

The Retail Contractor

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FALL EDITION • 2026

NEWSLETTER

More Than a Ranking: Matthew Schimenti on Hard Work, Mentorship and the Relationships That Last

For **Matthew Schimenti**, success in construction has never been about one project, one person or one award. It has been built over decades—through hard work, trusted relationships and a willingness to learn from those who came before him.

Those values are especially meaningful as Schimenti Construction celebrates another major achievement.

Engineering News-Record (ENR) East

ranked the company the No. 1 retail contractor for 2026, marking its

third consecutive year at the top of the category. The recognition follows Schimenti's selection as ENR New York's 2025 Contractor of the Year.

While proud of the accolades, Schimenti sees them as a reflection of the people around him.

"It's all about the team," he said. "It's about the team's consistency and ability to maintain relationships with clients."

Construction was part of Schimenti's life long before it became his career. His grandfather was a prominent New York architect, and his father started a construction company in 1971. Growing up, Schimenti watched the business operate from the family home, where the dining room table doubled as an office and employees gathered on the front steps before heading to job sites.

He did not initially plan to enter the family business. But after college, his father persuaded him to give it a try for a year. Schimenti joined the company in 1987 and never left.

Working alongside his father gave him the opportunity to learn nearly every aspect of the business—from estimating and project management to client service and accounting. More importantly, he absorbed the values that had shaped his family's reputation: "Keep your word, protect your character and invest in people," he recalled.

That foundation was strengthened through mentorship. In 1994, his father's company, then known as AMD Construction, joined RCA. "The organization was one of the best things we ever did early on," he said. "It

brought us into a network of people on all sides—clients, contractors and subcontractors."

Schimenti remembers attending his first annual meeting in Orlando and feeling completely outside his comfort zone. Instead of leaving him to navigate the experience alone, several established members took him under their wing, included him in dinners and conversations, shared hard-earned knowledge and, in some cases, referred New York projects to him. Mentors such as Frank Trainor of Commonwealth Building, Bill Winkel of Winkle Construction and Bob Benda of Westwood Contractors became valued resources and trusted friends.

"You realize when you're younger that you don't learn anything when you're talking," Schimenti said. "The more I would sit around and listen, the more I learned."

As his company and career grew, Schimenti found opportunities to give back. He served RCA in numerous volunteer and leadership roles, including on the scholarship and annual meeting committees, as secretary and vice president, and ultimately for two terms as president. His presidency coincided with the Great Recession in 2008, when RCA and its members were navigating declining business and industry uncertainty.

That experience reinforced an important lesson: "A high tide floats all boats." Strong associations, he said,

must deliver meaningful value, bring people together and help their members weather difficult periods.

Today, he encourages younger professionals to seek out mentors and established contractors to remain open to learning from their peers. Joining an association, he noted, is only the beginning.

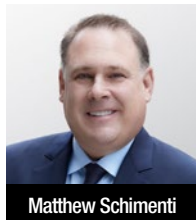
"What you put into it is what you get out of it," Schimenti said.

Often, the most valuable connections are forged outside formal meetings—in conversations over coffee, during a ride to the airport or around a dinner table. Over time, those moments create the trust that allows people to turn to one another when a project becomes difficult or an unexpected problem arises.

"You can't call upon a relationship unless you've built it and invested in it," Schimenti said. "That's been my philosophy."

It is also a fitting explanation for Schimenti Construction's staying power. The rankings may recognize the company's work, but its real legacy can be found in the people who have remained for decades, the clients who continue to return and the relationships that have grown alongside the business.

As Schimenti often reminds his team and his children, "It's not about getting there. It's about staying there."



Matthew Schimenti



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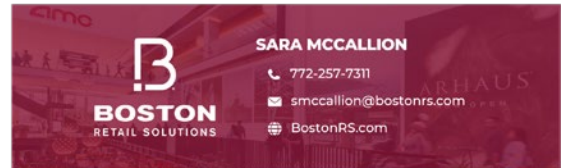
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President's Message

Justin Elder, President, Elder-Jones, Inc.



It's a fulfilling feeling when something years in the making finally comes to fruition and, by all accounts, is a success. For many years, we've been talking about the looming shortage of good skilled superintendents and tradespeople, and worrying about what the future holds for our industry amid cultural shifts and changing attitudes toward careers in construction.

Then three years ago, I was attending an RCA regional event at **Sachse Construction's** office in Detroit. We toured their new office and went out for a fun happy hour. But the highlight for me was listening to a few of our fellow RCA members explain the efforts they had been putting into workforce development events geared toward young people. Some of these events focused on high school students who might not be college-bound. Others were focused on younger children and their parents, with the hope of beginning to reverse some of the cultural shifts that have taken some of the allure away from careers in construction. I came away from that meeting knowing we needed to do something like this in Minnesota.

One of the events that **Tri-North Construction** was involved in founding is Kids Building Wisconsin. I liked the idea of this event that focused on elementary-aged kids and their parents. Expose them to real people, real equipment and real construction-related activities. Line the event with greasy fair food, sweet treats, bright colors, mascots and fun construction swag. And make it free to attend! Don't focus only on the families who would pay to take their kids to an event. Make it accessible to everyone, with no preconceptions other than that it's something free and fun to do with the kids on a Saturday. And then just let them have fun with construction.

RCA was pivotal in keeping workforce development in front of me long enough for me to finally decide that we needed to host an event in the Twin Cities. In late 2023, the RCA Workforce Development Committee went to work developing a template that members could use as a guide to host one of these events in their own communities. It was modeled closely after Kids Building Wisconsin.

I probably looked through that template a thousand times. Once I felt I had the time to commit, along with buy-in from **National Contractors Inc., RCS Construction**, and my company, Elder-Jones, it was time to put our event in motion. Following the RCA-provided template, we formed a planning board and began working on the event exactly one year before our projected event date. A year seems like all the time in the world, but we needed every minute of it. I won't go into all the details of what it took to get from an idea on paper to actually hosting the event, other than to say that, with all hands on deck, we were working right up until the minute the gates opened on the first-ever Kids Building Minnesota.

Despite rain on and off throughout the day, we exceeded our attendance goals. We came in just shy of 1,700 attendees, with about 1,000 of them being children. More than 30 contractors and vendors, including RCA, provided big equipment, hands-on activities, aerial lift rides, photo opportunities and all kinds of cool take-home goodies.

Expose
them to real
people, real
equipment
and real
construction-
related
activities.

(Continued on page 7)

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RCA members must meet and maintain a series of qualifications and are approved by the Board of Directors for membership. They have been in the retail construction business as general contractors for at least five years; agree to comply with the Association's Code of Ethics and Bylaws; are properly insured and bonded; are licensed in the states in which they do business; and have submitted letters of recommendation.

COMPANY	CONTACT	PHONE	STATE	EMAIL	MEMBER SINCE
Acme Enterprises, Inc.	Jeff Lomber	810-499-7127	MI	jlover@acme-enterprises.com	2009
Asa Carlton, Inc.	Bradley Martin	770-945-2195	GA	bmartin@asacarlton.com	2025
Atlas Building Group	Brian Boettler	636-368-5234	MO	bboettler@abgbuilds.com	2017
Bayley Construction, LP	Steve Grasso	206-621-8884	WA	steveg@bayley.net	2024
Bogart Construction, Inc.	Brad Bogart	949-453-1400	CA	brad@bogartconstruction.com	2008
Buildrite Construction Corp.	Bryan Alexander	770-971-0787	GA	bryan@buildriteconstruction.com	2013
CE Gleeson Constructors	Charles Gleeson III	248-647-5500	MI	cegleeson3@gleesonconstructors	2024
Comanche Construction, LLC	Andrew McClung	405-740-6950	OK	andrew.mcclung@comanchellc.com	2024
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.t.sharkey@teamcci.net	1990
Commonwealth Building, Inc.	Chris Fontaine	617-770-0050	MA	cfontaine@combuild.com	1992
Connor Construction, LLC	Benjamin Connor	856-599-1765	NJ	bconnor@connorconstructionllc.com	2021
Construction One, Inc.	Bill Moberger	614-235-0057	OH	wmoberger@constructionone.com	2015
Construx Co. LLC	Laurence Mason	860-709-9280	CT	lmason@construxco.com	2025
D&G Construction Services, Inc.	Greg McReynolds	940-387-6700	TX	greg@dgcsinc.com	2026
David A. Nice Builders	Brandon Nice	757-566-3032	VA	bnice@davidnicebuilders.com	2011
De Jager Construction, Inc.	Dan De Jager	616-530-0060	MI	dandj@dejagerconstruction.com	1990
Desco Professional Builders, Inc.	Bob Anderson	860-870-7070	CT	banderson@descopro.com	1995
Diamond Contractors	Lori Perry	816-650-9200	MO	loriperry@diamondcontractors.org	2015
Division 9 Commercial Inc.	Cheryl Montour	770-919-9941	GA	cmontour@division9inc.com	2021
DLP Construction Company, Inc.	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
E.C. Provini, Co., Inc.	Joseph Lembo	732-739-8884	NJ	jlembo@ecprovini.com	1992
Eckinger Construction Company	Phillip Eckinger	330-453-2566	OH	phil@eckinger.com	1994
Elder-Jones, Inc.	Justin Elder	952-345-6069	MN	justin@elderjones.com	1990
Encore Construction, Inc.	Joe McCafferty	410-573-5050	MD	joe@encoreconstruction.net	2018
FCP Services	Tim Hill	630-816-0631	MN	thill@fcpservices.com	2024
FMGI Inc.	Darin Ross	678-903-2200	GA	darin.ross@fmgi-inc.com	2022
Fortney & Weygandt, Inc.	Mitch Lapin	440-716-4000	OH	mlapin@fortneyweygandt.com	2013
Fred Olivieri Construction Company	Dean Olivieri	330-494-1007	OH	dean@fredolivieri.com	1992
Fulcrum Construction, LLC	Willy Rosner	770-612-8005	GA	wrosner@fulcrumconstruction.com	2014
Go Green Construction, Inc.	John Castellano	412-389-2577	PA	john@ggc-pgh.com	2017
Graves Construction	Anthony Graves	949-467-1799	CA	anthony@gravesconstruction.com	2022
Gray West Construction	Eric Berg	714-491-1317	CA	EBerg@GrayWC.com	2005
Groom Construction Co., Inc.	Dwight Groom	781-592-3135	MA	dwgroom@groomco.com	2023
H.J. Martin & Son, Inc.	David Martin	920-494-3461	WI	david@hjmartin.com	2016
Hardesty & Associates	Scott Hardesty	949-723-2230	CA	scott@hardestyassociates.com	2020
Harmon Construction, Inc.	William Harmon	812-346-2048	IN	bill.harmon@harmonconstruction.com	2017
Healy Construction Services, Inc.	James Healy	708-396-0440	IL	jhealy@healyconstructionservices.com	1996
Hilbers, Inc.	Dave Vaughn	530-673-2947	CA	dvaughn@hilbersinc.com	2026
Hirsch Construction Corp.	Adam Hirsch	978-762-8455	MA	ahirsch@hirschcorp.com	2025
Infinity Building Services, Inc.	Adam White	410-255-9281	MD	awhite@infinitybuildinginc.com	2026
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@icibuilds.com	1995
JAG Building Group	Matt Allen	239-540-2700	FL	matta@jagbuilding.com	2019
James Agresta Carpentry Inc.	James Agresta	201-498-1477	NJ	jim.agresta@jacarpentryinc.com	2013
JG Companies, Inc.	Adam Shihadeh	909-993-9393	CA	adam@jg-companies.com	2024
Kerricook Construction, Inc.	Ann Smith	440-647-4200	OH	ann@kerricook.com	2012
KPS Commercial Construction	Kevin Sullivan	317-984-7764	IN	kevin@kpsconstruction.com	2025
Lakeview Construction, Inc.	Marc Delsman	262-857-3336	WI	marc@lvconstruction.com	1998
M. Cary, Inc.	Bill Tucker	631-501-0024	NY	btucker@mcaryinc.com	2014
Management Resource Systems	Travis Jarrett	336-861-1960	NC	tjarrett@mrs1977.com	1992
Marco Contractors, Inc.	Martin Smith	724-741-0300	PA	marty@marcocontractors.com	1994
Market Contractors	Kerry Lobbstaal	503-255-0977	OR	kerry@marketcontractors.com	2019
Menemsha Development Group, Inc.	Caitlin Cahill	781-337-9012	MA	ccahill@menemshasolutions.com	2026
Merchco Services, Inc.	Scott Bouwens	888-879-8813	TX	sbouwens@merchcoservices.com	2026
National Contractors, Inc.	Michael Dudley	952-881-6123	MN	mdudley@ncigc.com	2018
OLIO Development Group	Matt Salts	614-286-2938	OH	msalts@oliodevgrp.com	2026
Open Ventures Group, LLC	Cory McFarlane	561-855-6649	FL	cory@openventuresgroup.com	2026
Pinnacle Commercial Development, Inc.	Dennis Rome	732-528-0080	NJ	dennis@pinnaclecommercial.us	2012
PMA Construction LLC	Kamesha Washington	678-878-4141	GA	kwash@pmacllc.com	2025
Prime Retail Services, Inc.	Donald Bloom	866-504-3511	GA	dbloom@primeretailservices.com	2014
R.E. Crawford Construction LLC	Jeffrey T. Smith	941-907-0010	FL	jeffs@recrawford.com	2011
RAYWEST DESIGNBUILD	Greg West	910-824-0503	NC	greg.west@raywestdesignbuild.com	2021
RCS Construction	Nate Bachman	651-704-9000	MN	nbachman@retailcoconstruction.com	1998
Rectenwald Brothers Construction, Inc.	Art Rectenwald	724-772-8282	PA	art@rectenwald.com	1996
Retail Contractors of Puerto Rico	Sean Pfent	586-725-4400	MI	spfent@rcofusa.com	1996

(Continued on page 5)

Right Choice Development & Construction	Danielle Wright	832-567-9648	TX	danielle@rightchoicedev.com	2023
Royal Mechanical Services	Cindy Heigl	800-728-1155	KS	cheigl@royalsolves.com	2024
Russco, Inc.	Matthew Pichette	508-674-5280	MA	mattp@russcoinc.com	1995
S.M. Wilson & Co.	Chris Hawn	314-645-9595	MO	chris.hawn@smwilson.com	2024
Sachse Construction and Development Corp.	Jeff Katkowsky	248-647-4200	MI	jkatkowsky@sachseconstruction.com	2009
Scheiner Commercial Group, Inc.	Joe Scheiner	719-487-1600	CO	joe@scheinercg.com	2012
Schimenti Construction Company	Matthew Schimenti	914-244-9100	NY	mschimenti@schimenti.com	1994
Shames Construction Co., Ltd.	Carolyn Shames	925-606-3000	CA	cshames@shames.com	1994
Singleton Construction, LLC	Denise Doczy-Delong	740-756-7331	OH	denisedelong@singletonconstruction.net	2012
Solex Contracting	Gerald Allen	951-308-1706	CA	jerry@solexcontracting.com	2015
Sullivan Construction Company	Amanda Sullivan	954-484-3200	FL	amanda@buildwithsullivan.com	2012
Taylor Brothers Construction Company, Inc.	Jeff Chandler	812-379-9547	IN	Jeff.Chandler@TBCCI.com	2014
TDS Construction, Inc.	Robert Baker	941-795-6100	FL	inbox@tdsconstruction.com	1994
Thomas-Grace Construction, Inc.	Don Harvieux	651-342-1298	MN	don.harvieux@thomas-grace.com	2012
Tilton Pacific Construction	Robert Schroeder	916-630-7200	CA	rschroeder@tiltonpacific.com	2023
Tom Rectenwald Construction, Inc.	Aaron Rectenwald	724-452-8801	PA	arectenwald@trcgc.net	2010
Trainor Commercial Construction	John Holmberg	415-259-0200	CA	john.holmberg@trainorconstruction.com	2012
Tri-North Builders, Inc.	David Brown	608-204-7227	WI	dbrown@tri-north.com	2015
Triad Retail Construction	Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com	2013
Vision General Contractors of GA, LLC	Tony Durand	770-769-4674	SC	tonyd@viscongc.com	2021
Warwick Construction, Inc.	Walt Watzinger	832-448-7000	TX	walt@warwickconstruction.com	2008
Wayne Contracting LLC	Brad Burns	314-497-9485	MO	brad@waynecontracting.com	2026
Weekes Construction, Inc.	Chandler Weekes	864-233-0061	SC	cweekes@weekesconstruction.com	1990
Westwood Contractors, Inc.	Robert Benda	817-877-3800	TX	bbenda@westwoodcontractors.com	1990
William A. Randolph, Inc.	Tony Riccardi	847-856-0123	IL	tony.riccardi@warandolph.com	2011
Winkel Construction, Inc.	Rick Winkel	352-860-0500	FL	rickw@winkel-construction.com	1990
Wolverine Building Group	Michael Houseman	616-949-3360	MI	mhouseman@wolvgroup.com	2012
Woods Construction, Inc.	John Bodary	586-939-9991	MI	jbodary@woodsconstruction.com	1996

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More speakers to be announced soon!

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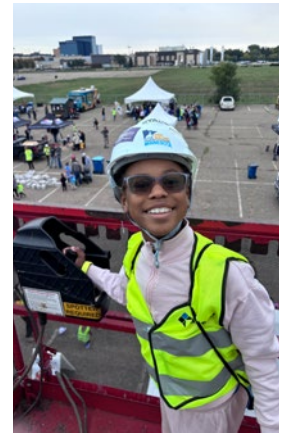
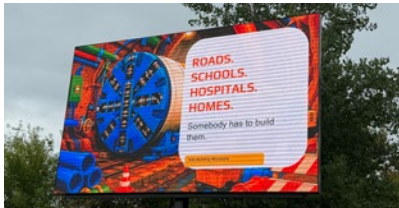
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(Continued from page 3)

The day was a complete success. But the part I find most rewarding is knowing that somewhere among those 1,000 kids, we may have planted a seed. A child who climbed into an excavator, operated a tool, or talked with someone who builds things for a living may look at our industry a little differently because of that Saturday.

I can't thank everyone at RCA enough for the support and encouragement we received as we planned this first event. It was an enormous

undertaking, but I think I speak for everyone involved when I say it was also one of the most rewarding things we've ever been a part of.

RCA is continuing to develop new opportunities and resources for members who want to get involved in workforce development in their own communities, some of which you'll be hearing about soon. If you have questions or are interested in hosting an event like this, please reach out to me or anyone on the Workforce Development Committee.

Three years ago, I left an RCA event in Detroit inspired to action by what other members were doing in their communities. My hope is that someone reading this might be inspired to take the idea home to their community next.

See you all soon.

Your BD Director Just Gave Notice.

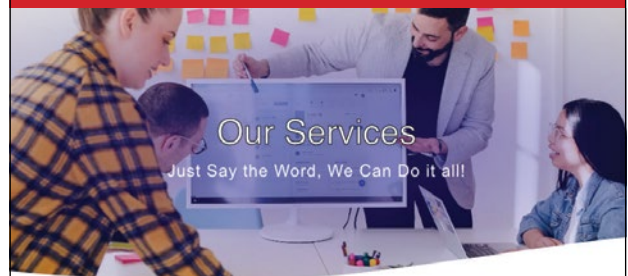
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