

The Retail Contractor

INSIDE THIS ISSUE:

New Advisory Board Member	pg 2	President's Message	pg 3
Milestone Memberships	pg 2	Giving Back: How RCA Members are Improving Their Communities.....	pg 7

WINTER EDITION • 2018

NEWSLETTER

Emerging Trends in Construction Law

By Kevin Murphy, General Counsel and Vice President, Triad Retail Construction, Inc.

The new year is a great time to reflect on the emerging trends in Construction Law that may affect the retail construction industry. When I tell people I'm a construction lawyer, the most common reaction I get from those outside our industry is, "What's a construction lawyer?" In the spirit of clearing this up, the first trend I'll discuss is the growing recognition of construction law as a distinct area of law.

Construction law presents a unique challenge because of the numerous overlapping areas of law that include procurement, business organization, general business law, contract law, real property transactions, and, in most states, a special body of law that regulates the construction industry both in terms of safety, contracting, and lien rights. Despite this unique mix of issues, it was just over 40 years ago that the American Bar Association recognized the Forum on Construction Law for those who specialize in construction law. Many states have construction law divisions and construction law has become a board-certified specialty practice area in Florida and Texas. The board certification process requires years of experience in the field, specialized continuing legal education and, in most cases, sitting for a comprehensive exam. Several other states, including Virginia, North Carolina, and New York are considering adding certifications in construction law.

Last year brought the 2017 updates to the AIA contract forms. These updates are always a good indicator of trends in the construction industry. The 2017 updates reflected increased use of electronic notices and digital data. Specifically, section A201 1.6 allows for electronic (email) notices for everything other than Notice of Claims, which must still be delivered by certified or registered mail or courier. Other provisions reflect the need for protocols for the use, exchange, and reliance on BIM/digital data.

The trend in the industry in cases of termination by the owner for convenience has been toward a negotiated fee. However, the default in the AIA left the owner paying reasonable overhead and profit for work not

executed after the contract has been terminated for convenience. The AIA made a change to reflect this trend.

While a competent construction attorney can easily and effectively manage the risks of liens to an owner's property, liens continue to be an issue of concern in retail construction. The 2017 AIA form revision incorporated a standard practice by including language requiring the general contractor to indemnify the owner for liens arising under the general contractor's work. Another positive change is a trend toward preliminary notices, like the North Carolina approach. Many states are looking at creating online registry—think of a UCC for preliminary notices and liens—that would require subcontractors and suppliers to file electronically at the beginning of a project. This has the advantage of putting everyone on notice of who the players are and reduce surprises. Some subcontractor groups have opposed these moves due to the additional paperwork and because they see it as a way to limit their lien rights.

As mentioned above in the discussion of the AIA form changes, technology is becoming an important part of the practice of law. Two areas of concern are electronically stored information (ESI) and social media. ESI discovery costs in litigation can quickly eclipse the value of the underlying lawsuit. Consider the large number of emails, text messages, reports, photographs, and videos collected in even a small construction project. We should add to this list the fairly new and fast-growing internet of things (IoT), which includes an incredible list of data sources from such diverse sources as electric lamps, security systems, and RFID tags on merchandise. To manage the discovery costs, there is a trend toward crafting ESI or e-discovery protocols as part of the initial contractual dispute resolution process. The parties will agree in advance on the scope and cost, should disputes arise.

Social media has become an unavoidable part of the landscape, and attorneys must take notice. Several bar associations, including the American Bar Association, New York Bar Association, and the Texas Bar, have explicitly stated that a lawyer cannot be competent absent a working knowledge of the benefits and risks associated with the lawyer's use of social media. While we may not want to be tweeting our every thought, we need to be able to counsel our clients on their social media use.

These are just a few of the construction law issues that are worth watching in the new year. 2018 promises to have more challenges and opportunities for the construction industry and the lawyers who serve it.



Kevin Murphy

Friday, March 16, 2018

6:00pm–8:00pm: No-Host Welcome Reception

Saturday, March 17, 2018

8:00am–3:00pm: Annual Conference, featuring an economic update by Anirban Basu, Chairman & CEO, Sage Policy Group, Inc.; keynote remarks by Rich Chapman, Managing Director, Chartwell; Author, *The Greater Game*; Advisory Board panel & industry experts panel.

4:00pm–5:30pm: Owner's Event

7:00pm–9:00pm: Networking Reception

RCA Member companies get one free conference registration and can register additional attendees for a nominal fee. Retailers and architects can attend at no charge.

Sunday, March 18, 2018

8:00 am – 1:00pm: Golf Tournament at Cowboys Golf Club

Registration and full agenda: retailcontractors.org.



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

New Advisory Board Member

RCA's Advisory Board is comprised of representatives from retail markets including specialty, big box, department stores, developers, architecture/engineer, and restaurant retailers. Advisory Board members are appointed by the President and serve three year terms. During that time, they actively assist the RCA Board of Directors in identifying key industry issues and formulating policies and programs designed to positively impact those issues. Meet RCA's newest Advisory Board member.

Brad Sanders is Senior Managing Director of CBREISkye Group. In 2000, Brad founded Skye Group as a Project Management firm specifically dedicated to supporting construction projects for both landlords and retailers across the U.S. and Canada. In 2016, Skye Group merged into CBRE and became CBRE's Retail Project Management Platform for the Americas within CBRE's Project Management staff of over 550. The CBREISkye team is uniquely dedicated to all aspects of the retail store opening process: due diligence, pricing, construction exhibit



Brad Sanders

negotiations, entitlements, A/E management, construction and procurement.

The CBREISkye client list includes landlords and developers such as Simon, Howard Hughes Corporation, Westfield, New England Development, Steiner, DeBartolo, Ivanhoe Cambridge and Forest City. The CBREISkye retailer client list includes Barneys, Macy's, David's Bridal, AT&T, New York & Co, Bare Minerals, Nobu, Aspire Fitness, Pokeworks and Sprint.

The CBREISkye team opens over 1,500 new stores annually in mall, lifestyle, outlet, mixed-use, power center, campus, airport and urban high street projects nationwide. Brad and the CBREISkye team have guided the development process for over 75 million square feet of new projects throughout North America.

Brad is a member of the ICSC Centerbuild Planning Committee. He is known for his active charity work with Bellefaire JCB, where he has been a Board Member since 2005. He resides with his wife of 20 years and three daughters in Cleveland, Ohio.

Milestone Memberships

Congratulations to our members celebrating milestone membership anniversaries! We appreciate your ongoing support of the RCA!

25 Years	All-Rite Construction Co., Inc.
20 Years	EDC J. G. Construction KBE Building Corporation Lakeview Construction, Inc. Retail Construction Services, Inc.
15 Years	PWI Construction, Inc.
10 Years	Bogart Construction, Inc. DLP Construction Timberwolff Construction, Inc. Warwick Construction, Inc.
5 Years	Buildrite Construction Corp. DGC Capital Contracting Corp. Fortney & Weygandt, Inc. James Agresta Carpentry Inc. National Building Contractors Triad Retail Construction

**MANAGE BETTER.
GROW FASTER.**

Online Construction Management

buildingblok

Starting at \$50/month

Unlimited users, unlimited projects, unlimited file storage.

Choose the right tools for you:

Invoices	Files & Photos	Pay Apps	Memos	To-Dos
Bidding	ASIs	RFIs	Submittals	Daily Reports
Timesheets	Punch-Lists	Schedules	Financial Reports	Change Orders



Visit: ChooseBuildingBlok.com/rca

Call: (844) 295-6835



Powered by **BLUE BOOK**
Building & Construction
NETWORK

CORNELL
STOREFRONT SYSTEMS

Your Overhead and Passage Door Experts



800-882-6773 ext. 613

www.cornellstorefronts.com

info@cornellstorefronts.com



President's Message

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



Brad Bogart

I hope everyone's new year is off to a great start!

At its winter meeting, the RCA Board approved changes to the RCA membership process and policies. Here's a brief summary. Experience Modification Rating (EMR)

In early 2016, we updated our membership requirements to include reporting of three years of EMR. With jobsite safety as one of the tenets of our mission, we wanted to review EMRs to ensure our applicants and members are focusing on safety.

In an effort to raise safety awareness, we began to request explanations for EMRs over 1.0. During the most recent renewal process, we heard some concern from our members about this process and realized that we needed to better communicate the reasoning behind requesting the information and the steps we will take to address high EMRs. The Board has approved the following policy regarding EMRs:

RCA renewing members and applicants are required to submit a three-year history of their EMR rating. If said rating exceeds 1.0 for a period greater than three years, a letter of explanation may be required. If during said three-year period of a greater than 1.0 EMR, the rating continues to increase, a letter of explanation will be required, detailing the nature of the incident(s) that caused the increase in EMR rating and a description of actions taken modifying the safety program of that member/applicant. An EMR rating above 1.0 does not exclude a member from renewal or applicant from membership.

Three-Year Renewal Cycle

Our Board and membership committee have received a lot of feedback on the membership application and renewal process. Foremost, that it is complex and time intensive. In recent years, we have modified the process of reviewing contractor and licenses and registration, moving from the "license grid" to having staff check license/registration status in public databases, and requiring a signed affidavit attesting that members will only operate in states where they are properly licensed/registered.

Even with these changes, the membership process remains rigorous. We need to maintain this rigor; we market our membership process as more detailed than the pre-qualification process many retailers use. Working with RCA members can alleviate some of the work retailers must do, making our members an attractive option for their bid lists.

In the interest of making continued membership in RCA as accessible as possible to our members, the Board has voted to implement a three-year renewal application process. Membership dues will be payable in full every year, but a full membership package needs to be submitted every third year. During the two interim years, member companies must submit only an affidavit with their dues. The Board of Directors, at its discretion, may require submission of additional supporting documentation.

The implementation of this process will be staggered over the next three years under the following guidelines:

- Companies who joined the RCA within the past three years and companies with representatives currently serving on the Board of Directors will submit full renewal packages in 2018, 2021, 2024...
- The remainder of RCA members will be divided into two groups at random. One group will submit full renewal packages in 2019, 2022, 2025... The second group will submit full renewal packages in 2020, 2023, 2026...

Members will be notified in April, with their dues notice, of which year their complete package is next due.

I look forward to seeing you at our Annual Conference, March 16-18, at the Gaylord Texan, prior to SPECS.

Cheers,

Brad

— brad@bogartconstruction.com

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

Brad Sanders - CBRE | Skye Group

COMMITTEE CHAIRS

EDUCATION/CAREER DEVELOPMENT COMMITTEE

Mike Wolff

909-949-0380

mike@timberwolff.com

Joseph Schimenti

914-244-9100

JSchimenti@schimenti.com

MARKETING/COMMUNICATIONS

Jack Grothe

909-993-9332

jackG@JGConstruction.com

MEMBERSHIP

Ray Catlin

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

2021 Jay Dorsey
Triad Retail Construction, Inc.

2021 Phil Eckinger
Eckinger Construction Co.

2021 Jack Grothe
JG Construction

2021 David Martin
H.J. Martin & Son, Inc.

2021 Mike McBride
Westwood Contractors

2021 Joseph Schimenti
Schimenti Construction Company, Inc.

2021 Hunter Weekes
Weekes Construction, Inc.

2020 Robert Moore
Gray

2020 Rick Winkel
Winkel Construction, Inc.

2020 Mike Wolff
Timberwolff Construction, Inc.

2019 Ray Catlin
EMJ Corporation

2019 Eric Handley
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

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
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
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@dananzsky.com	2016
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.t.sharkey@teamcci.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
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
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
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
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
M. Cary, Inc.	Bill Tucker	631-501-0024	NY	btucker@mcaryinc.com	2014
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@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
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
Scheiner Commercial Group, Inc.	Joe Scheiner	719-487-1600	CO	joe@scheinercg.com	2012

(Continued on page 5)



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
Shrader & Martinez Construction, Inc.	Ronald Martinez	928-282-7554	AZ	info@shradermartinez.com	1990
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@trainerconstruction.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.

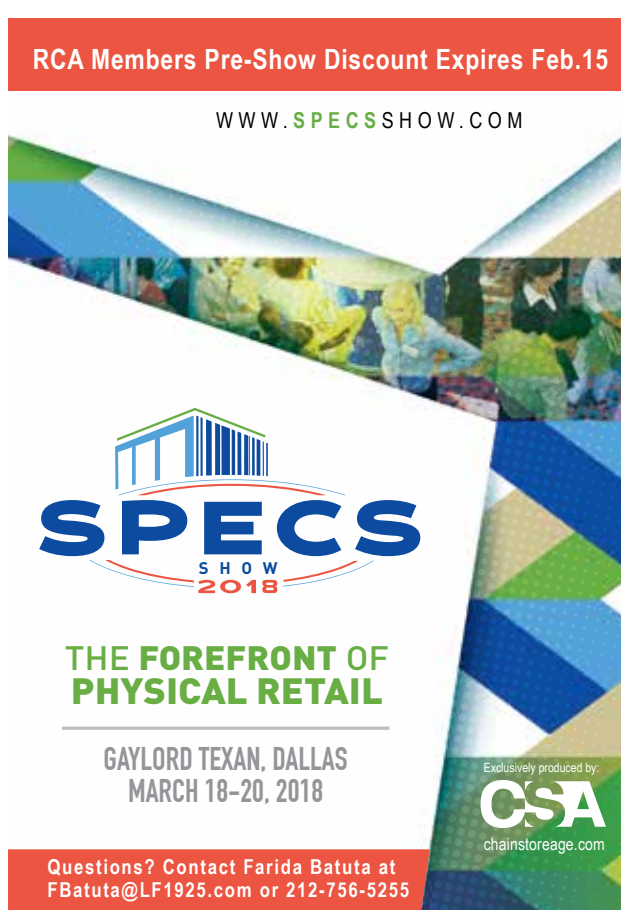


3M WINDOW FILM NATIONAL INSTALLERS

FREE Estimates
866-933-3456

3M Authorized Window Film Dealer
Prestige Dealer Network

Window Film Depot
America's Installation Pros



RCA Members Pre-Show Discount Expires Feb.15

WWW.SPECSSHOW.COM

SPECS SHOW 2018

THE FOREFRONT OF PHYSICAL RETAIL

GAYLORD TEXAN, DALLAS
MARCH 18-20, 2018

Exclusively produced by:
CSA
chainstoreage.com

Questions? Contact Farida Batuta at
FBatuta@LF1925.com or 212-756-5255

Giving Back: How RCA Members are Improving Their Communities

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.

"Whenever I see an adult on a bicycle, I do not despair for the human race." — H.G. Wells

Riding to Support Kids n' Kinship

In late May 2006, **John Elder**, then president of **Elder-Jones** (and a past president of RCA), and three friends began a 900-mile journey from Wolf Point, Montana to Minneapolis. John and two of his companions rode their bicycles while the third served as a support driver. It marked the beginning of a charity ride, eventually titled the **Merchants Bank Christian Elder Memorial 900**, committed to the support of a local mentorship organization, **Kids n' Kinship**. It was also the beginning of an ongoing commitment of resources from Elder-Jones, many of its employees, from other companies that associate with Elder-Jones.

Kids n' Kinship serves the local community by providing friendships and positive role models to children ages 5-16 who are in need of an additional supportive relationship with an adult.



For 12 years running, Merchants Bank, which has been Elder-Jones, bank for almost 20 years, has served as the title sponsor. Elder-Jones, and **Single Ply Systems**, a company owned by John Elder's brother Joe, have served as associate sponsors. The ride has generated over \$375,000 in donations for Kids n' Kinship, including \$45,000 from the 2017 ride, and has become the largest single source of income for the charity. Besides donations from the three sponsors, income sources include employees, friends, numerous subcontractors and suppliers, and several RCA member companies.

Christian Elder

The ride became titled the Christian Elder Memorial 900 following the death of John's son Christian in 2007. Christian, an avid supporter of the ride, flew from his home in Charlotte to Minneapolis each of the first two years to greet the returning



COMMERCIAL CONSTRUCTION & RENOVATION
PEOPLE

Don't miss our CCRP events

March 13th (Tuesday) in Dallas, TX
April 17th (Tuesday) in Charlotte, NC
May 17th (Thursday) in Minneapolis, MN



If you would like to sponsor a CCRP event, please contact David Corson at davidc@ccr-mag.com





See how other RCA members are leveraging Procore.



Book a demo now!
procore.com

riders at an annual reception hosted by Kids n' Kinship and Merchants Bank. He planned on joining the ride the following year. Christian had two careers. He was a professional racing driver in what was then the NASCAR Busch Series. In the NASCAR Goodies Dash Series, he had wins at Daytona and Charlotte, and won the pole position with a track record qualifying lap at Bristol Motor Speedway. On the road racing circuit, he drove to victory in the Motorola Cup at Mosport in Canada, and co-drove to two endurance race wins with his brother, Justin. At Elder-Jones, he spent several years on the road as a field superintendent. When his racing career ended, he transitioned to a position of project manager, where he served until his passing.

Transitions

The ride has grown, and transitioned, from its origin. It began 12 years ago with three riders and a support driver. In 2017, the ride included 11 riders and four support volunteers, with a motorhome and a travel trailer. Prior to 2014, the route was primarily run on paved 'back roads.' The first eight years, various routes were run in Montana, South Dakota, North Dakota, Minnesota, Iowa, Missouri and Wisconsin. Beginning in 2014, with safety in mind, the ride moved exclusively to paved trails—to date, all in Minnesota.

Adventures along the Way

Over the years, there were no shortages of memorable experiences. Weather occasionally created problems—including strong headwinds, hot days, cold days or rain and, in one case, even flooding. One evening, the motorhome was invaded by moths, many of which stubbornly remained on board for the duration of the ride. On the same night, the riders were startled when the park manager shot an invading skunk. Riders have seen badgers and bears, and have been occasionally pursued by snarling dogs. Year two marked a torturous ride through the Ozark Mountains, while on year three RCA past president **Bob Benda** joined the ride and had to endure a sweltering 17-mile uphill climb on a coarse gravel trail in the Black Hills. One year, the rooftop air conditioner was ripped off as the rig passed under a low bridge. The following day, temperatures soared above 100 degrees, turning the 'Mother Ship' into a virtual sauna. There have been numerous incidents involving lost riders or a missing support driver and vehicle. Fortunately, the team has always eventually reunited.

Committed and Involved Elder-Jones Staff

From its inception, numerous Elder-Jones employees have been participants in the charity ride. Dennis Hill has completed every ride since year two. **Jay Saterbak** has ridden his bike, but primarily served as a support volunteer. **Justin Elder** has ridden five 900s, has recruited several of his friends to participate, and heads up the drive for donations from vendors. Additional support volunteers include **Ann Gurholt** and her husband, Doug. The gender barrier was broken when **Kathy Kelly** became a rider, and two years ago she was joined by **Joy Predmore**. In the office, **Cindy Higgins** oversees the CEM 900 website, including entering a daily ride summary written by Dennis Hill. John Elder has been the primary organizer of the ride and has ridden every year.

With Purpose

Kids n' Kinship provides a worthy and greatly needed purpose to the children of the community it serves. In 2018, CEM 900 participants will push past the 10,000 total miles ridden mark, and as they embark on each day's 62 mile ride, there will undoubtedly be new adventures on the trail. But most importantly, the riding team will focus on the purpose behind the nine days of pedaling—which is to help children in need with their united support of Kids n' Kinship.

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

Gray Construction Supports *Save A Warrior™* to Extend Hope to Veterans



Did you know that more than 80,000 veterans have been lost to suicide over the last decade? Sadly, this is more than the 58,209 soldiers who lost their lives during 18 years of combat in Vietnam. As difficult as this information is to grasp, it brings to light the staggering impact of Post-Traumatic Stress (PTS) on active duty military, veterans, and first responders who struggle to cope with the aftermath of war.

Save A Warrior™ was founded more than five years ago in Malibu, CA with a mission to reduce the devastating effects of PTS for active duty personnel, returning Warriors,

families, and their communities. Through its "War Detox" program, Save A Warrior™ aims to reduce pain and increase resiliency utilizing a holistic approach to healing.

Since 2016, Gray Construction has been a proud partner of *Save A Warrior™* working with the organization to move the program forward and extend its reach. To learn more about how *Save A Warrior™* is changing countless lives of our nation's heroes, visit saveawarrior.org.

We're *Logistical* Lion Tamers

Commitment to adjust to the demands of your jobs. Not the other way around.

Proactive support, consistency, and trademark transparency.

Access to everything on site at any hour, even at 3am.

Meet us at SPECS • Booth #617

**Container
Management**

**800-915-9002
cmi-usa.com**

RCA Sustaining Sponsors

PLATINUM



PRO



COMMERCIAL
Construction & Renovation

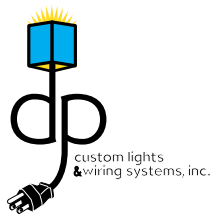


PROCORE



Window Film Depot

GOLD



REGENCY LIGHTING



SILVER

