

The Retail Contractor

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FALL EDITION • 2017

NEWSLETTER

Top Construction Students Receive RCA Scholarships

Following a national call for applications and a blind review of candidates by RCA's Scholarship Committee, 15 construction management students were awarded scholarships of \$1,500 for their fall 2017 semester:

- Justin Adams, Texas A&M University
- Michael Boylan, Clemson University
- Hunter Bullock, Mississippi State University
- Ryan Crookston, Brigham Young University
- Alex Harris, Ohio State University
- Matthew Holtschneider, The Catholic University of America
- Johnna Jones, Philadelphia University
- Corey Katzmann, The Catholic University of America
- Matthew Mayo, Ohio State University
- Samuel Reading, Boise State University
- Jonathon Riley, University of North Florida
- Aaron Rustem, Ferris State University
- Nathan Sterns, Kansas State University
- Austin Tebbe, Ohio Northern University
- Julia Tisdale, Ferris State University

Chad Lexvold, a senior construction management major at Minnesota State University Mankato, was awarded the **Christian Elder Memorial Scholarship** for the second year in a row. The scholarship was established in 2008 in memory of **Christian Elder**, who died in 2007 at the age of 38. Christian was a project manager with Elder-Jones, Inc., a charter member of the RCA. The scholarship is awarded to only to students at Minnesota State University Mankato.



John and Sherry Elder with Chad Lexvold at the Minnesota State University Mankato scholarship awards ceremony.

RCA's Intern Scholarship was awarded to **Dominic Ciano**, a student University of Missouri-Columbia who interned for William A. Randolph, Inc. Intern Scholarship recipients must meet the same criteria as others, but be nominated specifically by a RCA member company following completion of an internship with that company.

Scholarship criteria include enrollment in a construction management or related program, rising junior or senior, attending school full-time, a major GPA of at least 3.25, and an overall GPA of at least 3.0. Applicants are required to submit a letter of reference and a personal statement that addresses how the Retail Contractors Scholarship will enable them to achieve their goals, what sets them apart from their peers, their undergraduate academic goals, and their ideal career. Complete applications are reviewed and scored by the Scholarship Committee, comprised of Board members and Advisory Board members.



Scholarship recipient Aaron Rustem

Aaron Rustem, who is entering his junior year at Ferris State University of the Construction Management Program, exemplifies the type of student RCA recognizes with these scholarships. A native of from Mason, MI, before enrolling at Ferris State, Aaron achieved the rank of Eagle Scout, was in the National Honor Society, and played varsity football and baseball. During his junior and senior years of high school, he completed the Capital Area Career Center's Construction Technology program.

At Ferris, he joined the Associated Construction Students (ACS) organization, serving as the community service chair and currently as Vice President. As the community service chair, he helped establish a relationship between ACS and the Mecosta County Habitat for Humanity.

Aaron has completed two summer internships, and is using those experiences to determine whether he wants to pursue a path as a project manager or a project superintendent.

RCA is proud to support the future construction leaders of tomorrow. Our efforts are possible with the support of our members. We would like to thank the following RCA members made a contribution to the Scholarship Fund in FY17 (May 2016-April 2017):

\$1,500 and above

Elder-Jones, Inc.
Triad Retail Construction

\$1,000

Retail Construction Services, Inc.
Shames Construction Company
Thomas-Grace Construction, Inc.
Weekes Construction, Inc.
Westwood Construction, Inc.
Woods Construction, Inc.

\$750

Healy Construction Services, Inc.

\$500

Commonwealth Building, Inc.
EMJ Corporation
Fred Olivieri Construction Company
Lakeview Construction, Inc.
Royal Seal Construction, Inc.
Schimenti Construction Company, Inc.

Up to \$499

Desco Professional Builders, Inc.
Eckinger Construction Company
Trainor Commercial Construction, Inc.

To make a contribution to the RCA Scholarship Fund, contact the RCA office at info@retailcontractors.org.



RCA's mission is to promote professionalism and integrity in retail construction through industry leadership in education, information exchange, and jobsite safety.

RCA Members Answer the Call

In early September, RCA put a call out to its members to help those affected by Hurricane Harvey. Tony Annan, President of Warwick Construction in Houston, TX, offered to collect and distribute wet/dry shop vacs, shop fans, and dehumidifiers to local residents who desperately need help.

The response was overwhelming and RCA members came through in a big way. Warwick's staff were able to deliver multiple loads of equipment to Houston-area residents in desperate need.

Many thanks to Tony Annan and Warwick Construction for conceiving and coordinating the drive and to all of the generous RCA members that answered the call. This is an amazing example of the RCA spirit!



Just ONE day of deliveries to the Warwick offices.

Giving Back: How RCA Members are Improving Their Communities

Royal Seal Construction, Inc.

Members of the Retail Contractors Association are high caliber retail contractors united to provide a solid foundation of ethics, quality, and professionalism within the retail construction industry. But our members are not just building stores around the country; they are also giving back through a variety of public service efforts. In this feature series, we share how our members are making a difference in their local communities.

"The true meaning of life is to plant trees, under whose shade you do not expect to sit."

— Nelson Henderson

A common thread runs through the offices at Royal Seal Construction in Bartonville, TX: generous, kind-hearted people. Since our world and our communities have no shortage of people in need, Royal Seal has chosen several worthy organizations

(Continued on page 6)

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President's Message

Brad Bogart, CDP, President, Bogart Construction, Inc.



Brad Bogart

Happy fall to all! I hope business is good and your family summer vacations were successful!

The RCA Board recently concluded a productive summer Board meeting and I want to report on two important items discussed:

Superintendent Training Program

One of the more pressing issues in our industry is the training of upcoming superintendents. The RCA board

has made this a top priority and formed a committee to prepare content for this program. At the summer Board meeting we made the decision to contract with FMI to completely assemble the program.

Our goal is to roll out the program to all members at our Annual Conference in Dallas next March. We are eager to share this program and are confident that it will be very successful for our members. During our meeting, RCA Advisory Board member Jason Miller (JC Penney) stated that the Superintendent Training Program is the most exciting project he has seen come out of the RCA since his involvement.

The economy has enjoyed a slow but steady growth for the better part of a decade. The stock market hit an all-time high of 22,000 this summer and the unemployment rate fell to 4.3%--the lowest it has been in 16 years. Many companies are enjoying the bright economic environment, but it makes for a very competitive job market. This makes the Superintendent Training Program more important than ever to make sure our industry continues to thrive and take advantage of the opportunities available. We want all of our member companies to share in the growing economy!

Workers Compensation – Employee Modification Rates

The subject of the Employee Modification Rate (EMR) report requested during the member application and renewal processes was discussed at the meeting. I would like to take this opportunity to clearly convey why this request is made and explain why we decided to request EMRs from existing members.

Currently, all prospective members are required to submit their EMR as part of the initial application process. To ensure that all members are held to the same standards, the Board decided to request EMRs from existing members during the renewal process, to be both transparent and fair. This request was not intended to jeopardize current membership. We made the request so we can ensure that any with high rates are actively working to lower their rate. We feel that it is our responsibility to make sure all members are held to the highest standards to maintain the integrity of the RCA. If you would like to discuss this further, please do not hesitate to reach out to me directly at any time.

In closing, the Board is preparing for our upcoming annual meeting in March 2018 and are confident it will be an educational time for all members.

Cheers,

Brad

— brad@bogartconstruction.com

Welcome New Members

The following companies have recently been approved by the Board for membership.

Go Green Construction, Inc. Pittsburgh, PA,
Anthony Winkco, Vice President

Southwestern Services, Fort Worth, TX, John S.
Lee, President

ADVISORY BOARD

Chuck Barnes – Spinoso Real Estate Group

Ken Christopher – LBrands

Mike Clancy – FMI

Craig Hale, AIA –
HFA – Harrison French Associates

Jeffrey D. Mahler – L2M, Inc.

Jason Miller – JCPenney Company

Steven R. Olson, AIA – CESO, Inc.

Kristen Roodvoets – ALEX AND ANI

COMMITTEE CHAIRS

EDUCATION/CAREER DEVELOPMENT COMMITTEE

Mike Wolff

909-949-0380

mike@timberwolff.com

Joseph Schimenti

914-244-9100

JSchimenti@schimenti.com

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Jack Grothe

909-993-9332

jackG@JGConstruction.com

MEMBERSHIP

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972-800-2910

rcatlin@emjcorp.com

Hunter Weekes

864-233-0061

hweekes@weekesconstruction.com

MILITARY SERVICE INITIATIVE

Jay Dorsey

281-485-4700

J.Dorsey@triadrc.com

SAFETY

Robert Moore

714-491-1317

RAMoore@gray.com

SCHOLARSHIP & STUDENT OUTREACH

Mike McBride

817-302-2050

mikem@westwoodcontractors.com

Justin Elder

952-345-6069

justin@elderjones.com

SPONSORSHIP/MEMBER BENEFITS

Phil Eckinger

330-453-2566

phil@eckinger.com

STRATEGIC PLAN

Eric Handley

847-856-0123

eric.handley@warandolph.com

TECHNOLOGY

David Martin

920-490-3104

david@hjmartin.com

OFFICERS

President – **Brad Bogart**

Bogart Construction, Inc.

Vice President – **Rick Winkel**

Winkel Construction, Inc.

Secretary/Treasurer – **Steve Bachman**

Retail Construction Services, Inc.

Immediate Past President –

Robert Moore

Gray

BOARD OF DIRECTORS

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Eckinger Construction Co.

2021 Jack Grothe
JG Construction

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Weekes Construction, Inc.

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William A. Randolph, Inc.

2018 Steve Bachman
Retail Construction Services, Inc.

2018 Brad Bogart
Bogart Construction, Inc.

2018 Justin Elder
Elder-Jones, Inc.

PAST PRESIDENTS

David Weekes 1990-1992

W. L. Winkel 1993

Robert D. Benda 1994

John S. Elder 1995

Ronald M. Martinez 1996

Jack E. Sims 1997

Michael H. Ratner 1998

Barry Shames 1999

Win Johnson 2000

Dean Olivieri 2001

Thomas Eckinger 2002

James Healy 2003

Robert D. Benda 2004-2006

K. Eugene Colley 2006-2008

Matthew Schimenti 2008-2012

Art Rectenwald 2012-2014

Mike Wolff 2014-2016

Robert Moore 2016-2017

RCA Membership

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
A. F. Alber General Contractor, Inc.	Anthony Alber	215-249-4885	PA	office@afalber.com	2015
Acme Enterprises, Inc.	Robert Russell	586-771-4800	MI	rrussell@acme-enterprises.com	2009
All-Rite Construction Co., Inc.	Warren Zysman	973-340-3100	NJ	warren@all-riteconstruction.com	1993
Atlas Building Group	Brian Boettler	636-368-5234	MO	bboettler@abgbuilds.com	2017
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
Burdg, Dunham and Associates	Harry Burdg	816-583-2123	MO	harry@burdg-dunham.com	2016
Comet Construction	Bernard Keith Danzansky	561-672-8310	FL	barney@danzansky.com	2016
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.t.sharkey@teamccci.net	1990
Commonwealth Building, Inc.	Frank Trainor	617-770-0050	MA	frankt@combuild.com	1992
Construction One, Inc.	Bill Moberger	614-235-0057	OH	wmoberger@constructionone.com	2015
Crane Construction Company	David Crane	816-324-5951	MO	dcrane@crane-construction.com	2013
David A. Nice Builders	Brian Bacon	757-566-3032	VA	bbacon@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
DGC Capital Contracting Corp.	Gerry Ryan	914-664-7244	NY	gryan@dgccapital.com	2013
Diamond Contractors	Lori Perry	816-650-9200	MO	loriperry@diamondcontractors.org	2015
DLP Construction	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
E.C. Provini, Co., Inc.	Joseph Lembo	732-739-8884	NJ	jlembo@eprovini.com	1992
Eckinger Construction Company	Philip Eckinger	330-453-2566	OH	phil@eckinger.com	1994
EDC	Christopher Johnson	804-897-0900	VA	cjohnson@edcweb.com	1998
ELAN General Contracting Inc.	Adrian Johnson	619-284-4174	CA	ajohnson@elanc.com	2010
Elder-Jones, Inc.	Justin Elder	952-345-6069	MN	justin@elderjones.com	1990
EMJ Corporation	Ray Caitlin	972-580-1210	TX	RCaitlin@emjcorp.com	2014
Engineered Structures, Inc.	Mike Magill	208-362-3040	ID	mikemagill@esiconstruction.com	2016
Fortney & Weygandt, Inc.	Greg Freeh	440-716-4000	OH	gfreeh@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.	Anthony Winkco	412-367-5870	PA	anthony@ggc-pgh.com	2017
Gray	Robert Moore	714-491-1317	CA	ramoore@gray.com	2005
H.J. Martin & Sons, Inc.	David Martin	920-494-3461	WI	david@hjmartin.com	2016
Hanna Design Group	Jason Mick	847-719-0370	IL	jmick@hannadesigngroup.com	2016
Hays Construction Company, Inc.	Roy Hays	303-794-5469	CO	r.hays@haysco.biz	2002
Healy Construction Services, Inc.	James Healy	708-396-0440	IL	jhealy@healyconstructionservices.com	1996
Herman/Stewart Construction	Terry Varner	301-731-5555	MD	tvarner@herman-stewart.com	1995
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@icinc.com	1995
J. G. Construction	Jack Grothe	909-993-9332	CA	JackG@jgconstruction.com	1998
James Agresta Carpentry Inc.	James Agresta	201-498-1477	NJ	jim.agresta@jacarpentryinc.com	2013
KBE Building Corporation	Michael Kolakowski	860-284-7110	CT	mkolakowski@kbebuilding.com	1998
Kerricook Construction, Inc.	Ann Smith	440-647-4200	OH	ann@kerricook.com	2012
Lakeview Construction, Inc.	Kent Moon	262-857-3336	WI	kent@lvconstruction.com	1998
Management Resources Systems, Inc.	Doug Marion	336-861-1960	NC	dmarion@mrs1977.com	1992
Marco Contractors, Inc.	Martin Smith	724-741-0300	PA	marty@marcocontractors.com	1994
Metropolitan Contracting Co., Ltd.	Jane Feigenbaum	210-829-5542	TX	jfeigenbaum@metcontracting.com	1995
Montgomery Development Carolina Corp.	John Fugo	919-969-7301	NC	jfugo@montgomerydevelopment.com	1999
Murray Costello Construction, Inc.	Murray Costello	239-482-2770	FL	Susan@MCUSA.com	2014
National Building Contractors	William Corcoran	651-288-1900	MN	bill@nbconstruction.us	2013
Pinnacle Commercial Development, Inc.	Dennis Rome	732-528-0080	NJ	dennis@pinnaclecommercial.us	2012
Prime Retail Services, Inc.	Donald Bloom	866-504-3511	GA	dbloom@primeretailservices.com	2014
PWI Construction, Inc.	Jeff Price	480-461-0777	AZ	price@pwiconstruction.com	2003
RCC Associates, Inc.	Beverly Raphael	954-429-3700	FL	braphael@rccassociates.com	1990
R.E. Crawford Construction LLC	Jeffrey T. Smith	941-907-0010	FL	jeffs@recrawford.com	2011
Rectenwald Brothers Construction, Inc.	Art Rectenwald	724-772-8282	PA	art@rectenwald.com	1996
Retail Construction Services, Inc.	Stephen Bachman	651-704-9000	MN	sbachman@retailconstruction.com	1998
Retail Contractors of Puerto Rico	Sean Pfent	586-725-4400	MI	spfent@gregconstruction.com	1996
Rockford Construction Co.	Thomas McGovern	616-285-6933	MI	azimmer@rockfordconstruction.com	2014
Royal Seal Construction, Inc.	Gene Colley	817-491-6400	TX	gene@royalseal.com	1994
Russco, Inc.	Matthew Pichette	508-674-5280	MA	mattp@russcoinc.com	1995
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, Inc.	Matthew Schimenti	914-244-9100	NY	mschimenti@schimenti.com	1994
Shames Construction Co., Ltd.	Carolyn Shames	925-606-3000	CA	cshames@shames.com	1994

(Continued on page 5)

Shrader & Martinez Construction, Inc.	Ronald Martinez	928-282-7554	AZ	info@shradermartinez.com	1990
Sierra Contracting	David Heiliger	760-745-8769	CA	dheiliger@sierracontracting.net	2016
Singleton Construction, LLC	Denise Doczy-Delong	740-756-7331	OH	denisedelong@singletoncontruction.net	2012
Solex Contracting	Gerald Allen	951-308-1706	CA	jerry@solexcontracting.com	2015
Southwestern Services	John S. Lee	817-921-2466	TX	JLee@southwesternservices.com	2017
Sullivan Construction Company	Amanda Sullivan	954-484-3200	FL	amanda@buildwithsullivan.com	2012
Taylor Brothers Construction Company, Inc.	Jeff Chandler	812-379-9547	IN	jchandler@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
Timberwolff Construction, Inc.	Mike Wolff	909-949-0380	CA	mike@timberwolff.com	2008
TJU Construction, Inc.	Tim Uhler	530-823-7200	CA	tim@tjuconstruction.com	2016
Tom Rectenwald Construction, Inc.	Aaron Rectenwald	724-452-8801	PA	arectenwald@trcgc.net	2010
Trainor Commercial Construction, Inc.	John Taylor	415-259-0200	CA	john.taylor@trainorconstruction.com	2012
Travisano Construction, LLC	Peter J. Travisano	412-321-1234	PA	pj@travisanocontruction.com	2015
Tri-North Builders, Inc.	Randy Danielson	608-271-8717	WI	rdanielson@tri-north.com	2015
Triad Retail Construction	Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com	2013
Warwick Construction, Inc.	Walt Watzinger	832-448-7000	TX	walt@warwickconstruction.com	2008
Weekes Construction, Inc.	Hunter Weekes	864-233-0061	SC	hweekes@weekesconstruction.com	1990
Westwood Contractors, Inc.	Mike McBride	817-302-2050	TX	mikem@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

Visit retailcontractors.org to view the profile of each RCA member company. Click on "Find a Contractor" from the home page to search the member list. Each profile includes relevant information, including the RCA programs in which the member participates.

Please notify the RCA Office (800-847-5085 or info@retailcontractors.org) of any changes to your contact information.



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(Continued from page 2)

on which to focus the company's efforts and resources. The staff at Royal Seal enjoys offering a helping hand and giving back a portion of their prosperity to those who are in need, from the victims of natural disasters, to the rehabilitation of at-risk youth, to providing educational assistance.

Royal Seal's philosophy is that what we have right now is only ours for a short period of time and we should share what we have. The company also wants to give without expecting recognition. With these goals in mind, Royal Seal has several groups that they assist on a regular basis so that their budgets can be stabilized and others can be helped as a need arises.

When the needs were great after Hurricane Katrina, Royal Seal partnered with a local church and sent a construction crew with a trailer full of building supplies to Biloxi, MS to help people that were physically not able to secure their own homes. Also during Katrina, Royal Seal supported a group that helped artists rebuild their studios so they could continue working to support themselves.

Young Life is a special mission to Royal Seal; the future of our country is the youth of today. With so many unhealthy choices that children and grandchildren have today, Young Life offers a positive alternative. This



The Royal Seal team participated in the Dallas St. Jude Walk to End Childhood Cancer

organization helps children in all walks of life with many types of personal struggles. Royal Seal have been involved with Young Life for many years and knows of many instances when the organization made a life-saving difference in a child's life.

When the local **Children's Advocacy Center** wanted their first permanent location in Denton County, TX, Royal Seal did the renovation of an existing day-care center at no charge, using several non-violent inmates in a partnership with the **Denton County Sheriff's Department** as labor for the demolition. This was a very rewarding project in so many ways.

The needs of the organization are so great and it is heart breaking to see what happens to children on a daily basis. According to the Denton County Children's Advocacy Center, "In the first six months of 2017, we have seen a 33% increase in child abuse investigations." The Royal Seal family continues to support the organization, both as a company and as individuals.

"As an organization and as individuals, Royal Seal knows that we are a small drop in the ocean, but with each drop we create ripples," said Gene Colley, President of Royal Seal and a past president of RCA. "We hope our example encourages others to become small drops in the ocean of giving back in life."

RCA members, if you are interested in having your firm featured in this series, please contact Carol Montoya at carol@retailcontractors.org.

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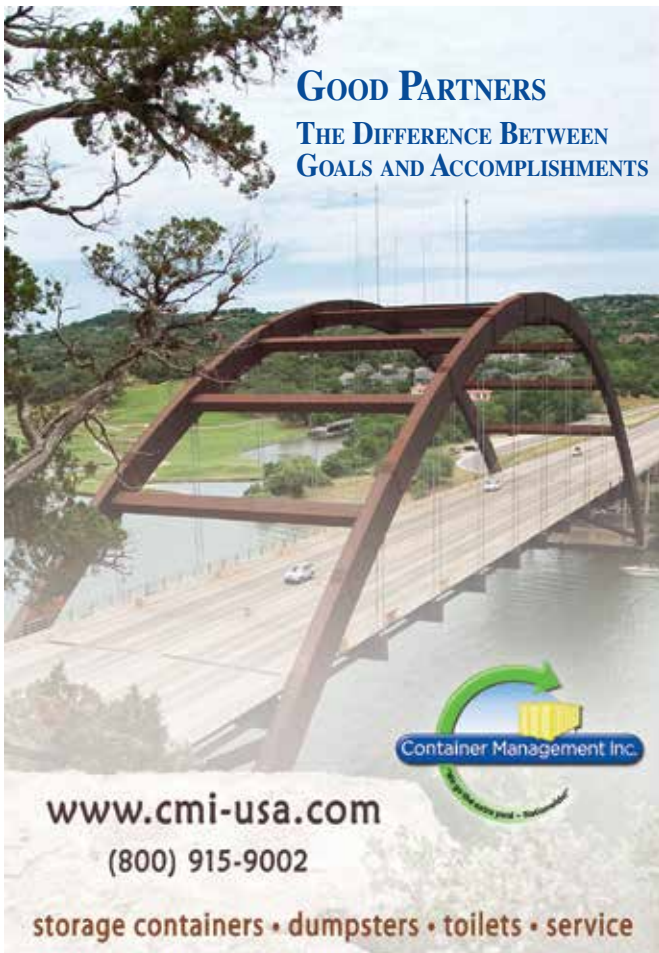
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Save the Dates: Centerbuild Reception and 2018 Annual Conference

Invitations will soon be sent for RCA's 4th Annual Retailers/Members Only Reception during Centerbuild.

This reception will be held on Wednesday, November 29 at the Westin Kierland Resort & Spa.

Mark your calendar for RCA's 28th Annual Conference, March 17-18, 2018 at the Gaylord Texan. Stay tuned for more details.