

ROOFING CONTRACTOR

Top 100 Roofing Contractors

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RC'S TOP 100 >>

THE TOP 10 ROOFING CONTRACTORS FOR 2021

By Art Aisner

The COVID-19 pandemic was the story of 2020, especially when it came to businesses. In the roofing world, those contractors that could adapt quickly did, and even started to thrive.

“As an essential service provider, CentiMark quickly adapted to both the public and private mandates and restrictions that were put in place,” said Tim Dunlap, president and CEO of this year’s top spot holder on RC’s Top 100 list. “During the seven month period from April through October 2020, revenues were down only 10% from the same period in 2019.”

By controlling discretionary spending during that same time-frame, the company’s operating income was down only 7% from the same period of the prior year,

and set the stage for a strong rebound — finishing the year with a reported \$813 million in revenue.

Those that didn’t adapt swiftly had a harder time recovering, and in some cases didn’t make it to Q4 this year. While the country came to a halt for a period of time, the pandemic acted as an accelerator in several ways, including here at RC. For the first time, RC is publishing its annual Top 100 list before August.

The response from readers was so strong and overwhelmingly positive, that switching up the format made little sense. So a new tradition continues as we celebrate the Top 100, first by highlighting the top 10 revenue producing companies that submitted entries for 2020. Yes, there are some familiar names here,

but some surprises, too.

Regardless of their placement on the list, the companies that stayed at the top indicated that even the biggest contractors in the industry had something to learn and apply to their core strengths in 2020.

“We have invested in digital services that will enhance the customer and employee experience,” said John Geary, chief marketing officer for Nation’s Roof. “This will make it easier and faster for us to respond to our customers and track progress throughout each phase of a project, start to finish. We also made additional investments in safety equipment, which reduces risk and demonstrates to our teammates and clients our commitment to doing things the right way.”

#	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	COMMERCIAL %	RESIDENTIAL %
1	CentiMark Corp.	Canonsburg, Pa.	\$813,799,327	3,500	100	0
2	Tecta America	Rosemont, Ill.	\$740,000,000	3,500	100	0
3	Flynn Group of Companies*	Mississauga, Ontario	\$286,332,156	6,500	100	0
4	Nations Roof	Mobile, Ala.	\$249,000,000	1,000	95	5
5	Mr. Roof/ABLE Roofing	Columbus , Ohio	\$180,000,000	310	20	80
6	BEST Contracting Services, Inc.	Gardena , Calif.	\$166,522,648	591	100	0
7	Empire Roofing	Fort Worth, Texas	\$155,857,909	650	100	0
8	Corey Construction	Houston, Texas	\$149,788,161	137	20	80
9	Greenwood Industries, Inc.	Worcester, Mass.	\$133,000,000	600	100	0
10	CMR Construction & Roofing	Haltom City, Texas	\$122,889,506	500	30	70

* Revenue from U.S. operations



A YEAR WITH SO MUCH PROMISE CAME TO AN ABRUPT HALT WITH COVID-19. YET ROOFING CONTRACTORS ADJUSTED AND PROVED THEIR WORTH AS ESSENTIAL

By Art Aisner

As we have for more than a dozen years, *RC* continues to seek out the roofing contractors in both residential and commercial sectors meeting and often exceeding expectations when it comes to annual revenue with our Top 100 list.

The *RC* team collected 2020 annual sales revenue totals submitted independently by roofing companies from coast to coast throughout the first half of this year. The revenue information provided was self-reported and completely voluntary. The result is a compiled list of the highest-earning roofing professionals industry-wide, and we knew this year's list was going to be different.

The industry undoubtedly took a hit as the COVID-19 pandemic paused all roofing and manufacturing operations in the first quarter.

However, strong advocacy and common sense practicality in most state legislatures deemed roofing essential in most places, and work resumed to newfound demand by the end of the second quarter.

Others innovated, and took advantage of the time to focus on training, stepping up their technological capabilities and exploring new business ventures.

"2020 was a tremendous challenge," said Jack Scalo, CEO for the Scalo Companies. "But through the obstacles, we were able to create some exciting new opportunities, including a major asset purchase agreement, a new multi-year brand partnership with a championship sports team (Pittsburgh Penguins), and building out our IT and communication infrastructure to adhere to social distancing requirements. We found

strength through adversity."

The surge in roofing demand — primarily in residential markets dealing with record storms — created beneficial backlogs. But it also led to material shortages and price increases that started to show cracks in the North American roofing supply distribution chain. And it was just the beginning. Roofing contractors are now dealing with unprecedented shortages in so many critical roofing materials that the impact of the pandemic seems smaller.

Looking back at 2020 with a hint of nostalgia and some appreciation seems unconscionable, but given today's challenges, may be understandable. One thing is for certain — 2020 was a year for roofers to remember for many reasons, especially for those on or in the vicinity of this year's Top 100 list.

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8	Corey Construction	Houston, Texas	\$149,788,161	137	20	80
9	Greenwood Industries, Inc.	Worcester, Mass.	\$133,000,000	600	100	0
10	CMR Construction & Roofing	Haltom City, Texas	\$122,889,506	500	30	70
11	Feazel	New Albany, Ohio	\$120,000,000	195	20	80
12	Kalkreuth Roofing and Sheet Metal	Wheeling, W. Va.	\$119,500,000	700	99	1
13	Advanced Roofing, Inc.	Fort Lauderdale, Fla.	\$112,149,000	540	100	0
14	Kodiak Roofing & Waterproofing Co. and Affiliates	Roseville, Calif.	\$109,000,000	200	99	1
15	Total Home Companies, Inc. (Total Home Roofing and Citrus Contracting)	Multiple cities, Fla., Ohio	\$105,000,000	320	0	100
16	Global RSW fka Roofing Southwest	Phoenix, Ariz.	\$98,670,000	450	90	10
17	Aspen Contracting	Lee's Summit, Mo.	\$91,753,253	250	10	90
18	Apex Roofing & Restoration	Birmingham, Ala.	\$90,000,000	104	25	75
19	CP Rankin	Chalfont, Pa.	\$84,899,000	525	99	1
20	Crowther Roofing & Sheet Metal	Fort Myers, Fla.	\$82,846,661	700	70	30
21	Precision Construction & Roofing	Richland Hills, Texas	\$78,454,113	40	40	60
22	Venture Construction Group of Florida, Inc.	Stuart , Fla.	\$75,738,127	98	80	20
23	KPost Roofing & Waterproofing	Dallas, Texas	\$71,658,125	435	95	5
24	The Roof Depot, Inc.	Roswell, Ga.	\$66,200,000	122	80	20
25	Bone Dry Roofing	Indianapolis, Ind.	\$60,908,340	263	10.1	89.9

* Revenue from U.S. operations

#	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	COMMERCIAL %	RESIDENTIAL %
26	J Ferg	Wolfforth, Texas	\$60,000,000	100	20	80
27	Kidd Roofing	Austin, Texas	\$59,504,686	130	25	75
28	JR & Co., Inc.	Kansas City, Mo.	\$58,120,290	307	90	10
29	Solar Bear LLC	Clearwater, Fla.	\$56,556,000	196	5	95
30	BluSky Restoration Contractors LLC	Centennial, Colo.	\$55,780,000	804	95	5
31	Restoremasters Contracting LLC	Jacksonville, Fla.	\$54,586,000	20	90	10
32	Advanced Roofing & Sheet Metal	Fort Myers, Fla.	\$53,069,000	240	99	1
33	Beldon Group of Companies	San Antonio, Texas	\$52,795,609	166	25	75
34	Carroll Bradford Roofing	Orlando, Fla.	\$52,149,208	215	10	90
35	E. Cornell Malone Corp./Malone Roofing Services LLC	Jackson, Miss.	\$50,885,000	250	85	15
36	Weatherguard Roofing	Charlotte, N.C.	\$49,269,202	252	12	88
37	Best Roofing	Fort Lauderdale, Miami, Fla.	\$48,572,000	275	96	4
38	Elmer W. Davis, Inc.	Rochester, N.Y.	\$47,403,400	315	100	0
39	The Scalo Companies	Pittsburgh, Pa.; Columbus, Ohio	\$46,793,572	250	95	5
40	Stellar Restoration Services LLC dba Stellar Commercial Roofing	Houston, Texas	\$46,479,336	33	100	0
41	O'Hara's Son Roofing Company	Chicago, Ill.	\$45,880,169	55	100	0
42	Infinity Roofing & Siding, Inc.	Houston, Texas	\$44,299,000	30	20	80
43	Royalty Roofing	Seymour, Ind.	\$43,920,096	150	90	10
44	Legacy Restoration LLC	Plymouth, Minn.	\$43,700,000	130	10	90
45	Commercial Roofers, Inc.	Las Vegas, Nev.	\$42,721,572	240	100	0
46	Kelly Roofing	Bonita Springs, Fla.	\$42,200,000	185	18	82
47	Crest Exteriors LLC	Plano, Texas	\$42,082,633	96	35	65
48	Tarrant Roofing	Fort Worth, Texas	\$41,979,203	30	25	75
49	Wayne's Roofing, Inc.	Sumner, Wash.	\$41,100,000	145	95	5
50	Springer-Peterson Roofing	Lakeland, Fla.	\$39,150,000	250	90	10

#	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	COMMERCIAL %	RESIDENTIAL %
51	The Original Roofing Company	Las Vegas, Nev.	\$37,000,000	175	62	38
52	Rackley Roofing Company, Inc.	Carthage, Tenn.	\$36,921,000	220	99	1
53	Evans Roofing Company	Elmira, N.Y.	\$35,567,899	170	100	0
54	Apple Roofing	Lincoln, Neb.	\$35,150,000	64	10	90
55	Noland's Roofing, Inc.	Clermont, Fla.	\$34,750,000	100	10	90
56	The Exterior Company	Lancaster, Pa.	\$33,995,957	108	20	80
57	Capital Construction	Burnsville, Minn.	\$32,616,000	35	5	95
58	White Castle Roofing	Lincoln, Neb.	\$32,200,000	220	45	55
59	Gorman Roofing Services, Inc.	Phoenix, Ariz.	\$32,169,000	264	98	2
60	Janney Roofing	Orlando, Fla.	\$30,883,096	100	40	60
61	Lifetime Quality Roofing and Storm Restoration LLC	Columbus, Ohio	\$30,461,893	60	5	95
62	Tadlock Roofing	Tallahassee, Fla.	\$30,226,000	300	7	93
63	P&A Roofing and Sheet Metal, Inc.	Orlando, Fla.	\$30,000,000	122	98	2
64	Katchmark Construction, Inc.	Chantilly, Va.	\$29,949,389	52	80	20
65	Priority Roofing	Dallas, Texas	\$29,579,711	125	5	95
66	Metalmaster Roofmaster, Inc.	McHenry, Ill.	\$29,500,000	175	100	0
67	NMC Exteriors	Plymouth, Minn.	\$27,358,684	32	15	85
68	Jottan, Inc.	Delran, N.J.	\$27,172,116	100	100	0
69	Island Roofing & Restoration LLC	Naples, Fla.	\$27,068,500	59	40	60
70	Legacy Roofing	Akron, Ohio	\$25,000,000	150	85	15
71	Butcher & Butcher Construction	Rochester Hills, Mich.	\$23,000,000	150	80	20
72	Heritage Roofing and Contracting LLC	Centennial, Colo.	\$22,679,963	19	98	2
73	Honest Abe Roofing Franchise, Inc.	Terre Haute, Ind.	\$22,619,519	120	0	100
74	Donald B. Smith, Inc.	Hanover, Pa.	\$22,000,000	72	92	8
75	RoofTek	Millcreek, Utah	\$21,764,186	90	15	85

#	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	COMMERCIAL %	RESIDENTIAL %
76	Allen Roofing & Siding	Ballwin, Mo.	\$21,586,390	142	15	85
77	HUF Construction	Waxahachie, Texas	\$21,500,000	40	5	95
78	S&K Roofing, Siding and Windows, Inc.	Eldersburg, Md.	\$21,325,185	35	7	93
79	A&W Contracting, Inc.	Kennesaw, Ga.	\$21,313,201	20	5	95
80	Register Roofing & Sheet Metal, Inc.	Jacksonville, Fla.	\$21,239,000	110	100	0
81	Exterior Medics, Inc.	Springfield, Va.	\$20,835,889	58	66	34
82	All-South Subcontractors, Inc.	Birmingham, Ala.	\$20,475,000	75	100	0
83	Ashco Exteriors, Inc.	Champlin, Minn.	\$20,343,643	10	0	100
84	Spann Roofing & Sheet Metal, Inc.	Conway, S.C.	\$20,185,258	70	60	40
85	Benton Roofing, Inc.	East Flat Rock, N.C.	\$19,921,000	56	100	0
86	DAVCO Roofing & Sheet Metal	Charlotte, N.C.	\$19,500,000	65	100	0
87	Cochran Exteriors LLC	Indianapolis, Ind.	\$19,492,626	45	25	75
88	Westfall Roofing	Tampa, Fla.	\$19,388,843	100	1	99
89	Castro Roofing of Texas	Dallas, Texas	\$19,300,000	63	100	0
90	PB Roofing (Formally Peck Brothers LLC)	Elmwood Park, N.J.	\$19,083,000	100	100	0
91	Reliant Roofing, Solar, & Hurricane Shutters	Jacksonville, Fla.	\$19,000,000	113	27	73
92	Schena Roofing & Sheet Metal Co.	Chesterfield, Mich.	\$18,800,000	115	100	0
93	Executive Exteriors	Dallas, Texas	\$18,663,592	10	35	65
94	McKinnis, Inc.	Blair, Neb.	\$18,509,002	100	65	35
95	Yellowhammer Roofing, Inc.	Athens, Ala.	\$18,507,090	22	7	93
96	Triad, Inc.	Blue Springs, Mo.	\$18,410,158	75	15	85
97	Hargrove Roofing	Shreveport, La.	\$18,100,000	49	20.58	79.42
98	Absolute Construction	Garland, Texas	\$17,282,226	95	15	85
99	Kris Konstruktion	Baldwin, Md.	\$17,026,985	92	15	85
100	Aqua Seal Roofing	Cayce, S.C.	\$17,000,000	103	100	0

#	COMPANY NAME	LOCATION	TOTAL REVENUE	PEAK STAFF	COMMERCIAL %	RESIDENTIAL %
101	Monarch Roofing	Myrtle Beach, S.C.	\$17,000,000	55	20	80
102	Star Roofing, Inc.	Phoenix, Ariz.	\$16,864,073	75	95	5
103	Black Hills Exteriors	Rapid City, S.D.	\$16,665,389	45	15	85
104	Antis Roofing & Waterproofing	Irvine, Calif.	\$16,000,000	86	1	99
105	Storm Team Construction, Inc.	Jupiter, Fla.	\$15,830,597	50	20	80
106	ELO Roofing	Jacksonville, Fla.	\$15,746,266	60	95	5
107	Couto Construction	New Bedford, Mass.	\$15,600,000	50	10	90
108	Fraser Roofing	Lawrenceville, Ga.	\$15,019,422	35	5	95
109	T&S Roofing Systems	Miami, Fla.	\$15,018,482	76	0	100
110	Shamrock Roofing & Construction	Lenexa, Kan.	\$14,522,625	60	10	90
111	Universal Roofing & Construction	Buford, Ga.	\$14,500,000	12	5	95
112	M&M Home Remodeling Services	Crete, Ill.	\$14,400,000	70	20	80
113	Skyline Roofing, Inc.	Rockingham, Va.	\$14,231,233	75	100	0
114	DKG & Associates, Inc.	Albuquerque, N.M.	\$14,173,201	75	99	1
115	Orange Elephant Roofing LLC	Oklahoma City, Okla.	\$14,000,000	78	0	100
116	Stonewater Roofing	Tyler, Texas	\$13,700,000	55	22	78
117	Skywalker Roofing	Stokesdale, N.C.	\$13,110,676	38	2	98
118	Greenawalt Roofing Company	Lancaster, Pa.	\$12,465,500	35	5	95
119	Amstill Roofing	Houston, Texas	\$12,447,364	30	2	98
120	Triangle Building Company	Raleigh, N.C.	\$12,250,000	24	25	75
121	Roofwerks	Raleigh, N.C.	\$12,200,000	55	40	60
122	Emerson Enterprises Unlimited LLC	Olathe, Kan.	\$11,091,393	32	5	95
123	Scott Roofing Company	Phoenix, Tucson, Ariz.	\$11,000,000	110	5	95
124	Heartland Roofing, Siding and Windows LLC	Clive, Iowa	\$10,866,201	35	0	100
125	Horch Roofing	Warren, Maine	\$10,300,000	55	5	95