

**2021**  
COMPANY  
PROFILE

Always on Top®  
Our Team  
Representative Projects  
Safety  
Awards

**CENTRAL**<sup>TM</sup>

**ROOFING COMPANY**

- Since 1929 -

## Celebrating over 90 years of mission-driven industry leadership.

There is not a lot about roofing that is the same as it was when we were founded in 1929. How we plan, how we prepare, safety, application, quality, maintenance, even the function of the roof itself has changed through the years. Now roofs serve to protect and conserve resources. Roofs serve as gathering and recreation spaces. Roofs serve to provide architectural interest. **Central Roofing Company has done more than evolve with the times, we have set the trends.** There is no match to our mission to continue inspiring our industry to greater heights.

### **Our mantra: “Always on Top”**

What it means to us: Unpacked, “Always on Top” is a concept representative of our culture and collective mission. We will remain in front of our industry; above the competition. We will always find a way to do what others don’t try. As leaders, we go up first, set the pace, and secure the front-line, then look to new horizons and move forward again. As mentors, we inspire and teach so more will learn and lead. As people, we are inclusive; we care for our own and others. *We are Central.*

#### Our cornerstone beliefs

- **Every day on the job is an opportunity to soar.** We earned our position as the premier roofing company in Minnesota. We worked hard for it and we are proud of it. But it’s not a given. We are grateful for each and every opportunity to prove we are still on top and we take the challenge to heart and hand with every project from bid to maintenance. In fact, before a crew steps on site, our team, composed of countless years of professional training and expertise, roofing and building exterior experts in quality control, safety management, architectural drafting, estimating, and project management, plans and prepares. We use the latest technology and hard-earned skill to ensure a positive outcome in product and client service, then communicate, check and recheck from pre-production to warranty.
- **Our employees are the reason we are in business.** Without the men and women in the field and behind our projects, there wouldn’t be a Central Roofing Company. Period. Our expectation is 100% commitment to excellence in everything, all the time. Not an easy job to fill literally or figuratively; we know that and we honor our employees for it with an equal commitment to safety, fair pay and benefits, family and a positive work culture.
- **Safety is paramount.** We make aggressive investments in an active committee of on-staff safety planners and quality control inspectors. As our projects increasingly become more visionary and technically difficult, our commitment to employee, client and property safety and security grows in stride.
- **When blessed, be a blessing.** Through a variety of measures, most notably our employee-driven *Scrappin’ for Kids* sheet metal recycling and charitable giving project, we donate over \$250,000 a year to benefit causes near and dear to our extended Central family. As we grow, so does our drive to give back and improve our community as well as the prospects and life experiences of children, military veterans and their families, the homeless, and deserving others.

*□ As you climb the ladder, reach down and bring someone else with you. □*

**CENTRAL ROOFING COMPANY**, a nationally certified woman-owned and operated private corporation with over 200 union employees, has established an impressive and prolific portfolio, completing an industry-leading average of \$45 to \$50 million dollars in commercial projects across Minnesota and the Midwest each year. In our 90+ years in business, we have walked thousands and thousands of miles of rooftop. Our work is seen across the skylines of the Twin Cities and within nearly every major city in the state and region. According to the National Roofing Contractors' Association (2018), one in six commercial roofing projects in the Twin Cities is completed and maintained by Central Roofing Company.

## GERRY STOCK

Gerry Stock is the majority-holder, President and CEO of Central Roofing Company. She has been at the helm of a major Twin Cities roofing company for nearly 25 years; in her seat at Central since 2011. Gerry's roots to Central and the roofing industry have grown since childhood. Her father was a career journeyman roofer and former employee of the company she now owns and operates. In her tenure at Central Roofing Company, the company's annual sales has grown 30% to-date. Our services diversified with the expansion of our in-house sheet metal fabrication center and the addition of drafting, design and installation of metal architectural wall panels. Our service department is now the largest around-the-clock fleet in the state of Minnesota.\*

*(\*Based on the percentage of dedicated Service Department employees at Central Roofing Company compared to competitors.)*

## PRODUCTION

Commercial roofing comprises 70% of our work. The Production Department is responsible for all new construction projects, total re-roofs, historical restoration, and most vegetated roofs. In peak season, up to twelve crews of highly skilled professionals are led by an equally organized team of operations managers, project managers, superintendents, and foremen to keep the pace and integrity of our production schedule flowing on a daily basis. Crews specialize in roof type, difficulty of application and often, location to produce the best results.

**Key Staff:** Warren Stock, Lloyd Carr, Matt Teuffel, Rodney Turcotte, Cindy Hillegass

## SERVICE

Our 24/7 Service Department operates year-round responding to repair calls, emergency situations, maintenance needs, roof inspections, multi-family housing exterior service, weather-triggered issues, the waterproofing aspects of Production projects, vegetated roofing maintenance, and most retrofit projects. Service Technicians operate in two-person teams and call on anywhere from two to five work sites per day. Each technician receives additional training in client service, communication and project planning. It is a highly collaborative and extensively talented department which accounts for roughly a quarter of our annual sales and one-third of our total employees.

**Key Staff:** Corey Sias, Josh Mattson

## SHEET METAL

Inside Central Roofing Company we house one of the more extensive in-house sheet metal shops held within a private company. In addition to our equipment, supply, purchasing, and space capabilities, we also employ the very best craftsman in the trade. As trends in roofing and new construction rely more and more on metal to create architecturally interesting and energy-wise masterpieces, our Sheet Metal adapts. The changes within this department in the past decade are the best testament to evolution and prospects of construction and roofing. Only application is still accomplished by hand: everything else from conception and drafting to fabrication is assisted by state-of-the-art technology. We offer all types of metal roofing, as well as guttering systems and custom metal finishing of all kinds.

**Key Staff:** Scott Kostka, Al Wagner, Jeremy Brokering, Corey Degris

## ARCHITECTURAL & STRUCTURAL WALL PANELS

Often working in tandem to our sheet metal department, our wall panel systems are also designed and fabricated in-house. We install a range of product types from composite to glass, pre-formed to custom wall panels to commercial building exteriors. All manner of building exteriors such as store-fronts and cantilevers, balconies, skylights, and windows incorporate metal wall paneling and it's demand by architects and designers continues to grow. Interior spaces are also trending towards metal wall paneling. With the design, function and aesthetic versatility made possible by the material, metal is this century's wallpaper.

**Key Staff:** Warren Stock, Scott Kostka, Jeremy Broking, Cindy Hillegass, Mick Lathe

## PROJECT MANAGEMENT

Our team self-selects their individual projects beginning with the bidding process. This group has responsibility for sales, estimation, and leading project-fulfillment. As a result, the level of preparation and planning required to successfully complete today's roofing project is complete before the first crew steps on site. More, there are never handoffs; project managers are in control until the final walkover and close-out. Project after project, they remain committed to their client at all phases of the roof; eager to maintain a long professional relationship with every client.

**Key Staff:** Mike Mehring, Corey Sias, Jeremy Stuhr, Henri Germain, Mike Olson, Matt Drew, Matt Barlau, Jon Meyer, Trent Cook, Jesse Wilcox, Jordan Carr, Al Wagner, Scott Kostka

## FIELD LEADERSHIP

Each of our departments is led by superintendents who are masters in the orchestration of their respective area of commercial construction. In the field, they are supported by foremen and crews of professionals who also specialize in a project type and consistently work together. The result is a long resume of successful projects for each Central Roofing Company field employee and a workplace culture recognized for effective communication, operation systems, and retention. Our employees make their careers with us from apprentices to Journeymen--men and women who altogether, have vast years of experience and commitment to their work.

**Foremen:** Adam Fritche, Bill Detsch, Jason Iglesias, Jeremiah Chapman, Marc Nicpon, Mark Michels, Andre Aguilar, Tim Milne, Nick Gangi, Nate Miller, Jeff Nicpon, Keith Graff

## SAFETY

Nothing tops safety as a workplace concern. A solid safety record attracts the best roofers to our company, keeps projects moving smoothly, and helps our insurance rates to remain reasonable – all of which comes back to our customers in the form of projects that stay on schedule and budget. To that end, Central Roofing Company complies with all federal, state and local safety standards, and provides frequent safety and health training to our employees, including rigorous annual training in a large number of health, personal safety, and industry-related risks. We have an aggressive AWAIR (A Workplace Accident and Injury Reduction) plan that includes a safety and health program conforming to the best practices of our industry with an objective to eliminate all work-related injuries and illnesses. We also participate in the State of Minnesota's Apprenticeship Program for Roofers, which includes a comprehensive asphalt and roof safety component. Central Roofing Company's low Experience Modification Rate (EMR) reflects how our prevention and control practices stack up to others in the roofing industry. We are consistently in the top 5% of Minnesota roofing companies.

**Key Staff:** Jason Stock, Warren Stock, Matt Tueffel, Rodney Turcotte, Jeremy Brokering, Corey Degris

## QUALITY CONTROL

We are proud to be the only commercial roofing company in our industry to have on-staff quality control experts. We have always been committed to quality workmanship and secure projects but the addition of dedicated personnel to walk every roof during and after production, quality is as embedded in our operations and culture as nails or ladders. It is a fundamental part of the value we bring to clients. More so, dedication to quality elevates our problem-solving capabilities, the effectiveness of our team's response and pride in our completed projects.

**Key Staff:** Lloyd Carr, Scott Kostka, Josh Mattson, Warren Stock

## CRANING, TRUCKING, FACILITIES

We operate and maintain our own fleet of cranes, including three Potain stationary cranes, semi-trucks, asphalt tankers, and service vehicles. Drivers, operators, and mechanics work daily, including weekends in peak season, to assure our crews have access to the equipment and material needed to stay on schedule. They are supported by operations managers, yard operators and inventory managers who organize and account for everything that goes on each vehicle before it leaves our doors. Attention to these aspects of our business produces efficiencies and cost-saving measures which are directly passed to clients via our estimators during the bidding process. It is an example of the systems in place that frees time and resources to focus on improving our business model.

**Key Staff:** Lloyd Carr, Josh Mattson, Jeff Walstrom, Mark Zaiser, Irma Wynkoop

## ACCOUNTING, CLOSEOUTS, WARRANTIES

With the complexity and sheer volume of financial necessities managed for our projects and employees, the accounting department at Central Roofing Company is fundamental to the daily operations of the company. The department acts as the core link between the internal and external transactions for the company by managing bonds, insurance, financial reporting, relationships with financial institutions, purchasing, and payroll influenced by four different unions. Led by Chief Financial Officer, Jason Stock, the team's expertise extends to project closeouts, warranties, purchasing, and collections.

**Key Staff:** Jason Stock, Kambria Morris, Carrie Boras, Marian Holt, Johanne Ledin, Brigitte Gillespie

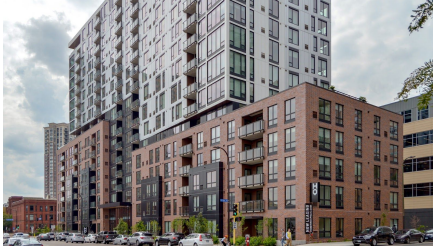
## SYSTEMS, CERTIFICATIONS, BIDS, COMMUNICATIONS

We add value to our clients through our national and state certifications and good standing with general contractors and all major suppliers. We are nationally certified Woman-Owned by WBENC and recognized WBE by the State of Minnesota. We are GSA certified to provide work and supply projects for government contracts across the United States. We are at the top level of purchasing, training, and certification for every major roofing material company. Central Roofing Company is a preferred roofing contractor by most of the major general contractors in the Midwest and appreciates the opportunity to bid on the majority of public projects and private opportunities presented across Minnesota and much of the region.

**Key Staff:** Gerry Stock, John Wynkoop, Jessica Tesdall

*□ Team Central. Think big, work hard, & surround yourself with good people. □*

**CENTRAL ROOFING COMPANY'S** body of work spans the Midwest and represents many of the most recognized buildings in the Minnesota skyline. We maintain the Standard-Setting Safety Record and lead the industry in innovation and project scale. Minnesota's small businesses, schools, colleges and universities, highrises, hospitals and clinics, entertainment venues, corporations, airports, stadiums, museums, attractions, banks, municipalities, libraries, retail spaces, and more, trust Central Roofing Company to keep their business at the top of our priorities year after year. Our ability to consistently meet those expectations and maintain the bar for our industry is why **We are Central®**.



Kraus-Anderson Corporate Office, 2018



Eagan Fire Station, 2018



Hennepin Theater Trust, 2019



Tamarack Village, 2017



Horn Towers, MN Public Housing, 2018



Flint Hills Utility Offices, 2017

## Other Representative Projects

### **Wells Fargo Towers, Downtown East, Minneapolis, Minnesota**

Industry: Banking, Corporation

New Construction, completed 2016

Systems: Single Ply, Vegetated, Rooftop Pavers

### **Twin Cities Orthopedic Sports Medicine & Medical Office Building, Eagan, Minnesota**

Industry: Medical

New Construction, completed 2018

System: Single Ply

### **Minnesota Vikings Corporate Headquarters & Training Facility, Eagan, Minnesota**

Industry: Corporation, Sports Facility

New Construction, completed 2018

Systems: Single Ply, Astroturf, Vegetated, Rooftop Pavers

Other Service: Waterproofing

*(continued)*

**Xcel Energy Center**, St. Paul, Minnesota  
Industry: Entertainment Venue  
Roof Replacement, completed 2019  
System: Single Ply  
Other Service: Preventative Maintenance  
Other: Corporate Sponsor of the Minnesota Wild

**University of Minnesota Physics and Nanotechnology Building**, Minneapolis, Minnesota  
Industry: Education  
New Construction, completed 2015  
System: Single Ply  
Other Service: Preventative Maintenance

**Bell Museum of Natural History**, St. Paul, Minnesota  
Industry: Museum, Education  
New Construction, completed 2016  
Systems: Built up, Rooftop Pavers  
Others Services: Waterproofing, Preventative Maintenance

**Mystic Lake Casino, Hotels & Convention Center**, Shakopee, Minnesota  
Industry: Entertainment Venue, Hotels  
Retrofit/Expansion, New Construction, ongoing in 2019  
System: Single Ply  
Other Service: Sheet Metal Panels, Architectural Sheet Metal

**Hennepin County Medical Center**, Minneapolis, Minnesota  
Industry: Medical  
Roof Replacement, Helipad Construction & Surfacing (New Construction), completed 2015  
System: Single Ply  
Other: Corporate Sponsorship of The Gathering Place and the Pediatric Intensive Care Unit

**LPM Apartments**, Minneapolis, Minnesota  
Industry: Highrise Apartments & Condominiums  
New Construction, completed 2014  
Systems: Single Ply, Vegetated, Rooftop Pavers  
Other Services: Window glazing, Waterproofing, Sheet Metal Panels, Architectural Sheet Metal

**Minneapolis Convention Center**, Minneapolis, Minnesota  
Industry: Conventions, Entertainment Venue  
Roof Replacement, completed 2013  
Systems: Single Ply, Custom copper Sheet Metal fabrication and installation

**Chaska Curling & Event Center**, Chaska, Minnesota  
Industry: Municipalities, Entertainment  
New Construction. Completed 2017  
System: Built up  
Other Service: Waterproofing

*(continued)*

**Hennepin Theater Trust, Minneapolis, Minnesota**

Industry: Arts, Office

Historical Restoration, Reroof, Retrofit, completed 2019

Systems: Single Ply, Rooftop Pavers, Architectural Sheet Metal & Panels

Other: Corporate Sponsor of the 2018-2019 Broadway Season

**Minneapolis-St. Paul International Airport, Bloomington, Minnesota**

Industry: Transportation

Retrofit/Expansion, Reroof, completed 2019

System: Built up

Other: Maximum security monitoring required

**Federal Medical Center, Rochester, Minnesota**

Industry: Government Corrections, Medical

Reroof, Repairs, completed 2019

System: Shingles, Built up

Other: Maximum security monitoring required, GSA project

**Minnesota National Guard & Armory, Camp Ripley, Wisconsin**

Industry: Government, Military

Reroof, Repairs, completed 2019

Systems: Shingles, Built up

Other: GSA project

**Elizabeth Robbie Athletic Complex, St. Paul, Minnesota**

Industry: Education, Sports Facility

Reroof, Architectural Metal & Panels, completed 2017

Systems: Single Ply, Sheet Metal

Other: Preventative Maintenance

*□ To view other projects, visit [centralroofing.com/portfolio](http://centralroofing.com/portfolio) or email [jtesdall@centralroofing.com](mailto:jtesdall@centralroofing.com). □*



**AT CENTRAL ROOFING COMPANY, safety is our top-of-mind priority.** Project planning, jobsite set-up, and daily operations start and end with the safety of our employees, clients and the public below our worksites. Our goal is ZERO INCIDENTS. Our commitment to reaching that goal resulted in an investment in extensive safety training for project managers, production staff, in-the-field professionals and advisors that was above and beyond the industry standard OSHA mandates. This train-the-trainer model assures that everyone who walks a Central Roofing Company project every day does so with the intent and purpose of a roof inspector. The result is cleaner sites, increased quality in application of our roofing and sheet metal systems, and most importantly, generally improved work conditions.

*Central Roofing Company's low Experience Modification Rate (EMR) reflects how our loss prevention and control practices stack up to others in the roofing industry. We are consistently in the top 5% of Minnesota roofing companies.*



We comply with all federal, state and local safety standards, and provide frequent safety and health training to our employees in addition to training mandated by our employee's respective labor unions. This includes rigorous annual and monthly training in:

- *Fall Protection*
- *"Right to Know" Exposure Risks*
- *HAZMAT Handling*
- *Safe Equipment Use*
- *Electrical Safety*
- *Fire Safety*
- *Overhead Powerline Safety*
- *Flagger Training*
- *Rough Terrain Operator Training*
- *Rigger Training*

We are **CENTRAL** to quality outcomes.

Erecting, finishing, and securing a commercial building takes the cooperation and expertise of many. Collaboration with our industry partners creates better outcomes for our clients and for the future of construction in Minnesota. National, state and media recognition is high amongst our many differentiators.



UNION STRONG



INDUSTRY & COMMUNITY MEMBERSHIPS



## MANUFACTURER AWARDS

**AlumaKor** + Central Roofing Company is a Certified Installer and Fabricator for all products.

**American Hydrotech** + Central Roofing Company is an approved applicator and assembly installer of roofing and waterproofing products.

**Carlisle Syntec Systems** + Central Roofing Company is an Authorized Applicator in good standing.

**CPG PRO, Azek, TimberTech** + Central Roofing Company is a member in good standing of the Contractor Program.

**Firestone Building Products Company** + Central Roofing Company is in good standing and an Approved Applicator of FS Licensed Metal Roof Coating, FS Licensed Garden, FS Licensed Daylighting, FS Licensed Metal Roof Coating, FS Licensed Garden Roof, FS Licensed Daylighting, FS Licensed SkyPavers, FS Licensed Asphalt Roofing, FS Licensed EPDM Roofing, and FS Licensed TPO Roofing.

**GAF** + Central Roofing Company is a MASTER Roofing Contractor for Single Ply, TOPCOAT Restoration, RUBEROID and GAFGLAS Roofing Systems. Central Roofing Company is eligible to obtain a GAF Diamond Pledge guarantee.

**Garland Company** + Central Roofing Company is an Approved Contractor.

**Industrial Louvers** + Central Roofing Company is a certified installer for all products.

**John Manville** + Central Roofing Company is an Approved Roofing Contractor and authorized with the Johns Manville Peak Advantage Guarantee for JM materials applied to APP, BUR, SBS Asphalt Applied, SBS Heat Welded, SBS Cold Applied, EPDM, PVC, and TPO roofing systems.

**PAC-CLAD** + Central Roofing Company is an approved installer of standing seam metal roofing systems.

**Reynobond | Reynolux** + Central Roofing Company is an authorized fabricator and installer of composite material systems and panels.

**RMR Rollfab** + Central Roofing Company is a certified installer of all products.

**Silka Sarnafil** + Central Roofing Company is in good standing and is a certified installer of all roofing systems.

**Siplast** + Central Roofing Company is a Siplast Select Contractor and authorized to apply guaranteed Siplast roofing systems.

**Soprema** + Central Roofing Company is an authorized installer of all roofing systems.

**Tremco Incorporated** + Central Roofing Company is an approved Tremco Applicator in good standing and is authorized to install Tremco specified roofing systems in accordance with the Tremco Roofing Contractor Program and Approved Contractor Agreement.

## 2020 WORKPLACE AWARDS



## 2021 COMMUNITY SPONSORSHIPS



Annually, we gladly fund the operation of “The Gathering Place”, providing catered meals for families with children hospitalized in the Pediatric Long-Term Care Unit at Hennepin County Medical Center; present the Fraser Walk for Autism to fund Fraser, Minnesota’s largest provider of services for people with special needs; contribute to St. Jude’s Research Hospital, Toys for Tots, and host Minnesota Assistance Council for Veterans annual holiday giving and services campaign for homeless United States military veterans and their families, as well as other employee-driven causes.



It is also our special pleasure to create opportunities for autism awareness and advocacy messages through the creation and partnership in a variety of media projects. We do this in honor of the children and families at Central Roofing Company who are touched by autism with the hope to contribute to a vision of a more inclusive world for all.

