

The Retail Contractor

INSIDE THIS ISSUE:

RCA Hosts First Superintendent Training Program Workshop.....	pg2
President's Message.....	pg 3
Member Directory	pg 4-5
10 Reasons Why Subcontractors Should Love ConsensusDocs.....	pg 7

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NEWSLETTER

RCA's Scholarship Program: Making A Difference

By Matthew Brecker, Project Manager, De Jager Construction, Inc

This past March, I spoke at the Annual RCA Conference in Texas regarding the impact of the RCA Scholarship Program. In 2008, I received a scholarship from the RCA that truly impacted me.

I began my working career as a framing carpenter building houses for small general contractors locally while in high school. I enjoyed working with my hands and seeing the fruits of my labor. I quickly moved into light commercial work as a carpenter and as a general trades contractor. I decided at that time to enter college in hopes of pursuing a degree in construction management.



Matthew Brecker was the inaugural winner of RCA's Intern Scholarship in 2008. While studying Construction Management at Ferris State University, he interned at De Jager Construction, Inc. (Grand Rapids, MI) in the Take Off department. We asked Matthew to share his experience as a scholarship recipient at our 2018 Annual Meeting and with our readership at large in this newsletter.

College was expensive! I began my college education attending our local community college at night and working during the day. This allowed me to continue my hands on experience and also pay for college. But it was difficult. I was attending college four nights a week from 6:00-10:00 pm after a long day of work. I needed a break from the physical labor and decided to pursue a job in an office geared more towards my end goal of construction management.

I found Dan De Jager!

In my junior year of college, I was hired by Dan. I continued to work for him during the day and attend school at night. I transferred to a university to complete my bachelor's in construction management. During my senior year, Dan brought my attention to the RCA and their opportunities.

As if I wasn't busy enough working for Dan or attending night school, I also thought it was a good time to get married. Times were exciting to say the least!

The RCA blessed me by assisting me financially with a scholarship my senior year. What I didn't realize at the time was that while the financial reward was helpful, the underlying reward was much more priceless. I graduated with honors (after six years), got married, and left De Jager Construction. Times were tough in 2008, work was slow, and I needed to broaden my skills. I left and went into the heavy commercial building world.

I joined a national construction management firm and started climbing the ladder. After seven years of building schools, hospitals, tunnels, park decks, storage facilities, and much more, I realized something wasn't right. My wife described me as a zombie. I would return home after work and not engage with her or my two boys. I was constantly attending nightly dinners, galas, and meetings. Work life balance was off.

The RCA made an impression on me. When I received their scholarship, it left me marked. The RCA was always in the back of my head and so was retail work. The sense of community, purpose, and commitment the RCA embodies wouldn't leave me. I had a decision to make. Either continue with my current company or move back to the RCA and Dan De Jager. I decided to leave and rejoin the RCA and De Jager Construction and have never looked back.

Providing scholarship to young individuals is not simply about giving out money. It is an investment into the future. Yes, some recipients may never be heard from again, but some will. And those that you will hear from will be the ones that will have the biggest impact on the RCA's future. So please understand how important this scholarship program is and continue to support this worthy cause.

Applications for the 2018 Intern Scholarship will be open soon. All RCA member companies are eligible to submit a nomination for an intern that worked with the company during this year.

RCA 2018 Scholarship Recap

In addition to the Intern

Scholarship, RCA issued a national call for applications for our general scholarship program. Scholarship criteria included 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 were required to submit a letter of reference and a personal statement that addressed how the Retail Contractors Scholarship would

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.

After a blind review of candidates by RCA's Scholarship Committee, 12 construction management students were awarded scholarships of \$1,500 for their fall 2018 semester:

- **Chandler Blatt**, Ferris State University
- **Dakota Collins**, Colorado State University
- **Andrea Fredericks**, Wentworth Institute of Technology
- **Jacob Garbarino**, Michigan State University
- **Levi Hargrove**, Missouri State University
- **Jack Jambor**, Colorado State University
- **Samuel McArthur**, Kansas State University
- **Nicholas Morrison**, Roger Williams University
- **Jasmine Ohi**, The Catholic University of America
- **Nick Turner**, Missouri State University
- **Daniel Waldmann**, Ohio Northern University
- **Steven Weiblinger**, The Catholic University of America

(Continued on page 6)



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

RCA Hosts First Superintendent Training Program Workshop

RCA's first Superintendent Training Program

Workshop was held in Dallas, TX, September 21-22. The two-day session was attended by 28 superintendents and project managers representing 16 member companies.

Attendees with at least three years of experience as a superintendent who also completed OSHA 30 training and passed the end-of-workshop exam, were awarded the RCA Retail Superintendent Certificate.



Michael Watson & Paul D'Agostino, Schimenti Construction Company, display their Certified Retail Superintendent Certificates.



The first class of RCA Certified Retail Superintendents.

The first workshop was received with positive feedback from the superintendents in attendance as well as their company owners. Building on the success of the beta program in Dallas, additional sessions are planned for December, a traditionally slow time for GCs. Members will receive an email soon with details and registration information.

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President's Message

Rick Winkel, CEO, Winkel Construction, Inc.,



Rick Winkel

I hope everyone is staying busy and having a great year thus far! I am very excited to share that we held the first RCA Superintendent Training Program workshop in Dallas, TX, in September. I want to express my appreciation to the committee members who worked so hard to launch this program: Mike Wolff (chairman), Steve Bachman, Barney Danzansky, Ken R. Sharkey, Donald Bloom, Randy Danielson, Curt Kiesow, Ken Christopher, and Jason Miller. These

individuals spent many hours working to develop the program outline, curriculum, and exam, along with Mike Clancy and his team at FMI.

It is the goal of the RCA for this program to become the premier retail superintendent training program in our industry. We have already secured dates for additional training workshops in December and will be sending information to the membership soon. Be on the lookout for details, and be sure to register early, as space is limited.

We conducted our summer Board meeting in August at Oceans Edge on Cape Cod. We were joined by six advisory board members and two past presidents, Matt Schimenti and Art Rectenwald. The meeting was productive, and included:

- Updates from each committee chair, including the final details of the Superintendent Training Program, a proposal for revisions to the Scholarship Program, and the latest activities of the Military Service Initiative;
- Approval of two new members, Frontier Building Corp. (Miami, FL) and Encore Construction, Inc. (Annapolis, MD); the Board subsequently approved National Contractors (Excelsior, MN); and
- Appointment of the Nominating Committee for the 2019 board election; Mike McBride will chair and Mike Wolff and Phil Eckinger will serve on the committee.

We also finalized plans for our reception during the CenterBuild Conference in Phoenix, AZ during the last week of November, and discussed possible speakers for the Annual Conference in Dallas, TX (to be held prior to SPECS in March, 2019).

I want to encourage everyone to attend our upcoming events along with the regional CCRP/RCA functions in cities near you.

If you have any feedback or ideas for the organization, please contact me. We are always looking for ways to continue strengthening the RCA. I hope everyone has a successful year!

Rick — rickw@winkelconstruction.com

I want to encourage everyone to attend our upcoming events along with the regional CCRP/RCA functions in cities near you.

ADVISORY BOARD

Chuck Barnes - Spinoso Real Estate Group

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COMMITTEE CHAIRS

EDUCATION/CAREER DEVELOPMENT COMMITTEE

Mike Wolff

909-949-0380

mike@timberwolff.com

MARKETING/COMMUNICATIONS

Jack Grothe

909-993-9332

jackG@JGConstruction.com

MEMBERSHIP

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

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Vice President - Steve Bachman

Retail Construction Services, Inc.

Secretary/Treasurer - Ray Catlin

Schimenti Construction Company

Immediate Past President - Brad Bogart

Bogart Construction, Inc.

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Barry Shames 1999

Win Johnson 2000

Dean Olivieri 2001

Thomas Eckinger 2002

James Healy 2003

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Matthew Schimenti 2008-2012

Art Rectenwald 2012-2014

Mike Wolff 2014-2016

Robert Moore 2016-2017

Brad Bogart 2017-2018

The Retail Contractor NEWSLETTER

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
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
BALI Construction	Kevin Balestrieri	925-478-8182	CA	kevin@bali-construction.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@danzy.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
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
Encore Construction, Inc.	Joe McCafferty	410-573-5050	MD	joe@encoreconstruction.net	2018
Engineered Structures, Inc.	Mike Magill	208-362-3040	ID	mikemagill@esiconstruction.com	2016
Fi Companies	Kevin Bakalian	732-727-8100	NJ	kbakalian@ficompanies.com	2017
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
Frontier Building Corp.	Andrew Goggin	305-692-9992	FL	agoggin@fdllc.com	2018
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
Harmon Construction, Inc.	William Harmon	812-346-2048	IN	bill.harmon@harmonconstruction.com	2017
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
Howard Immel Inc.	Pete Smits	920-468-8208	WI	psmits@immet-builds.com	2018
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@iciinc.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@MCIUSA.com	2014
National Building Contractors	William Corcoran	651-288-1900	MN	bill@nbccconstruction.us	2013
National Contractors, Inc.	Michael Dudley	952-881-6123	MN	mdudley@ncicg.com	2018
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
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	spfen@rcofusa.com	1996
Rockford Construction Co.	Thomas McGovern	616-285-6933	MI	info@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

(Continued on page 5)

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
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
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
Trainer 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@travisanoconstruction.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" on the home page to search the member list.

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



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The Retail Contractor NEWSLETTER

(Continued from page 1)

Christian Elder Memorial Scholarship

Chaste Muramuna, a freshman enrolled in the construction management program at Minnesota State University Mankato, was awarded the 2018 **Christian Elder Memorial Scholarship**. 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 Chaste Muramuna at the Minnesota State University Mankato scholarship awards ceremony.

Program Changes for 2019

In response to feedback from our members, RA is restructuring the scholarship program for the 2019 cycle. Our goal is to develop relationships with schools with strong construction management programs, where RCA representatives can make scholarship and classroom presentations to educate students about opportunities in retail construction. We also want to ensure a geographically diverse pool of schools, in hopes of connecting these top students with our members across the country. Lastly, to make a greater impact, we are increasing our scholarship award from \$1,500 to \$3,000.

Beginning in 2019, a student from each of the following schools will be selected to receive a Retail Contractors Scholarship: Bowling Green State University, California Polytechnic State University, Clemson University, Kansas State University, Minnesota State University Mankato, Purdue University, Pratt Institute, and Texas A&M University.

RCA's scholarship program is made possible with the support of our members. We would like to thank the following RCA members for making a contribution to the Scholarship Fund in FY18 (May 2017-April 2018):

\$1,500 and above

Elder-Jones, Inc.
Triad Retail Construction

\$1,000

Weekes Construction, Inc.
Westwood Construction, Inc.

\$500

Commonwealth Building, Inc
Fred Olivier Construction Company
Schimenti Construction Company, Inc.
Taylor Brothers Construction, Co.

Up to \$499

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

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



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10 Reasons Why Subcontractors Should Love ConsensusDocs

Where should contract

negotiations start? According to RCA and 39 other leading construction associations, the answer is "ConsensusDocs." Since its founding, ConsensusDocs has developed a comprehensive catalogue of more than 100 documents that protect the best interests of the project rather than a singular party, yielding better project results and fewer disputes. Here are 10 additional reasons why subcontractors should love ConsensusDocs:



1. Subcontractor Input.

ConsensusDocs documents are the result of a collaborative effort by representatives of all the members of the construction team—owners, design professionals, contractors, subcontractors, suppliers and the surety industry. Coalition Members, like RCA, makes sure subcontractors are represented in all negotiations on documents that directly impact subcontractors, as well as those with provisions in which risks and rewards are likely to flow to or otherwise impact subcontractors.

2. Fair Allocation of Risk.

ConsensusDocs documents offer a fair and reasoned allocation of the rights, responsibilities, risks and rewards in the relationships among the members of the construction team. Projects that have used these documents have experienced more collaboration and fewer disputes.

3. Up-to-Date.

Each ConsensusDocs document is reviewed and, if necessary, updated every five years. When interim changes are

needed because of the rapid evolution in the construction industry, ConsensusDocs can and has updated documents more frequently.

4. Assurance of Project Funding. ConsensusDocs documents give the prime contractor the right to require the owner to demonstrate its ability to fund the project. The subcontractor has a right to that information, too.

5. Right to Information. ConsensusDocs documents make clear that a subcontractor cannot be bound by any document with which it has not been provided a copy. The documents also provide that the subcontractor can easily obtain copies of the prime contractor's payment bond, insurance policies and other documents a subcontractor needs to exercise its rights.

6. No Pay-if-Paid Clause. ConsensusDocs documents require a prime contractor to pay its subcontractor within seven days of being paid by the owner. It also makes clear that if the prime contractor fails to pay the subcontractor through no fault of the subcontractor, the prime contractor must pay the subcontractor "within a reasonable time."

7. Right to Suspend Work for Nonpayment. If a prime contractor or subcontractor does not receive payment for properly performed work, it may suspend work after providing appropriate written notice. The slow payer is responsible for the cost of demobilization and remobilization.

8. Limited Retainage. ConsensusDocs limits the amount a prime contractor can retain from a subcontractor to no more than the amount the owner retains from the prime contractor. The documents also encourage line-item release of retainage.

9. Dispute Resolution. ConsensusDocs documents encourage the parties to resolve disputes on their own, through direct negotiation, before involving any third parties.

10. Easy to Use. Whether working at the office, from the road or even at home, the ConsensusDocs cloud-based platform provides instant access to the user's contract documents from any computer. A personalized dashboard makes it easy to locate recent projects, edit contracts, review changes made by collaborators or start a new contract. The Microsoft Word-based application makes editing easy.

RCA members can get a 20% discount on ConsensusDocs documents on ConsensusDocs.org. Visit retailcontractors.org for details or contact info@retailcontractors.org.

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