

TOP 500

Qualified Remodeler

2019 Top 10 Design/Build Remodelers

DESIGN/BUILD RANK	2019 TOP 500 RANK	COMPANY / LEADERSHIP / WEBSITE	YEAR FOUNDED	2018 REMODELING REVENUE	2018 GROSS REVENUE	NO. OF JOBS	NO. OF EMPLOYEES	% REVENUE MARKETING	ASSOCIATION MEMBERSHIPS	TOP BUSINESS CHALLENGE IN 2019	TOP OPPORTUNITY IN 2019
1	31	NEIL KELLY CO. – Portland, Ore. Tom Kelly, President – neilkelly.com	1947	\$40,883,403	\$41,876,890	1,280	198	2	NARI, NAHB, NKBA, BBB, Bus. Networks	Generating leads for new business	Better referral business
2	33	GARDNER/FOX ASSOCIATES INC. – Bryn Mawr, Pa. Mark Fox, Principal – gardnerfox.com	1987	\$40,007,126	\$42,003,025	97	55	1	NARI	Finding and hiring qualified employees	Increased throughput without adding more overhead
3	46	THE AIROOM COMPANIES – Lincolnwood, Ill. Michael Klein, CEO – airoom.com	1958	\$30,113,500	\$30,113,500	247	80	5	–	Economic weakness in your service area(s)	Add a new or enlarged service area
4	51	NORMANDY REMODELING – Hinsdale, Ill. Andy Wells, President/Owner – normandyremodeling.com	1979	\$28,993,754	\$28,993,754	229	71	4	NARI, NKBA, BBB, Rem. Adv.	Finding and hiring qualified employees	Better sales strategy and management
5	70	JACKSON DESIGN AND REMODELING – San Diego, Calif. Todd Jackson, CEO – jacksondesignandremodeling.com	1989	\$21,292,106	\$21,292,106	78	62	4	–	Finding and hiring qualified trade contractors	Overall higher volume of leads for new business
6	82	ABSOLUTE ALUMINUM – Venice, Fla. Dale DesJardins Jr., President – absolutealuminum.com	1988	\$17,285,920	\$18,187,323	1,852	122	2	BBB, CCN, Bus. Networks	Economic weakness in your service area(s)	Add a new or enlarged service area
7	92	MARROKAL DESIGN & REMODELING – San Diego, Calif. Gary Marrokal, Founder/Co-Owner – marrokal.com	1981	\$15,566,124	\$15,566,124	52	34	4	NARI, NKBA, BBB	Higher labor costs	Better internet marketing
8	93	MOSBY BUILDING ARTS – St. Louis, Mo. Mark McClanahan, President – mosbybuildingarts.com	1947	\$15,529,082	\$15,529,082	418	101	8	NARI, NAHB, NKBA, BBB, AIA	Finding and hiring qualified employees	Overall higher volume of leads for new business
9	113	BREXTON CONSTRUCTION LLC – Columbus, Ohio Timothy Galvin, CEO – brextonllc.com	2001	\$13,068,417	\$60,551,096	14	41	2.5	AIA, Bus. Networks,	Finding and hiring qualified trade contractors	Higher prices and net margins
10	122	LANDIS ARCHITECTS/BUILDERS – Washington, D.C. Chris Landis, Principal – landisconstruction.com	1990	\$12,059,569	\$12,059,569	44	51	3	NARI, AIA, Rem. Adv.	Keeping up with increased demand	Add a new or enlarged service area