

# Professional remodeler magazine names BOWA builders national Remodeler of the Year

■ Firm cited for industry leadership, record growth

BY JOHN BYRD  
Special to The Times

At first glance, BOWA Builders' On-Time Guarantee program seems a little too good to be true. In a first-of-its-kind program, the McLean-based remodeling contractor promises to keep their residential construction projects on schedule or they will treat their clients to a luxury vacation.

"Frankly, it's unheard of in the industry," says Michael Morris, editor of Professional Remodeler, the magazine that just named BOWA the nation's Remodeler of the Year. "But then, much of what the company does is unique. They kind of set the standard for remodelers everywhere."

The magazine, Morris said, "looked at virtually every remodeling firm in the country," even soliciting recommendations from various trade groups.

• BOWA stood out as a remodeling business," he said. "Their excellent design work, notwithstanding."

In the last year alone, BOWA:

- Launched an ambitious On-Time Guarantee program.
- Opened a satellite office in Middleburg to facilitate its geographic reach.
- Hired 25 full-time employees for field and office positions.
- Released an official BOWA Team Handbook.

The handbook, which documents

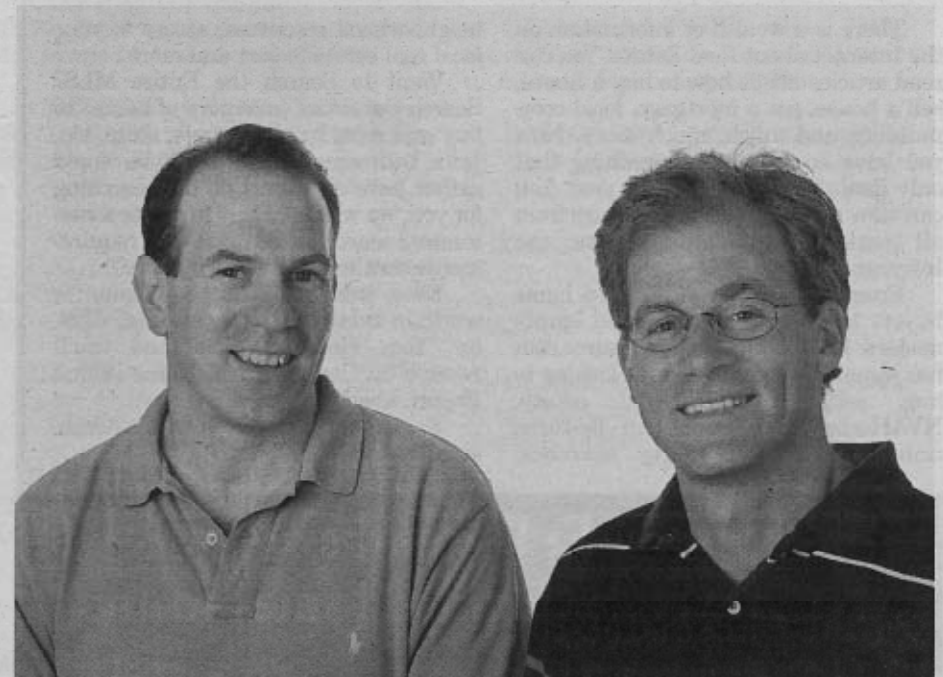
BOWA's best practices, construction processes and policies, is another innovation aimed at ensuring client satisfaction and positioning the company for continued growth.

"We already had a standards and procedures manual for our crews and subcontractors in the field," said Josh Baker, BOWA's president and co-founder (with CEO Larry Weinberg). "But this new handbook is focused on documenting the administrative aspects of our construction projects. The goal is to ensure we have all the pieces in place to get each project off to a strong start and to keep it running efficiently throughout construction. We've already seen the benefits of happier clients, more productive job sites and a smooth transition with the opening of a second BOWA office."

These two ideas – the handbook and the guarantee – symbolize BOWA's approach to business, Morris said.

"An operation like their's doesn't just happen by accident. As a corporate culture, they're methodical and focused in a way that sets them apart. In reality, Larry and Josh are businessmen running an exemplary business that just happens to be remodeling," he said.

The December cover shot of Professional Remodeler will show the founders in their prime, now 18 years since they launched the company as a



Courtesy Photo

National Remodeler of the Year winners, from left, Larry Weinberg and Josh Baker of BOWA Builders.

two-man crew building decks in Great Falls. This year their projected earnings are some \$38 million, making them one of the largest remodelers in the country.

"To be honest, BOWA could have been named our top remodeler almost any year," Morris said. "But this year their accomplishments demanded

recognition."

The annual award, which was recently conferred at the 2006 Remodeling Show in Chicago, officially recognizes firms that are excellent in all aspects of remodeling, from being highly reputable to employing outstanding personnel.