

# 2010

# MARKET LEADERS

*Annual report on the industry's leaders shows even the largest companies are feeling the crunch*

By Jonathan Sweet, Editor in Chief

**W**hile 2008 was a tough year, 2009 proved to even worse for the top companies in the industry as the 2010 *Professional Remodeler* Market Leaders list shows continued pain for the country's largest remodelers.

The annual Market Leaders list, which identifies the largest remodelers in 20 top remodeling markets, was compiled through a combination of research by *Professional Remodeler* staff and information provided by the listed companies.

## **No matter how you measure it, 2009 was a rough year**

The median volume for the companies on this year's list was just over \$4.2 million – a drop of more than 25 percent from last year's \$5.7 million and a decline of nearly 40 percent from the 2007 peak of \$6.7 million. The average job size plunged to \$23,811 – barely a third of last year's \$67,559. While a handful of companies saw increased business in 2009, many remodelers on the list experienced drops in business of 20, 30 or even more than 40 percent.

One of those few companies to increase business (albeit slightly) was SilverLining Interiors, the No. 1 company in the New York market. The Manhattan company had installed revenue of \$42.2 million, up from \$41.8 million in 2008. Company President Joshua Wiener says he is projecting about a 10 percent decline for this year.

The challenge in this market has been protecting margins in the face of low-bid competition, even with the upper-income clients for which SilverLining typically works.

"What I experienced was, even with clients that were doing quite well, they were still feeling like they had the upper hand in negotiations," Wiener says. "They knew we were hungry and they were pushing our percentages down."

Galaxie Construction (No. 5 in Chicago) also generated increased revenues in 2009 and 2010, but it came at the cost of gross profits for the Lincolnwood, Ill.-based full service remodeler. Galaxie grew from \$8 million in 2008 to \$8.4 million in 2009 and is projecting \$13.3 million this year.

"People are very price conscious, and we've had to make cuts," says Galaxie President Bruce Pinsler. "We've seen a drop of a couple percent in our gross profit. Coming into 2011 that will be our biggest challenge – to get salesmen to fight for that 2 percent that we've lost."

SilverLining has trimmed about 5 percent off of its fees since the beginning of 2008 – about 1 percent at a time, but only on the largest jobs in order to maintain profits.

"My goal was to take smaller fees on the larger projects, whereas on the small jobs I chose to keep them consistent, and if I didn't get them, I didn't get them," Wiener says. "I avoided that pitfall of falling into a lot of smaller jobs."

On the other hand, Landis Construction in Washington, D.C., (No. 3 in the market) has embraced small projects with a separate division. The division has generated \$400,000 in business in the last year.

"It's one of the few things that's been moderately successful," says principal Chris Landis. "These people will potentially be customers down the road for larger projects."

The division tackles projects anywhere from a few hundred dollars to \$25,000. The smaller projects do present challenges in tracking the smaller projects and making sure they are priced correctly, Landis says. Overall, the company has seen average project size drop to about \$150,000 from more than \$200,000 a few years ago.

"A lot of people, it's all about price," Landis says. "A few years ago, if somebody came to you with a \$100,000 budget, it was pretty easy to

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go to \$125,000. Now that's usually a line in the sand you can't cross."

One company that was well positioned to take advantage of that shift to smaller projects is Gardena, Calif.-based One Week Bath, No. 3 in the Los Angeles market. Matt Plaskoff, the CEO and founder of the 10-year-old One Week Bath, also has run Plaskoff Construction, a high-end custom remodeler and builder for 22 years.

"People are not as keen on investing huge sums of money on their residences that they're not going to get back," he says. "They want to do things that are going to return on their investment."

While the average job size is down sharply in the high-end business, One Week Bath has actually experienced an increase in job size this year, as those clients that would have opted for a custom bathroom in the past are instead choosing to go with a smaller project.

"Those people that were spending \$60,000 to redo their master bathroom or \$30,000 to redo their guest bath are stepping down a notch," Plaskoff says. "They're still doing their bathroom, but are being a little more frugal."

Wiener found that new frugality was hurting SilverLining's sales with many clients, who were turned off by some of his more lavish projects. After he presented his work, the clients would opt for another remodeler, thinking their projects were just too small. He's now carefully targeting the electronic portfolio he presents to potential clients.

"People get turned off in this marketplace by the fact that we've done massive projects," he says. "Our experience and knowledge don't actually operate as a positive. I'm proud of the work we've done, so that was a big shift for me."

## Marketing for growth

It's counterintuitive, but too many companies in every industry see marketing as the first thing to cut when sales drop. This year's Market Leaders, though, continue to invest. The average Market Leader spent 4 percent of their budget on marketing in 2009, about four times the industry average, according to our annual Business Results Study.

Pinsler credits Galaxie's growth in revenues to a major investment in marketing beginning in 2009. The company's \$13.3 million projected installed volume for this year would be an increase of more than 60 percent since 2008. The company shifted from telemarketing to traditional marketing three years ago.

"When the economy started tanking, instead of pulling off the pedal, I kept at it," he says. "Most of my competitors went into hibernation, so I gained huge market share over the last two years."

Galaxie – which offers everything from window replacement to additions – advertises almost daily in the three major Chicago-area newspapers, and last fall started a large television campaign on several

## TOP CHALLENGES

We asked the Market Leaders what some of their top challenges were. Here's some of what they had to say:

**"Picking the right/best time to hire more help."**

– D & J Kitchens & Baths

**"Getting home appraisals high enough so people will give themselves permission to remodel."**

– Murphy Bros. Designers & Remodelers

**"Overcoming the depressed attitude of the general public as it relates to remodeling their homes."**

– Custom Design & Construction

**"Retraining our sales staff to deal with today's consumer."**

– Reborn Cabinets

**"Access of growth capital is very limited."** – Crawford Renovation

**"Reducing hours involved in the business rather than on the business."** – Weidmann & Associates

**"Margins are tighter than ever and clients expectations higher than ever."** – F.H. Perry Builder

**"Securing credit for homeowners that would like to have work done."**

– Father & Son Construction

**"Finding qualified individuals who want to work and have the same standards as we do."**

– Curb Appeal Renovations

**"Difficulty getting on-time payment for completed jobs."**

– J.C. Restoration

**"Continuing to provide the level of service while managing more projects."** – The Wiese Co.

**"Keeping our staff motivated."**

– Masterworks Atlanta

**"There are more and more individuals starting up small remodeling businesses and we must show that we are giving better value."**

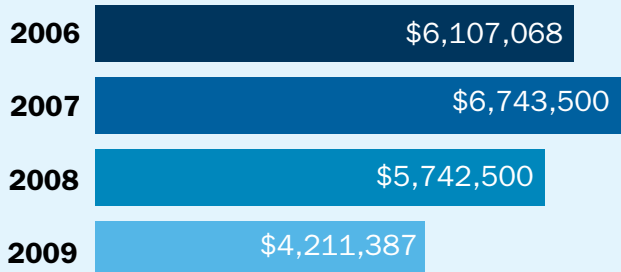
– Living Improvements

**"The EPA lead rule."**

– Minnesota Rusco

# 2010 MARKET LEADERS

## Market Leader Median Volume Drops



SOURCE: PROFESSIONAL REMODELER 2007-2010 MARKET LEADERS RESEARCH

## TOP OPPORTUNITIES

The Market Leaders also saw several opportunities in the new remodeling market. Here are some of the top ones:

**“The new lead paint regulations will tend to favor larger firms.”**

– Platt Builders

**“Embracing lean thinking throughout the company and modifying procedures to gain efficiencies.”**

– BOWA Builders

**“Time to catch up on networking, training and community involvement.”**

– Sound Glass Sales

**“Ability to be more competitive in pricing with drop in sub and labor costs.”**

– McCutcheon Construction

**“Growing market share as competitors exit the marketplace.”**

– Neil Kelly Co.

**“Because of the economic challenges, we learned how to deal with different type of clients and started bidding on different types of projects.”**

– Pete Moffat Construction

**“We are receiving a higher level of service from trade professionals.”**

– Marrokal Design & Remodeling

**“Hiring more competent and talented personnel who are available as other companies struggle.”**

– Legacy Design Build Remodeling

**“Fill the void left by all the speculators and contractors who have folded.”**

– Benvenuti and Stein

local stations. The company has also partnered with the Stanley Cup champion Chicago Blackhawks to brand itself as the hockey team's “Official Remodeler.”

It's a significant investment – the company spends 20 percent of its budget on marketing – but leads have tripled this year, Pinsler says.

“The biggest difference with our lead generation is that when we were telemarketing we were lucky to sit 40 percent of our leads,” he says. “Right now we're sitting 90 percent of our leads.”

The key to a successful program is patience, Pinsler says, pointing out that although he started his increased program last year it didn't really pay off until this year.

SilverLining has also made a big investment in marketing by hiring someone to focus on marketing and business development for the first time in the company's 23 years. In the past Wiener had handled all the sales and admittedly limited marketing himself.

“I felt that we needed to be touching more sources of work more often,” he says. “It's a competitive market place and we needed to increase our outreach.”

The company is using traditional methods like postcards and newsletters, but is also reaching out to designers and other professionals through a series of educational seminars hosted at its office. Topics include technology, green remodeling and color trends, put on by some of SilverLining's trade contractors and vendors.

“They have time, they're slow, we're slow, so why don't we learn something?” Wiener says.

SilverLining has also expanded its service department, using that as an opportunity to reach out to past clients.

“We're going back and doing some stuff gratis,” Wiener says. “It keeps craftsmen busy and generated more work because we were back in their lives.”

That's part of an increased focus on marketing quality that Wiener hopes will help overcome the low-price competitors out there, as well as clients' unrealistic expectations.

“If their portfolio loses 40 percent, they hope everything else is 40 percent less,” he says. “Well, labor and materials don't come down by 40 percent. If the client really believes they can get that, they end up getting craftsmen who have no real experience and are just desperate to be working.”

The company also emphasizes its quality by touring older projects with clients.

“I ask them, ‘Are my competitors willing to tour things that are five or six years old to see how they've held up?’” Wiener says. “It's another way to emphasize how well we serve our clients.”



# Professional Remodeler 2010 MARKET LEADERS

## COMPANY

## VOLUME

## 2009 JOBS

## YEARS IN BUSINESS

## SPECIALTY

### ATLANTA

<b>WEIDMANN &amp; ASSOCIATES, Roswell, Ga.</b> www.weidmannremodeling.com	<b>2009:</b> \$3,316,575 <b>2008:</b> \$5,334,918	36 jobs	20 years	Design/build
<b>RENEWAL DESIGN-BUILD, Decatur, Ga.</b> www.renewaldesignbuild.com	<b>2009:</b> \$3,100,000 <b>2008:</b> \$4,334,000	41 jobs	9 years	Design/build
<b>MASTERWORKS ATLANTA, Roswell, Ga.</b> www.masterworksatlanta.com	<b>2009:</b> \$2,562,068 <b>2008:</b> \$3,967,953	63 jobs	27 years	Full service
<b>CRUICKSHANK INC., Atlanta</b> www.cruickshankinc.com	<b>2009:</b> \$2,200,000 <b>2008:</b> \$3,800,000	56 jobs	30 years	Full service
<b>WICKSTEADWORKS, Decatur, Ga.</b> www.wicksteadworks.com	<b>2009:</b> \$1,900,000	18 jobs	8 years	Design/build

### BOSTON

<b>F.H. PERRY BUILDER, Hopkinton, Mass.</b> www.fhperry.com	<b>2009:</b> \$8,253,361 <b>2008:</b> \$9,496,797	30 jobs	35 years	Full service
<b>PLATT BUILDERS, Groton, Mass.</b> www.plattbuilders.com	<b>2009:</b> \$6,172,000 <b>2008:</b> \$5,538,000	26 jobs	18 years	Full service
<b>FEINMANN INC., Lexington, Mass.</b> www.feinmann.com	<b>2009:</b> \$3,600,000 <b>2008:</b> \$4,200,000	29 jobs	22 years	Design/build
<b>THE WIESE CO., Sherborn, Mass.</b> www.wiese.com	<b>2009:</b> \$1,780,000 <b>2008:</b> \$3,097,000	23 jobs	18 years	Design/build
<b>THE REMODELING CO., Beverly, Mass.</b> www.theremodelingco.com	<b>2009:</b> \$1,761,209 <b>2008:</b> \$2,480,000	63 jobs	12 years	Full service

### CHICAGO

<b>AIROOM, Lincolnwood, Ill.</b> www.airoom.com	<b>2009:</b> \$33,000,000 <b>2008:</b> \$30,000,000	210 jobs	52 years	Design/build
<b>NORMANDY BUILDERS, Hinsdale, Ill.</b> www.normandybuilders.com	<b>2009:</b> \$12,740,000 <b>2008:</b> \$23,000,029	134 jobs	31 years	Design/build
<b>J.C. RESTORATION, Rolling Meadows, Ill.</b> www.jcr24.com	<b>2009:</b> \$10,014,983 <b>2008:</b> \$13,484,333	663 jobs	28 years	Insurance restoration
<b>BENVENUTI AND STEIN, Evanston, Ill.</b> www.benvenutiandstein.com	<b>2009:</b> \$8,679,193 <b>2008:</b> \$11,154,015	65 jobs	33 years	Design/build
<b>GALAXIE CONSTRUCTION, Lincolnwood, Ill.</b> www.galaxieconst.com	<b>2009:</b> \$8,431,154 <b>2008:</b> \$8,006,185	671 jobs	26 years	Full service

### DALLAS

<b>LONGACRE CONSTRUCTION CO., Lewisville, Texas</b> www.longacreconstruction.com	<b>2009:</b> \$1,870,000 <b>2008:</b> \$1,250,000	n/a	20 years	Full service
<b>ELITE REMODELING, Frisco, Texas</b> www.elitehomeremodeling.com	<b>2009:</b> \$1,700,000 <b>2008:</b> \$2,700,000	59 jobs	7 years	Full service
<b>CURB APPEAL RENOVATIONS, Keller, Texas</b> www.curbappealrenovations.com	<b>2009:</b> \$1,250,000 <b>2008:</b> \$998,000	20 jobs	15 years	Design/build
<b>CAPITAL IMPROVEMENTS, Allen, Texas</b> www.cimprovements.com	<b>2009:</b> \$1,194,687 <b>2008:</b> \$2,299,883	n/a	10 years	Design/build
<b>HOME ARTISAN AUTHORITY DESIGN BUILD, Denton, Texas</b> www.homeartisanauthority.com	<b>2009:</b> \$1,016,000 <b>2008:</b> \$1,200,000	30 jobs	5 years	Full service

### DENVER

<b>BOA CONSTRUCTION, Denver</b> www.boaaaa.com	<b>2009:</b> \$13,000,000 <b>2008:</b> \$18,000,000	n/a	39 years	Full service
<b>FINISHED BASEMENT CO., Denver</b> www.finishedbasement.com	<b>2009:</b> \$8,500,000 <b>2008:</b> \$10,500,000	157 jobs	13 years	Design/build
<b>OLD GREENWICH BUILDERS, Denver</b> www.oldgreenwichbuilders.com	<b>2009:</b> \$5,400,000 <b>2008:</b> \$6,450,000	9 jobs	11 years	Full service
<b>HIGHCRAFT BUILDERS, Fort Collins, Colo.</b> www.highcraft.net	<b>2009:</b> \$2,769,457 <b>2008:</b> \$3,663,127	28 jobs	11 years	Full service
<b>ABD DESIGN/BUILD, Fort Collins, Colo.</b> www.abd-ltd.com	<b>2009:</b> \$2,500,000 <b>2008:</b> \$3,800,000	64 jobs	20 years	Full service

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COMPANY	VOLUME	2009 JOBS	YEARS IN BUSINESS	SPECIALTY
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## DETROIT

<b>FATHER &amp; SON CONSTRUCTION, Troy, Mich.</b> www.father-son-const.com	<b>2009:</b> \$3,522,083 <b>2008:</b> \$4,670,387	488 jobs	45 years	Full service
<b>MAHER RESTORATION &amp; CONSTRUCTION, Walled Lake, Mich.</b> www.gomaher.com	<b>2009:</b> \$2,100,000	133 jobs	6 years	Full service
<b>BLOOMFIELD CONSTRUCTION, Bloomfield Hills, Mich.</b> www.bloomfieldconstruction.com	<b>2009:</b> \$1,368,126 <b>2008:</b> \$1,873,787	n/a	17 years	Exterior remodeler

## HOUSTON

<b>CRAWFORD RENOVATION, Houston</b> www.crghomes.com	<b>2009:</b> \$15,042,962 <b>2008:</b> \$16,557,365	n/a	10 years	Design/build
<b>DOING WHAT'S RIGHT CONSTRUCTION, Spring, Texas</b> www.dwrconstruction.com	<b>2009:</b> \$4,222,775 <b>2008:</b> \$4,121,188	197 jobs	9 years	Full service
<b>WILLIAM SHAW &amp; ASSOCIATES, Houston</b> www.wmshawandassoc.com	<b>2009:</b> \$3,000,000 <b>2008:</b> \$2,900,000	n/a	26 years	Design/build
<b>GREYMARK CONSTRUCTION CO., Houston</b> www.greymarkconstruction.com	<b>2009:</b> \$2,147,136 <b>2008:</b> \$2,067,127	48 jobs	16 years	Design/build
<b>LIVING IMPROVEMENTS, STAFFORD, Texas</b> www.living-improvements.com	<b>2009:</b> \$1,817,917 <b>2008:</b> \$2,350,115	141 jobs	35 years	Full service

## LOS ANGELES

<b>REBORN CABINETS, Anaheim, Calif.</b> www.reborncabinets.com	<b>2009:</b> \$8,830,000 <b>2008:</b> \$12,800,000	450 jobs	27 years	Kitchen/bath
<b>DIAL ONE/RENEWAL BY ANDERSEN, Laguna Hills, Calif.</b> www.dialonewindows.com	<b>2009:</b> \$5,821,526 <b>2008:</b> \$7,987,810	617	26 years	Exterior remodeler
<b>ONE WEEK BATH, Gardena, Calif.</b> www.oneweekbath.com	<b>2009:</b> \$4,098,321 <b>2008:</b> \$3,347,000	200 jobs	10 years	Bath specialist
<b>CUSTOM DESIGN &amp; CONSTRUCTION, Los Angeles</b> www.remodelwithus.com	<b>2009:</b> \$2,950,000 <b>2008:</b> \$4,500,000	15 jobs	24 years	Design/build
<b>NEWDAY DEVELOPMENT, Encino, Calif.</b> www.newdaydevelopment.com	<b>2009:</b> \$2,500,000 <b>2008:</b> \$2,500,000	10 jobs	32 years	Full service

## MINNEAPOLIS/ST. PAUL

<b>MINNESOTA RUSCO, Minnetonka, Minn.</b> www.minnesotarusco.com	<b>2009:</b> \$6,287,000 <b>2008:</b> \$7,168,312	699 jobs	55 years	Full service
<b>BUDGET EXTERIORS, Bloomington, Minn.</b> www.budgetexteriors.com	<b>2009:</b> \$5,568,584 <b>2008:</b> \$6,632,334	931 jobs	22 years	Full service
<b>COLLEGE CITY DESIGN-BUILD, Lakeville, Minn.</b> www.collegecitydesignbuild.com	<b>2009:</b> \$2,800,000	n/a	41 years	Design/build
<b>TREHUS BUILDERS, Minneapolis</b> www.trehus.biz	<b>2009:</b> \$2,776,367 <b>2008:</b> \$5,600,864	40 jobs	28 years	Design/build
<b>MURPHY BROS. DESIGNERS &amp; REMODELERS, Minneapolis</b> www.mbro.com	<b>2009:</b> \$2,377,391 <b>2008:</b> \$2,818,521	67 jobs	27 years	Full service

## NEW YORK

<b>SILVERLINING INTERIORS, New York</b> www.silverlininginteriors.com	<b>2009:</b> \$42,200,000 <b>2008:</b> \$41,800,000	22 jobs	23 years	Full service
<b>ALURE HOME IMPROVEMENTS, East Meadow, N.Y.</b> www.alure.com	<b>2009:</b> \$38,500,000 <b>2008:</b> \$45,000,000	1,807 jobs	64 years	Full service
<b>JARRO BUILDING INDUSTRIES, East Meadow, N.Y.</b> www.jarro.com	<b>2009:</b> \$9,000,000 <b>2008:</b> \$11,000,000	80 jobs	45 years	Full service
<b>KARP ASSOCIATES, New Canaan, Conn.</b> www.karpassociatesinc.com	<b>2009:</b> \$5,800,000 <b>2008:</b> \$8,600,000	8 jobs	25 years	Full service
<b>REMODELING CONSULTANTS, Mamaroneck, N.Y.</b> www.rcwest.com	<b>2009:</b> \$4,700,000 <b>2008:</b> \$5,400,000	38 jobs	21 years	Design/build

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<b>PHILADELPHIA</b>				
<b>POWER WINDOWS AND SIDING, Brookhaven, Pa.</b> www.powerwindowsandsiding.com	<b>2009:</b> \$79,392,465 <b>2008:</b> \$42,844,390	9,335 jobs	23 years	Exterior remodeler
<b>GARDNER/FOX, Bryn Mawr, Pa.</b> www.gardnerfox.com	<b>2009:</b> \$19,000,000 <b>2008:</b> \$30,000,000	274 jobs	23 years	Full service
<b>HOUSECRAFTERS, Elkins Park, Pa.</b> www.anthonyshomeimprovements.com	<b>2009:</b> \$5,413,000 <b>2008:</b> \$5,279,994	984 jobs	56 years	Kitchen/bath
<b>HOMETECH RENOVATIONS, Fort Washington, Pa.</b> www.htrenovations.com	<b>2009:</b> \$1,400,000 <b>2008:</b> \$1,800,000	60 jobs	26 years	Kitchen/bath
<b>CREATIVE CONTRACTING, North Wales, Pa.</b> www.creativecontracting.biz	<b>2009:</b> \$1,350,000 <b>2008:</b> \$2,400,000	35 jobs	22 years	Design/build
<b>PHOENIX</b>				
<b>LEGACY DESIGN BUILD REMODELING, Scottsdale, Ariz.</b> www.legacyaz.com	<b>2009:</b> \$5,584,600 <b>2008:</b> \$10,157,500	41 jobs	22 years	Design/build
<b>CHRIS MELLON &amp; CO., Carefree, Ariz.</b> www.chrismellon.com	<b>2009:</b> \$3,500,000	n/a	n/a	Full service
<b>KIRK DEVELOPMENT CO., Phoenix</b> www.kirkdevco.com	<b>2009:</b> \$2,200,000 <b>2008:</b> \$3,198,000	n/a	32 years	Design/build
<b>KOWALSKI CONSTRUCTION, Phoenix</b> www.kowalski.com	<b>2009:</b> \$1,325,435 <b>2008:</b> \$1,887,530	179 jobs	43 years	Insurance restoration
<b>TRI-LITE BUILDERS, Chandler, Ariz.</b> www.trilitebuilders.com	<b>2009:</b> \$924,764 <b>2008:</b> \$1,653,600	32 jobs	28 years	Full service
<b>PORTLAND</b>				
<b>NEIL KELLY CO., Portland, Ore.</b> www.neilkelly.com	<b>2009:</b> \$15,923,711 <b>2008:</b> \$25,433,294	926 jobs	63 years	Full service
<b>A CUT ABOVE EXTERIORS &amp; CONSTRUCTION, Portland, Ore.</b> www.acutabovexteriors.com	<b>2009:</b> \$6,000,000 <b>2008:</b> \$11,132,880	372 jobs	15 years	Exterior remodeler
<b>ARCIFORM, Portland, Ore.</b> www.arciform.com	<b>2009:</b> \$2,452,000 <b>2008:</b> \$2,790,000	14 jobs	13 years	Design/build
<b>OLSON &amp; JONES CONSTRUCTION, Portland, Ore.</b> www.olsonandjones.com	<b>2009:</b> \$1,800,000 <b>2008:</b> \$2,000,000	n/a	n/a	Full service
<b>SACRAMENTO</b>				
<b>KITCHEN MART, Sacramento, Calif.</b> www.kitchenmart.net	<b>2009:</b> \$6,800,000 <b>2008:</b> \$7,500,000	575 jobs	34 years	Kitchen/bath
<b>MILLS BUILDERS, Sacramento, Calif.</b> www.millsbuilders.com	<b>2009:</b> \$3,100,000	22 jobs	10 years	Design/build
<b>CALIFORNIA ENERGY CONSULTANT SERVICES, Rancho Cordova, Calif.</b> www.calenergywindows.com	<b>2009:</b> \$3,000,000	450 jobs	29 years	Exterior remodeler
<b>PACIFIC BUILDERS, Sacramento, Calif.</b> www.pacificbuilders.com	<b>2009:</b> \$3,000,000	n/a	63 years	Full service
<b>D&amp;J KITCHENS &amp; BATHS, Sacramento, Calif.</b> www.djkitchen.com	<b>2009:</b> \$1,317,000 <b>2008:</b> \$2,170,000	36 jobs	29 years	Kitchen/bath specialist
<b>ST. LOUIS</b>				
<b>MOSBY BUILDING ARTS, St. Louis</b> www.callmosby.com	<b>2009:</b> \$7,700,000 <b>2008:</b> \$10,200,000	339 jobs	63 years	Full service
<b>CALLIER &amp; THOMPSON KITCHENS, BATHS AND APPLIANCES, St. Louis</b> www.callierandthompson.com	<b>2009:</b> \$7,000,000 <b>2008:</b> \$12,000,000	250 jobs	55 years	Kitchen/bath specialist
<b>CASTLE ROCK REMODELING, St. Louis</b> www.castlerockremodeling.com	<b>2009:</b> \$5,900,000 <b>2008:</b> \$10,200,000	n/a	11 years	Exterior remodeler
<b>PK CONSTRUCTION, St. Louis</b>	<b>2009:</b> \$5,075,857 <b>2008:</b> \$4,131,022	84 jobs	36 years	Full service
<b>AGAPE CONSTRUCTION CO., Kirkwood, Mo.</b> www.agapeconstruction.com	<b>2009:</b> \$2,467,281 <b>2008:</b> \$3,042,615	45 jobs	25 years	Design/build

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<b>SAN DIEGO</b>				
<b>MARROKAL DESIGN &amp; REMODELING, Lakeside, Calif.</b> www.marrokal.com	<b>2009:</b> \$13,061,134 <b>2008:</b> \$17,712,596	80 jobs/29 years	Design/build	
<b>LARS CONSTRUCTION, La Mesa, Calif.</b> www.larsconstruction.com	<b>2009:</b> \$8,593,710 <b>2008:</b> \$11,589,296	64 jobs/18 years	Design/build	
<b>JACKSON DESIGN AND REMODELING, San Diego</b> www.jacksondesignandremodeling.com	<b>2009:</b> \$5,300,000 <b>2008:</b> \$6,500,000	40 jobs/21 years	Design/build	
<b>CHARCO CONSTRUCTION, San Diego</b> www.charco.com	<b>2009:</b> \$4,200,000	45 years	Full service	
<b>DREAM DESIGN BUILDERS, San Diego</b> www.dreamdesignbuilders.com	<b>2009:</b> \$3,118,168 <b>2008:</b> \$1,569,563	17 jobs/8 years	Design/build	
<b>SAN FRANCISCO</b>				
<b>PETE MOFFAT CONSTRUCTION, Palo Alto, Calif.</b> www.petemoffat.com	<b>2009:</b> \$11,000,000 <b>2008:</b> \$10,000,000	9 jobs/19 years	Design/build	
<b>CANYON CONSTRUCTION, Moraga, Calif.</b> www.canyonconstruction.com	<b>2009:</b> \$9,000,000 <b>2008:</b> \$12,000,000	20 jobs/44 years	Full service	
<b>HARRELL REMODELING, Mountain View, Calif.</b> www.harrell-remodeling.com	<b>2009:</b> \$5,727,214 <b>2008:</b> \$10,155,797	25 years	Design/build	
<b>MCCUTCHEON CONSTRUCTION, Berkeley, Calif.</b> www.mcbuild.com	<b>2009:</b> \$5,500,000 <b>2008:</b> \$6,700,000	74 jobs/30 years	Design/build	
<b>ALWARD CONSTRUCTION, Berkeley, Calif.</b> www.alwardconstruction.com	<b>2009:</b> \$4,000,000 <b>2008:</b> \$6,700,000	30 years	Full service	
<b>SEATTLE</b>				
<b>SOUND GLASS SALES, Lakewood, Wash.</b> www.soundglass.com	<b>2009:</b> \$13,865,119 <b>2008:</b> \$13,155,206	1,726 jobs/26 years	Exterior remodeler	
<b>CHERMAK CONSTRUCTION, Edmonds, Wash.</b> www.chermak.com	<b>2009:</b> \$5,349,000 <b>2008:</b> \$7,430,000	240 jobs/30 years	Full service	
<b>WESTHILL INTEGRATED HOME IMPROVEMENT, Woodinville, Wash.</b> www.westhillinc.com	<b>2009:</b> \$4,920,625 <b>2008:</b> \$8,504,989	165 jobs/36 years	Design/build	
<b>POTTER CONSTRUCTION, Seattle</b> www.potterconstruction.com	<b>2009:</b> \$2,400,000 <b>2008:</b> \$2,400,000	31 years	Full service	
<b>TENHULZEN REMODELING, Redmond, Wash.</b> www.tenhulzen.com	<b>2009:</b> \$2,375,362 <b>2008:</b> \$5,104,046	<b>51 JOBS/26 YEARS</b>	<b>DESIGN/BUILD</b>	
<b>TAMPA</b>				
<b>TRIPLEPOINT DESIGN BUILD, St. Petersburg, Fla.</b> www.triplepointdb.com	<b>2009:</b> \$2,700,000 <b>2008:</b> \$2,675,000	11 jobs/10 years	Full service	
<b>KITCHEN CREATIONS, Tampa, Fla.</b> www.kitchenremodelingtampafl.com	<b>2009:</b> \$1,370,000 <b>2008:</b> \$1,938,656	76 jobs/12 years	Kitchen specialist	
<b>ROSSI CONSTRUCTION, Tampa, Fla.</b> www.jrossiconstruction.com	<b>2009:</b> \$918,000		Full service	
<b>WASHINGTON, D.C.</b>				
<b>CASE DESIGN/REMODELING, Bethesda, Md.</b> www.casedesign.com	<b>2009:</b> \$25,468,245 <b>2008:</b> \$46,000,000	3,550 jobs/49 years	Full service	
<b>BOWA BUILDERS, McLean, Va.</b> www.bowa.com	<b>2009:</b> \$19,000,000 <b>2008:</b> \$26,000,000	26 jobs/22 years	Full service	
<b>LANDIS CONSTRUCTION CORP., Washington, D.C.</b> www.landisconstruction.com	<b>2009:</b> \$6,700,000 <b>2008:</b> \$7,800,000	44 jobs/20 years	Design/build	
<b>GILDAY RENOVATIONS, Silver Spring, Md.</b> www.gilday.com	<b>2009:</b> \$6,500,000		Full service	
<b>SUN DESIGN REMODELING SPECIALISTS, Burke, Va.</b> www.sundesigninc.com	<b>2009:</b> \$6,300,000 <b>2008:</b> \$8,100,000	51/22 years	Full service	