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## CONSTRUCTION

### Growth Surge: EC&M's 2018 Top 50 Electrical Contractors

Reported revenue realized from electrical projects in 2017 translates into continued good fortune for many of this year's Top 50, but top-line expansion exposes growth pain worries.

Tom Zind | Sep 18, 2018



Amidst what could be one of the most business-friendly environments seen in years, America's largest electrical contractors appear to be thriving as a group, beneficiaries of growth-oriented tax policies, looser regulation, and a building

boom.

The 50 companies with the highest reported revenue in 2017 brought in a combined \$26.2 billion worth of electrical work. Those companies, which comprise *EC&M's* annual Top 50 ranking for 2018 in terms of reported prior-year revenues, outdid last year's collection of key players by \$2.4 billion — or 10% above their 2016 revenues of \$23.8 billion (**Fig. 1**).

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The 2018 Top 50 not only established a new record for non-inflation adjusted income, but also recorded the biggest year-over-year jump in revenues since 2014, when, barreling out of the last recession, the 2015 Top 50 reported a 39% surge. Revenues then basically flatlined until last year. Little wonder, then, that the annual *EC&M* Top 50 survey, which yields the revenue numbers as well as deep insights into contractors' business priorities, concerns, challenges, and opportunities, found many respondents upbeat. Eight of 10 companies said the “business climate” was strong (**Fig. 2**). Look back just two years, though, and the share of contractors seeing a favorable climate was just more than 60%. A year later, seven in 10 of the 2017 Top 50 judged the climate as strong.

THE TOP 50 ELECTRICAL CONTRACTORS					
Ranking		Company	Headquarters	2017 Sales	% change (2016-2017)
2018	2017				
1	1	Quanta Services	Houston	\$5,600,000,000	14.29%
2	3	EMCOR Group, Inc.	Norwalk, Conn.	\$1,850,868,991	8.42%
3	2	Rosendin Electric	San Jose, Calif.	\$1,449,882,017	-26.00%
4	4	MYR Group, Inc.	Rolling Meadows, Ill.	\$1,403,000,000	22.85%
5	5	Henkels & McCoy Group, Inc.	Blue Bell, Pa.	\$860,000,000	-9.92%
6	6	Cupertino Electric, Inc.	San Jose, Calif.	\$849,000,000	18.79%
7	8	M.C. Dean, Inc.	Tysons, Va.	\$763,135,925	18.58%
8	NL	IES Holdings, Inc.	Houston	\$727,000,000	NA
9	7	MMR Group, Inc.	Baton Rouge, La.	\$650,000,000	-6.47%
10	10	Helix Electric, Inc.	San Diego	\$623,982,654	18.93%
11	11	Faith Technologies, Inc.	Menasha, Wis.	\$515,294,362	6.41%
12	12	Bergelectric Corp.	Los Angeles	\$497,500,000	2.97%
13	13	The Newtron Group, LLC	Baton Rouge, La.	\$490,000,000	8.89%
14	9	Five Star Electric Corp.	Ozone Park, N.Y.	\$471,975,279	-16.76%
15	16	Power Design, Inc.	St. Petersburg, Fla.	\$469,644,980	18.30%
16	15	Redwood Electric Group, Inc.	Santa Clara, Calif.	\$450,000,000	12.50%
17	14	Facility Solutions Group, Inc.	Austin, Texas	\$443,734,360	-0.08%
18	20	E-J Electric Installation Co.	Long Island City, N.Y.	\$429,000,000	33.19%
19	22	Motor City Electric Co.	Detroit	\$419,838,000	50.46%

2018 Rank	2017 Rank	Company	Location	Revenue (\$)	% Change
20	23	Walker Engineering, Inc.	Irving, Texas	\$373,000,000	38.15%
21	17	Cache Valley Electric Co.	Logan, Utah	\$362,068,244	-1.15%
22	19	Wayne J. Griffin Electric, Inc.	Holliston, Mass.	\$355,460,000	6.55%
23	NL	Hunt Electric Corp.	Minneapolis	\$348,715,000	NA
24	24	Fisk Electric Co.	Houston	\$340,465,000	29.18%
25	21	Parsons Electric LLC	Minneapolis	\$337,081,247	19.25%
26	18	ISC Constructors, LLC	Baton Rouge, La.	\$313,000,000	-10.95%
27	27	Miller Electric Co.	Jacksonville, Fla.	\$296,184,428	18.88%
28	26	Hatzel & Buehler, Inc.	Wilmington, Del.	\$277,087,618	8.05%
29	29	Sachs Electric Co.	St. Louis	\$246,000,000	5.58%
30	25	Sprig Electric Co.	San Jose, Calif.	\$245,000,000	-6.42%
31	32	CSI Electrical Contractors, Inc.	Santa Fe Springs, Calif.	\$233,043,845	4.94%
32	28	Wachter, Inc.	Lenexa, Kan.	\$232,780,000	-6.15%
33	35	Cochran, Inc.	Seattle	\$223,200,000	10.29%
34	37	VECA Electric and Technologies	Seattle	\$222,000,000	24.02%
35	44	O'Connell Electric Co., Inc.	Victor, N.Y.	\$221,510,000	39.67%
36	33	J.F. Electric	Edwardsville, Ill.	\$212,000,000	2.40%
37	38	Tri-City Electrical Contractors, Inc.	Altamonte Springs, Fla.	\$210,000,000	17.79%
38	NL	JE Richards	Beltsville, Md.	\$203,961,089	NA
39	43	Cleveland Electric Co.	Atlanta	\$198,719,302	25.16%
40	41	Tri City Electric Company of Iowa	Davenport, Iowa	\$194,777,557	17.82%
41	39	Egan Co.	Minneapolis	\$175,000,000	-1.13%
42	47	Continental Electrical Construction Co.	Oak Brook, Ill.	\$173,000,000	25.82%
43	42	The Morse Group, Inc.	Freeport, Ill.	\$161,999,309	1.73%
44	40	Lake Erie Electric Companies	Westlake, Ohio	\$157,737,235	-7.21%
45	46	Encore Electric	Lakewood, Colo.	\$154,000,000	6.94%
46	30	Rex Moore Group, Inc.	Sacramento, Calif.	\$153,256,112	-33.74%
47	45	Guarantee Electrical Co.	St. Louis	\$152,649,000	-3.00%
48	NL	Kelso-Burnett Co.	Rolling Meadows, Ill.	\$146,071,000	NA
49	NL	Mona Electric Group, Inc.	Clinton, Md.	\$146,035,245	NA
50	NL	ERMCO, Inc.	Indianapolis	\$142,850,000	NA

NL — not listed. This company did not appear in last year's Top 50 listing.

NA-not available. *EC&M* did not have access to the electrical and datacom sales figure for 2017.

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