

**T**he 42nd annual listing of the largest 500 remodeling firms in the U.S.—the QR Top 500—is a showcase for the dynamism and energy of the industry.

Of the 500 firms listed, 354 posted year-over-year revenue gains. Of those, 243 put up double-digit percentage gains, while 169 grew by 20 percent or more. Nowhere was growth more evident than within the top 10.

### New Names and a Slight Reshuffling

Perennial insurance-restoration giant, BELFOR Holdings, hung onto the No. 1 spot overall with \$1.67 billion in gross remodeling revenue on 152,000 jobs. Maryland-based giant Power Home Remodeling edged out Window World for the No. 2 position on the list. Power posted \$793.5 million in remodeling revenue against 60,512 windows, roofing and siding jobs via its 21 wholly owned branch locations in the U.S. Window World is the No. 1 national company. “Nationals” are firms with widespread dealer networks. The company posted \$789.5 million on 183,177 primarily window jobs across its 221 independently owned dealers.

LeafFilter Gutter Protection, led by CEO Jeff Beck, traded positions with ResiPro as they locked in the No. 3 and No. 4 positions, respectively. LeafFilter added \$240 million in revenue across its wholly owned locations to post \$581 million on 162,536 jobs. ResiPro, a whole-house renovation, maintenance and property preservation firm that serves institutional owners of single-family homes, including those of its parent company ResiCap, posted revenue of \$379.4 million last year on 6,625 jobs. The No. 5 company, long-time powerhouse, Champion Window, posted installed volume of \$290 million (no manufacturing included) on 23,101 jobs from its 54 retail

## 2020 Top 500 by Segment

SEGMENT	2019 GROSS SALES	2019 REMODELING GROSS SALES	2019 REMODELING JOBS	FORECAST FOR 2020 REMODELING GROSS SALES
<b>FULL-SERVICE</b>	\$2,706,300,209	\$2,397,119,397	120,553	\$2,312,624,850
<b>DESIGN-BUILD</b>	\$812,825,063	\$744,309,877	13,640	\$775,465,078
<b>HOME IMPROVEMENT</b>	\$4,947,623,076	\$4,898,853,199	757,225	\$5,817,504,950
<b>KITCHEN &amp; BATH SPECIALIST</b>	\$421,545,110	\$397,608,852	33,814	\$431,688,469
<b>INSURANCE RESTORATION</b>	\$2,547,879,670	\$2,208,720,874	195,435	\$2,187,126,084
<b>TOTALS</b>	<b>\$11,436,173,129</b>	<b>\$10,646,612,199</b>	<b>1,120,667</b>	<b>\$11,524,409,430</b>

Source: Qualified Remodeler Top 500, August 2020

Note: Seven “National” companies are not counted in these totals.

offices. Champion is up one spot from 2019.

Fort Lauderdale-based home improvement firm FHIA Holdings LLC, grew to \$278 million to capture the No. 6 position on the list, up from \$140 million the year prior. Its growth came primarily through the acquisition of Dallas-based Statewide Remodeling in 2019. In early 2020, FHIA also acquired Madison, Wisconsin-based Mad City Windows and Baths. That acquisition was not completed in time to be counted for this year’s ranking.

Perhaps the newest name in the top 10 is West Shore Home. It used a combination of new greenfield locations, key acquisitions and organic growth to claim the No. 7 spot. Company owner BJ Werzyn has overseen hyperbolic growth, posting \$220 million in remodeling revenue on 23,206 window and bath projects last year. Werzyn, who says he is aiming to build the first national remodeling brand wholly owned by one entity, is projecting \$366 million in sales for 2020. How is West Shore tracking for the year after, 2021? A jaw-dropping \$700 million, Werzyn says.

The No. 2 national remodeler is Re-Bath LLC. This year, the franchise organization

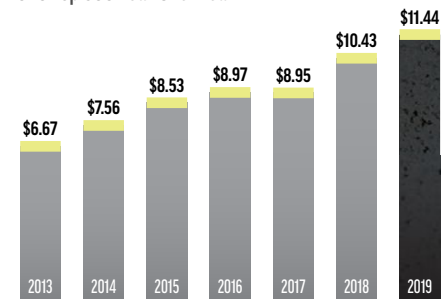
posted \$220.2 million in revenue on 20,043 jobs across 97 independent locations. That is up from \$205 million a year earlier. Ranked No. 8 is another new name, basement specialty firm Groundworks, based in Virginia Beach, Virginia, with \$174.5 million in revenue on 21,389 jobs. At No. 9 is Window Nation, which posted revenues of \$162.5 million, up \$36 million from a year earlier. For all of its gargantuan growth efforts, it fell two spots, down from No. 7 in 2019.

The No. 10 ranked company on the 2020 Top 500 operates in the full-service contracting segment of the remodeling industry—remodeling apartments, condos and co-ops for an elite clientele in New York City. Josh Weiner’s powerhouse firm, SilverLining Inc., posted \$143.6 million in residential remodeling revenue on 45 jobs in 2019.

The top 10 firms (plus two nationals) were up more than \$500 million in sales and up 85,000 jobs versus the year prior. By comparison, total revenue for the remaining 490 firms matches the top 10. It shows that remodeling remains largely a small, local enterprise, but the big are getting bigger. QR

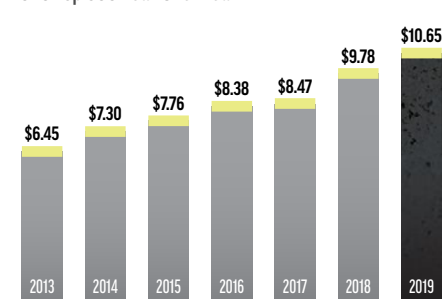
### Gross Revenue (\$ billions)

2020 Top 500 Year-Over-Year



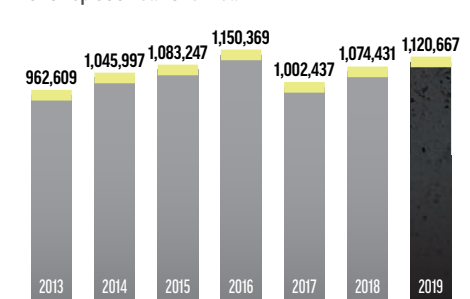
### Remodeling Revenue (\$ billions)

2020 Top 500 Year-Over-Year



### Remodeling Jobs

2020 Top 500 Year-Over-Year



Source: Qualified Remodeler Top 500, August 2020 | Note: The seven “National” companies are not included in the year-over-year graphs above.

# TOP 500

## 2020 Annual List

The 500 largest remodelers in the nation ranked by revenue

RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2019 REMODELING REVENUE & JOBS	2019 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2020	TOP OPPORTUNITY IN 2020
1	<b>BELFOR HOLDINGS INC.</b> – Birmingham, Mich. Sheldon Yellen, CEO – belforusa.com	1948	<b>\$1,671,318,000</b> 152,000	\$1,812,208,000 Insurance restoration	6,927	39	NARI, NAHB, BBB, AIA	Finding and hiring qualified employees	Add a new high-demand product or service
2	<b>POWER HOME REMODELING</b> – Chester, Pa. Asher Raphael, Co-CEO – powerhrg.com	1992 89%	<b>\$793,493,969</b> 60,512	\$793,493,969 Full-service remodeler	2,593	23	BBB	Finding and hiring qualified employees	Better marketing overall
<b>N</b> 1	<b>WINDOW WORLD, INC.</b> – North Wilkesboro, N.C. Tammy Whitworth, CEO/Chairman of the Board – windowworld.com	1991	<b>\$789,527,373</b> 183,177	\$789,527,373 Improvement/replacement	0	0	BBB	Finding and hiring qualified trade contractors	Higher demand for bigger projects over \$5,000 each
3	<b>LEAFFILTER GUTTER PROTECTION</b> – Hudson, Ohio Jeff Beck, President/CEO – leaffilter.com	2005	<b>\$581,971,546</b> 162,536	\$581,971,546 Improvement/replacement	1,450	–	NARI, BBB	Keeping up with increased demand	Add a new or enlarged service area
4	<b>RESIPRO</b> – Atlanta, Ga. George A. Capps, Co-CEO – resipro.com	2010	<b>\$379,402,124</b> 6,625	\$498,522,219 Full-service remodeler	824	–	–	Finding and hiring qualified trade contractors	More repeat business
5	<b>CHAMPION WINDOW MFG. &amp; SUPPLY CO., LLC</b> – Cincinnati, Ohio Todd Dickson, CEO – getchampion.com	1953	<b>\$290,015,818</b> 23,101	\$290,015,818 Improvement/replacement	1,142	18	BBB	Generating leads for new business	Overall higher volume of leads for new business
6	<b>FHIA HOLDINGS, LLC (STATEWIDE REMODELING &amp; FHIA)</b> Fort Lauderdale, Fla. – Mel Feinberg, CEO – fhia remodeling.com	2006	<b>\$278,000,000</b> 18,500	\$278,000,000 Improvement/replacement	2,500	25	NAHB, BBB	Keeping up with increased demand	Better Internet marketing
7	<b>WEST SHORE HOME</b> – Mechanicsburg, Pa. B.J. Wierzyn, CEO – westshorehome.com	2007 95%	<b>\$222,580,163</b> 23,206	\$222,580,163 Improvement/replacement	600	24	BBB	Keeping up with increased demand	Add a new or enlarged service area
<b>N</b> 2	<b>RE-BATH, LLC</b> – Phoenix, Ariz. Brad Hillier, CEO – rebath.com	1978	<b>\$220,212,742</b> 20,034	\$220,212,742 Kitchen & bath	136	30	NARI, NAHB, NKBA, BBB	Economic weakness in your service area(s)	Overall higher volume of leads for new business
8	<b>GROUNDWORKS</b> – Virginia Beach, Va. Matt Malone, CEO/Founder – groundworkscompanies.com	2016	<b>\$174,562,027</b> 21,389	\$174,562,027 Improvement/replacement	1,565	19	BBB, CCN, Bus. Networks	COVID	Add a new or enlarged service area
9	<b>WINDOW NATION</b> – Fulton, Md. Harley Magden, CEO/Co-Founder – windownation.com	2006	<b>\$162,260,451</b> 17,708	\$162,260,451 Improvement/replacement	411	48	NARI, BBB	Finding and hiring qualified employees	Better Internet marketing
10	<b>SILVERLINING, INC.</b> – New York, N.Y. Josh Wiener, President – silverlininginc.com	1987	<b>\$143,632,935</b> 45	\$151,006,434 Full-service remodeler	232	–	NAHB, NKBA, BBB, AIA, Bus. Networks	Economic weakness in your service area(s)	Better marketing overall
11	<b>ATI</b> – Anaheim, Calif. Gary Moore, CEO – atirestoration.com	1989	<b>\$139,734,452</b> 11,426	\$308,499,132 Insurance restoration	1,132	9	BBB, NRCA, Bus. Networks	Generating leads for new business	Higher demand for bigger projects over \$5,000 each
12	<b>UNIVERSAL WINDOWS DIRECT</b> – Bedford Heights, Ohio William Barr, CEO – universalwindowsdirect.com	2002	<b>\$134,375,991</b> 16,053	\$134,375,991 Improvement/replacement	455	–	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Add a new high-demand product or service
13	<b>WINDOWS USA, LLC</b> – Royal, Ark. Michael Allbritton, President – windowsusa.com	2011 98%	<b>\$112,551,111</b> 8,534	\$112,551,111 Improvement/replacement	465	–	BBB	Finding and hiring qualified employee's	–
14	<b>DREAMSTYLE REMODELING</b> – Albuquerque, N.M. Larry Chavez, President – dreamstyleremodeling.com	1989	<b>\$103,275,800</b> 6,912	\$103,275,800 Full-service remodeler	600	–	NARI, NAHB, NKBA, BBB	Keeping up with increased demand	Better sales strategy and management
15	<b>NEWSOUTH WINDOW SOLUTIONS, LLC</b> – Tampa, Fla. Earl Rahn Daniel Ochtein, President/Co-Founder – newsouthwindow.com	2010 87%	<b>\$97,264,745</b> 5,077	\$97,264,745 Improvement/replacement	404	32	NARI, BBB, Bus. Networks	Finding and hiring qualified employees	Add a new or enlarged service area
16	<b>1-800 HANSONS</b> – Troy, Mich. Joseph Crocenzi, CFO – hansonson.com	1988	<b>\$95,166,292</b> 9,425	\$95,166,292 Improvement/replacement	0	26	NARI, NAHB, BBB	Scaling back operations due to lower demand	Increased throughput without adding more overhead

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17	<b>SYSTEM PAVERS</b> – Santa Ana, Calif. Larry Green, CEO – systempavers.com	1992 89%	<b>\$94,518,545</b> 3,222	\$94,578,545 Improvement/replacement	360	–	NARI, BBB, NRCA	Keeping up with increased demand	Increased throughput without adding more overhead
18	<b>GREAT DAY IMPROVEMENTS, LLC dba PATIO ENCLOSURES, STANEK WINDOWS &amp; HARTSHORN CUSTOM CONTRACTING</b> Macedonia, Ohio – Michael Hoy, President/CEO – patioenclosures.com	2010	<b>\$92,838,088</b> 4,935	\$92,838,088 Improvement/replacement	478	–	NARI	Finding and hiring qualified employees	Add a new or enlarged service area
19	<b>DABELLA</b> – Hillsboro, Ore. Donnie McMillan, Jr., CEO – dabella.us	2011 96%	<b>\$86,515,839</b> 9,062	\$86,515,839 Improvement/replacement	450	25	BBB	Finding and hiring qualified employees	Add a new or enlarged service area
20	<b>THOMPSON CREEK WINDOW COMPANY</b> – Lanham, Md. Rick Wuest, President/CEO – thompsoncreek.com	1980 89%	<b>\$81,575,065</b> 9,613	\$81,575,065 Improvement/replacement	304	22	NARI, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
21	<b>HOMEFIX CUSTOM REMODELING</b> – Baltimore, Md. Adam Champaine, CEO – homefixcustomremodeling.com	1990	<b>\$80,903,700</b> 7,031	\$80,903,700 Improvement/replacement	470	35	BBB	Reduced profitability due to operational inefficiencies	Better sales strategy and management
22	<b>RF INSTALLATIONS, LLC</b> – Grand Prairie, Texas James Norman, Vice President/COO – rfinstallations.com	2006	<b>\$73,305,260</b> 187,559	\$73,305,260 Improvement/replacement	102	0	NARI, NAHB, NKBA, BBB	Generating leads for new business	Overall higher volume of leads for new business
23	<b>MAD CITY WINDOWS &amp; BATHS</b> – Madison, Wis. Nathan Richmond, President – madcitywindows.com	1998 86%	<b>\$69,188,687</b> 5,528	\$69,188,687 Improvement/replacement	250	–	NARI, BBB	Finding and hiring qualified trade contractors	Add a new or enlarged service area
24	<b>CASTLE, THE WINDOW PEOPLE</b> – Mount Laurel, N.J. Chris Cardillo and Nick Cardillo, Owners – castlewindows.com	1977 93%	<b>\$67,154,155</b> 9,148	\$67,154,155 Improvement/replacement	491	25	BBB	Finding and hiring qualified trade contractors	Better marketing overall
25	<b>FLORIDA WINDOW AND DOOR</b> – Lake Worth, Fla. Scott Berman, President – floridawindowanddoor.com	2010	<b>\$61,235,000</b> 3,061	\$61,235,000 Improvement/replacement	202	35	–	Keeping up with increased demand	Better sales strategy and management
<b>N</b> 3	<b>ABC, INC. DBA/ABC SEAMLESS</b> – Fargo, N.D. Gerald W. Beyers, President – abcseamless.com	1978	<b>\$60,342,871</b> 8,755	\$60,342,871 Improvement/replacement	0	–	NARI, NAHB, BBB	COVID-19	Higher prices and net margins
<b>N</b> 4	<b>WINDOW DEPOT USA</b> – Austintown, Ohio Edward Kalaher, President – windowdepotusa.com	2001	<b>\$59,531,596</b> 13,252	\$59,531,596 Improvement/replacement	174	40	NAHB, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Add a new or enlarged service area
26	<b>HOME PERFORMANCE ALLIANCE</b> – St. Petersburg, Fla. Gary Delia, CEO – hpwindows.com	2011	<b>\$57,187,315</b> 2,210	\$57,187,315 Improvement/replacement	147	–	Other	Finding and hiring qualified employees	Overall higher volume of leads for new business
27	<b>REBORN CABINETS</b> – Anaheim, Calif. Anthony Nardo, CFO – reborncabinets.com	1983 80%	<b>\$55,110,758</b> 3,775	\$55,110,758 Kitchen & bath	360	50	NKBA, BBB, Bus. Networks	Finding and hiring qualified employees	Better sales strategy and management
28	<b>TUNDRALAND HOME IMPROVEMENTS</b> – Kaukauna, Wis. Brian Gottlieb, CEO – tundraland.com	2009 89%	<b>\$54,051,012</b> 4,289	\$54,051,012 Improvement/replacement	245	20	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Add a new or enlarged service area
29	<b>AMERICAN VISION WINDOWS, INC.</b> – Simi Valley, Calif. William Herren, CEO – americanvisionwindows.com	2000	<b>\$48,156,407</b> 5,665	\$48,156,407 Improvement/replacement	248	40	NARI, BBB, AIA, Bus. Networks	COVID-19	Better referral business
30	<b>US BATH SYSTEMS</b> – Eden Prairie, Minn. Brent Jarvis, President – usbathsystems.com	2010	<b>\$47,533,830</b> 2,834	\$47,533,830 Kitchen & bath	150	20	BBB	Keeping up with increased demand	Overall higher volume of leads for new business
31	<b>REPIPE SPECIALISTS</b> – Burbank, Calif. Jeff Butler, President – repipespecialists.com	1991	<b>\$46,182,904</b> 5,926	\$46,182,904 Improvement/replacement	26	20	BBB	Keeping up with increased demand	Add a new or enlarged service area
<b>N</b> 5	<b>MIRACLE METHOD SURFACE REFINISHING</b> – Colorado Springs, Colo. Chuck Pistor, President/CEO – miraclemethod.com	1977	<b>\$44,762,678</b> 29,842	\$74,604,464 Kitchen & bath	450	20	BBB	Keeping up with increased demand	Add a new or enlarged service area
32	<b>TREEIUM INC.</b> – Valley Village, Calif. Moty Ginsburg, CEO – treeium.com	1991	<b>\$44,652,638</b> 891	\$44,652,638 Full-service remodeler	45	30	NARI, BBB, USGBC	Increased competition	Higher demand for bigger projects over \$5,000 each
33	<b>GUTTER HELMET BY HARRY HELMET</b> – Millersville, Md. Del Thebaud, President/CEO – harryhelmet.com	1981 80%	<b>\$43,481,979</b> 9,662	\$43,481,979 Improvement/replacement	180	25	NARI, NAHB, BBB	Increased competition	Add a new or enlarged service area
34	<b>WOODBIDGE HOME EXTERIORS</b> – Dallas, Texas Mitchell Spector, President – woodbridgeclassic.com	1989 91%	<b>\$42,517,115</b> 2,615	\$42,517,115 Improvement/replacement	108	19	NARI, NAHB, BBB	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
35	<b>COMFORT WINDOW CO INC. (COMFORT WINDOWS &amp; DOORS)</b> Syracuse, N.Y. – Alfred "Fritz" Gentile, Corp. Director – comfortwindows.com	1979	<b>\$42,060,962</b> 7,158	\$42,061,612 Improvement/replacement	365	35	NAHB, BBB	Finding and hiring qualified employees	Add a new or enlarged service area
36	<b>K-DESIGNERS</b> – Rancho Cordova, Calif. Larry Judson, CEO – k-designers.com	1978	<b>\$37,619,249</b> 2,869	\$37,619,249 Improvement/replacement	221	19.8	BBB, CCN	Finding and hiring qualified trade contractors	Better Internet marketing
37	<b>KELLY ROOFING</b> – Bonita Springs, Fla. Ken Kelly, President – kellyroofing.com	1972	<b>\$37,582,010</b> 1,782	\$37,582,010 Improvement/replacement	175	38	BBB, NRCA	Scaling back operations due to lower demand	–
<b>N</b> 6	<b>DREAMMAKER BATH &amp; KITCHEN</b> – Waco, Texas Doug Dwyer, President/CSO – dreammaker-remodel.com	1999	<b>\$36,146,262</b> 1,200	\$36,146,262 Kitchen & bath	18	–	NARI, NAHB, NKBA	Generating leads for new business	–
38	<b>BROTHERS SERVICES COMPANY</b> – Hampstead, Md. John Martindale, CEO – brotherservices.com	1985 93%	<b>\$35,742,509</b> 2,865	\$37,701,692 Full-service remodeler	180	20	NARI, NAHB, NKBA, BBB, NRCA, CCN	Economic weakness in your service area(s)	Higher demand for bigger projects over \$5,000 each
39	<b>CASE DESIGN/REMODELING, INC.</b> – Bethesda, Md. Bruce Case, President/CEO – casedesign.com	1961 90%	<b>\$35,072,841</b> 1,585	\$35,072,841 Full-service remodeler	172	15.15	NARI, NAHB, NKBA, BBB, AIA	Economic weakness in your service area(s)	Add a new or enlarged service area
40	<b>BOWA</b> – McLean, Va. David Flyer, CEO – bowa.com	1988	<b>\$33,888,000</b> 50	\$33,888,000 Full-service remodeler	74	27	NARI, NAHB, NKBA, AIA, USGBC	Homeowners taking longer during the selling process	–
41	<b>GREATER DAYTON CONSTRUCTION</b> – Beavercreek, Ohio Greg Thompson, President – gdcg.com	1987	<b>\$33,265,452</b> 962	\$52,890,330 Full-service remodeler	87	35	NARI, NAHB, BBB, Bus. Networks	COVID-19	Better recruiting and hiring
42	<b>ALURE HOME IMPROVEMENTS</b> – Commack, N.Y. Sal Ferro, President/CEO – alure.com	1946	<b>\$33,025,567</b> 1,070	\$33,025,567 Full-service remodeler	91	20	NARI, NAHB, NKBA, BBB, AIA, NRCA	Generating leads for new business	Increased throughput without adding more overhead
43	<b>NORMANDY REMODELING</b> – Hinsdale, Ill. Andrew Wells, President/Owner – normandyremodeling.com	1979 96%	<b>\$32,759,428</b> 227	\$32,759,428 Design/build remodeler	70	20	NKBA, Rem. Adv.	Generating leads for new business	Better referral business
44	<b>WEATHER TITE WINDOWS</b> – Tampa, Fla. Michael Hollander, President – weathertitewindows.com	2006	<b>\$32,482,000</b> 5,020	\$32,482,000 Improvement/replacement	35	35	BBB	Keeping up with increased demand	Overall higher volume of leads for new business

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45	<b>SOUTHEAST RESTORATION</b> – Canton, Ga. Ben Looper, CEO – southeastrestoration.com	1999	\$32,423,100 3,761	\$36,121,060 Insurance restoration	157	35	BBB	Generating leads for new business	Higher prices and net margins
46	<b>WEATHERGUARD ROOFING</b> – Charlotte, N.C. Scott Rittershofer, Owner – weatherguardrestoration.com	2010	\$32,252,787 2,423	\$32,252,787 Insurance restoration	224	25	BBB, NRCA	Keeping up with increased demand	Add a new or enlarged service area
47	<b>MATRIX BASEMENT AND BATH SYSTEMS</b> – Arlington Heights, Ill. Nick Richmond, President – mymatrixbasement.com	2009 86%	\$32,251,427 1,322	\$32,251,427 Improvement/replacement	88	25	BBB, Bus. Networks	Finding and hiring qualified employees	Higher prices and net margins
<b>N</b> 7	<b>HANDYMAN CONNECTION</b> – Cincinnati, Ohio Jeff Wall, CEO – handymanconnection.com	1993	\$32,229,879 42,045	\$32,229,879 Improvement/replacement	9	8	BBB	Economic weakness in your service area(s)	Higher demand from small projects under \$5,000 each
48	<b>GARDNER/FOX ASSOCIATES, INC.</b> – Bryn Mawr, Pa. Mark Fox, Principal – gardnerfox.com	1987	\$31,438,351 235	\$43,923,463 Design/build remodeler	46	40	NARI	COVID-19	More repeat business
49	<b>LINDUS CONSTRUCTION</b> – Baldwin, Wis. Andy Lindus, COO – lindusconstruction.com	1979	\$30,605,946 3,591	\$30,605,946 Improvement/replacement	130	22	NARI, NAHB, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
50	<b>RUSK RENOVATIONS, INC.</b> – New York, N.Y. John Rusk, President – ruskind.com	1986	\$29,989,643 5	\$29,989,643 Full-service remodeler	50	6	BBB, AIA	COVID-19	Better sales strategy and management
51	<b>THE AIROOM COMPANIES</b> – Lincolnwood, Ill. Michael Klein, CEO – airoom.com	1958 83%	\$29,200,000 211	\$29,200,000 Design/build remodeler	80	25	NARI, NAHB, NKBA, BBB, AIA, CNN	Economic weakness in your service area(s)	Increased throughput without adding more overhead
52	<b>MIDTOWN HOME IMPROVEMENTS</b> – Wentzville, Mo. Patrick Melson, President – midtownhomeimprovements.com	1990	\$28,851,564 2,116	\$28,851,564 Full-service remodeler	140	–	NARI, BBB	Keeping up with increased demand	Better recruiting and hiring
53	<b>NEIL KELLY COMPANY</b> – Portland, Ore. Tom Kelly, President – neilkelly.com	1947 87%	\$28,253,700 2,040	\$29,138,967 Design/build remodeler	165	10	NARI, NAHB, NKBA, BBB, Bus. Networks	Economic weakness in your service area(s)	–
54	<b>P.J. FITZPATRICK, INC.</b> – New Castle, Del. Rick Stover, President – trustpj.com	1980 94%	\$27,592,913 2,619	\$27,592,913 Improvement/replacement	110	–	NARI, BBB, NRCA	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
55	<b>KITCHEN MAGIC</b> – Nazareth, Pa. Brett Bacho, President – kitchenmagic.com	1979	\$27,389,853 1,625	\$27,389,853 Kitchen & bath	186	30	NARI, NKBA, BBB	Generating leads for new business	Add a new high-demand product or service
56	<b>LEI HOME ENHANCEMENTS</b> – Cincinnati, Ohio Marc Longworth, President – leihomeenhancements.com	2009 85%	\$25,966,527 2,347	\$25,966,527 Improvement/replacement	25	30	BBB	Generating leads for new business	Better referral business
57	<b>REMODEL USA INC</b> – Capitol Heights, Md. Jean-Marie Cherubim, President – remodelusa.com	1999	\$25,549,935 799	\$41,246,585 Kitchen & bath	118	26	BBB	Keeping up with increased demand	Higher demand for bigger projects over \$5,000 each
58	<b>PARAMOUNT BUILDERS, INC.</b> – Virginia Beach, Va. Edward Augustine, CEO – paramountbuilders.com	1991	\$24,951,111 1,719	\$25,282,628 Improvement/replacement	340	22	NARI, BBB, NRCA, Bus. Networks	Finding and hiring qualified employees	Add a new or enlarged service area
59	<b>MORGAN EXTERIORS, INC.</b> – Lutz, Fla. Kirk Morgan, President/Treasurer – morganexteriorsinc.com	1995 85%	\$24,462,199 2,684	\$35,354,208 Improvement/replacement	132	0.16	NARI, BBB	Finding and hiring qualified employees	Increased throughput without adding more overhead
60	<b>S &amp; K ROOFING, SIDING AND WINDOWS, INC.</b> – Eldersburg, Md. Donald Katzenberger, President – skroofing.com	1980	\$24,242,025 3,489	\$24,393,314 Improvement/replacement	34	24	BBB, NRCA, Rem. Adv.	Generating leads for new business	Better sales strategy and management
61	<b>NU LOOK HOME DESIGN, INC.</b> – Columbia, Md. Patrick Fingles, CEO; Tom Bury, President – nulookhomedesign.com	2003 86%	\$23,927,668 1,985	\$23,927,668 Improvement/replacement	90	–	BBB	Generating leads for new business	Overall higher volume of leads for new business
62	<b>ALLEN CONSTRUCTION</b> – Santa Barbara, Calif. Aaron Pick, CEO – buildallen.com	1983 100%	\$23,608,081 143	\$35,378,990 Full-service remodeler	112	10	NARI, BBB, AIA, USGBC	Economic weakness in your service area(s)	Better recruiting and hiring
63	<b>PARADISE EXTERIORS LLC</b> – Boynton Beach, Fla. Dan Beckner, President/CEO – paradiseexteriors.com	2007	\$23,568,853 1,301	\$23,568,853 Improvement/replacement	80	40	BBB	Generating leads for new business	Add a new or enlarged service area
64	<b>NORTHWEST EXTERIORS, INC.</b> – Rancho Cordova, Calif. Thomas Orr, CEO – trustnorthwest.com	1995	\$23,512,553 2,150	\$23,512,553 Improvement/replacement	160	30	NARI, BBB	Generating leads for new business	Better marketing overall
65	<b>J.C. RESTORATION, INC.</b> – Rolling Meadows, Ill. Warner Cruz, President – jcr24.com	1982	\$22,949,443 1,815	\$22,949,443 Insurance restoration	103	7	BBB, Bus. Networks	Keeping up with increased demand	Better recruiting and hiring
66	<b>A&amp;I FIRE AND WATER RESTORATION</b> – Myrtle Beach, S.C. Daniel Isaac, Jr., President – ai-restoration.com	1974 100%	\$22,207,141 1,595	\$26,261,567 Insurance restoration	62	7.7	–	Economic weakness in your service area(s)	–
67	<b>YOUR HOME IMPROVEMENT COMPANY LLC</b> – St Cloud, Minn. Steven Little, President – yourhomeimprovementco.com	2005	\$21,935,026 1,855	\$21,935,026 Full-service remodeler	90	29.2	NARI, NAHB, BBB	Reduced profitability due to operational inefficiencies	Higher prices and net margins
68	<b>KURTIS KITCHEN &amp; BATH</b> – Livonia, Mich. Howard Kuretzky, President – kurtiskitchen.com	1969	\$21,821,000 475	\$21,821,000 Kitchen & bath	67	55	NARI, NAHB, NKBA, BBB	Economic weakness in your service area(s)	Add a new high-demand product or service
69	<b>SUPER RESTORATION</b> – Doral, Fla. Rene Vargas, CEO – superrestoration.com	1986	\$21,709,464 5,073	\$21,709,464 Insurance restoration	68	9	BBB	Generating leads for new business	Better sales strategy and management
70	<b>LEGACY SERVICE USA LLC</b> – Southampton, Pa. Tomas Kalkys, President – legacyusa.com	2005 80%	\$21,232,100 1,014	\$33,049,000 Improvement/replacement	53	20	NARI, BBB, NRCA	Finding and hiring qualified employees	Overall higher volume of leads for new business
71	<b>AMERICAN HOME DESIGN, INC.</b> – Goodlettsville, Tenn. Don Bruce, CEO – americanhomedesign.com	1978 94%	\$20,844,303 2,264	\$20,844,303 Improvement/replacement	140	25.3	BBB	COVID-19	Better recruiting and hiring
72	<b>MLM HOME IMPROVEMENT</b> – Rockville, Md. John McCambridge, CEO – mlmhi.com	2007 93%	\$20,557,835 1,522	\$20,557,835 Improvement/replacement	70	25	BBB	Generating leads for new business	Better Internet marketing
73	<b>PINNACLE HOME IMPROVEMENTS</b> – Alpharetta, Ga. James Marino, President – pinnaclehomeimprovements.com	2008	\$20,317,540 907	\$20,317,540 Improvement/replacement	65	22	BBB, Bus. Networks	Finding and hiring qualified employees	Higher demand for bigger projects over \$5,000 each
74	<b>MULLIKIN GROUP LLC</b> – Duncan, S.C. Louie Mullikin, Owner – bathfitter.com	2003	\$20,107,021 3,272	\$20,107,021 Kitchen & bath	95	23	BBB	Finding and hiring qualified employees	Higher demand for bigger projects over \$5,000 each
75	<b>PRINCE WILLIAM HOME IMPROVEMENT</b> – Woodbridge, Va. Scott Holtzauer, President – pwhomeimprovement.com	1986 93%	\$19,730,273 990	\$19,730,273 Improvement/replacement	97	27	BBB	COVID-19	Better Internet marketing
76	<b>LIFETIME WINDOWS &amp; SIDING, INC.</b> – Denver, Colo. Peter Svedin, CEO – lifetimewindowscolorado.com	2009 97%	\$19,333,169 966	\$19,333,169 Improvement/replacement	38	29	NAHB, BBB, Bus. Networks	–	Better recruiting and hiring

RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED & QUALITY RATING	2019 REMODELING REVENUE & JOBS	2019 GROSS REVENUE & REMODELING SEGMENT FOCUS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2020	TOP OPPORTUNITY IN 2020
77	<b>ALLIED REMODELING OF CENTRAL MARYLAND</b> – Towson, Md. Dean DEugenio, President – alliedremodeling.com	1996	<b>\$19,191,254</b> 2,531	\$19,191,254 Improvement/replacement	22	22	BBB	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
78	<b>GIERTSEN COMPANY</b> – Golden Valley, Minn. Kevin Giertsen, President – giertsenco.com	1918	<b>\$19,143,839</b> 1,200	\$19,143,839 Insurance restoration	89	28	BBB	Economic weakness in your service area(s)	Better recruiting and hiring
79	<b>AMERICAN DESIGN AND BUILD, LTD.</b> – Bel Air, Md. Joe Tunney, President/CEO – adbuild.com	1993 97%	<b>\$18,944,584</b> 604	\$18,944,584 Improvement/replacement	118	–	BBB	COVID-19	–
80	<b>REPAIRS UNLIMITED</b> – Kansas City, Kan. Todd Wertz, President – rui-kc.com	1987	<b>\$18,813,219</b> 475	\$18,813,219 Insurance restoration	38	65	BBB	Finding and hiring qualified trade contractors	Better referral business
81	<b>F &amp; S BUILDING INNOVATIONS, INC.</b> – Roanoke, Va. Gary Feazell, Owner/CEO – fsfourseasons.com	1965	<b>\$18,509,829</b> 568	\$23,186,377 Full-service remodeler	64	12	NARI, NAHB, NKBA, BBB, USGBC	Economic weakness in your service area(s)	Increased throughput without adding more overhead
82	<b>GILKEY WINDOW COMPANY</b> – Cincinnati, Ohio Mike Gilkey, President – gilkey.com	1988 100%	<b>\$18,466,854</b> 1,893	\$18,466,854 Improvement/replacement	102	34	NARI, BBB	Finding and hiring qualified employees	Better Internet marketing
83	<b>MARROKAL DESIGN &amp; REMODELING</b> – San Diego, Calif. Gary Marrokal, Founder/Co-Owner – marrokal.com	1981 78%	<b>\$18,456,998</b> 43	\$18,456,998 Design/build remodeler	35	2	NARI, NKBA, BBB	Finding and hiring qualified trade contractors	Higher prices and net margins
84	<b>THE WINDOW DEPOT</b> – Palm Harbor, Fla. Giacomo DiBerardino, President – thewindowdepotllc.com	2009	<b>\$18,309,613</b> 1,618	\$18,309,613 Improvement/replacement	37	40	NARI	Finding and hiring qualified employees	Higher prices and net margins
85	<b>JACKSON DESIGN AND REMODELING</b> – San Diego, Calif. Todd Jackson, CEO – jacksondesignandremodeling.com	1989	<b>\$18,308,380</b> 49	\$18,308,380 Design/build remodeler	60	10	NARI, NAHB, NKBA, BBB, AIA, Rem. Adv.	COVID-19	Add a new high-demand product or service/United Stat
86	<b>ADAMS + BEASLEY ASSOCIATES</b> – Carlisle, Mass. Eric Adams, Co-Founder – adamsbeasley.com	2007	<b>\$18,112,385</b> 38	\$19,052,705 Full-service remodeler	52	14.6	NARI, NAHB, Rem. Adv.	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
87	<b>S.C. ANDERSON GROUP INTERNATIONAL, INC.</b> – Bakersfield, Calif. Steven Anderson, President – goagi.com	1999	<b>\$18,045,395</b> 1,024	\$18,045,395 Insurance restoration	58	7.2	NAHB, BBB	Generating leads for new business	Discontinuing unprofitable products or services
88	<b>EXTERIOR MEDICS, INC.</b> – Springfield, Va. Mark Watson and Joe Levecchi, Co-Owners – exteriormedics.com	2008 81%	<b>\$18,040,224</b> 1,067	\$18,040,224 Improvement/replacement	47	27	NARI, BBB, NRCA, Bus. Networks	Finding and hiring qualified employees	Better marketing overall
89	<b>MINNESOTA RUSCO, INC.</b> – New Hope, Minn. Mike Hazelwood, President – minnesotarusco.com	1955	<b>\$17,691,145</b> 1,788	\$17,691,145 Full-service remodeler	67	40	NARI, BBB	Generating leads for new business	Better marketing overall
90	<b>INSTALL AMERICA</b> – Mohnton, Pa. Tom McMillan, President – installamerica.net	2003	<b>\$17,503,167</b> 1,735	\$17,503,167 Improvement/replacement	91	28	NARI, BBB, CCN	Finding and hiring qualified employees	Increased throughput without adding more overhead
91	<b>WEATHER TIGHT CORPORATION</b> – West Allis, Wis. Tod Colbert, President – weathertightcorp.com	1986 70%	<b>\$17,030,418</b> 1,245	\$17,030,418 Improvement/replacement	92	28	NARI, NAHB, BBB	Economic weakness in your service area(s)	Better referral business
92	<b>WHITE ALUMINUM AND WINDOWS LLC.</b> – Leesburg, Fla. William Dorman, CEO – whitealuminum.com	1955	<b>\$17,000,000</b> 5,400	\$17,000,000 Improvement/replacement	113	40	NAHB, BBB	Finding and hiring qualified employees	Better sales strategy and management
93	<b>ASPEN EXTERIORS, INC.</b> – Ramsey, Minn. Joseph Jelinek, Co-CEO/COO – aspenexteriors.com	2002	<b>\$16,954,654</b> 1,299	\$16,945,654 Insurance restoration	25	33	NARI, BBB	Finding and hiring qualified trade contractors	Add a new or enlarged service area
94	<b>DFW IMPROVED</b> – Plano, Texas Gary St. John, Owner – dfwimproved.com	2004 76%	<b>\$16,901,834</b> 580	\$16,901,834 Design/build remodeler	36	35	NARI, NAHB, NKBA, BBB	Higher labor costs	More repeat business
95	<b>VMJR COMPANIES LLC.</b> – Glens Falls, N.Y. Victor Macri, Owner – vmjrcompanies.com	2005	<b>\$16,899,373</b> 33	\$29,796,455 Full-service remodeler	95	60	NKBA	Finding and hiring qualified employees	More repeat business
96	<b>HONEST ABE ROOFING</b> – Terre Haute, Ind. Kevin Newton, CEO – honestaberoofing.com	2007	<b>\$16,731,289</b> 1,153	\$16,731,289 Improvement/replacement	45	18	–	Keeping up with increased demand	Overall higher volume of leads for new business
97	<b>EXO VATIONS</b> – Cumming, Ga. Roone Unger, CEO – exovations.com	1996 85%	<b>\$16,730,078</b> 819	\$16,730,078 Improvement/replacement	62	25	NARI, NAHB	Finding and hiring qualified employees	Better sales strategy and management
98	<b>STORM TEAM CONSTRUCTION</b> – Jupiter, Fla. Chad Simkins, President/CEO – stormteamconstruction.com	2008 94%	<b>\$16,578,039</b> 639	\$16,578,039 Insurance restoration	25	25	BBB	Finding and hiring qualified trade contractors	Better marketing overall
99	<b>ABSOLUTE ALUMINUM</b> – Venice, Fla. DJ Desjardins, President – absolutealuminum.com	1988 92%	<b>\$15,950,513</b> 2,154	\$17,963,294 Improvement/replacement	112	32	BBB, CCN, Bus. Networks	Finding and hiring qualified employees	Better sales strategy and management
100	<b>NEW BATH TODAY INC.</b> – Indianapolis, Ind. Michael Redman, CEO – newbathtoday.com	2016	<b>\$15,903,353</b> 1,030	\$15,903,353 Kitchen & bath	62	41	NKBA, BBB, Bus. Networks	Finding and hiring qualified trade contractors	Increased throughput without adding more overhead
101	<b>UNITED STATES SEAMLESS-FARGO, dba WESTERN PRODUCTS, INC.</b> Fargo, N.D. – Michael Bullinger, President – westernproducts.com	1948	<b>\$15,854,934</b> 2,724	\$16,059,130 Improvement/replacement	88	34	NKBA, BBB	Finding and hiring qualified employees	Overall higher volume of leads for new business
102	<b>WINDOW WORLD OF PHOENIX LLC</b> – Phoenix, Ariz. James Ballard, Owner – windowworldphoenix.com	2006	<b>\$15,841,907</b> 3,041	\$15,842,907 Improvement/replacement	30	60	NARI, BBB	Finding and hiring qualified employees	More repeat business
103	<b>BELLARI HOME REMODELING</b> – Branchburg, N.J. David Gropper, President – bellarinj.com	1950	<b>\$15,706,764</b> 2,632	\$15,706,764 Full-service remodeler	37	30	NARI, NKBA, BBB, AIA	Finding and hiring qualified employees	Overall higher volume of leads for new business
104	<b>MODERN REMODELING INC.</b> – Manassas, Va. Jonathan Ballard, President – modernremodelinginc.com	1997 100%	<b>\$15,542,403</b> 1,103	\$15,542,403 Improvement/replacement	37	32	BBB, Bus. Networks	COVID-19	Better recruiting and hiring
105	<b>T&amp;S ROOFING SYSTEMS</b> – Miami, Fla. Louis Toledo, CEO – tsroofingsystems.com	2004 83%	<b>\$15,500,000</b> 1,100	\$15,500,000 Improvement/replacement	75	25	NARI, BBB, NRCA	Higher material prices	Better marketing overall
106	<b>ASHCO EXTERIORS, INC.</b> – Champlin, Minn. Jason Jeppesen, President – ashcoexteriors.com	2000	<b>\$15,283,266</b> 759	\$15,283,266 Improvement/replacement	17	28	BBB, NRCA	Economic weakness in your service area(s)	Overall higher volume of leads for new business
107	<b>TOM ADAMS WINDOWS AND CARPETS</b> – Churchville, Pa. Glenn Adams, CEO/President – tomadamswc.com	1955	<b>\$15,200,000</b> 2,375	\$16,817,512 Improvement/replacement	39	60	NARI, NAHB, BBB, AIA	Finding and hiring qualified trade contractors	Higher demand for bigger projects over \$5,000 each
108	<b>METROPOLITAN BATH AND TILE, INC.</b> – Upper Marlboro, Md. Richard L. McKenzie, Jr., Owner/President/Operator – metrobat.com	1979	<b>\$15,187,962</b> 670	\$15,187,962 Kitchen & bath	105	22.4	NARI, NKBA, BBB	COVID-19	Better Internet marketing
109	<b>DREAMHOME</b> – Springfield, Va. Lenny Scarola, President/Owner – dhremodeling.com	1999 83%	<b>\$15,156,054</b> 1,299	\$15,156,054 Improvement/replacement	16	24	BBB	Keeping up with increased demand	Higher prices and net margins