

The Retail Contractor

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WINTER EDITION • 2020

NEWSLETTER

Celebrating 30 Years: RCA 2020 Annual Conference

30TH ANNUAL CONFERENCE

March 13-15, 2020 | Gaylord Texan

The Retail Contractors Association's 30th Annual Meeting will be held

Friday, March 13 through Sunday, March 15, 2020 at the Gaylord Texan in Grapevine, TX (prior to SPECS 2020).

Highlights of this year's program include keynote remarks by Jay Papasan, bestselling author and Vice President of Learning, Keller Williams Realty International, an economic update Anirban Basu, Chairman & CEO, Sage Policy Group, Inc., a topical GC panel discussion, and breakout sessions for owners and project executives/project managers. We will also host our 4th Annual Golf Tournament on March 15.

The conference kicks off with a welcome reception on March 13, followed by conference sessions on March 14.



Jay Papasan is a bestselling author and Vice President of Learning, Keller Williams Realty International, the world's largest real estate company. He co-wrote *The ONE Thing* with Gary Keller. The book describes that behind every successful person is their ONE Thing. No matter how success is measured, personal or professional, only the ability to dismiss distractions and concentrate on your ONE Thing stands between you and your goals. The ONE Thing is about getting

extraordinary results in every situation. ONE Thing stands between you and your goals. The ONE Thing is about getting extraordinary results in every situation.

Jay is also vice president of KellerINK, co-owner of Keller Capital, and co-owner, alongside his wife Wendy, of Papasan Properties Group with Keller Williams Realty in Austin, TX. He also co-authored *The Millionaire Real Estate Agent* alongside Gary Keller and Dave Jenks. The resounding success of the book, which focused on the systems, models and tactics used by the nation's top real estate sales agents, brought him his first experience as an acclaimed author when the book became a national bestseller in 2004. Having landed on a formula for providing insight and easy to follow strategies for success, the group maintained their momentum and strung together a series of books that found their way on to numerous bestselling lists, including those found on *The Wall Street Journal*, *USA Today*, and *The New York Times*.

The books Jay has helped craft have collectively sold over 8 million copies. The ONE Thing has sold over 1.5 million copies worldwide and garnered more than 500 appearances on national bestseller lists, including #1 on *The Wall Street Journal's* hardcover business list and has been translated into 34 different languages. In an article posted on the Huffington Post, Jay was named as one of The Top 5 Entrepreneurs to Watch in 2017.

In addition to keynote remarks, Jay will moderate a breakout session addressing the leadership challenges faced by project executives and project managers.



We are pleased to welcome back **Anirban Basu**, Chairman & CEO of Sage Policy Group, Inc., for his always popular and always enlightening economic update. Anirban's firm provides strategic analytical services to energy suppliers, law firms, medical systems, government agencies, and real estate developers among others.

In 2014, Maryland Governor Larry Hogan appointed him Chair of the Maryland Economic Development Commission. He also serves as chairman of the Baltimore County Economic Advisory Committee and is the Chief Economist to Associated Builders and Contractors and Chief Economic Advisor to the Construction Financial Management Association. He serves or has served similar functions for Visit Baltimore, Maryland Realtors, and Marcum, LLC.

Anirban lectures at Johns Hopkins University in Global Strategy and has also taught international economics, urban economics, micro- and macroeconomics at Hopkins. His radio show can be heard weekdays on 88.1FM, WYPR, Baltimore.

The conference will also include an owner's session, a GC panel discussion reflecting on 30 Years of Retail Construction, and RCA's business meeting.



The evening of March 14 will feature a special dinner celebrating RCA's 30th Anniversary. We will recognize the founding companies of the organization and be treated to the musings of **Carmine Ciricillo, The Construction Comic®**. Carmine has performed for The National Association of Home Builders, Associated Builders and Contractors, Associated General Contractors, The American Subcontractors Association, and more.

The weekend concludes on March 15 with our 4th Annual Golf Tournament, to be held at Cowboy's Golf Club. The tournament is a scramble format with prizes for top foursome, closest to the pin, longest drive, and more. Foursome and individual registration are available.

Retailers can register for all events at no charge.

The full agenda and registration can be found at retailcontractors.org/annual-conference.

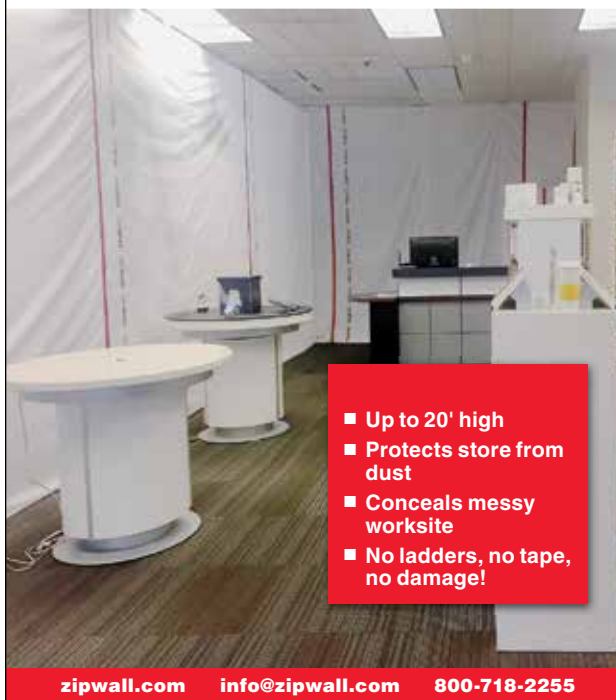


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Upcoming Events

We are planning a great slate of events for 2020.

A tentative schedule includes:

- | | |
|------------------|--|
| February | Regional Member Event in Miami |
| March | Annual Conference in Dallas |
| May | CCRP Networking Reception, sponsored by RCA, in Minnesota |
| June | RCA reception at Retail X/Global Shop in Chicago |
| July | Regional Member Event in Denver (location TBD) |
| August | RCA reception at ICSC Conference in Orlando |
| September | CCRP Networking Reception in NYC |
| October | RCA reception at Procore BootCamp in New Orleans |
| November | Regional Member event in LA (location TBD) |
| December | RCA Members and Retailers Reception at Centerbuild AND CCRP Networking Reception, sponsored by RCA, in Phoenix |



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All the above events are open and free to RCA members, and RCA sponsors/benefit providers (including CCRP events sponsored by RCA). Final schedule, locations, and events subject to change. Watch your inbox and this website for the latest updates.

President's Message

Steve Bachman, President, Retail Construction Services



ENOUGH ALREADY!

The President of ICSC, Tom McGhee, made an announcement during his speech in 2018 at the New York Deal Making conference that has stayed with me. He said he was taking to task all of the major news outlets that had been—and would likely continue to—talking about the “retail apocalypse” and all of the store closings (which he did by the way).

Fast forward to 2020, and we can tally up the net number of stores that have continued to be added across the U.S. Then, as today, we continue to stay in net-positive territory. It is difficult to find the true numbers from year to year, because like our press in general, “the facts” all tend to be based on various news sources. However, what they all do conclude is:

- 1) we continue to have a net add;
- 2) certain retail sectors continue to struggle; and
- 3) many continue to flourish and expand.

Knowing that the pundits say retail is challenged, (of which any U.S. person is aware), what really matters is this: Who do you work for today and will they still be here tomorrow?

I would offer that the leaders in our companies should continue to be prudent in their business decisions. Do we stick with simply retail? Do we pursue more restaurants? Who is the next digital native? Do we stretch ourselves outside of our comfort zone and consider other commercial construction opportunities?

As in any industry, there are always the naysayers crying that the sky is falling. But let us conclude by saying that retail isn't dead, just different, and let's go build a stronger roof.

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: SBACHMAN@retailconstruction.com

Milestone Memberships

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

30 Years

Commercial Contractors, Inc.
De Jager Construction, Inc.
Elder-Jones, Inc.
Weekes Construction, Inc.
Westwood Contractors, Inc.
Winkel Construction, Inc.

25 Years

Desco Professional Builders, Inc.
International Contractors, Inc.
Russco, Inc.

15 Years

Gray

10 Years

ELAN General Contracting Inc.
Tom Rectenwald Construction, Inc.

5 Years

Construction One, Inc.
Diamond Contractors
Solex Contracting
Travisano Construction, LLC

ADVISORY BOARD

Isyol Cabrera - FOCUS Brands

Ken Christopher - LBrands

Mike Clancy - FMI

Jeffrey D. Mahler - L2M, Inc.

Jason Miller - JCPenney Company

Jeff Montag - JLM Retail

Steven R. Olson, AIA - CESO, Inc.

Charles Ross -
Seritage Growth Properties

Brad Sanders - CBRE | Skye Group

COMMITTEE CHAIRS

LEGISLATIVE/REGULATORY

Mike McBride

legislative@retailcontractors.org

MEMBER BENEFITS

David Martin

memberbenefits@retailcontractors.org

MEMBER EVENTS

Jeff Mahler

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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**

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 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.	Jeff Lomber	810-499-7127	MI	jlover@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
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
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@hjmartin.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	2019
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@icinc.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	kerry@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
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.	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

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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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.

Jeff Montang currently serves as the President of JLM Retail, where he supports numerous brands in site selection for all retail site types. He previously supported AM Retail Group, a subsidiary of G-III. At AM Retail Group, he worked with Wilson Leather Outlets, Andrew Marc, Calvin Klein Performance, DKNY, and Vilebrequin concepts.



Jeff Montang

During his 40-plus years in retail, Jeff has participated in launching brands in outlets, malls, airports, and many other venues in the U.S., Canada, and England. His career started in the store operations area where he held various positions including VP of stores over different retail groups.

Jeff has presented for the VRN, National Retail Federation, and the American Society for Industrial Security. He served as the Treasurer of the Developers of Outlets and Retailers (DOC&R). He has taught at the local college and international level and has also served on his community's city council.

Jeff is a graduate of Drake University with a BA in Public Relations. He has been married to his wife and best friend Deanna for 43 years and is the proud father of two: a son living on an adjoining hobby farm and a daughter living in Australia.

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Advisory Board Speaker Series

The RCA Advisory Board Speaker Series provides members with relevant and timely industry content and insights from thought leaders pertinent to our industry. Speakers address critical topics in areas of retail trends, business operations, growth, culture, strategy, and more.

We have hosted two webinars to date. The recordings for both are available on our website.

Our first webinar, **"The Future of Retail"**, went beyond the headlines and discuss myths vs. reality in the retail marketplace. The session addressed the impact of the consumer, retailers and retailing, and real estate. Session speakers were **Melina Cordero**, Managing Director, Retail, Capital Markets, CBRE, and **Brad Sanders**, Senior Managing Director, CBREISkye Group.

Our second webinar, **"Mastering Succession: Key Points to Successful Ownership Transfer and Leadership Succession."** addressed the three components of succession planning: ownership transfer



plan, management succession plan, and contingency plan. The session speaker was **Jake Appelman**, Principal, FMI.

Future webinars will address trends in restaurants and trends in development. Visit retailcontractors.org/advisory-board-speaker-series to watch the webinars and download supplementary materials.

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