

The Retail Contractor

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SPRING EDITION • 2019

NEWSLETTER

RCA Hosts Successful 29th Annual Conference

RCA's 29th Annual Conference was held

March 1-3, at the Gaylord Texan in Grapevine, Texas. The conference featured a welcome reception on Friday and a day of professional development on Saturday. Two events were hosted at the nearby Cowboys Golf Club: a dinner/casino night on Saturday, and a spontaneous indoor golf event on Sunday.

Attendees included members, retailers, architects, and sponsor representatives. A welcome addition was a group of superintendents who had attended our Superintendent Training Program workshop that was held two days prior to the conference.

Speaker **Gene Marks** discussed technology trends and their impact on customer service and how we do business. Economist **Anirban Basu** presented a James Bond-themed ("To All the Economists I've Loved Before") economic update, with data on both domestic and international markets. **Sarah Wicker Kimes** discussed the evolving retail and shopping center experience and how companies are adapting to meet changes and

(Continued on page 2)



Ray Catlin, Randy Danielson & Kristen Roodvoets



Eric Handley & Jay Dorsey



Anirban Basu



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

The Retail Contractor NEWSLETTER

(Continued from page 1)

address customer needs. **Ray Catlin**, Schimenti Construction Company, moderated a discussion about engaging the workforce and creating a corporate culture where compensation isn't the most important factor in an employee's decision to work for or stay with a company. Panelists **Randy Danielson**, Tri-North Builders, and **Kristen Roodvoets**, SmileDirectClub, offered their personal experiences and examples of what is resonating in the retail construction industry today. RCA scholarship recipient **Ryan Pullin**, a University of Houston graduate now working for Triad Retail Construction, talked about the impact of the RCA's support as he was beginning his career in the industry.

During the business meeting portion of the conference, RCA's new officers and Board members were introduced:

President: Steve Bachman,

Retail Construction Services, Inc.

Vice President: Ray Catlin,

Schimenti Construction Company

Secretary/Treasurer: Eric Handley,

William A. Randolph, Inc.

Immediate Past President: Rick Winkel,

Winkel Construction, Inc.

New Board members are **Eric Berg**, Gray, **Randy Danielson**, Tri-North Builders, and **Carolyn Shames**, Shames Construction; Ray Catlin and Eric Handley began their second terms.

SAVE THE DATE FOR OUR 30TH ANNUAL CONFERENCE, TO BE HELD PRIOR TO SPECS, MARCH 13-15, 2020, BACK AT THE GAYLORD TEXAN.



Sarah Wicker Kimes



Dan De Jager & Alison Strauss



Art Rectenwald & Kent Moon

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Management Resource Systems, Inc.

Schimenti Construction Company, Inc.

Gray

Silver

Tom Rectenwald Construction, Inc.

Commonwealth Building, Inc.

President's Message

What has your RCA Board been doing for you?



Steve Bachman

This past October, the Executive Committee of the Board and some former Presidents met in Washington, DC to re-visit the Purpose, Mission, and Vision of the organization. As part of this work there was an effort to review and validate the relevance of the organization for the membership, recognizing that our businesses must evolve to be successful in the ever-changing retail landscape. With this market evolution the Board subsequently decided to re-shuffle the committee structure to better adjust

to the needs of our membership. We have created the following committees:

Membership Experience, which includes Member Benefits, Sponsorship, Membership, and Events; **People**, which includes Recruitment and Scholarship; **Training**, which includes Superintendent Training and Safety, and **Legislative/Regulatory**. A highlight of this rework is the creation of the Advisory Board Committee, which is comprised of all of the current (and potentially future) RCA Advisory Board members.

These committees are chaired by your Board Members who have a passion to serve in their specific areas of interest and are supported by other Board members or RCA members at-large who share this interest as well. We believe that these new groups will provide a better roadmap to help us navigate the challenges ahead and help the organization grow its collective knowledge base. The listing of committee chairs can be found to the right of this column.

As you know, the media hype of store closings often overshadows the reality of the net gain in retail store openings each year. While some of the legacy brands and namesakes may disappear, there are just as many up-and-comers to take their place; witness the click-to-bricks evolution.

Don't forget, over the last 30 years, the RCA has grown its membership with exciting companies that are often as diverse in their business models and methodology as they are in their customer base. So we know that retail is changing, but hasn't it always?

Next, we will take a deep-dive into the re-purposing of the regional shopping center: stay tuned!

Steve

If you have any feedback or ideas for the organization, please contact me. We are always looking for ways to continue strengthening the organization: president@retailcontractors.org.

We know
that retail is
changing,
but hasn't it
always?

ADVISORY BOARD

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.

Brad Sanders - CBRE | Skye Group

COMMITTEE CHAIRS

LEGISLATIVE/REGULATORY

Mike McBride
legislative@retailcontractors.org

MEMBER BENEFITS

Brad Bogart
Rick Winkel
memberbenefits@retailcontractors.org

MEMBER EVENTS

Jeff Mahler
memberevents@retailcontractors.org

MEMBERSHIP

Hunter Weekes
membership@retailcontractors.org

RECRUITMENT

Jay Dorsey
recruitment@retailcontractors.org

SAFETY

Eric Berg
safety@retailcontractors.org

SCHOLARSHIP

Mike McBride
Justin Elder
scholarship@retailcontractors.org

SPONSORSHIP

Phil Eckinger
sponsorship@retailcontractors.org

TRAINING

Randy Danielson
Carolyn Shames
training@retailcontractors.org

OFFICERS

President - **Steve Bachman**
Retail Construction Services, Inc.

Vice President - **Ray Catlin**
Schimenti Construction Company

Secretary/Treasurer - **Eric Handley**
William A. Randolph, Inc.

Immediate Past President - **Rick Winkel**
Winkel Construction, Inc.

BOARD OF DIRECTORS

2020 Steve Bachman
Retail Construction Services, Inc.

2020 Eric Berg
Gray

2020 Brad Bogart
Bogart Construction, Inc.

2022 Ray Catlin
Schimenti Construction Company

2021 Randy Danielson
Tri-North Builders

2021 Jay Dorsey
Triad Retail Construction, Inc.

2021 Phil Eckinger
Eckinger Construction Co.

2020 Justin Elder
Elder-Jones, Inc.

2021 Jack Grothe
JG Construction

2022 Eric Handley
William A. Randolph, Inc.

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

2021 Mike McBride
Westwood Contractors

2021 Carolyn Shames
Shames Construction

2021 Hunter Weekes
Weekes Construction, Inc.

2020 Rick Winkel
Winkel Construction, 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

Brad Bogart 2017-2018

Rick Winkel 2018-2019

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
Builldrite Construction Corp.	Bryan Alexander	770-971-0787	GA	bryan@builldriteconstruction.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
Corstone Contractors LLC	Mark Tapert	360-862-8316	WA	Mark@corstonellc.com	2019
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
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
Fiorilli Construction, Inc.	Jeffrey Troxell	216-696-5845	OH	jtroxell@fio-con.com	2019
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@immed-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
JAG Building Group	Matt Allen	239-540-2700	FL	matta@jagbuilding.com	2019
James Agresta Carpentry Inc.	James Agresta	201-498-1477	NJ	jim.agresta@jacarpentryinc.com	2013
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.	Robert Epstein	631-501-0024	NY	repstein@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
National Building Contractors	William Corcoran	651-288-1900	MN	bill@nbconstruction.us	2013
National Contractors, Inc.	Michael Dudley	952-881-6123	MN	mdudley@ncigc.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	spfent@rcofusa.com	1996
Rockford Construction Co.	Thomas McGovern	616-285-6933	MI	info@rockfordconstruction.com	2014
Russco, Inc.	Matthew Pichette	508-674-5280	MA	mattp@russcoinc.com	1995

(Continued on page 5)

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
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	Jeff.Chandler@TBCCI.com	2014
TDS Construction, Inc.	Robert Baker	941-795-6100	FL	inbox@tdsconstruction.com	1994
Thomas-Grace Construction, Inc.	Don Harvieux	651-342-1298	MN	don.harvieux@thomas-grace.com	2012
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@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
WDS Construction	Ben Westra	920-356-1255	WI	bwestra@wdsconstruction.net	2019
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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In Memoriam: Past President James Healy



James Healy

It is with deep regret that we share news regarding the passing of RCA Past President James (Jim) Healy. He passed away on April 18 after a four-year battle with esophageal cancer.

After his diagnosis, Jim spent quality time with his family, including wife Kathy, president of Healy Construction, with whom he traveled to many places and wintered in Florida. Jim continued to manage the construction side of Healy Construction along with his son James. Jim was able to see both of his children get married and enjoyed time with his grandchildren.

Jim was RCA president in 2002-2003.

Gifts can be made in memory of James D. Healy to Northwestern University to support esophageal cancer research under the direction of Dr. Victoria Villafior. Checks payable to Northwestern University may be mailed to: Terri Dillon, Northwestern University Feinberg School of Medicine, Development and Alumni Relations, 420 E. Superior Street, Rubloff Bldg., 9th Fl., Chicago, IL 60611.

Consensus Docs Updates

ConsensusDocs and AIA Comparison

The Defense Research Institute's (DRI) Construction Law Committee has provided a comprehensive comparison of the ConsensusDocs 200 and AIA A201 General Conditions. As the two most used construction standard contract documents, DRI thought that a summary and brief analysis would help readers determine the advantages and disadvantages in the AIA A201 and ConsensusDocs approaches on important issues. The comparison (available at consensusdocs.org/new-consensusdocs-and-aia-comparison-released-by-dri) shows interesting differences, as well as similarities, on a range of issues from contract, structure, consequential damages, financial information, indemnification, and much more.

New Design-Assist Guidebook

The ConsensusDocs Coalition just released a new Guidebook for the ConsensusDocs 541 Standard Design-Assist Addendum. The Guidebook provides tools and commentary on how to modify the contract to best meet specific project needs. As the first industry standard contract for design-assist, the commentary is important new resource. "Design-assist services are not a monolith, but rather a range of services that facilitates design development that improve the constructability and overall quality of design documents by getting input from key trade contractors and Constructors earlier," says Brian Perlberg, Executive Director of ConsensusDocs. More information is available at consensusdocs.org/new-design-assist-guidebook-for-consensusdocs-541-design-assist-addendum.



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July 15th (Monday) Boston, MA
July 25th (Thursday) Columbus, OH
August 20th (Tuesday) Nashville, TN





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



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The Current State of Construction Safety

By Raken

This article is excerpted with permission and originally appeared on Raken's blog on May 31, 2019.

It's no secret that those working on construction sites face

certain risks that would not pertain to 9-5 office jobs. In fact, year after year, construction has consistently ranked as the industry with the most workplace associated fatalities in the United States - not exactly the type of list anyone wants to top.

Heavy machinery, complex tools, and dangerous heights are just a few hazards that construction workers have to deal with on a day-to-day basis, and it's up to project authorities to make sure that the jobsite is as safe as possible. The good news is that recent innovations in tools and gear have helped make construction sites much safer, and there are far fewer workplace fatalities than ever before. This is also due in part to significant increases in safety regulations, and the creation of new roles that focus entirely on workplace safety. Although there is still a long way to go before reaching the goal of zero jobsite deaths per year, there is certainly a driving force to make construction a safer industry.

It wasn't even until recent times that proper construction safety gear was present on all American jobsites. Even the ubiquitous hard hat has only been around for 100 years! However, in this age in which every person and their dog owns more than one smart gadget, all of the safety gear we're now used to seeing on jobsites are getting

modern makeovers. In the grand scheme of things, personal protective equipment (PPE) is a relatively new invention, and despite the construction industry's lack of urgency in adopting new technology, safety equipment such as harnesses and respiratory devices are frequently updated with improvements. These can range from simply producing gear in more sizes to fit different body types to adding sensors that wirelessly submit information to jobsite authorities, all of which yield life-saving results.

Continue reading the full article at rakenapp.com/blog/the-current-state-of-construction-safety



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