



## MANY ROOFING CONTRACTORS ARE ENTHUSIASTIC ABOUT SIGNIFICANT PROGRESS AND TREMENDOUS GROWTH IN 2017... AND FEEL THE BEST IS YET TO COME

By Courtney Dobson and Art Aisner

**I**t's been quite a year for the roofing industry, and one filled with innovation, positive growth and productive ideas for a successful tomorrow. With record turnouts at big industry events like the International Roofing Expo, which experienced the largest attendance in the show's 62-year history at more than 11,000 people, the industry is demonstrating a lot of positive momentum and promise moving forward.

Despite continued challenges — including the shortage of skilled workers and increases in insurance, healthcare and regulatory costs — companies are adapting and operating better than ever before. Their overall revenue growth from 2016 speaks for itself and is the basis of our Top 100 list for 2017.

For the ninth consecutive year, the *Roofing Contractor* team collected 2016 annual sales revenue totals submitted independently by companies from all around the country and molded our 2017 list of the highest-earning roofing professionals industrywide. The revenue information provided was self-reported throughout the first half of 2017.

A great deal of companies project that their revenue will increase substantially from 2016-17. They credit such growth to factors like heavy expansion, improved financial procedures, operating efficiencies as well as an increase in storm-related

roof damage. Many companies are also keen on investing in their marketing, website and social media efforts to help increase brand awareness and generate new leads.

Several companies admit to utilizing new forms of roofing technology within their businesses to increase efficiency, including Aspen Contracting, who ranks 13<sup>th</sup> on our list this year. According to the company's marketing director Courtney Nussbeck, "We have spent a lot of time and energy streamlining our processes, implementing regular training and using the best technologies available to us to help us increase productivity in all aspects of our business."

The annual list, which *RC* first began compiling in 2008 on the cusp of the economic downturn, has grown into a tradition, and one that many companies are consistently thrilled to be a part of.

"Being a Top 100 contractor has increased the confidence of our staff, which in turn increases the confidence of our consumers. It has definitely helped us in our recruiting efforts and gaining new customers," said Ty Adams, president of Minneapolis-based Legacy Restoration, LLC, which is tied for 92<sup>nd</sup> on this year's list.

Without further ado, let's take a look at some standout companies from this year's list.

	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	RESIDENTIAL %	COMMERCIAL %
1.	CentiMark Corporation	Canonsburg, PA	\$605,348,388	3500	0	100
2.	Tecta America	Rosemont, IL	\$480,000,000	2500	2	98
3.	Baker Roofing Company	Raleigh, NC	\$202,430,091	976	15	85
4.	Nations Roof	Lithia Springs, GA	\$165,000,000	850	2	98
5.	Flynn Group of Companies	Multiple, U.S. & Canada	\$161,100,000*	4500	0	100
6.	North American Roofing Services, Inc.	Tampa, FL	\$150,000,000	475	0	100
7.	Mr. Roof / Able Roof	Columbus, OH	\$128,000,000	260	75	25
8.	Empire Roofing, Inc.	Ft. Worth, TX	\$125,000,000	600	0	100
9.	Best Contracting Services, Inc.	Gardena, CA	\$118,400,000	450	0	100
10.	Kalkreuth Roofing and Sheet Metal	Wheeling, WV	\$115,866,000	633	1	99
11.	Beldon Group of Companies	San Antonio, TX	\$106,239,305	570	75	25
12.	Greenwood Industries, Inc.	Worcester, MA	\$89,000,000	500	0	100
13.	Aspen Contracting	Kansas City, MO	\$85,423,000	350	90	10
14.	Simon Roofing	Youngstown, OH	\$82,039,000	594	0	100
15.	CP Rankin Inc.	Chalfont, PA	\$81,585,000	625	0	100
16.	Holland Roofing	Cincinnati, OH	\$74,000,000	500	0	100
17.	Advanced Roofing Inc.	Ft. Lauderdale, FL	\$73,054,123	350	0	100
18.	Titan Roofing, Inc.	Springfield, MA	\$68,970,215	475	1	99
19.	KPost Roofing & Waterproofing	Dallas, TX	\$62,536,078	407	5	95
20.	Collis Roofing, Inc.	Longwood, FL	\$59,170,000	285	85	15
21.	Crowther Roofing & Sheet Metal of Florida, Inc.	Ft. Myers, FL	\$54,637,975	475	85	15
22.	Kodiak Roofing & Waterproofing	Roseville, CA	\$54,562,688	345	0	100
23.	The Bulldog Group, Inc.	Winston-Salem, NC	\$52,586,640	290	0	100
24.	Spray foam Southwest DBA Roofing Southwest	Phoenix, AZ	\$50,000,000	300	10	90
25.	Elmer W. Davis, Inc.	Rochester, NY	\$46,300,863	250	0	100
26.	The Roof Depot, Inc.	Alpharetta, GA	\$44,064,372	135	25	75
27.	The Scalo Companies	Pittsburgh, PA	\$43,911,908	250	13	87
28.	Wayne's Roofing, Inc.	Sumner, WA	\$38,506,980	150	10	90
29.	Sutter Roofing Company of Florida	Sarasota, FL	\$37,870,420	328	0	100
30.	Bone Dry Roofing, Inc.	Indianapolis, IN	\$37,750,000	150	95	5
31.	Best Roofing	Ft. Lauderdale, FL	\$37,236,000	260	95	5
32.	Precision Construction and Roofing	North Richland Hills, TX	\$36,346,287	28	75	25
33.	America Roofing LLC	Phoenix, AZ	\$36,000,000	200	95	5
34.	EDA Contractors	Bensalem, PA	\$35,000,000	150	0	100
35.	Infinity Roofing & Siding, Inc.	Houston, TX	\$34,000,000	29	85	15
36.	D. C. Taylor Co.	Cedar Rapids, IA	\$33,642,000	180	0	100
37.	KIDD ROOFING	Austin, TX	\$32,141,000	100	75	25
38.	SRG Roofing, LLC	Dallas, TX	\$30,000,000	75	20	80
38.	Feazel, Inc.	Westerville, OH	\$30,000,000	49	50	50
40.	Best Choice Roofing and Home Improvement Inc.	Hendersonville, TN	\$29,357,514	87	99	1
41.	Katchmark Construction	Chantilly, VA	\$28,500,000	48	30	70
42.	Donald B. Smith, Inc.	Hanover, PA	\$27,500,000	80	5	95
43.	Evans Roofing Company, Inc.	Elmira, NY	\$27,000,000	250	0	100
44.	Apple Roofing LLC	Lincoln, NE	\$26,700,000	38	100	0
45.	Hayden Building Maintenance Corp.	West Nyack, NY	\$24,000,000	48	5	95
46.	Commercial Roofers Inc.	Las Vegas, NV	\$23,500,000	175	0	100
47.	Clear Choice Roofing	Austin, TX	\$23,319,426	75	60	40
48.	Roofing by Curry	Sarasota, FL	\$22,032,604	140	90	10
49.	Springer-Peterson Roofing & SM	Lakeland, FL	\$22,000,000	200	10	90
50.	McKinnis Inc.	Blair, NE	\$21,272,115	100	35	65

\* Revenue from U.S. operations

	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	RESIDENTIAL %	COMMERCIAL %
51.	Hudson Valley Roofing and Sheet Metal	New Windsor, NY	\$20,800,000	125	0	100
52.	Aetna Roofing Corporation	Trenton, NJ	\$20,782,410	70	1	99
53.	Schena Roofing & Sheet Metal	Chesterfield, MI	\$20,500,000	110	5	95
54.	Roberts-McNutt, Inc.	Little Rock, AR	\$20,000,000	130	0	100
55.	Total Home Roofing	Orlando, FL	\$19,604,000	160	100	0
56.	ASAP Roofing, LLC	Denver, CO	\$19,542,634	90	90	10
57.	Total Roofing	Colorado Springs, CO	\$19,372,975	30	95	5
58.	Contract Exteriors	Myrtle Beach, SC	\$19,200,000	70	95	5
59.	White Castle Roofing	Lincoln, NE	\$18,950,000	145	75	25
60.	Advanced Roofing and Sheetmetal	Ft. Myers, FL	\$18,500,000	160	5	95
60.	Tadlock Roofing	Tallahassee, FL	\$18,500,000	160	80	20
62.	Barber & Associates	Jacksonville, FL	\$18,000,000	75	0	100
62.	Remedy Roofing	Katy, TX	\$18,000,000	80	90	10
64.	Bachman's Roofing, Building & Remodeling, Inc.	Wernersville, PA	\$17,965,615	78	73	27
65.	Butcher & Butcher Construction	Rochester Hills, MI	\$16,400,000	120	20	80
66.	Horizon Roofing, Inc.	Minneapolis, MN	\$16,369,501	100	0	100
67.	Tory's Roofing & Waterproofing, Inc.	Pearl City, HI	\$16,200,200	60	40	60
68.	JR & Co. Roofing	Kansas City, MO	\$16,000,000	90	5	95
69.	Joe Hall Roofing, Inc.	Arlington, TX	\$15,801,487	20	76	24
70.	Kelly Roofing	Bonita Springs, FL	\$15,400,000	110	75	25
71.	ARAC Roof It Forward	Kennesaw, GA	\$15,000,000	125	85	15
71.	Noland's Roofing Inc	Clermont, FL	\$15,000,000	100	100	0
73.	Town and Country Roofing, Inc.	Frisco, TX	\$14,688,000	25	97	3
74.	Roofed Right America	Milwaukee, WI	\$14,500,000	105	1	99
75.	Benton Roofing	East Flat Rock, NC	\$14,288,333	35	0	100
76.	Los Gatos Roofing	Los Gatos, CA	\$13,378,794	46	100	0
77.	AAA Roofing By Gene, Inc.	Riverside, CA	\$13,000,000	60	0	100
77.	Crest Exteriors LLC	Plano, TX	\$13,000,000	10	90	10
77.	DKG & Associates, Inc.	Albuquerque, NM	\$13,000,000	80	1	99
77.	Legacy Roofing Services	Akron, OH	\$13,000,000	105	15	85
81.	J. Register Company, Inc.	Jacksonville, FL	\$12,539,000	60	5	95
82.	Absolute Construction Inc.	Garland, TX	\$12,456,322	62	90	10
83.	Sack Roofing, Inc.	Lady Lake, FL	\$12,386,000	78	80	20
84.	RSI Roofing and Solar	San Diego, CA	\$12,304,908	95	10	90
85.	Schulte Roofing, Inc.	College Station, TX	\$12,130,000	50	65	35
86.	Old World Roofing	Colorado Springs, CO	\$12,112,000	35	90	10
87.	Roofing Annex	West Chester, OH	\$12,000,000	7	100	0
87.	Antis Roofing & Waterproofing	Irvine, CA	\$12,000,000	90	100	0
89.	Perry Roofing Contractors	Gainesville, FL	\$11,293,313	110	37	63
90.	Guardian Roofing	Auburn, WA	\$11,250,000	80	100	0
91.	A-R Roofing LLC	Wichita, KS	\$11,200,000	97	80	20
92.	A-1 Property Services	Miami, FL	\$10,500,000	55	20	80
92.	Legacy Restoration, LLC	Plymouth, MN	\$10,500,000	40	5	95
94.	Lyons Roofing	Phoenix, AZ	\$10,400,000	95	83	17
95.	Cochran Exteriors, LLC	Indianapolis, IN	\$10,323,439	45	94	6
96.	T&S Roofing Systems, Inc.	Miami, FL	\$10,156,201	80	95	5
97.	Scudder Roofing Company	Marina, CA	\$10,066,877	60	40	60
98.	McCoy Roofing	Omaha, NE	\$10,000,000	20	10	90
98.	The Roofing Company	Granby, CO	\$10,000,000	70	40	60
100.	Carlson Roofing Company Inc.	Hillsboro, OR	\$9,800,000	60	10	90

For more companies on the list, visit [www.RoofingContractor.com](http://www.RoofingContractor.com).