

**QR**  
QUALIFIED REMODELER

**TOP  
500  
2002**



# Star Power

Exclusive Annual Report

THE 2002 EDITION OF THE TOP 500 marks a significant shift in recognizing company success. This year's Top 500 has been expanded to include five benchmarks of company success and professionalism: Years in business, association membership, industry certification, community service and industry awards. These criteria were selected with the advice and help of a number of perennial Top 500 companies.

Top 500 companies are ranked by their annual installed volume for 2001, but also assigned one or more stars for each of the above five criteria. So for example, Statewide Remodeling is being recognized as a "star Top 500 company, ranked

No. 35 on the list," and Case Design/Remodeling is a "five star Top 500 company, ranked No. 12 on the list."

Altogether, the 2002 Top 500 companies' accomplishments are evident as 59 companies achieved five star ratings; 102 are four star companies; 127 are three star companies; 174 are two star companies; and 38 are Top 500 star companies.

#### ★ Years in business

Small business has a high failure rate. According to the Census Bureau, 90 percent of new businesses fail within the first 10 years. An accepted standard of success is 10 years in business.

Among Top 500 companies 434 have been in business for 10 or more years. The numbers are even more impressive beyond the 10-year benchmark. One hundred and forty-three companies (28.6%) have been in business for more than 20 years; 50 companies (10%) for more than 30 years; and 48 companies (9.6%) have been in business for more than 40 years.

#### ★ Industry Involvement

Belonging to and being involved in industry associations is a proven way for owners to add to their skills and increase their companies' professionalism. A whopping 474 (94.8%) of the Top 500 companies belong to one or more associations.

#### ★ Certified Personnel

Commitment to education and professional improvement is another hallmark of professionalism. Among Top 500 companies a total of 164 report that either the owner or one or more individuals on staff are certified.

#### ★ Community Service

A total of 267 Top 500 companies reported service and/or donations to industry-related or local community organizations.

## 2002 TOP PERFORMERS

Whole House	DeMattei Construction, San Jose, CA	\$22.7 million
Kitchens	U.S. Home Systems, Lewisville, TX	\$33.9 million
Baths	Bath Saver, Inc., Lewisberry, PA	\$11.8 million
Additions	D'Ambra Inc., Westminster, CA	\$1.8 million
Windows/Doors	Castle, The Window People, Mt. Laurel, NJ	\$27.6 million
Decks/Porches	Deck America, Inc., Woodbridge, VA	\$13.9 million
Siding	Amazing Siding Corp., Houston, TX	\$25.3 million
Roofing	State Roofing, Monroe, WA	\$5.7 million
Sunrooms	Sunroom Design, LLC, East Hartford, CT	\$3.2 million
Insurance Restoration	Belfor, Denver, CO	\$250 million
Light Commercial	Metropolitan Design & Building, St. Louis, MO	\$6.6 million
Other Specialty	Mid-Atlantic Waterproofing, Laurel, MD	\$17.9 million
Design/Build	Gardner/Fox Associates, Bryn Mawr, PA	\$19.2 million
Full-Service	DeMattei Construction, San Jose, CA	\$22.7 million
Specialty	Champion Window & Patio, Cincinnati, OH	\$198 million

## ★ Awards

A total of 126 Top 500 companies won industry awards in 2001.

## TOTAL TOPS \$3 BILLION

Total annual installed volume for the 2002 Top 500 increased from \$2.6 billion last year to \$3.1 billion. The range in average installed volume by company was \$1.2 million to \$250 million. A total of 293 (59%) of the Top 500 companies provided documentation from a Certified Public Accountant or their accounting service, and in recognition their listings are in boldface type.

The effects of the 9-11 tragedy were mixed. Half of the Top 500 companies saw no change in their business in the fourth quarter of 2001. On the negative side, 21% of the companies saw business drop 1-19% and 14% saw a drop of more than 20%. On the positive side, 10% of the Top 500 compa-

nies saw business increase in the fourth quarter of 2001 by 1-19% and 5% saw business increase by 20% or more.

Overall, 72% of Top 500 companies increased sales in 2001 over the previous year and 20% had a decrease. For 2002, 70% of the companies project a sales increase over 2001, and 8% see sales dropping this year.

## BUSINESS BREAK-OUT

For the first time companies were asked to define their primary business. A total of 301 companies are full-service remodelers with a combined 2001 volume of \$1.51 billion, and 199 are specialty companies with a combined volume of \$1.56 billion.

Within the full-service companies, full service (general contracting) companies totaled 181 with a combined volume of \$757.9 million; design/build firms totaled 88 with a

combined volume of \$326.4 million; nine companies specialize in kitchen & bath with a total volume of \$49.5 million; and 23 companies provide insurance restoration service with a combined volume of \$371.9 million. Belfor, the No. 1 company on the list accounted for \$250 million alone.

## TOP 500 RECOGNITION

Top 500 companies will be recognized at an awards event to be held on Wednesday evening, October 30 in Indianapolis (see ad on page 47). Companies will be honored for having the highest volume ranking in their business and/or service category (see box page 26). Companies were selected based on their sales volume, business category classification, or for doing 70% or more of their annual volume in one service category. All award winners also provided verification of their reported volume. ■

# Top 500 Remodelers 2002

Rank	Firm/Headquarters	2001 Volume	2001 Number Completed Jobs	Primary Business	★ 10+ Years in Business	★ Association Membership	★ Certified Personnel	★ Community Service	★ Awards
1	Belfor, Denver, CO	\$250,248,000	10,000	Insurance Restoration	★	★		★	
2	Champion Window & Patio Co., Cincinnati, OH	\$198,105,108	27,392	Specialty	★	★		★	
3	The Bil-Ray Group, Elmont, NY	\$58,760,225	7,459	Specialty	★	★			
4	K-Designers, Rancho Cordova, CA	\$47,540,947	5,361	Specialty	★	★		★	
5	US Home Systems, Inc., Lewisville, TX	\$39,447,707	5,703	Specialty	5+	★			★
6	Mark Four Enterprises, Inc., Fairfield, NJ	\$36,377,981	5,200	Full-Service	★	★	★		
7	Amazing Siding Corp., Houston, TX	\$31,651,816	3,342	Specialty	★	★	★	★	
8	Hansons Window & Siding Company Inc., Fraser, MI	\$30,000,000	3,269	Specialty	★			★	
9	Homelux Corp., Glen Burnie, MD	\$29,651,420	3,400	Specialty	★	★		★	
10	Windowzards, Bristol, PA	\$29,000,000	7,000	Specialty	★	★			
11	Castle, The Window People, Inc., Mt. Laurel, NJ	\$27,566,419	5,588	Specialty	★	★			
12	Case Design/Remodeling, Inc., Bethesda, MD	\$25,679,282	4,001	Full-Service	★	★	★	★	★
13	Thomas Construction, Inc., Earth City, MO	\$25,446,703	3,243	Specialty	★	★	★	★	★
14	Giertsen Restoration Specialists, Plymouth, MN	\$24,376,600	2,000	Insurance Restoration	★	★		★	
15	De Mattei Construction, Inc., San Jose, CA	\$22,730,000	60	Full-Service	★			★	
16	Gilkey Window Company, Cincinnati, OH	\$21,600,000	25,200	Specialty	★	★		★	★
17	Gardner/Fox Associates, Inc., Bryn Mawr, PA	\$19,179,821	158	Design/Build	★	★		★	
18	St. Clair Corporation, St. Louis, MO	\$19,128,000	3,100	Specialty	★	★		★	
19	Mid-Atlantic Waterproofing, Lowell, MD	\$17,924,270	2,303	Specialty	★	★		★	★
20	BOWA Builders, Inc., McLean, VA	\$17,733,735	35	Full-Service	★	★		★	★
21	ABC, Inc. dba/ABC Seamless, Fargo, ND	\$17,000,100	3,048	Credibility	★	★		★	
22	Accent Windows, Arvada, CO	\$17,118,709	2,933	Specialty	★	★		★	
23	Total Remodeling, Union, NJ	\$17,059,943	1,007	Specialty	★	★		★	★
24	Jarro Building Industries Corp., East Meadow, NY	\$16,970,011	143	Full-Service	★	★	★	★	★
25	Alure Home Improvements, Hicksville, NY	\$16,681,854	1,100	Design/Build	★	★	★	★	★