

# ROOFING CONTRACTOR

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Photo credit: Farrell Roofing

As in years past, Roofing Contractor's annual Top 100 ranks the nation's best-performing commercial and residential roofing contractors based on self-reported revenue.

Rank	Company Name	Company's City	Company's State/Province	Peak Number of Staff	Total 2023 Revenue in Dollars (\$-,-- ,-,-- ,-,--)	% Commercial Work	% Residential Work	Is the company part of a private equity group or part of larger roofing contractor corporation?
23.00	Advocate Construction, Inc.	Glendale Heights	Ill.	240.00	112,500,000.00	10.00	90.00	No

This year's submission process was a bit different. We tinkered to reduce friction and make submitting more efficient. And you can see the results: an overwhelming response from roofers eager to participate.

So, we decided to chuck the playbook and expand the list to 150. The 2024 expanded list gives more contractors a greater opportunity to compare themselves to other leading roofing companies nationwide and showcase how best practices can be examples for the rest of the industry to follow.

Based on the volume of submissions, one anecdotal observation is that it is a healthy and robust marketplace for roofing contractors ready to capitalize. The expanded list will include familiar names, including first-timers and perennial stalwarts.

As we have done previously, the editors chose selected submissions that stood out, which we have included in our Spotlights offering, accessible in the navigation bar at the bottom of the page; one such company is Baker Roofing.

The 2016 RC “Commercial Roofing Contractor of the Year,” based in North Carolina, had a tremendous year, generating a reported \$320 million in revenue and growing to 1,200 employees. Founded in 1915, Baker is one of the nation's largest and most well-established commercial roofers, finishing seventh overall and always looking to improve.

“(We) anticipate sustained organic growth in emerging and established markets throughout 2024,” said James Boyles, Baker’s digital marketing manager. “The company also projects increased profitability driven by investments in new technologies to enhance efficiencies within current business operations.”

On the residential roofing side, Tampa-based Westfall Roofing made a splash by climbing to No. 64 on this year’s list and reporting more than \$47 million in revenue – a company record. The last time Westfall made the Top 100 was in 2021, with a reported \$19 million in revenue and resting at No. 88 that year. The company has since expanded into Central Florida and is growing fast in a volatile market under the leadership of Ryan and Anissa Westfall – both RC Young Guns alumni.

Anissa Westfall, director of marketing and growth, credited increased spending on targeted marketing and brand awareness for the recent success. She couldn’t overlook the importance of honing in on the family business’s overall mission in team meetings.

“We are re-investing in ourselves this year, and it’s paid off not just in leads and business but also in gaining a better understanding of how we got here,” she said. We are fully committed to consistently delivering a meaningful promise to our customers every day.”

And there it is, folks. Our 2024 Top 150, plus spotlights on selected companies and our annual “Ones to Watch” list, featuring companies that were ‘oh so close’ but failed to make this year’s cut. However, if the past is prologue, we will likely see several of those names on the list for 2025.

— The RC editors

Editor's Note: If an entry on the list needs correcting or adjusting, please contact Editor Chris Gray at [grayc@bnpmedia.com](mailto:grayc@bnpmedia.com).



## TOP 25

### 2024 Top 100 Roofing Contractors: 1-25

Rank	Company Name	Location	Peak Number of Staff	Total 2023 Revenue in Dollars	% of Commercial Work	% of Residential Work	Involved in Private Equity?
1	Tecta America	Rosemont, Ill.	4,400	1,400,000,000	99	1	Yes
2	CentiMark Corporation	Canonsburg, Pa.	3,500	1,337,405,956	100	0	No
3	Erie Home	Toledo, Ohio	1,397	525,334,796	0	100	Yes
4	Roofing Corp of America	Atlanta, Ga.	950	425,000,000	85	15	Yes
5	Nations Roof	Mobile, Ala.	1,200	411,000,000	95	5	Yes
6	Stronghouse Solutions	Addison, Texas	250	373,000,000	5	95	Yes
7	Baker Roofing Company	Raleigh, N.C.	1,200	320,743,950	89	11	No
8	Infinity Home Services	Brookfield, Wis.	750	310,000,000	10	90	Yes
9	Best Choice Roofing	Hendersonville, Tenn.	1,500	277,111,000	1	99	No
10	Legacy Restoration	Plymouth, Minn.	823	258,600,000	5	95	Yes
11	Greenwood Industries, Inc.	Worcester, Mass.	950	246,000,000	100	0	No
12	Corey Construction	Houston, Texas	165	196,000,000	21	79	No
13	Bone Dry Roofing	Indianapolis, Ind.	550	183,825,758	30	70	No
14	Advanced Roofing, Inc.	Fort Lauderdale, Fla.	730	177,077,000	100	0	No
15	Crowther Roofing and Cooling	Fort Myers, Fla.	870	176,439,206	90	10	No
16	Jolly Roofing & Contracting Company, Inc.	Collierville, Tenn.	240	143,876,891	100	0	No
17	O'Hara's Son Roofing	Chicago, Ill.	130	140,000,000	100	0	Yes
18	Kalkreuth Roofing and Sheet Metal	Wheeling, W.Va.	450	137,211,600	99	1	No
19	Crown Roofing & Waterproofing	Sarasota, Fla.	454	136,412,355	40	60	No
20	RestoreMasters	Irving, Texas	300	118,214,743	90	10	No
21	Priority Roofing	Dallas, Texas	550	115,377,523	10	90	No
22	Apex Roofing & Restoration	Hoover, Ala.	209	113,800,995	5	95	No
23	Advocate Construction, Inc.	Glendale Heights, Ill.	240	112,500,000	10	90	No
24	Aspen Contracting, Inc.	Lee's Summit, Mo.	300	111,822,562	10	90	No
25	Smart Roof, LLC	Reston, Va.	250	110,762,560	4	96	No