

ROOFING CONTRACTOR

Top

100

Roofing Contractors

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NO ONE COULD'VE PREDICTED THE DRASTIC IMPACT OF COVID-19, BUT THESE TOP 100 COMPANIES SHOW THEY'RE POSITIONED TO MOVE FORWARD

By Art Aisner

There are many ways to measure success in business, and revenue is just one. Yet, you'd be hard-pressed to find honest entrepreneurs who believe it's not the most important. For the 12th consecutive year, *RC* sought out to identify the roofing contractors across the United States that are leading the pack in terms of business generated.

Whether in the residential, commercial or industrial sectors, contractors from coast-to-coast shared their successes and some of their failures over the past year, as well as some of their future goals in the hopes of being included among an exclusive collection of their

peers. The *RC* team collected 2019 annual sales revenue totals submitted independently by roofing companies to compile the highest-earning roofing professionals industrywide. The revenue information provided was self-reported throughout the first half of 2020.

In many ways, the roofing industry will look back on 2019 as an important, possibly even watershed time. It launched with so much promise, drawing an unprecedented record crowd of attendees and interest to the 2020 International Roofing Expo in Dallas. The industry met the start of a new decade by continuing the rapid infusion of technology into all aspects of the roofing trade.

The easing of some federal regulations kept projects moving and allowed even workforce-hungry contractors the ability to build a backlog — which became all too important as the COVID-19 pandemic spurred an economic crisis at the tail end of 2020's Q1.

Despite the economic uncertainty the globe faces in the year ahead, many of the companies fortunate to make this year's list have the workforce, visionary leadership and determination to keep the momentum of 2019 moving forward. Time will tell, and frame the discussion about next year's list. So until then, enjoy taking this closer look into the very recent, yet very different past with our Top 100 List for 2020:

| # | COMPANY NAME | LOCATION | TOTAL REVENUE | PEAK STAFF | COMMERCIAL % | RESIDENTIAL % |
|----|----------------------------------|------------------------------|----------------|------------|--------------|---------------|
| 1 | CentiMark Corporation | Canonsburg, Pa. | \$723,710,823 | 3,500 | 100 | 0 |
| 2 | Tecta America Corp | Rosemont, Ill. | \$710,000,000 | 3,500 | 99 | 1 |
| 3 | Flynn Group of Companies | Multiple U.S. and Canada | \$281,645,000* | 5,500 | 100 | 0 |
| 4 | Nations Roof | Mobile, Ala. | \$230,000,000 | 1,275 | 95 | 5 |
| 5 | Mr. Roof/ABLE Roofing | Columbus, Ohio | \$180,000,000 | 330 | 30 | 70 |
| 6 | Empire Roofing | Fort Worth, Texas | \$148,506,187 | 675 | 100 | 0 |
| 7 | BEST Contracting Services, Inc. | Gardena, Calif. | \$144,623,073 | 525 | 100 | 0 |
| 8 | Greenwood Industries, Inc. | Worcester, Mass. | \$135,000,000 | 750 | 100 | 0 |
| 9 | Kalkreuth Roofing & Sheet Metal | Wheeling, W. Va. | \$124,000,000 | 700 | 99 | 1 |
| 10 | Crown Roofing LLC | Tampa/Sarasota, Fla. | \$113,058,219 | 682 | 60 | 40 |
| 11 | Advanced Roofing | Fort Lauderdale, Fla. | \$112,691,673 | 525 | 100 | 0 |
| 12 | CMR Construction & Roofing | Fort Worth, Texas | \$98,386,410 | 450 | 40 | 60 |
| 13 | Roofing Southwest | Phoenix, Ariz. | \$92,500,000 | 500 | 98 | 2 |
| 14 | CP Rankin | Chalfont, Pa. | \$90,198,499 | 525 | 80 | 20 |
| 15 | Feazel | New Albany, Ohio | \$90,000,000 | 119 | 40 | 60 |
| 16 | Douglass Colony Group | Commerce City, Colo. | \$89,300,000 | 500 | 100 | 0 |
| 17 | Aspen Contracting | Lee's Summit, Mo. | \$84,561,220 | 300 | 5 | 95 |
| 18 | Total Home Companies, Inc. | Multiple Cities, Fla. & Ohio | \$81,863,091 | 150 | 5 | 95 |
| 19 | J Ferg | Wolfforth, Texas | \$80,000,000 | 120 | 10 | 90 |
| 20 | Kodiak Roofing & Waterproofing | Roseville, Calif. | \$78,739,609 | 334 | 100 | 0 |
| 21 | KPost Roofing & Waterproofing | Dallas, Texas | \$75,767,421 | 450 | 92 | 8 |
| 22 | Burns & Scalo Roofing | Pittsburgh, Pa. | \$67,584,742 | 250 | 90.5 | 9.5 |
| 23 | Precision Construction & Roofing | North Richland Hills, Texas | \$64,623,119 | 38 | 30 | 70 |
| 24 | Carroll Bradford Roofing | Orlando, Fla. | \$61,598,714 | 210 | 10 | 90 |
| 25 | Beldon Group of Companies | San Antonio, Texas | \$60,877,178 | 280 | 25 | 75 |

* Revenue from U.S. operations

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|----|---|-----------------------|---------------|------------|--------------|---------------|
| 26 | Orndorff & Spaid, Inc. | Beltsville, Md. | \$56,800,000 | 190 | 100 | 0 |
| 27 | United States Roofing Corporation | Norristown, Pa. | \$55,373,000 | 245 | 100 | 0 |
| 28 | Kidd Roofing | Austin, Texas | \$54,473,868 | 120 | 25 | 75 |
| 29 | Collis Roofing | Longwood, Fla. | \$54,360,000 | 235 | 30 | 70 |
| 30 | Sutter Roofing | Sarasota, Fla. | \$53,785,400 | 328 | 100 | 0 |
| 31 | JR & Co., Inc. | Kansas City, Mo. | \$51,630,000 | 282 | 88 | 12 |
| 32 | Best Roofing | Fort Lauderdale, Fla. | \$51,277,000 | 315 | 96 | 4 |
| 33 | The Exterior Company | Lancaster, Pa. | \$48,844,167 | 90 | 20 | 80 |
| 34 | Commercial Roofers, Inc. | Las Vegas, Nev. | \$46,307,659 | 280 | 100 | 0 |
| 35 | Infinity Roofing & Siding, Inc. | Houston, Texas | \$45,570,891 | 30 | 20 | 80 |
| 36 | Apex Roofing & Restoration | Birmingham, Ala. | \$44,537,600 | 48 | 80 | 20 |
| 37 | Tarrant Roofing | Bedford, Texas | \$44,000,000 | 99 | 25 | 75 |
| 38 | RestoreMasters Contracting LLC | Jacksonville, Fla. | \$41,389,413 | 123 | 70 | 30 |
| 39 | Stellar Restoration Services LLC | Houston, Texas | \$41,218,935 | 26 | 100 | 0 |
| 40 | Findlay Roofing | Marietta, Ga. | \$39,200,000 | 35 | 98 | 2 |
| 41 | Springer-Peterson | Eaton Park, Fla. | \$35,800,000 | 250 | 90 | 10 |
| 42 | Evans Roofing Company, Inc. | Elmira, N.Y. | \$35,375,000 | 160 | 100 | 0 |
| 43 | Kelly Roofing | Estero, Fla. | \$34,756,479 | 270 | 18 | 82 |
| 44 | Jottan, Inc. | Florence, N.J. | \$34,374,925 | 100 | 100 | 0 |
| 45 | Crest Exteriors, LLC | Plano, Texas | \$34,302,826 | 85 | 38 | 62 |
| 46 | Rackley Roofing Company, Inc. | Carthage, Tenn. | \$34,100,000 | 220 | 99 | 1 |
| 47 | The Original Roofing Company | Las Vegas, Nev. | \$31,560,000 | 175 | 78 | 22 |
| 48 | Hayden Building Maintenance Corp. | West Nyack, N.Y. | \$31,221,000 | 55 | 90 | 10 |
| 49 | Bone Dry Roofing Company | Athens, Ga. | \$31,000,000 | 150 | 85 | 15 |
| 50 | Hudson Valley Roofing & Sheet Metal, Inc. | New Windsor, N.Y. | \$30,350,000 | 75 | 100 | 0 |

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| 51 | Metalmaster Roofmaster, Inc. | McHenry, Ill. | \$30,340,000 | 150 | 100 | 0 |
| 52 | SmartRoof LLC | Fairfax, Va. | \$30,000,000 | 25 | 10 | 90 |
| 53 | Katchmark Roofing | Chantilly, Va. | \$28,600,000 | 53 | 80 | 20 |
| 54 | All-South Subcontractors, Inc. | Birmingham, Ala. | \$28,000,000 | 150 | 100 | 0 |
| 55 | Butcher & Butcher Construction | Rochester Hills, Mich. | \$27,943,000 | 142 | 70 | 30 |
| 56 | Heritage Roofing & Contracting | Centennial, Colo. | \$25,815,115 | 15 | 90 | 10 |
| 57 | Remedy Roofing, Inc. | Katy, Texas | \$25,249,684 | 65 | 10 | 90 |
| 58 | O'Hara's Son Roofing Company | Chicago, Ill. | \$25,132,077 | 48 | 85 | 15 |
| 59 | White Castle Roofing | Lincoln, Neb. | \$22,900,000 | 199 | 40 | 60 |
| 60 | Register Roofing & Sheet Metal, Inc. | Jacksonville, Fla. | \$22,600,000 | 110 | 100 | 0 |
| 61 | Lifetime Quality Roofing and Storm Restoration | Columbus, Ohio | \$21,521,995 | 40 | 2 | 98 |
| 62 | Elevated Roofing LLC | Frisco, Texas | \$21,000,000 | 44 | 34 | 66 |
| 63 | Basin Roofing & Construction, Inc. | Midland, Texas | \$20,620,000 | 15 | 85 | 15 |
| 64 | Benton Roofing, Inc. | East Flat Rock, N.C. | \$20,558,433 | 45 | 100 | 0 |
| 65 | Schena Roofing & Sheet Metal Co | Chesterfield, Mich. | \$20,500,000 | 110 | 100 | 0 |
| 66 | Antis Roofing & Waterproofing | Irvine, Calif. | \$20,255,278 | 103 | 1 | 99 |
| 67 | Legacy Roofing Services | Akron, Ohio | \$20,000,000 | 140 | 85 | 15 |
| 68 | ADCO Roofing & Waterproofing | North Hollywood, Calif. | \$19,900,000 | 100 | 80 | 20 |
| 69 | Allen Roofing & Siding | Ballwin, Mo. | \$19,720,727 | 125 | 15 | 85 |
| 70 | McKinnis, Inc. | Blair, Neb. | \$18,970,986 | 100 | 65 | 35 |
| 71 | Wolfrum Roofing & Exteriors | Delaware, Ohio | \$18,862,111 | 81 | 100 | 0 |
| 72 | Priority Roofing | Dallas, Texas | \$18,823,008 | 95 | 2 | 98 |
| 73 | Exterior Medics, Inc. | Springfield, Va. | \$18,040,224 | 47 | 45 | 55 |
| 74 | Peck Brothers LLC / DBA PB Roofing | Elmwood Park, N.J. | \$17,900,000 | 56 | 100 | 0 |
| 75 | Triad, Inc. | Blue Springs, Mo. | \$17,139,389 | 60 | 20 | 80 |

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| 76 | Absolute Construction | Garland, Texas | \$16,762,322 | 65 | 10 | 90 |
| 77 | Honest Abe Roofing Franchise, Inc. | Terre Haute, Ind. | \$16,731,289 | 200 | 0 | 100 |
| 78 | A-R Roofing LLC | Pratt, Kan. | \$16,545,000 | 75 | 50 | 50 |
| 79 | Storm Team Construction | Jupiter, Fla. | \$16,330,197 | 30 | 30 | 70 |
| 80 | T&S Roofing Systems | Miami, Fla. | \$15,500,000 | 100 | 5 | 95 |
| 81 | Ashco Exteriors, Inc. | Champlin, Minn. | \$15,283,266 | 19 | 0 | 100 |
| 82 | DKG & Associates, Inc. | Albuquerque, N.M. | \$15,218,664 | 94 | 99 | 1 |
| 83 | Reliant Roofing, Inc. | Jacksonville, Fla. | \$15,000,000 | 110 | 10 | 90 |
| 83 | Davco Roofing & Sheet Metal, Inc. | Charlotte, N.C. | \$15,000,000 | 65 | 100 | 0 |
| 85 | Five Guys Roofing | Gilbert, Ariz. | \$14,891,985 | 92 | 50 | 50 |
| 86 | Proclaim Roofing | Dallas, Texas | \$14,634,496 | 50 | 2 | 98 |
| 87 | Yellowhammer Roofing, Inc. | Athens, Ala. | \$14,063,232 | 18 | 5 | 95 |
| 88 | M&M Home Remodeling Services | Crete, Ill. | \$13,770,000 | 70 | 8 | 92 |
| 89 | Perry Roofing Contractors | Gainesville, Fla. | \$13,700,000 | 89 | 75 | 25 |
| 90 | Couto Construction | New Bedford, Mass. | \$13,000,000 | 60 | 2 | 98 |
| 91 | Elite Contractors LLC | Jackson, Tenn. | \$12,825,000 | 50 | 50 | 50 |
| 92 | Murray Roofing Company | Cheektowaga, N.Y. | \$12,000,000 | 70 | 100 | 0 |
| 93 | Town & Country Roofing, Inc. | Frisco, Texas | \$11,912,194 | 30 | 3 | 97 |
| 94 | RJ Construction | Dalworthington Gardens, Texas | \$11,293,777 | 25 | 30 | 70 |
| 95 | Skywalker Roofing LLC | Stokesdale, N.C. | \$11,290,000 | 35 | 15 | 85 |
| 96 | Greenawalt Roofing Company | Lancaster, Pa. | \$10,382,507 | 15 | 10 | 90 |
| 97 | Straight Line Construction | Shingle Springs, Calif. | \$10,200,000 | 64 | 2 | 98 |
| 97 | SHELL Roofing Solutions | Chino, Calif. | \$10,200,000 | 34 | 95 | 5 |
| 99 | Wedge Roofing | Petaluma, Calif. | \$10,100,000 | 48 | 48 | 52 |
| 100 | Arnold's Home Improvement | Toledo, Ohio | \$10,098,833 | 85 | 0 | 100 |