

# PSN

POOL AND SPA

**Top 50 Builders**  
Recognizing the industry's best



## Top 50 Builders

Company Name	Headquarters	State	No. of Offices	President/CEO
<b>1</b> Cody Pools	Georgetown (Austin)	TX	9	Mike Church

## Top 50 Builders by Revenue

These figures reflect each company's activity in 2015. Whether the business plan is high-volume or high-end, Total Residential Construction Revenue is considered a barometer of success and, thus, carries significant weight in the judging.

Company Name	Total Revenue	New Residential Construction	Renovation	Total Residential Construction	Pool Excavations
<b>1</b> Cody Pools	\$43,334,856	\$40,190,566	\$0	\$40,190,566	597
<b>2</b> Presidential Pools, Spas and Patio	43,125,000	35,381,000	31,000	35,412,000	985
<b>3</b> Shasta Pools & Spas	61,000,000	28,500,000	4,800,000	33,300,000	749

## Top 10 Volume

Volume, defined here as the number of excavations performed in 2015, does not factor into the judging of the Top 50, but rather is observed as an indicator of how business is moving. Excavations for the entire Top 50 jumped 15 percent over last year, from 10,198 to 12,023. These 10 firms reported the most digs. All three Top 50 firms from Arizona made the list below, with the remainder hailing from Texas and Florida. As a whole, the Top 50 averaged 200 excavations each; however, 17 dug fewer than 100.

Top 50 Ranking	Company Name	Number of Pool Excavations
<b>6</b>	All Seasons Pools	1,047
<b>2</b>	Presidential Pools, Spas and Patio	985
<b>10</b>	California Pools & Landscape	806
<b>3</b>	Shasta Pools & Spas	749
<b>1</b>	Cody Pools	597

## Top 10 Community

Being a good citizen benefits the community, the donor, and the industry. Top 50 Builders serve as leading examples. They open their doors to host fundraisers or serve as donation centers, or offer trucks and equipment to help during disasters. They provide scholarships for at-risk youth. Some host swim lessons or safety days. Others enlist employees to volunteer on certain days or for certain events. And this year's Top 50 built or renovated six pools for free to help individuals with serious health conditions.

Top 50 Ranking	Company Name
<b>1</b>	Cody Pools
<b>6</b>	All Seasons Pools
<b>9</b>	Platinum Pools



**Cody Pools**  
**TOM NAUMAN**  
Construction Superintendent

As a veteran superintendent at Cody Pools, Tom goes beyond the call of duty in all aspects of pool building. Whether it's overcoming pool engineering feats that often seem impossible, or his unsurpassed quality of workmanship or his impeccable communication with customers, he leaves each customer confident in their decision to choose Cody Pools and promotes ongoing referrals.

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## Top 10 Staff

Successful executives know that those offering the best training often retain employees the longest. Because of this, companies were scored on their training and average employee tenure. Those implementing detailed, methodical in-house training programs and whose staff holds certifications, particularly those related to design and construction, were looked upon kindly. Degrees also bumped up the marks. Quality employees hold the key to a company's success, so this score was weighted heavily.

Top 50 Ranking	Company Name
<b>1</b>	Cody Pools
<b>13</b>	Neave Pools
<b>19</b>	Concord Pools and Spas

## Top 10 Residential Construction Revenue

Of the five judging criteria for determining the Top 50, residential construction revenue is one of the most significantly weighted, harkening back to the list's beginnings, when it was based solely on this category. To arrive at this figure, new construction revenue is combined with renovation revenue. An interesting note: Only three Arizona builders made the list; however, they all rank among the top 10 earners. Not surprisingly, half the builders below hail from Texas. Still, of the entire Top 50, nearly half made \$10 million or less.

Top 50 Ranking	Company Name	Construction Revenue
<b>1</b>	Cody Pools	\$40,190,566
<b>6</b>	All Seasons Pools	\$35,966,487
<b>2</b>	Presidential Pools, Spas and Patio	\$35,412,000

