

# The Retail Contractor

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FALL EDITION • 2020

## NEWSLETTER

## Why Pick an RCA Member Contractor?

By Steve Bachman, RCA President; Retail Construction Services



**When asked to write an article for this edition of *The Retail Contractor* newsletter, there were many topics that crossed my mind, but probably the most relevant in this “time of uncertainty” was to write something that sought out “normalcy”.**

Over the last few years, the state of “retail construction” was a flurry of activity. The phrase “fast and furious” had multiple meanings. There was so much work out there, it only made sense that there became an increasing number of general contracting companies jumping into the business of building stores and restaurants – all sorts of new “gunslingers” in town.

For many of us who have been around this business for 20, 30, 40 or more years, we have seen these cycles before, so everyone accepts this state of affairs and we adjust. However, some of us have also recognized that when things change and uncertainty rears its ugly head, we seek assurances. Relationships become more important, there is a “flight-to-quality”, service really matters, and who we can count on makes more of a difference.

Our organization is over 30 years old, and if we examine not only the organization’s core values, but also what it takes to become a member and what YOU get as client or customer of an RCA member, I offer the following.

We have a rigorous vetting process which analyzes prospective companies seeking membership to the RCA:

- How long have they been in this business? (It must be at least 5 years.)
- What sort of safety record do they have?
- Are they bondable, and at what type of rate?
- Do they treat their subcontractors and vendors fairly?
- What do the industry experts – their client references – have to say about them?
- Do they invest in their people?
- Are they licensed where they work and where they advertise they are?
- What overall reputation do they have?

(Continued on next page)



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

## When things change and uncertainty rears its ugly head, we seek assurances.

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The RCA has a Board of Directors who are industry champions respected by their GC peers, and who are willing to work toward the greater good of the membership and those we serve. We also have an Advisory Board that is made up of some of the Who's Who in the retail, restaurant, architectural, and real estate community that bring incredibly valuable insights, perspectives, and calls to action for the organization.

One example of this in recent years that comes to mind was an industry Listening Event sponsored by the RCA, attended by many of YOU in the retail/restaurant community and moderated by an RCA Advisory Board representative from FMI (a leading consultant organization for the construction industry). During the event, the moderator learned from YOU – our client base – “what is the most important thing that would set an RCA member company apart from

the other GC's in this business?” The answer was an enlightened one: “a thoroughly trained professional Superintendent that was familiar with all of the nuances unique to our industry”. So, YOU, the client had spoken; We listened. We responded with a robust RCA Superintendent Training Program developed with the input of various member employees and Advisory Board members and facilitated by FMI.

These are just a few examples of what sets an RCA member apart in our industry. As a Board, we also continue to monitor the performance of our member companies to ensure they meet our standards of excellence and maintain the reputation for which the RCA is known. We also help them grow and better themselves, now and for the future.

So, when the question is asked WHY chose a RCA member company, maybe the answer should be WHY NOT?

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# President's Message

Steve Bachman, President, Retail Construction Services



Steve Bachman

## What's Next?

**In mid-March, this year I made the decision as** many of you did to have your office employees begin working remotely. I had anticipated, and even shared with my CFO that I was taking the "long view" and thought that this would last until August or maybe a little later. I even went so far as to compose the following internal out-of-office reply:

*Hello RCS Family. I understand that we all face much uncertainty, but we can choose to face that challenge knowing that those that have gone before us dealt with many issues that were similar whether it be pandemics, disease, war, or terrorism. Ultimately, we survived, persevered, and prospered as a people with much to offer our family, our fellow citizens and even those around the globe. During this "remote" period of the COVID-19 quarantine I will be in and out of the office with the others of the skeleton crew. I will attempt to reply to your email as timely as possible. You can also call my cell if you would like to chat.*

*My best to you, your family, and those around you; stay safe and healthy.*

SB

In looking back on this note, and the similar one I put out to those outside of the company, my only reaction now is, "Who knew"?

One of the truly unique and special aspects of being a member of the RCA is the relationships and bonds that I and many others have formed over the years. Some of these relationships are strong, trusting, and non-competitive in this "competitive" business; I know this from first-hand experience. As we have negotiated through the pandemic and social chaos that has gripped our country, we have hosted a collection of webinars for our membership. I have witnessed these as being informative, mutually beneficial, and openly honest – what a gift. I have had numerous phone calls with some of the "new guys" and many of the old guard seeking advice and counsel, trying to figure out how to navigate the current situation.

The RCA Board has had numerous discussions over the last few years about what we need to do to maintain the organization's relevancy. One of the most poignant is diversification of our client base and our business. We will continue to ring the bell: look for other opportunities that will help you – our membership – find new avenues to use your people, skill sets, and talents to expand your horizon now and into the future.

When a person makes a decision to become a business owner, it is impossible to think of everything or every circumstance that they will have to face as they ask people to come to work with them, grow a company, get married, buy their first house, start families, have kids, put kids through school, have grandkids... It is a big responsibility that none of us probably truly understood. But... think of all you have learned along the way, the knowledge base you have, and the friends and relationships you have developed.

**What's next?** It all depends on leadership. Take that drive, that optimism, that knowledge that only time develops and use this time to really focus on what the future CAN look like. See the opportunity in front of you and **go get it.**

**PS-**If you have any feedback or ideas for the organization, please contact me at sbachman@retailconstruction.com.

## ADVISORY BOARD

**Isyol Cabrera** - Edible Arrangements

**Mike Clancy** - FMI

**Randy Danielson** - Shakopee  
Mdewankaton Sioux Community

**Jason Kraus** - Kohl's

**Jeffrey D. Mahler, AIA** - L2M, Inc.

**Jason Miller** - JCPenney Company

**Jeff Montang** - JLM Retail

**Steven R. Olson, AIA** - CESO, Inc.

**Charles Ross** -  
Seritage Growth Properties

**Brad Sanders** - CBRE | Skye Group

## COMMITTEE CHAIRS

### LEGISLATIVE/REGULATORY

**Andy Bohon**  
legislative@retailcontractors.org

### MEMBER BENEFITS

**David Martin**  
memberbenefits@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

**Eric Berg**  
**Carolyn Shames**  
training@retailcontractors.org

## OFFICERS

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

**Vice President - Ray Catlin**  
Peinado Construction

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

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

## BOARD OF DIRECTORS

**2023 Steve Bachman**  
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Gray

**2022 Ray Catlin**  
Peinado Construction

**2021 Jay Dorsey**  
Triad Retail Construction, Inc.

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Eckinger Construction Co.

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Elder-Jones, Inc.

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JG Construction

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Westwood Contractors

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Shames Construction

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Weekes Construction, Inc.

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Winkel Construction, Inc.

**2023 Andy Bohon**  
Westwood Contractors

## 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.	Jeff Lomber	810-499-7127	MI	jlover@acme-enterprises.com	2009
Atlas Building Group	Brian Boettler	636-368-5234	MO	bboettler@abgbuilds.com	2017
Beam Team Construction, Inc.	Tim Hill	770-442-2534	GA	timhill@thebeamteam.com	2019
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
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@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
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@elangc.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
Peinado Construction	Ray Catlin	972-972-4020	TX	ray@fapeinado.com	2020
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 & Son, Inc.	David Martin	920-494-3461	WI	david@hmartin.com	2016
Hanna Design Group	Jason Mick	847-719-0370	IL	jmick@hannadesigngroup.com	2016
Hardesty & Associates	Scott Hardesty	949-723-2230	CA	scott@hardestyassociates.com	2020
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
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
Market Contractors	Kerry Lobbestael	503-255-0977	OR	kerryl@marketcontractors.com	2019
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
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	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
Tom Rectenwald Construction, Inc.	Aaron Rectenwald	724-452-8801	PA	arectenwald@trcg.com	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.	David Brown	608-204-7227	WI	dbrown@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
Vogel Plumbing, Inc.	Brian Hogan	517-528-8990	IL	bhogan@vogelplumbing.com	2020

Visit [retailcontractors.org](http://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](mailto:info@retailcontractors.org)) of any changes to your contact information.

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## Milestone Memberships

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



## Member Benefit: Member Directory

Each year, RCA partners with Commercial Construction & Renovation to produce and distribute a directory of RCA members. The directory includes a listing of contact information for each RCA member and members can upgrade their listing with a half-page, full color ad for \$300.00.

The directory will be inserted in the December 2020 issue of Commercial Construction & Renovation and will be distributed to over 100,000 exposures/subscribers (retailers, restaurateurs, GCs, etc.), made available at the RCA booth at trade shows, and posted on both the RCA and CCR websites. Contact [carol@retailcontractors.org](mailto:carol@retailcontractors.org) for more information or to reserve your space. The deadline to reserve is November 20; ads are due November 25, 2020.



## Training Program Workshop

RCA is hosting a Superintendent Training Program workshop in Dallas, Thursday, December 10 and Friday, December 11, 2020, at the Embassy Suites by Hilton - DFW Airport South.

Space is limited for the session. If you don't know who you want to send, you can provide the name later, but be sure to secure your spot now! We will need the names of your attendees two weeks prior to the training date.

This program is applicable for superintendents, project managers, and other staff, however, the certification is limited to those who meet the requirements.

Visit [retailcontractors.org](http://retailcontractors.org) for program information and to register for the training.

## Next Gen LinkedIn Community

Members of the retail construction industry are invited to be part of RCA's Next Gen initiative by joining the RCA group on LinkedIn ([linkedin.com/groups/786587](https://www.linkedin.com/groups/786587)). The group is being utilized to expand participation through online discussions and to help promote the values of the RCA to a broader group within our industry.



Project managers, superintendents, estimators, and others will be asked to offer their perspectives on a variety of topics. Ideas generated in the discussion forums may be used to determine areas where RCA can provide additional information or benefits, develop new programs, and provide resources for members and the industry.

This initiative is being led by **Michael Sullivan**, Sullivan Construction, and committee members **Nate Bachman** and **Zach Bachman**, Retail Construction Services, **Phil Eckinger** and **Jeremy Eckinger**, Eckinger Construction, **Ken Sharkey, Jr.**, Commercial Contractors, **Tyshaun Allen**, Taylor Brothers Construction Co., **Ray Freeman**, Weekes Construction, **Matt Brecker**, De Jager Construction, and **Daniel Stone**, Bogart Construction.

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