

**POOL
& SPA**

PRESENT

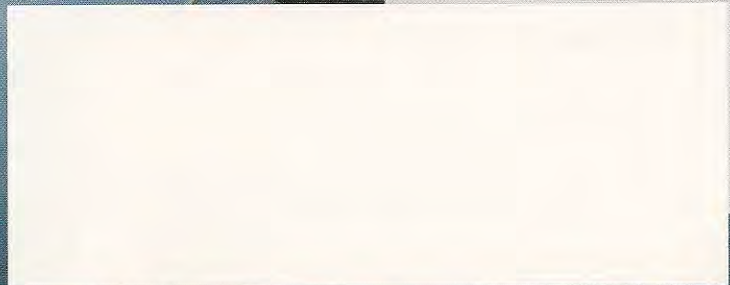
FUTURE

PAST

NEWS

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TOP 50 BUILDERS



Holding the Line

The industry's leading construction firms soldiered on in the face of another challenging year

By Dan Schechner and Rebecca Robledo Since the Top 50 Builders list debuted nearly a decade ago, the industry has seen historic highs and lows.

A dearth of available financing and uncooperative weather made for a tough 2009 ... especially after a gangbusters stretch just a few years prior.

For instance, total revenue generated by *Pool & Spa News'* Top 50 Builders peaked at \$2.2 billion in 2006, while last year's \$882.6 million — a 60 percent drop — marked the group's lowest output since the list was started.

Similarly, the Top 50 accounted for an all-time high of 46,513 pools built in 2005, but dipped nearly 75 percent to 12,467 in 2009.

As a result, many pool professionals poured greater resources and found additional income in previously supplementary businesses like service, maintenance and repairs.

Renovation and remodeling activity among the Top 50, for example, tripled in significance over the past five years: In 2004, such work accounted for just 3.4 percent of the Top 50's combined revenue; last year, however, renovations were responsible for an impressive 10.3 percent of total revenue.

Continuing another trend from the previous year, commercial work also cast a larger shadow in 2009, when it accounted for 10.4 percent of the Top 50's combined revenue compared with 4.5 percent in 2004.

Through it all, the industry perseveres, with a number of builders across the country reporting modest growth in 2010. Could it be the start of a sustained turnaround?

Only time will tell. ■

TOP BUILDERS*

2009 RESIDENTIAL CONSTRUCTION REVENUE

	COMPANY	PREVIOUS YEARS RANKING	TOTAL RESIDENTIAL CONSTRUCTION REVENUE	NEW CONSTRUCTION REVENUE	RENOVATION REVENUE
1	Blue Haven Pools & Spas	1	\$99,727,049	\$93,003,606	\$6,723,443
2	Anthony & Sylvan Pools	2	\$65,000,000	\$58,000,000	\$7,000,000
3	Premier Pools and Spas	6	\$35,000,000	\$33,000,000	\$2,000,000
4	California Pools	3	\$31,602,241	\$30,067,167	\$1,535,074
5	Paddock Pools and Spas	5	\$27,700,000	\$20,700,000	\$7,000,000
6	Shasta Industries	4	\$23,721,000	\$19,414,000	\$4,307,000
7	Aqua Pool & Spa Inc.	8	\$22,000,000	\$20,000,000	\$2,000,000
8	Platinum Pools	15	\$21,778,000	\$21,778,000	\$0
9	Adams Pool Solutions	-	\$21,269,575	\$3,190,000	\$18,079,575
10	Keith Zars Pools Ltd.	11	\$20,900,000	\$20,300,000	\$600,000
11	Cody Pools	13	\$19,064,402	\$18,986,121	\$78,281
12	Mission Pools Inc.	10	\$17,649,000	\$17,162,000	\$487,000
13	Presidential Pools & Spas	9	\$15,800,000	\$14,850,000	\$950,000
14	Claffey Pools	14	\$15,491,000	\$13,214,000	\$2,277,000
15	Seasonal World	21	\$14,620,000	\$13,800,000	\$820,000
16	Holland Pools and Spas Inc.	24	\$13,690,861	\$13,558,248	\$132,613
17	Swan Pools	7	\$13,451,448	\$10,497,789	\$2,953,659
18	Patio Pools & Spas	16	\$11,236,379	\$8,808,489	\$2,427,890
19	Riverbend Sandler Pools	12	\$10,955,000	\$10,005,000	\$950,000
20	Maryland Pools Inc.	22	\$10,476,000	\$10,476,000	\$0
21	Robertson Pools Inc.	23	\$10,366,253	\$8,643,354	\$1,722,900
22	Pulliam Pools	18	\$9,166,748	\$8,384,147	\$782,601
23	Hobert Pools and Spas	17	\$8,938,413	\$8,566,759	\$371,654
24	Mission Valley Pools & Spas Inc.	26	\$8,573,500	\$7,182,500	\$1,391,000
25	Van Kirk & Sons Inc.	32	\$8,406,998	\$6,237,913	\$2,169,085
26	Barrington Pools Inc.	19	\$8,368,000	\$7,518,000	\$850,000
27	Carlton Pools Inc.	25	\$7,200,000	\$6,000,000	\$1,200,000
28	Rosebrook Pools Inc.	33	\$6,585,045	\$5,545,943	\$1,039,102
29	Rondo Pools and Spas Inc.	39	\$6,500,000	\$6,000,000	\$500,000
30	Concord Pools & Spas	30	\$6,257,345	\$5,471,659	\$785,686
31	Gibbons Pools Inc.	-	\$5,916,000	\$3,930,000	\$1,986,000
32	J. Tortorella Custom Gunite Pools	27	\$5,740,000	\$3,275,000	\$2,465,000
33	Armond Aquatech Pools	40	\$5,550,000	\$4,900,000	\$650,000
34	Aegean Pools Inc.	31	\$5,506,036	\$4,320,104	\$1,185,932
35	Essig Pools Inc.	34	\$4,930,757	\$3,440,715	\$1,490,042
36	Cameo Pools	42	\$4,841,000	\$3,227,000	\$1,614,000
37	Geremia Pools Inc.	35	\$4,810,750	\$2,822,000	\$1,988,750
T-38	Nejame & Sons	-	\$4,800,000	\$2,800,000	\$2,000,000
T-38	Ocean Quest Pools by Lew Akins	47	\$4,800,000	\$3,700,000	\$1,100,000
T-38	Backyard Amenities	44	\$4,800,000	\$4,800,000	\$0
41	Performance Pool & Spa	41	\$4,745,000	\$2,745,000	\$2,000,000
42	Tampa Bay Pools	38	\$4,530,051	\$4,079,405	\$450,646
43	Pacific Sun Aquatech	-	\$4,212,318	\$3,695,102	\$517,216
44	Pools of Fun	29	\$4,200,000	\$3,900,000	\$300,000
45	Lifetime Pools Inc.	45	\$4,137,000	\$3,250,000	\$887,000
46	Pool & Spa Depot	-	\$3,869,000	\$3,650,000	\$219,000
47	Rising Sun Pools	-	\$3,696,000	\$2,900,000	\$796,000
48	Intercoastal Pool & Spa Builders Inc.	43	\$3,522,000	\$3,190,000	\$332,000
T-49	A&G Concrete Pools Inc.	46	\$3,500,000	\$3,000,000	\$500,000
T-49	Oasis Aquatech Pools Inc.	-	\$3,500,000	\$3,400,000	\$100,000
50	Richard's Total Backyard Solutions	-	\$3,475,000	\$3,250,000	\$225,000