



2023 Industry Resource Guide

Restoration Industry Association Advocacy. Unity. Progress.



Amanda Bray Industry Relations Manager 856.437.4750 exhibits.ria@ahint.com



A Word of Thanks from the RIA



Welcome to the RIA 2023 Industry Resource Guide! The guide highlights a variety of valuable products and services that can help your restoration business thrive. From equipment, software and training, to business development resources, we encourage you to check out all that the Industry Resource Guide has to offer.

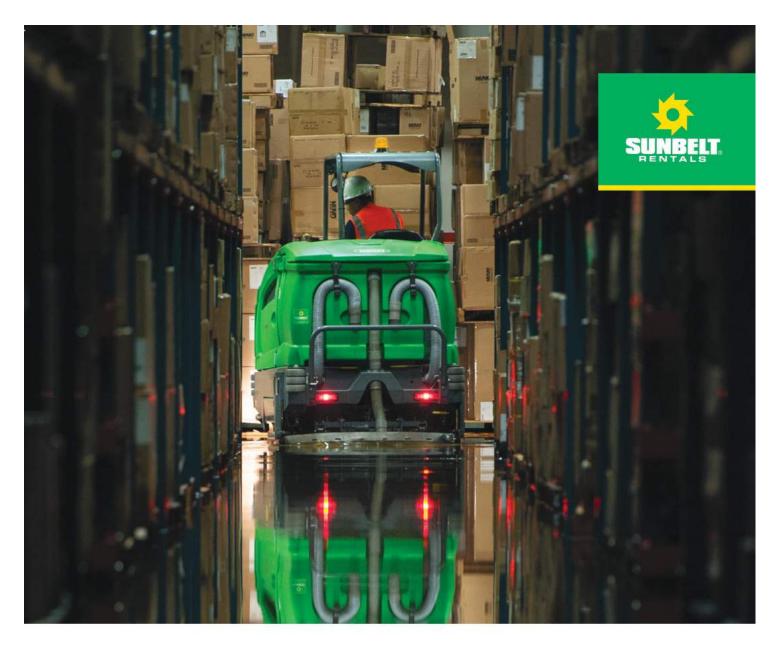
Be sure to visit the 2023 RIA International Restoration Convention + Industry Expo Hall to connect with over 100 exhibitors offering restoration equipment, tools, products and services to meet all of your restoration company's needs.

2023 RIA International Restoration Convention + Industry Expo Expo Hall Hours

Monday, April 24th	5:30 pm - 7:00 pm
Tuesday, April 25th	11:20 am – 1:40 pm
Wednesday, April 26th	11:15 am – 1:15 pm

The Restoration Industry Association thanks the exhibitors, sponsors and advertisers who have made the 2023 RIA International Restoration Convention + Industry Expo possible. Your support and participation are not only critical to the success of the RIA convention, but integral to the success of the restoration industry!

Thank you for your support!



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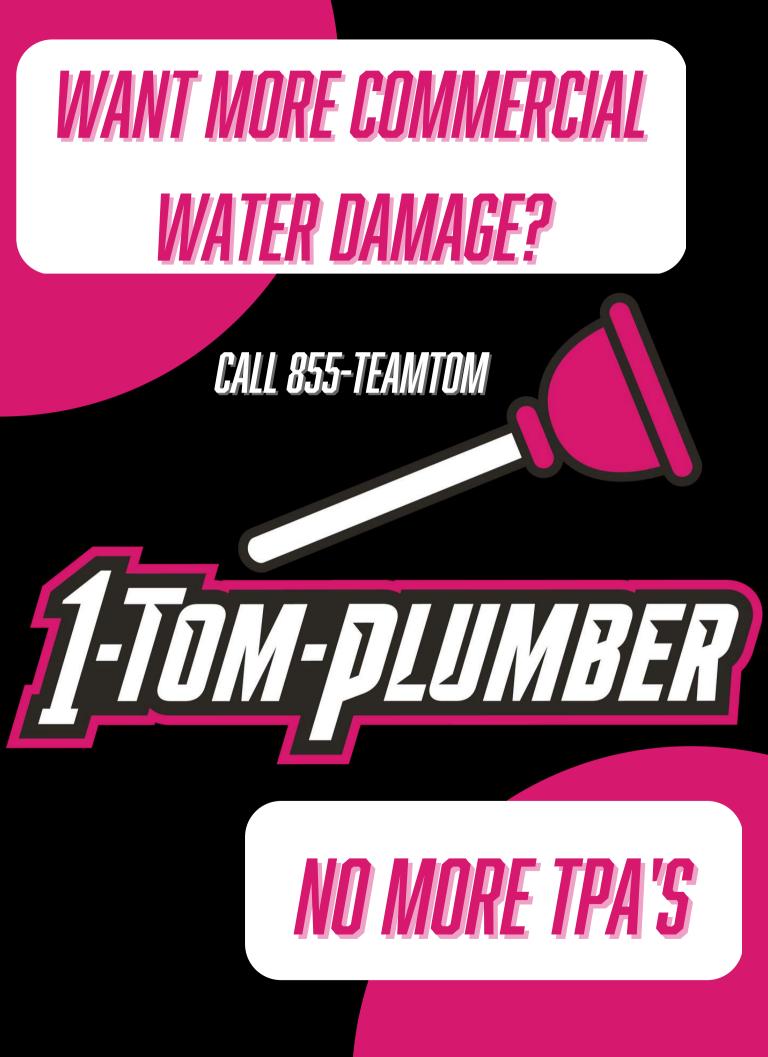


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A Team Of Administrative Support Specialists

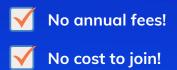
Our administrative support staff act as an extension of your team. We streamline communications between all parties, create estimates, manage the payment process to ensure you're paid as fast as possible, and much more.



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RIA 2023 International Restoration Convention + Industry Expo

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INSTANT ESTIMATE REVIEW

PuriSystems

HEPA Pro UV Air Scrubber Specification Sheet

Purisystems Commercial Portable HEPA Air Cleaner Built UV-C Light, Professional Water Damage Restoration for Air Scrubber | up to 2000 CFM | Stainless steel

PROVEN PERFORMANCE

• Superior purification performance

HEPA Pro UVIG Air Scrubber features built-in UV-C light technology, the perfect combination of UV disinfection function a three-stage filtration system that can quickly capture contaminant particles as small as 0.3 um, filter out most molds and viruses, and destroy 99.97% of the air at the source. Airborne pathogen structures that inactivate viruses and kill microorganisms. It also cracks the most stubborn odor molecules, effectively improving air purification.

• Safe and efficient, with stable structure

The entire machine is made of a one-piece stainless steel housing, which is strong and reliable, and also has some corrosion resistance. The control panel is equipped with a marine circuit breaker and a differential pressure gauge. It keeps the machine running smoothly and reminds you to change the filter regularly to improve the operational performance of the washing machine, making your operation safer and more efficient. In addition to the pre-filters, our washers use many filter materials. This combination allows you to use our filters as often as possible, reducing the cost of replacement.

High air volume and low noise

HEPA Pro UVIG air scrubber has a 3-stage wind speed control (800/1400/2000 CFM), covering a wide range up to 20000 cu.ft. At the same time, the high-quality low noise motor helps us limit the noise to 70dBA, and the ultra-quiet rollers that roll smoothly won't make you worry about noise. It's widely used to clean the ambient air in workplaces, enclosed spaces, mold, asbestos and lead remediation, commercial or factory buildings, medical facilities, etc.

Features

cETL Certified	
Over 2000 cfm on High Speed	
UV-C light disinfection	
 3-stage Filtration: Pre Filter/ClapnoardFilter/UV-C light 	
The Mechanical structure is stable and durable	
Filter life reminder	

Filter Change Light	
 Ultra-quiet bottom pulley 	
 Power Cord Storage Function 	
 23ft AC cord with cord managent 	
 Maintenance Free Bearing Motor 	
Run Time Hour Meter	



American Restoration is proud to become an enterprise member of the RIA. We look forward to working together to promote the interests of the restoration industry and the lives of the people it touches every day.

The American Restoration family directly operates 8 entrepreneurial brands, employing over 650 team members across the United States; each a leader within their respective markets. Our foundation has been developed from over 40 years of industry experience with a culture built on strong customer service principles and a local focus.



















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- · Our goal is to honor the culture you created. We do this by building upon your company values and furthering employee development.
- Owners can choose to stay on with the company or develop an exit strategy goal.
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- The SBA 7(a) Loan Program is the primary program for providing financial assistance to small businesses. The terms and conditions, like the guaranty percentage and loan amount, may vary depending on each individual transaction. Loan types include standard 7(a), SBA Express, Export Express and CAPLines.
- **The SBA 504 Loan Program** helps small businesses with long-term financing for capital assets like real estate and major equipment. The intent is to provide financing for investments in facilities, expansion, and job creation.

Let's start the conversation.

Email our team of specialists at SBAteam@capitalbankmd.com to learn more.



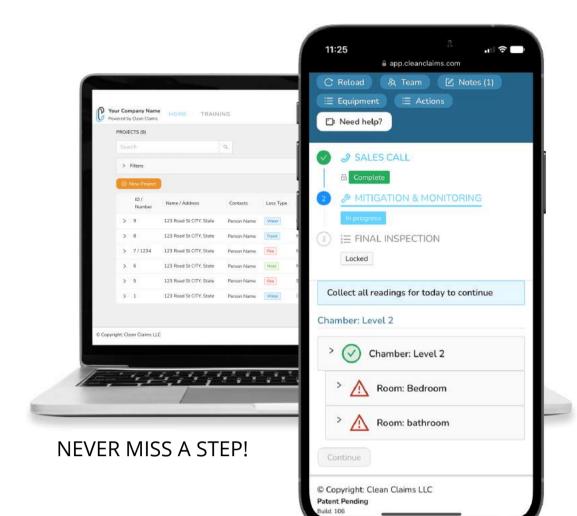






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According to Forbes, 4 of the top 5 reasons for business failure are, poor planning, no vision, no marketing plan, and no action. The Contractors Coalition's main purpose is to help bring clarity, direction, and action to 4 out of the five biggest factors that lead to success so you can put the odds of a thriving business clearly in your corner!

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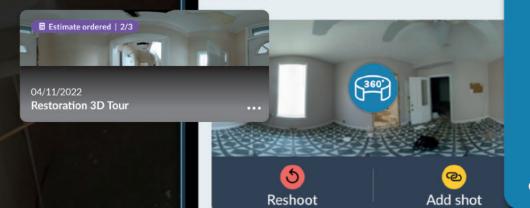
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Ceiling height	9'	
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About Driscoll & Driscoll Insurance Agency

Driscoll & Driscoll has been a staple in the fire/water restoration industry for over 20 years. We are contractor owned and dedicated to your industry. If you need an agent with the expertise to guide you through the various insurance requirements and make sure that your enterprise risk management is handled properly, we can help. We are a full-service agency and support contractors in all 50 states. Reach out to us for guidance on:

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And much more

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Your local agent must use the services of a wholesale surplus lines broker to gain access to a number of policies that are required by TPA's, franchisors, and others. With reduced pricing and some of the broadest policy forms available, our carrier relationships are unparalleled, where your local agent will benefit from our expertise and knowledge of your industry. We are happy to work with your agent, as often times they are one of your best referral resources and we certainly do not want to get in the way of that.

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PuroClean is a world-class restoration franchise and

leader in property emergency services. Our model offers entrepreneurs the opportunity to scale a large & diverse business that can be developed through single and multi-territory strategies. Our National Accounts, robust marketing, and "Elevations" program provide the support for building long-term value and help our owners deliver on the PuroClean culture, which is to do whatever it takes to respond, restore & rescue properties in their communities.



Work with 3 of the 5 Largest **Insurance** Carriers



+\$903K Average Annual **Gross Sales**



Ranked #2 in Restoration by Entrepreneur Franchise 500



20% Increase in National Programs from 2021-2022



+100% Systemwide **Revenue Growth** from 2017-2021 (22% in 2021)



17 Commercial Partnerships



Privately-Owned **Business** (Not Private Equity)



Train in 1 of 26 International **Flood Houses**

17% Woman-Owned or Co-Owned

25% Are owned by People of Color





86%* "Believe in our

"Franchise Owners Strong Team Supportive of Culture" Each Other"

'Would

Recommend Franchise to Others"

*(Franchise Business Review 2022)

KEY TERRITORIES

Availability:

Great 🔵 Good

- The Gulf Ring
- Some New Mexico/Arizona
- Philadelphia
- Northern California • Minneapolis/Saint Paul

97 Units Sold in 2022

45 Multi-Unit Owners

Operating 109 Units

INVESTMENT REQUIREMENTS

Total Cost: \$200,000 - \$220,000 Franchise Fee: \$55,000 Equipment Package: \$60,000* Vehicle Options: \$55,000* Working Capital: \$30,000-\$50,000

FRANCHISE BENEFITS

\$240 Billion Industry **Highly Recession Resistant** Largest Territories — 250K Population \$1.5M State-of-the-Art Training Facility **Regional Operations Support Team**

CONTACT INFORMATION

Phil LeBlanc (954) 379-5833 pleblanc@puroclean.com



*(cost varies, purchase or lease options)

RESTORATION AFFILIATES

Experience the POWER of partnership.

As IICRC certified restoration service professionals, we share a common goal: ensure a successful resolution of every property loss. However, success in today's market means having the right strategic vision to compete locally, regionally, and nationally. But what if there was also a way to share our successes? When you join Restoration Affiliates, you are joining top-quality companies across the U.S. that are committed to providing the highest-quality commercial, industrial, and residential restoration services through shared resources, relationships, and support.

NATIONAL COVERAGE, LOCAL EXPERTISE

The national network for disaster restoration companies.

PROFESSIONAL DEVELOPMENT

As an RA Affiliate, you'll have the opportunity to refer projects, make introductions, and co-market with other top companies to:

- Expand your network of industry contacts
- Share best practices with top market leaders
- Access national equipment, labor, and resources
- Develop marketing skills and capabilities for growth

DIRECT BUSINESS BENEFITS

By partnering with proven industry leaders, RA Affiliates expand their business opportunities and service capabilities. You'll benefit from:

- A shared, strategic platform to compete for national accounts
- The ability to service larger clients outside your current service area
- Expanded regional emergency response capabilities
- Access to a national member-to-member project referral program

WHY JOIN A NETWORK, WHEN YOU CAN OWN ONE?

RA maintains the highest standard of membership for the long-term strategic and mutual benefit of our affiliates. Request a membership application at www.restorationaffiliates.com or call (855)727-8254. We look forward to having your firm participate in our shared success.



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Product Overview

Remote Monitoring

- Limited crew involvement at job site
- Reduction in labor, fuel and insurance costs
- Alerts notify you 24x7 for the project life
- Maximize your volume of jobs
- Stay ahead of schedule

Daily Records

- Accurate dry-log reporting + required data
- Mobile access to data at anytime
- Faster claims process and payments
- Color coded status for ease of use
- Fast and effective set up and calibrations make deployment a breeze

Point of Contact

For questions and clarifications, please reach out now or at the RIA Industry Convention & Expo. Wade Redd Richard Jackson

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BETTER PROTECTION THAN TARPS, GUARANTEED

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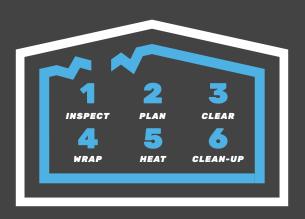
INSURANCE PROCESS ASSISTANCE

Our experience in navigating the insurance claims process can help the process move faster.

A PIONEER AND LEADER

StormWrappers was among the first providers of emergency enclosures using the superior shrinkwrapping alternative to traditional blue tarps. We are among the largest installers of emergency enclosure shrink-wrap by square foot in the United States, helping building owners in several of the most severely damaged areas protect their property from sustaining further damage.

HOW WE WRAP



AFTER



HOW IT WORKS

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