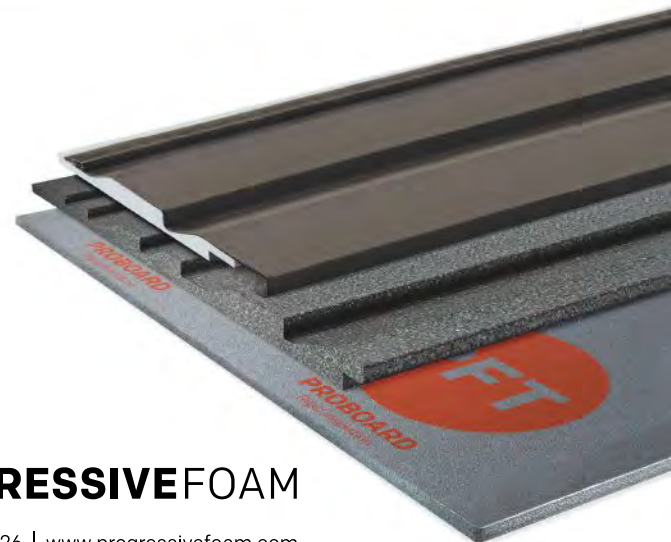
Learn more about our Siding Program, tools and resources. New to Progressive Foam products? Request free samples.

Landing.ProgressiveFoam.com/Siding-Program



PROGRESSIVEFOAM

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Pairing fiberglass insulation with a “smart” vapor barrier, **CERTAINTEE** SmartBatt insulation’s permeability shifts depending on moisture and humidity conditions. **Circle 4** on inquiry card

Traditional Insulating Materials

Fiberglass- and mineral wool-based insulation still recoups money spent, in both performance and ease of installation, whether in batts, rolls or blown-in offerings.

by Chuck Ross

INSULATION is one of the least glamorous products used in any residential remodeling project, but it also can have significant impact on how homeowners experience their remodeled space over the years. Remodelers now have an expanding range of products to choose from, each with tradeoffs in cost and performance. While the choice often boils down to the basic factors of cost and familiarity, contractors are well-advised to inform themselves of new options—and the ways a new approach could improve their customers’ satisfaction and their own bottom lines.

Building a Value Proposition

Spray polyurethane foam insulation has certainly grown in popularity over the last couple decades, thanks to its significant performance advantages when properly installed. [Qualified Remodeler reported on these products in a 2017 trends feature.] In this feature, we’re concentrating on the batt and blown-in products that make up much of the rest of the insulation market. Fiberglass batts

remain at the top of this list, with cost and ease of installation as the primary differentiators versus sprayed-in insulation.

“The primary value proposition for fiberglass is still cost effectiveness and ease of installation,” says J.R. Babineau, a building insulation scientist with Johns Manville. “A lot of remodeling and retrofit projects present space challenges for spray foam. Fiberglass gives good thermal performance at, really, the best cost performance in the market.”

The fact that fiberglass and other fiber and mineral wool products can be installed while other trades are doing their jobs adds to those materials’ appeal, Babineau says. Plus, spray foam requires curing time of at least 24 hours, during which other

“THE INDUSTRY HAS REALLY EXPANDED INTO MORE OF A SUSTAINABILITY MARKETPLACE.”

Ted Winslow, CertainTeed Insulation

work comes to a standstill. “From a timeline perspective, not losing that one to two days can be a valuable thing.”

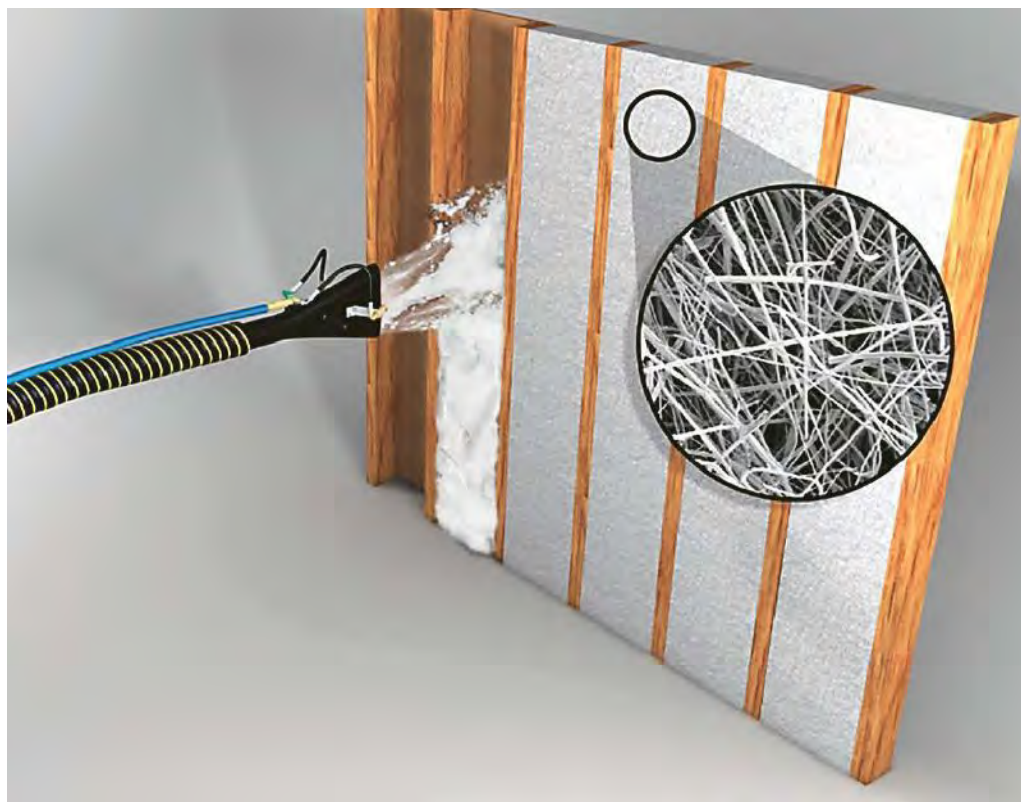
Manufacturers note that fiberglass also offers sustainability benefits for environmentally oriented remodelers and homeowners alike. Its two primary ingredients are glass and sand; and increasingly, the glass is post-consumer material that has been rejected for recycling by glass manufacturing companies.

“A bottle manufacturer that wants to make clear glass bottles wants clear glass” from recycling programs, says Brett Welch, a senior product manager with Knauf Insulation. “Once everyone else has screened out what they want, we can take the rest; the screening process isn’t as important to us. Our biggest issue is not using more recycled material—it is [that] we can’t get enough of it. We’re constantly undergoing initiatives to let waste-stream operators know.”

Also, over the last 10 years or so, batt and roll manufacturers have reformulated the binders used to hold their fiberglass products together. For decades formaldehyde, a known toxin, was the binder of choice for batts and rolls. Bio-based replacements now do the same job with no off-gassing or other ill effects. Increasingly, manufacturers also are listing insulation ingredients in their labeling as consumers seek to know more about what they’re using in all aspects of their lives.

“The industry has really expanded into more of a sustainability marketplace,” says CertainTeed Insulation product manager Ted Winslow. He adds that transparency, in terms of product ingredients, is a key component of a new sustainability emphasis. “We’re continually shifting in that direction, being clear to our customers what’s going into our product.”

Knauf Insulation’s Welch agrees with this assessment of the increasing importance of labeling transparency to consumers. He notes remodelers may have started seeing new “Red List Free” certification labeling on insulation packaging. This program, developed by the International Living Future Institute, requires third-party certification that products do not contain any ingredients



from their Red List of materials that pollute the environment, accumulate in food chains and harm construction or factory workers.

“Basically, it’s a transparency initiative. These labels show you exactly what we put into the product,” he explains. “It’s something we think consumers are going to become more aware of.”

Options for All Needs

The leading manufacturers in this market generally offer a spectrum of insulation products to meet the varying needs of professional installers and the DIY market. And some companies also

JOHNS MANVILLE’s Spider Plus blown insulation falls somewhere between traditional blown products and spray foam. It can be installed in closed cavities and quickly adheres to itself through a water-based adhesion process.

Circle 5 on inquiry card



ROCKWOOL has a long history in mineral wool-based insulation. Its ComfortBatt products feature an unique combination of volcanic basalt rock and slag sourced as a byproduct from steel production. **Circle 6 on inquiry card**

offer both fiberglass and mineral wool options for even broader appeal. This is the approach Johns Manville takes in its product lineup.

“Wherever fiberglass goes, mineral wool can go,” Babineau says. “Mineral wool can go in those same places, but we tend to see it more in commercial and multifamily applications,” because of its fire performance. The material is manufactured from a combination of volcanic basalt rock and glass, making it fire-resistant.

In terms of fiberglass offerings, Babineau notes the company’s ComfortTherm batts and rolls are more often the choice of DIY-leaning homeowners, while contractors generally choose FSK-25 batts or Kraft-faced batts and rolls. The FSK-25 product incorporates a foil facer that can be left exposed where codes allow. However, the Kraft-faced offerings feature a higher range of R-values—up to R-49, compared to R-30 for FSK-25 products.

Spider Plus is the company’s blow-in option. The fiberglass product isn’t an air sealer, but it does act somewhat like foam in that it sticks to itself in a way that forms its own structure once blown into place. Babineau says it’s suitable for drill-and-fill projects, as its application nozzle can fit into drilled-out holes as small as a mortar joint.

Mineral Wool Leader

Rockwool is fully invested in the mineral wool market. Formerly called Roxul in the United States, the company renamed itself here last year to bring U.S. operations into line with its international branding.

The company has a long history in mineral wool insulation manufacturing, having started up operations in its home country of Denmark in 1937. It currently has three plants in North America—two in Canada and one in Mississippi—with a fourth now under construction in West Virginia. Like its board-based products, its

**“CODES MAY CALL
FOR MINERAL WOOL
SPECIFICALLY TO MEET
FIRE REQUIREMENTS.”**

Dan Giansante, Rockwool

ComfortBatt batts are made with a proprietary mix of basalt rock and slag, which is a byproduct of steel manufacturing.

While that ingredient mix might sound like it would be difficult to work with, Dan Giansante, the company’s North American marketing director, explains it’s actually just the opposite. “The product is easily cut with a serrated knife to fit the batts around pipes, wires and electrical outlets,” he says, adding that its non-combustibility offers an added advantage in fire-prone locations.

“In some cases, Rockwool can help slow down the spread of fires, providing additional time for occupants or firefighters,” Giansante says. “Codes may call for mineral wool specifically to meet fire requirements.”

Adding New Tech to Fiberglass

CertainTeed Insulation focuses on fiberglass technology with its residential insulation offerings, the most sophisticated being its SmartBatt line, introduced in the last five years, according to Winslow. The batts feature an integrated vapor retarder that incorporates the company’s proprietary MoistureSense Technology. This enables the product to respond to environmental conditions to help manage moisture within the wall cavity.

“It’s really been built off our smart-vapor technology in a membrane product,” Winslow says. The adaptive-permeance technology blocks indoor moisture from entering when wall cavity humidity is low and breathes when it senses excess humidity in the cavity [that] needs to be released. “It’s both permeable and impermeable, depending on the moisture conditions in the wall assembly,” he adds.



InsulSafe SP is CertainTeed’s premium entry into the blown-in market for use in both attic and wall-cavity applications. Bruce Hartzell, the company’s blown-insulation product manager, sees the flexibility of blown insulation to fit around existing wall infrastructure as a big advantage in the remodeling market. “A kitchen wall, for example, is full of interruptions, and loose insulation

KNAUF INSULATION EcoBatts are available to fit all standard stud bay widths. The product has been certified to be “Red List Free” by the International Living Future Institute. **Circle 7 on inquiry card**



HAVELOCK INSULATION is manufactured from New Zealand sheep wool. This is a well-tested application “Down Under,” but likely new to most U.S. installers. **Circle 8 on inquiry card**

New Company Not Sheepish About Its Wool Insulation

While fiberglass and mineral wool have been around for decades, a new generation of manufacturers is looking to new materials that might be less manufacturing-intensive. One of these, Havelock Wool, is drawing on what founder and CEO Andrew Legge sees as a more sustainable option. The company’s insulation is made using wool imported from sheep-farming operations in New Zealand. He says wool is used widely across the residential building sector both in that country and Australia.

Legge explains that wool insulation offers multiple advantages for environmentally oriented homeowners. The material has evolved over millennia to be a natural insulator, he notes, and it incorporates a protein called keratin which doesn’t support mold growth. Additionally, he says, wool absorbs a number of airborne toxins, including formaldehyde.

Havelock Wool’s batts and blown-in insulation come at a premium; Legge says they’re priced similarly to closed-cell spray-foam products. However, he adds, wool is very easy to handle, requiring no extra experience for anyone familiar with fiberglass installation.

Sustainability is at the heart of the value proposition Legge puts forward as a wool-insulation advocate. The manufacturing process requires no heat and is centered around 60-year-old wool carding machines, as opposed to large-scale industrial plants. And when asked about the methane produced by the sheep supplying the company’s wool, Legge has a response quickly at hand.

“We’re a byproduct of a different industry—you’re raising those animals to eat them, so we’re very comfortable with the argument that the methane isn’t attributable to the insulation,” he says. “If people stop eating sheep and lamb, we won’t have a business.” **QR**



EcoTouch Pink batts from **OWENS CORNING** have been designed with installers in mind. The batts have been formulated to have a softer touch. **Circle 9 on inquiry card**

can be blown in there really well,” he says. “It’s just a little easier with blown-in.”

Meeting Multiple Needs

Knauf Insulation offers the same fiberglass formulation in both batts and rolls, in its EcoBatt and EcoRoll products. Welch adds that these two formats meet different market needs.

“Batts are precut and sized to fit standard building sizes, and we make a product for every different size that’s required—that product is preferred by professional installers and remodeling contractors,” he says. “Rolls are primarily focused on a DIYer. There’s less square footage in a roll, so it’s easier to handle.”

The company also offers two lines of blown-in fiberglass insulation: Jet Stream Ultra Blowing

Wool and EcoFill Wx. Welch explains that both can be used for attic and wall-cavity applications, but EcoFill Wx might be a better choice for retrofitting insulation into existing wall cavities. “It’s a little bit shorter fiber, so it can make it around obstacles better,” he says. “Looking at them, though, you’d have a hard time telling them apart.”

Additionally, Knauf also has an unique blanket-style offering designed specifically for basement walls. It features a polypropylene, perforated facing that can be left exposed. The product can be attached to furring strips attached to a foundation sill plate and the wall to add insulating value to below-ground spaces. “It’s an easy, cost-effective way for a remodeling contractor to provide an additional service,” Welch says.

“IT’S ALL ABOUT THE FIBER AND HOW IT’S BLOWN THROUGH THE MACHINE.”

Danielle Sendi, Owens Corning

Focus on Installers

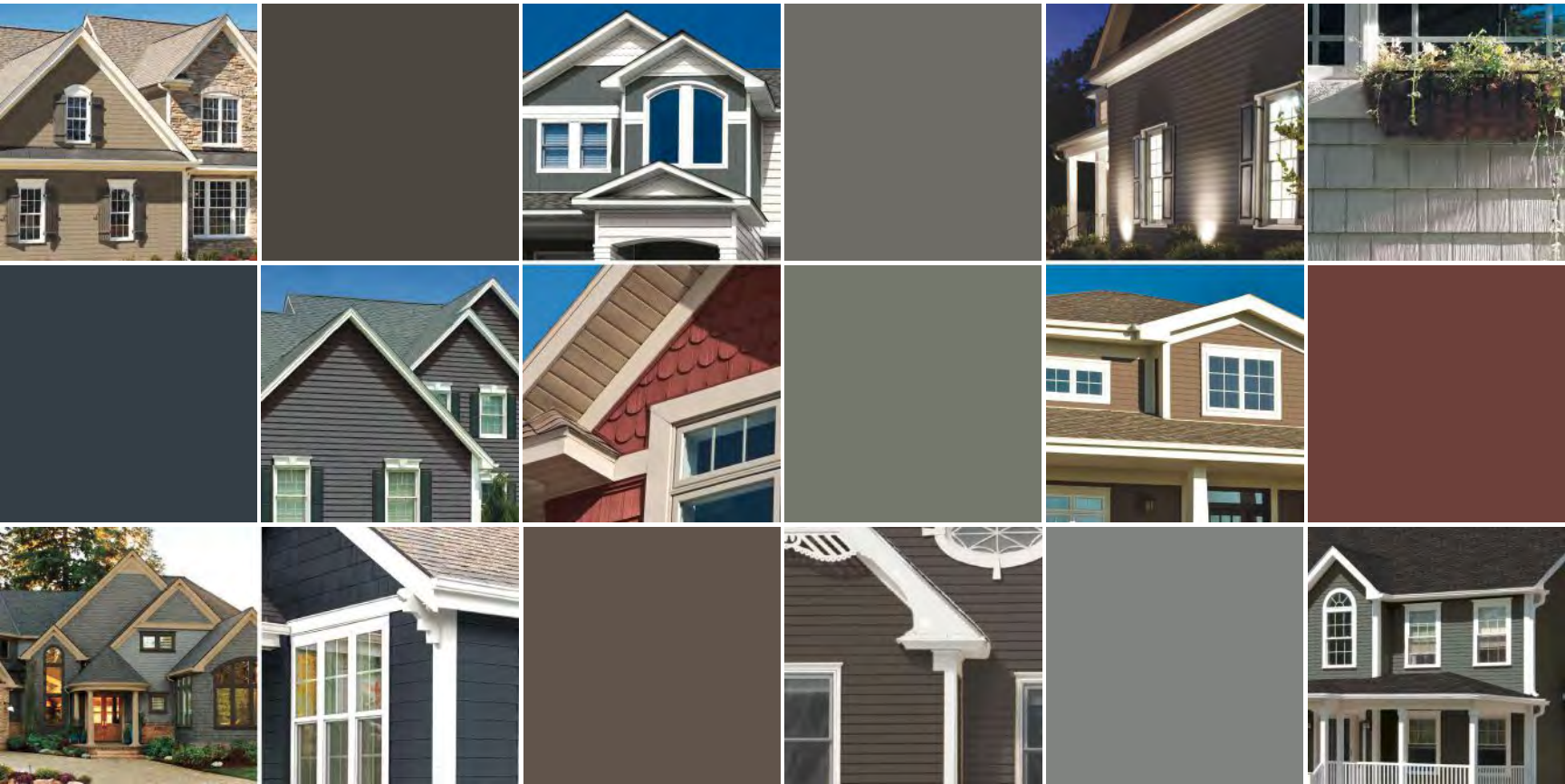
Owens Corning’s Chris Anderson, innovation and commercialization leader, says the company’s EcoTouch Pink fiberglass batts are designed with both sustainability and installation ease in mind. “We have some of the highest levels of recycled material,” he notes. Plus, he says, the company has worked to “understand how to make it easy to install, with a softer touch.”

In the blown-in category, the company offers three different products. ProPink, ProCat and AttiCat that are each engineered for specific applications and blowing machines, according to Danielle Sendi, product manager for loose-fill insulation.

“It’s all about the fiber and how it’s blown through the machine,” she says. “ProPink is designed to be blown through very large machines, and it’s also a little more flexible, depending on how it’s blown. ProCat is actually made with a chemical that allows it to have less dust; it’s a lot easier to handle.”

Similarly, Sendi notes, the AttiCat product is especially designed for attic applications using its own style of blowing machine. The pairing of material and applicator creates air pockets between the fibers in a finished installation. Those pockets help stop heat transmission from interior spaces in winter and from the outside during hot summer months. **QR**

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What's New



Introduction of premium aluminum siding to U.S.

ROYAL BUILDING PRODUCTS brings its Cedar Renditions by Royal Design Series to the U.S. after previously only being available in Canada. The premium aluminum siding comes in a 6-in. profile in three traditional wood-grain colors—Amberwood, Charwood and Cedar Bark—and two premium colors, Timberline and Riverwood. Benefits to the siding line include a drop-in interlocking system for easy installation, seamless overlapping notch to achieve longer length, LEED compliant, and the backing of a 25-year prorated limited warranty. **Circle 10 on inquiry card**



Lightweight beams for ceiling enhancement

Rustic Beams from **ORNAMENTAL MOULDING & MILLWORK** can add architectural style to any room. Made of real wood, the 8-ft.-long hollow beams come with mounting plates and hardware needed for installation; black wrought iron decorative brackets are available as well to create an even more rustic look. Available in Ambrosia Maple and Prefinished Gray—these finishes can also be painted or stained—beams simply need to be measured, cut to size, the mounting plate affixed, and then the beam installs to the plate.

Circle 13 on inquiry card



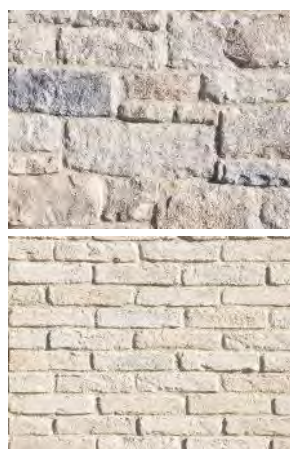
Six cool-roof colors exceed standards

IKO expands its Cambridge Cool Colors shingle line with six new color introductions that have an increased Solar Reflectance Index (SRI) of 20+, exceeding California's Title 24 minimum standard. Three distinct color blends—bringing the company's Cool Color totals to nine color blend options—range from Cool Plus, Cool and Natural Cool. The Cool Plus color selection includes four darker-toned options (shown in the order listed): Dual Brown, Graphite Black, Harvard Slate and Weatherwood. These Cool Color shingles feature the same larger exposure as other Cambridge shingles. **Circle 11 on inquiry card**

Treatment ensures slip-resistant flooring

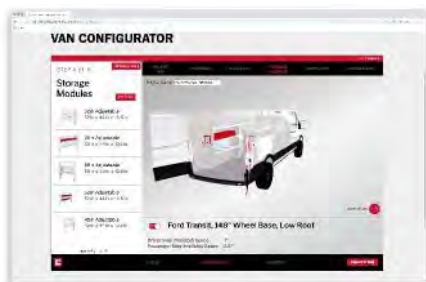
COSENTINO introduces Dekton Grip+ as an advanced treatment that guarantees slip resistance on Dekton ultra-compact flooring, even on the most demanding of indoor and outdoor surfaces. Because the treatment is introduced before the particle sintering process, it is ultimately part of the sintered surface's molecular structure. Treated flooring achieves maximum safety in addition to its resistance to UV rays, scratches, stains and thermal shock. Currently offered on four colorways—Keon, Orix, Soke and Vera—the treatment will be incorporated into additional Dekton colorways throughout the year.

Circle 12 on inquiry card



Two stone veneers balance classic, modern designs

ELDORADO STONE infuses traditional textures with modern sophistication with the introduction of its two latest color palettes: Grand Banks Limestone and Osso RomaBrick. Breathing new life into a tailored stone, the Grand Banks palette (top) incorporates accents of rust and gray-green balanced with notes of cream and silvery blue hues. Its chiseled, textured stone shape is roughhewn into a rectangular ashlar profile. Offering an artistically timeworn appearance that lends texture to any space, the warm blonde undertones of ivory-inspired Osso RomaBrick (bottom) bridge traditional and contemporary styles. **Circle 14 on inquiry card**



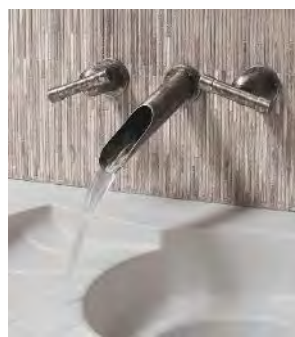
Interactive van customization tool

The **WEATHER GUARD** Custom Van Configurator allows users to visually build-out custom van upfits for Ford Transit and Ford Transit Connect models—with plans to add model configurations to support RAM, Mercedes-Benz, GM and Nissan over the next year. Aiming to simplify the upfit process from concept to installation, the online tool enables the visual and interactive placement of partitions, racks and bins, shelving and ladder racks within a 3D digital model of a cargo van.

Circle 15 on inquiry card

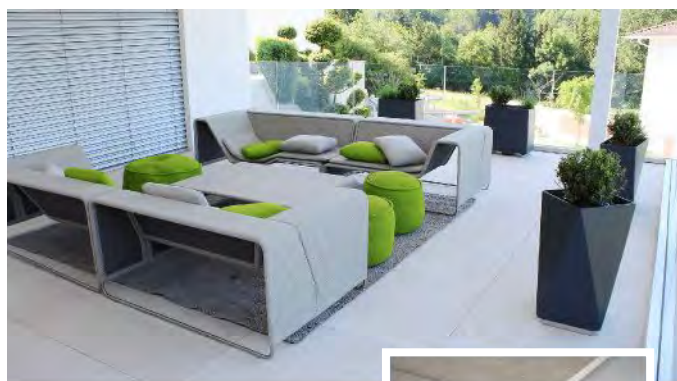
Ergonomic design for cordless reciprocating saw

HILTI's Cordless Reciprocating Saw SR 30-A36 combines the performance of a 15-amp corded reciprocating saw with the size and ergonomics of a much smaller tool. With a 36-volt battery, brushless motor, and durable gearing and electronics, the reciprocating saw delivers a stroke rate of 2,800 strokes per minute. The saw is available as a standalone tool; in a preconfigured kit with two batteries, charger and soft bag; or in a customized kit with a selection of batteries, chargers and accessories. **Circle 16 on inquiry card**



Lavatory faucet collection installs 'wherever'

SONOMA FORGE recalls images of well pumps and unpretentious forms of simpler times with its WhereEver spouts and handles. A widespread version of the WaterBridge Collection, these lavatory faucets offer independent controls that allow the flexibility for deck- or wall-mount installation "wherever" desired. The collection blends lever or cross handles with several spout designs—including an Asian-inspired waterfall spout, more industrial elbow spout, minimalist cap spout or more traditional goose-neck spout—in a selection of finishes. **Circle 17 on inquiry card**



Elevated paver support system

SCHLUTER-SYSTEMS recognizes the challenge exterior tile installations may pose for installers, so it designed its Schluter-TROBA-LEVEL specifically for use with thick porcelain tiles rated for exterior use. The paver support system, or pedestals, supports the tiles above the substrate with no bonding system required, which provides the advantages of simple installation, natural drainage and ventilation. Because tiles are not bonded in place, the system allows quick and easy access to waterproofing, drainage systems or utilities beneath a finished patio. **Circle 18 on inquiry card**



Picture-framing board complements decking

DECKORATORS enters into a new industry category with the introduction of a composite Picture Framing Board that feature Eovations technology. Specifically designed for use as a picture-frame or breaker board that complements the company's decking, it is available in a Dark Slate color and 21-ft. solid profile; matching fascia is offered in 12-ft. lengths and two widths. Both are covered by a 25-year structural, 25-year stain and fade, and 25-year removal and replacement limited warranty that includes water and ground contact.

Circle 19 on inquiry card



Kitchen

Attachments for kitchen faucets add cleaning power

MOEN's two latest kitchen faucets—Venango and Milton—feature pull-down wands with Power Clean spray technology and come with three Power Clean attachments that affix to the nozzle for additional cleaning options. The spray technology cleans 50 percent faster than Moen faucets without it, while the three attachments provide focused spray options for hard-to-clean items. The Venango pull-down kitchen faucet (shown) has a timeless yet fashion-forward design, while the Milton pull-down kitchen faucet achieves a chiseled design with a flat, sleek handle.

Circle 20 on inquiry card



Doors, drawer fronts in five frame profiles

ELIAS WOODWORK expands its Thermofoil product offerings with the launch of its line of 5-piece Rigid Thermofoil (RTF) doors and drawer fronts in five frame profiles and 10 colors spanning wood grains and solid colors. Because of its five-piece miter construction, the line closely resembles real wood doors and drawer fronts with the benefit of being scratch-, fade- and stain-resistant. In addition to a five-year warranty and shorter lead times, nearly any accessory is also available with RTF to match. **Circle 21 on inquiry card**

Flexible wine storage solutions



HÄFELE adds three wine storage options that provide elegant displays and easy access. Each Wine Post (shown) is threaded and can be expanded to store up to three wine bottles at once. Fitting more bottles into a small space, the Wine Peg features O-rings that help cushion and grip wine bottles. Parallel Rods store and display bottles while rods span between two vertical substrates, which allows for flexible design options and accommodates multiple cabinet depth; rods can be added into a pullout for even more flexibility.

Circle 22 on inquiry card

Small-space appliances with full-size features

WHIRLPOOL presents a small-space appliance suite—a selection detailed here—that delivers full-size features and performance. The 24-in. Electric Ceramic Glass Cooktop (top) offers the flexibility of four burners of varying size and power. Fitting eight full-place settings, the 18-in. Dishwasher with Stainless Steel Tub (bottom) features a separate spray arm in each rack. A space-saving, stackable laundry pair, the 4.3-cu-ft. Front Load Washer and 7.4-cu-ft. Electrical Dryer are designed to fit a 33-in. installation depth. Available in Q1 2020, the 24-in. Bottom-Freezer Refrigerator will provide flexible storage to accommodate food and drinks of all shapes and sizes.

Circle 24 on inquiry card



Minimalistic update of kitchen collection



The reinterpretation of +SEGMENTO Y from **POGGENPOHL** is minimalistic and reduced while deliberately focusing on black, white and gray tones and matte surfaces. Extending floor to ceiling, the handleless cabinet elements provide maximum storage space, and appliances are designed into the sides of the tall cabinets so nothing disturbs the definitive design.

Including cabinets, recess, plinths and worktop, the collection utilizes a nanotech material on its fronts that is also repeated on the worktops and back panels, preventing unsightly fingerprints as well as creating a consistent impression.

Circle 23 on inquiry card

Customizable apron-front sink

KOHLER invites the exploration of creativity in the kitchen with its Tailor Customizable Farmhouse Sink, available in three configurations. Created with the familiarity of an apron-front sink design, the sink's front panel can be changed to coordinate with surrounding kitchen materials and design or match a refreshed design. The apron was designed in coordination with countertop fabricators to allow for the insertion of excess countertop material safely and securely or a tile tray that matches the backsplash; six curated front panel designs are also available.

Circle 25 on inquiry card



Adhesives, Caulks, Sealants

Foam sealant allows for smooth drywall

DOW Great Stuff Pro Gasket cures to a flexible, compressible foam sealant that allows for a smooth, even drywall installation and helps create a tightly sealed home. The water-based, one-component foam works on common building materials and is compressible; therefore, it cannot be over-applied. Because of a cured gasket bead's flexibility, heavy drywall can be slid up a wall frame without a gasket tearing or releasing. A specially designed Great Stuff Pro Gasket blue-handled dispensing gun allows for precise application.

Circle 26 on inquiry card



Sealant performs in wide temperature range

TYTAN Professional Fire Block Extreme PRO, introduced by **SELENA USA**, withstands ambient temperature extremes as well as works with a can temperature of -4 F to 100 F. Featuring the company's Smart Foam Technology, which ensures it fills gaps fully without increasing pressure upon expanding, the one-component polyurethane insulating foam sealant is safe for use around windows and doors and ensures one-swipe application. Its tight air- and moisture-seal can increase R-value as well as slow the speed of a growing fire.

Circle 27 on inquiry card



Adhesive accelerates vertical applications

TITEBOND develops its TiteGrab Advanced Polymer Construction Adhesive to accelerate installation time of vertical applications, such as drywall, decorative mouldings, kitchen backsplashes and more. Quickly grabbing and holding materials to eliminate the need for bracing in many situations, the adhesive allows for the repositioning of materials for up to 10 minutes after application, then it cures into a durable and 100 percent waterproof bond. In addition to its drool-free cartridge, a special v-notch applicator tip ensures the correct depth of adhesive.

Circle 29 on inquiry card



Airtight seal for larger gaps, voids

For large gaps around a home, the **DAP** MaxFill Triple Expanding Sealant provides three times the expansion for an airtight seal for gaps greater than 1-in. wide. For indoor or outdoor use—outdoor applications must be painted to avoid foam discoloration—its weather-resistant bond seals out drafts while also blocking insects and other pests. In addition to being paintable, sandable and Class A fire-resistant, the sealant can be reusable within a three-week period.

Circle 28 on inquiry card



User-friendly, flexible caulk

An advanced formula, PWC acrylic caulk from **BOSTIK** is fortified with silicone for long-lasting flexibility and superior adhesion. The caulk ensures a protective barrier against moisture, indoors and out, around most building materials and common household surfaces—including trim, windows, door frames, sinks, shower surrounds, countertops, ceramic tile and more. Once cured to a smooth, satin finish, the caulk becomes mold- and mildew-resistant and is paintable using latex and oil-based paints within hours. Apply using conventional hand or air-powered caulking equipment.

Circle 30 on inquiry card



Upcoming Events

SEPT. 11-15

2019 CRAN Symposium, Scottsdale, Ariz.

AIA Custom Residential
Architects Network
tinyurl.com/2019-aia-cran

SEPT. 15-17

CCN 2019 Fall Conference Grow Your Business Successfully La Jolla, Calif.

Certified Contractors Network
contractors.net/conferences

SEPTEMBER 19

Inspiring Clients: The Very Latest Design, Product and Marketing Trends, Minneapolis

Kitchen & Bath Design News
Seminar Series
KBDNseminars.com

OCT. 1-3

EEBA High Performance Home Summit 2019, Denver

The Energy and Environmental Building
Alliance | summit.eeba.org

OCT. 7-8

Smart Kitchen Summit 2019 Seattle

The Spoon | smarkitchensummit.com

OCT. 22-24

NAHB Fall Leadership Meeting New Orleans

National Association of Home Builders
nahb.org/find/meetings-and-events.aspx

NOV. 5-7

2019 Sales & Marketing Executive Symposium, Louisville, Ky.

Dave Yoho Associates
hi-summit.com

NOV. 6-7

ABX | ArchitectureBoston Expo 2019, Boston

Informa Exhibitions | abexpo.com

NOV. 6-8

Remodeling Show & Deck Expo 2019, Louisville, Ky.

Informa Exhibitions
remodelingdeck.com

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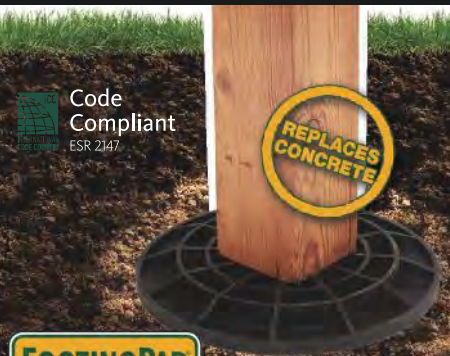
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The following product received the most reader inquiries from the May issue of *Qualified Remodeler*:

INSTALLINGADOOR.COM

EXPR Door Install Kits from InstallingADoor.com offer an innovative method for a professional door installation. The steel bracket system can be used to install any pre-hung door—including interior, exterior, hollow and heavy solid core—without the hassle of shimming, which speeds the installation process. Because the brackets remain in the wall and are covered by the casing, there are no nail holes to patch after a door's installation.

Securing the door frame to both sides of the wall for a strong installation, EXPR Brackets incorporate fine-tuning features, such as quick alignment tabs that help with proper positioning and alignment notches for quick, accurate alignment to a drawn plumb line. The system works on any width door jamb/frame and even if a wall is not plumb.

For more information, visit installingadoor.com or circle 31 on inquiry card.



The following two products tied for the most pageviews in the past month on *QualifiedRemodeler.com*:

BENJAMIN OBDYKE

A weatherization and moisture management solution, Benjamin Obdyke launches the comprehensive, UV-rated Open Joint Cladding System to keep up with the growing open-joint cladding trend. Comprised of three products, the system is covered by a 25-year warranty when used all together.

InvisiWrap UV can be used with siding openings up to 2 inches. Designed for aesthetic appeal as well as water resistance, vapor permeability and durability, the nonwoven housewrap comes in an unprinted matte black. The HydroFlash UV+ self-adhered flashing can be used for penetration flashing and covering furring strips so they are invisible behind open joints. Rounding out the system is Batten UV, which can be used to create a 3/8-inch rainscreen gap for optimum draining and drying.



For more information, visit benjaminobdyke.com or circle 32 on inquiry card.

LP BUILDING SOLUTIONS

Uniting the durability of LP SmartSide with a smooth aesthetic, LP SmartSide Smooth Trim & Siding achieves the appearance of traditional wood with the durability of treated engineered wood. Treatment with the SmartGuard process protects it against weather, fungal decay and termites. Its durability also extends to extreme weather, including moisture, hail, freeze/thaw cycles and up to 200 mph wind gusts.

This smooth finish can help accommodate a wide range of designs. Available in a wide variety of widths, the 16-foot board length can produce faster installation and fewer seams. LP SmartSide Smooth Trim & Siding comes pre-primed to support paint adhesion.

For more information, visit lpsmartside.com or circle 33 on inquiry card.



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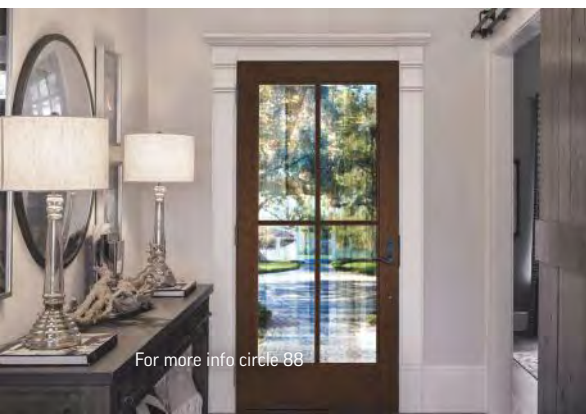
NEW TRADITIONS START HERE

Create entryways tailored to any home style with new updates from Therma-Tru. Featuring a new durable material designed to withstand the elements, our collection of divided lite patterns offers endless color and finishing options. Add a new door surround to extend the style for a polished, cohesive look. From traditional to modern homes, you can deliver a complete door system that's built for style and performance.

Explore our Elevate 2019 new products at thermatru.com/elevate.

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For more info circle 88

