

The Retail Contractor

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SUMMER EDITION • 2021

NEWSLETTER

Investing in Tomorrow

RCA Awards Scholarships to Tomorrow's Construction Leaders

Every year, RCA awards scholarships to top students in Construction

Management and Construction Sciences programs at universities throughout the United States. Funded by our members, this national scholarship program helps students to achieve their goals and prosper within their selected field.

In the 2021 scholarship cycle, RCA worked with eight schools with strong construction management programs and asked each to select their top candidates for consideration. Applicants must be rising juniors or seniors, with a declared construction major. The scholarship committee, comprised of Board members and Advisory Board members, reviewed and scored the resumes and personal statements of the applicants. One student from each school was selected to receive a \$3,000 scholarship to be used for the fall 2021 semester.

You can get to know our scholarship recipients through their own words, with excerpts from their personal statements below.

Chandler Allen, Brigham Young University (Senior, Construction and Facilities Management, Minor: Business Management)



"The Retail Contractor Scholarship will enable me to accomplish my goal to improve the construction industry. I will promote careers in the construction trades by informing high school students about possible trade schools. Promoting trade work will solve the industry-wide labor shortage and improve the quality of work within the construction industry.

My goal while attending Brigham Young University isn't to learn about construction. My goal is to become a construction manager. My goal is to become a community leader. My goal is to become a teacher, providing career and trade education. My goal is to become more honest, trustworthy, and resolute. By starting my own company, I can provide more construction jobs, lead with integrity in the construction industry, and lobby for policies made by the government that impact the commercial construction industry. With the RCA Scholarship, I will become an industry leader."

Jacqueline Badal, California Polytechnic State University (Junior, Construction Management)



"The Construction Management program allowed me to begin to understand the different facets of the construction industry, the incredible opportunity for women entering into construction, and most importantly has allowed me to build relationships with incredible people, peers, and industry personnel that will forever impact my life.

After I graduate, my ideal career is to work for a general contractor in commercial construction. I would love to start out as a project engineer and eventually become a project manager. I look forward to being involved in the company that I work for and to helping make a difference in the workplace.

Another one of my passions is my interest in sustainability. I plan on declaring my minor in sustainability. Working through problems regarding efficient construction,

waste mitigation, water conservation, and energy efficiency are all important aspects of helping to create a planet that is healthy and plentiful for generations to come. It is important that the general contractor I work for is heavily invested in sustainability and constantly modifying their construction with the planet in mind."

Aidan Coll, Pratt Institute (Senior, Construction Management, Minor: Interior Design)



"I selected the construction management program because it will allow me to graduate with a full understanding of the progression of a modern construction project as well as the ability to use my knowledge to make a positive impact on the world.

I intend to work for a construction company that focuses on building affordable housing and successful community spaces. Once I have made enough money to pay off my education, I will start developing my own projects that will help me move into the specialty of sustainable construction

and disaster relief. In my opinion, the sustainable building specialty will become replaced by affordable building projects all over the world as the externalities of wasteful buildings begin to get priced into the housing market and government regulation begins to catch up with reality. I intend to be on the forefront of that transition."

Keller Cox, Texas A&M (Senior, Construction Science, Minor: Business Management, Minor: Leadership in Design and Construction)



"I would argue that there is not a better academic program in the nation than Texas A&M's Construction Science Department. For me, it is the people that make it such a unique and special program. When I go to class or visit with a professor, I want to make sure that I am having that same positive impact on my peers as well as the other staff members and professors.

Being a member of the Corps of Cadets means that I am required to wear a uniform to class every day. This makes me remember that I must hold myself to a higher standard. On top of all of that, I get the privilege of serving as the Head Yell Leader at Texas A&M University. As an ambassador of Texas A&M, I must be on guard about what I am saying, how I am acting, and how I am representing Texas A&M at all times."

Fulton Garner, Clemson University (Senior, Construction Science and Management, Minor: Business Administration)



"I am one of three junior Construction Science and Management majors in the Honors College. I have been a member of one of Clemson's Construction Competition teams. These teams compete in national competitions with other schools in bidding a construction project. Our team won first place in the Fall 2020 Virtual Commercial Construction Competition and are planning to win again in the ASC Commercial Concrete Competition. Additionally, I started a construction club, Firm Foundation. The club is

(Continued on page 6)



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

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.



John Polzer is a Partner at Duane Morris in Dallas/Fort Worth. Duane Morris' construction team is consistently recognized as a national leader in the industry by Chambers, U.S. News & World Report Best

Lawyers/Best Law Firms, and Law 360, among many other national, regional, and local awards and rankings.

John's practice areas include construction, commercial litigation, and real estate. He has worked with RCA member companies including Westwood Contractors, Elder-Jones, and Shrader-Martinez.

John has represented numerous clients in asset purchase litigation and represented an international food company in class action litigation in California. He has represented an exploration & production (E&P) company in title litigation involving over 200 parties and a global technology company in an antitrust suit filed by a major airline. His experience also includes representing an international oil and gas producer in shareholder litigation filed after the announcement of a merger.

John received his law degree from the University of Houston Law Center and was an

editor of the *Houston Business and Tax Law Journal*. He is admitted to the following bars: State of Texas, U.S. District Court for the Northern, Eastern, Western, and Southern Districts of Texas, 5th Circuit Court of Appeals, U.S. District Court – New Mexico, and U.S. Supreme Court. He is an adjunct professor at Texas Christian University, teaching an undergraduate Courts class and a Legal Procedure class for the Master's program.

John's accolades include being named to the Texas Super Lawyers by *Texas Monthly* magazine in 2020 and being selected as a 40 Under 40 honoree by the Fort Worth Business Press in 2012.

His community service includes volunteering at the YMCA and serving on the Chancellor's Centurions for the University of Texas System.

John currently resides in Dallas with his wife, daughter, and twin boys. When not working, John enjoys coaching his kids' sports teams and spending time agonizing over Longhorn football.

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President's Message

Ray Catlin, President, Threecore, LLC



Ray Catlin

As our world continues to reopen from the unprecedented COVID-19 pandemic, I believe we should pause to remember the past year and contemplate what we experienced, what we learned, and how we best move forward. Many times over the past year, we have discussed the negative impacts of the pandemic on our lives and in our world. Without question, there have been devastating and very consequential negative impacts. Lives have been lost and businesses turned upside down. Our industry has

always, and I imagine always will, faced serious and significant headwinds. The COVID-19 pandemic was no different. I would offer that we take a moment to reflect upon the positive effects that surfaced from this hardship.

Our industry has long been ripe for major disruption. Disruption certainly occurred, and as we adjusted, some significant positive outcomes emerged. We quickly learned that we could function and operate remotely. We relied upon technology like never before. We found ways to be present for meetings without being face-to-face. The positive impact on our environment has been studied and reported as being truly a miracle. We benefited from savings created in our operating budgets by utilizing technology like Zoom and Microsoft Teams as well as improving efficiency in the use of our time.

I sincerely believe we as an industry became more united, valuing our relationships with our teams and counterparts in ways that are remarkable and lasting. The collaboration and unity that resulted as we tackled a problem that none of us had ever faced before was inspiring and encouraging. We learned to be nimble and adjust to new protocols and requirements. The respect and support we received for our workers and industry as a whole was profound. Amidst the challenges that lie ahead, let us take these lessons with us and stand in the truth that as we move forward, we do so together. The best outcomes always include collaboration and respect for each other.

Lastly, I would be remiss if I did not acknowledge the leadership exhibited by Steve Bachman, our immediate past president. I am confident that Steve never imagined his term of presidency would include a national lock down where travel all but stopped and our businesses were shaken. Steve rose to the challenge and led the RCA as a whole and many of us personally. Thank you, Steve, for leading by example and for your servant's heart.

PS – If you have any feedback or ideas for the organization, please contact me at ray.catlin@threecorellc.com.

Let's take
a moment
to reflect
upon the
positive
effects that
surfaced
from this
hardship.

ADVISORY BOARD

Isyol Cabrera - Focus Brands

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Randy Danielson - Shakopee
Mdewankaton Sioux Community

Jason Kraus - Kohl's

Jeffrey D. Mahler, AIA - L2M, Inc.

Jason Miller - JCPenney Company

Jeff Montang - JLM Retail

John Polzer - Duane Morris

Steven R. Olson, AIA - CESO, Inc.

Brad Sanders - CBRE | Skye Group

COMMITTEE CHAIRS

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Andy Bohon
legislative@retailcontractors.org

MEMBER BENEFITS

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membership@retailcontractors.org

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recruitment@retailcontractors.org

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Justin Elder
scholarship@retailcontractors.org

SPONSORSHIP

Justin Elder
sponsorship@retailcontractors.org

TRAINING

Eric Berg
Carolyn Shames
training@retailcontractors.org

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Threecore LLC

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Eric Handley
William A. Randolph, Inc.

Secretary/Treasurer

Justin Elder
Elder-Jones, Inc.

Immediate Past President

Steve Bachman
Retail Construction Services, Inc.

BOARD OF DIRECTORS

2023 Steve Bachman
Retail Construction Services, Inc.

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Gray

2024 David Brown
Tri-North Builders

2022 Ray Catlin
Threecore LLC

2024 Jay Dorsey
Triad Retail Construction, Inc.

2023 Justin Elder
Elder-Jones, Inc.

2022 Eric Handley
William A. Randolph, Inc.

2024 David Martin
H.J. Martin & Son, Inc.

2022 Carolyn Shames
Shames Construction

2024 Mike Sullivan
Sullivan Construction Company

2024 Hunter Weekes
Weekes Construction, Inc.

2023 Rick Winkel
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

Steve Bachman 2019-2021

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
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
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
Diamond Contractors	Lori Perry	816-650-9200	MO	loriperry@diamondcontractors.org	2015
E.C. Provini, Co., Inc.	Joseph Lembo	732-739-8884	NJ	jlembo@eprovinci.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
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
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
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
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
Kerricook Construction, Inc.	Ann Smith	440-647-4200	OH	ann@kerricook.com	2012
Lakeview Construction, Inc.	Kent Moon	262-857-3336	WI	kent@lvconstruction.com	1998
Management Resources Systems, Inc.	Doug Marion	336-861-1960	NC	dmarion@mrs1977.com	1992
Marco Contractors, Inc.	Martin Smith	724-741-0300	PA	marty@marcocontractors.com	1994
Market Contractors	Kerry Lobbestael	503-255-0977	OR	kerry@marketcontractors.com	2019
National Building Contractors	William Corcoran	651-288-1900	MN	bill@nbccconstruction.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	spent@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
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@singletonconctruction.net	2012

(Continued on page 5)


Solex Contracting	Gerald Allen	951-308-1706	CA	jerry@solexcontracting.com	2015
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
Threecore, LLC	Ray Catlin	972-800-2910	OH	ray.catlin@threecorellc.com	2021
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.	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 to view the profile of each RCA member company.
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The Retail Contractor NEWSLETTER

(Continued from page 1)

helping grow deeper relationships within our students. Being President of Firm Foundation has showed me that serving others is the best way to be a leader.

My ideal career is to own my own commercial construction business. I would want to build corporate office buildings and shopping centers. My company would cultivate relationships with our clients and would have repeat work. My company would be able to refit offices or shopping centers when new leasing companies arrive. We would also do any maintenance work needed. Before I start this business, I want to continue to gain experience at my third commercial construction internship this summer, and work for a commercial contractor after graduation."

Kinsey Koebele, Minnesota State University, Mankato (Junior, Construction Management, Minor: Business Administration, Minor: Communications)
Kinsey received the **Christian Elder Memorial Scholarship**, named in memory of Christian Elder, who died in 2007 at the age of 38. Christian was a project manager with Elder-Jones, Inc., a charter member of the RCA, Christian's father, and RCA past president.



"I grew up watching both of my parents work in the construction industry for their entire careers, which sparked my interest in this career path at a very young age. My dad owns his own business building custom residential homes and my mom is an estimator at a commercial construction company.

Once I got to college, I became a member of the Construction Management Student Association.

After a semester of being a member I decided I wanted a bigger role in the club, so I became an officer. I am currently the activities director. Another club that I am involved in is the Construction Management Women's Association. These organizations are involved in giving back to the community and helping students in need.

I would love to become a PM for a commercial company. I believe being a woman in construction will help me thrive in the industry. I have developed a very good work ethic due to watching my parents work hard and getting the opportunity to gain real-world hands-on experience from a great mentor in the industry."

Marcos Mendoza, University of Houston (Senior, Construction Management, Minor: Business Administration)



"Without a doubt, my ideal career and ultimate goal is to be the owner of my own construction company. I have experienced and will experience being a labor worker, operator, driver, and superintendent. Right now, I am an assistant project manager and estimator. Ideally, my next step will be to become a project manager and to increase my knowledge.

The complexity that comes with all these various positions allows one to learn something new every day. With all the knowledge from school

and years of experience in construction, I give myself at least ten years after I graduate to start my own small construction company. From there, whether it remains a small company or turns into a major corporation, time and my dedication will tell—the sky is the limit."

Aaron Ridder, Kansas State University (Senior, Construction Science and Management, Minor: Entrepreneurship)



"Growing up on a farm on the plains of western Kansas gave me the best childhood I could have ever asked for. By the time I had reached high school, I had grown tired of the idea of living the farm life forever. I had to figure out what future career I would pursue to fulfill my curiosity and provide an avenue for the strong work ethic that had been instilled in me.

Ideally, this career would keep me in the Midwest. I love this region of the United States and wouldn't want to live anywhere else in the world. I

see myself working for or owning an agricultural construction company that builds structures such as grain storage bins or agricultural buildings. I am proud of my roots and would love to continue to work with the agricultural community that I grew to love as a child."

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RCA's scholarship program is made possible with the support of our members. We would like to thank the following RCA members for making a contribution to the Scholarship Fund in FY21 (May 2020-April 2021).

\$2,000 and above

Shames Construction Company, Ltd.
Taylor Bros. Construction Company, Inc.

\$1,000

Bogart Construction, Inc.
E.C. Provini Co., Inc.
Eckinger Construction Company
Solex Contracting

\$1,500

Elder-Jones, Inc.
Triad Retail Construction Inc.

\$500

Scheiner Commercial Group

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

ANNUAL CONFERENCE

August 20-22, 2021 | National Harbor, MD

Our 2021 Annual Conference will be held in National Harbor, MD (outside of Washington, DC) at the Gaylord National Resort, prior to SPECS. Hear from our featured speakers and connect with RCA members and retailers.



Anirban Basu
Chairman & CEO, Sage
Policy Group, Inc.



Jay Papasan
Bestselling author
(The ONE Thing) & Vice
President of Learning,
Keller Williams Realty
International



Carmen Ciricillo
The Construction Comic

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