

The Retail Contractor

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SUMMER EDITION • 2023

NEWSLETTER

RCA Awards Over \$25,000 in Scholarships

RCA's scholarship program partners with Construction Management and Construction Sciences programs at universities throughout the United States to find the top students in the field. We ask schools to identify their top candidates, who complete an application that includes a statement describing what the RCA Scholarship would mean to them. One student, with a declared construction major, from each school was selected to receive a \$3,000 scholarship to be used for the Fall 2023 semester.

Funded by our members, this national scholarship program benefits the education of future industry leaders and helps increase awareness of the career opportunities available in retail construction.

Get to know our 2023 scholarship recipients through their own words, with excerpts from their personal statements below.



Luka Kosor

Luka Kosor, Cal Poly San Luis Obispo, Major: Construction Management

"I am the Captain of the National Association of Home Builders (NAHB) Production Home Competition Team. In this competition, I lead a team of 15 members and have designed and conducted pre-construction tasks such as estimating and scheduling for a 370-unit single-family detached housing development. Last year, when I was just a team member and presenter, we won first place in the nation.

After I graduate, I plan to work full-time with a large commercial general contractor as a Project Engineer working on exciting new construction projects. I would love to go the Superintendent route and start as an Assistant Superintendent. Acting as a Superintendent is a dream career of mine as I love to be in the field problem solving, coordinating with subs, creating site logistics plans, and scheduling."



Brennan Lantzy

Brennan Lantzy, Texas A&M University, Major: Construction Science

"I enjoy setting the pace of things, helping the people around me be the best version of themselves, and initiating action. I also love learning from others and strive to be a humble follower, a charitable supporter, and a joyful contributor to anything I am a part of.

I would love to come back to Texas A&M and teach as a professor in the Department of Construction Science. I cannot express in words how much my professors have impacted my life, and the learning, friendships, and dedication I have received from them have been truly beautiful. I hope to one day impact the lives of upcoming generations pursuing construction careers by developing their learning."



Ryan Michon

Ryan Michon, Brigham Young University, Major: Construction Management

"I strive to be personable, approachable, and helpful to other students. I like creating strong and memorable relationships with others. I do this because I know

they will go out and make great differences in the world, and I take joy in being encouraging and kind to help them get there.

My ideal career would be working for a commercial contractor taking the project management career path. I would hope to sign on with a commercial contractor starting as a Project Engineer and working my way up the ladder. From there, I would be able to continue to progress because of my love for learning and my love for people. Based on my experience thus far, I've learned that both of those things can set you up for success in the project management side of construction. You must be able to communicate well with people, then create and maintain relationships as you work with others, especially those on your team."



Alina Katherine Stark

Alina Katherine Stark, Clemson University, Major: Construction Science and Management

"This past summer, I had the opportunity to manage a three-week rework job for a commercial concrete contractor. While working on that project, my learning and education rocketed forward. I conquered the challenges that came with being the only woman on site, but my biggest challenge was being younger than my crew and colleagues because the benefit of the doubt couldn't be assumed. You learn the difference between a manager

and a leader; a manager demands respect, a leader earns respect, and I had no other choice but to earn it.

After graduation, I will pursue the superintendent route for a commercial GC and continue to advocate for construction. I chose the path of superintendent because my leadership embodies the idea of never asking your team to do something that you wouldn't do yourself. By pursuing a field management position, I can be a better leader and watch the magnificent creation that will endure the testament of time. There is no feeling like watching nothing become something and a place to create memories for decades to come."



Morgan Trechter

Morgan Trechter, Catholic University of America, Major: Civil Engineering (Construction Management concentration)

"Throughout my education, I have earned several leadership positions including the Society of Women Engineers (SWE) and the American Society of Civil Engineers (ASCE) to push my professional development outside of the classroom. These opportunities have helped me grow into a better leader and have helped me understand how to work with other people, which

is an extremely important skill, especially in construction management.

My dream career is to work my way up through a general contractor to become a vice president in construction management. I want to experience all aspects of construction management and give back what I have learned through my career. I have been working on building a strong foundation for myself to make a positive impact in the construction field, which will ultimately benefit the communities where I manage construction projects."

(Continued on page 2)



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



Cade Wilson, Kansas State University, Major: Construction Science and Management

“While I am pursuing my degree in Construction Science, I would like to grow in my knowledge and understanding of the construction industry. I plan on accomplishing this by being involved in Associated General Contractors. AGC provides opportunities to tour local jobsites and meet with employers.

It is important to me to make a positive impact on the world. An ideal career for me would be combining my passion for Construction Science with my faith and pursuing a career overseas. I would love to be able to serve underdeveloped areas around the world. Through this I would be able to change the lives and eternities of others, which is very important to me.”



Kennedy Henderson, East Carolina University, Major: Construction Management

“I plan to pursue a career in commercial construction. After graduation, I will use my knowledge and education to jump straight into the construction industry working as a project manager.

The Retail Contractors Association Scholarship allows me to focus more on the most important

aspect of school: learning. I hope one day I will be able to help other students achieve their goals just as you have helped me.”



Taylor Lundsten, Minnesota State University, Mankato, Major: Construction Management

Taylor 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.

“Throughout college, my family has encouraged me to get involved in both activities

in my major and others across campus. I have been involved in Cru (Campus Crusade for Christ) and have made meaningful connections with Construction Management faculty and students. Being involved with Cru has been a very meaningful experience, as I have been able to make strong connections with other students, strengthen my faith, and work on my communication skills. With CM faculty, I have been able to make connections with professors through classes and advising sessions which has given me security that I picked the perfect major for me.”



Emilia Salazar, Boise State University, Major: Construction Management

Emilia received RCA’s Intern Scholarship, which is awarded to a student who completed an internship at an RCA member company. The award criteria are the same as the main scholarship program; the scholarship award is \$1,500. Emilia joined the concrete division of ESI Construction (Engineered Structures, Inc.) in the summer of 2022.

Emilia’s nomination described her experience at ESI Construction:

“Emilia is an ambassador in the field for ESI – listening to those around her and finding ways that she can lend a helping hand. She often shares her knowledge with carpenters and other team members on her job site. Emilia embodies ESI’s Purpose of ‘Everyone Succeeds Together,’ by communicating up and down the chain of command. She’ll often engage in conversations with carpenters on her job site to learn from them, while also explaining why they are performing certain tasks.

With a ‘no person left behind’ mentality, Emilia dedicates her time and talent to making sure that contributors on ESI projects understand how to do work safely and understand “the why” behind their work. Emilia is also involved in the Associated Schools of Construction (ASC) Competition. She is currently on the Electrical team, which will be competing in Sparks, Nevada, in the coming months.”

RCA’s scholarship program is made possible with the support of our members. We would like to thank the following RCA members for contributing to the Scholarship Fund in FY23 (May 2022-April 2023).

- > Diamond Contractors Inc
- > Elder-Jones, Inc.
- > Triad Retail Construction Inc.
- > Westwood Contractors, Inc.
- > Woods Construction, Inc.

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

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President's Message

Eric Handley, COO., William A. Randolph, Inc. (RANDOLPH)



Eric Handley

At this year's Annual meeting, I was honored to take over for Ray Catlin as the new President of the RCA. Ray did an outstanding job of leading the organization through a difficult period and I am fortunate to take over this position with an incredibly strong organization to lead.

In the coming year, we have some exciting plans that we intend to execute that will enhance the organization and, in turn, all member companies. We will be implementing many of the ideas that

have come from our strategic planning sessions and the initiatives that are currently underway with our committees.

One of the most important goals that we set was to increase participation amongst our members and to enhance the level of communication the RCA provides to our members. We firmly believe that we can solve many of the challenges we all face as Contractors by working together and combining our resources to better the industry as a whole.

We can solve many of the challenges we all face by working together and combining our resources to better the industry as a whole.

The attendance at the Annual Meeting was a great first step, as not only did we have an outstanding turnout, we had a broad representation from our member companies that included Owners, Executives, Project Managers and Superintendents, all participating throughout the weekend. We have since held Regional Events in New York and Atlanta, both of which were very well attended and allowed for great networking and idea sharing. We have some great momentum and intend to keep this going throughout the rest of the year.

Increased participation in RCA committees, beyond current Board Members, is another key goal for this year, as we have set aggressive goals and need broad participation to accomplish them. I strongly encourage you to participate in a committee, as it gives you an immediate conduit to make a difference, to share your ideas, and to make memorable connections with other RCA members. Please reach out to me or Carol Montoya (carol@retailcontractors.org) if you would like to get involved in any of the committees below.

- > Construction Training
- > Membership and Recruitment
- > Professional Development
- > Sponsor and Member Benefits
- > Workforce Development
- > Legislative & Regulatory

I'm proud to feature the recipients of the RCA Scholarships and the RCA Intern Scholarship in this issue. All of our organizations can continue to build the next generation of leaders and construction professionals with your support of the RCA Scholarship program and by hiring interns/college graduates directly into your organization.

As we enter the summer months, the Construction Industry is at full tilt and we are all busier than ever. Don't forget to take some time for weekends at the lake, Summer BBQs, and just making memories with family and friends. I hope everyone enjoys the Summer and look forward to reconnecting with all of you at one of the many Regional Events planned for the coming months.

ADVISORY BOARD

Mike Clancy - FMI

Randy Danielson - Opus Development Company, LLC

Jon Hostasa - CASEY'S

Jason Kraus - Kohl's

Jeffrey D. Mahler, AIA - Onyx Creative

Jason Miller - JCPenney Company

John Polzer - Duane Morris

Steven R. Olson, AIA - CESO, Inc.

COMMITTEE CHAIRS

CONSTRUCTION TRAINING
David Brown

LEGISLATIVE/REGULATORY
Jay Dorsey

MEMBERSHIP RECRUITMENT & RETENTION
Denise Doczy-Delong
Hunter Weekes

PROFESSIONAL DEVELOPMENT
Tim Aubel

SPONSORSHIP AND MEMBER BENEFITS
Anthony Graves

WORKFORCE DEVELOPMENT
Eric Berg

OFFICERS

President
Eric Handley
William A. Randolph, Inc.

Vice President
Justin Elder
Elder-Jones, Inc.

Secretary/Treasurer
Any Bohon
Westwood Contractors

Immediate Past President
Ray Catlin
Threecore LLC

BOARD OF DIRECTORS

2025 Timothy Aubel
Rectenwald Brothers
Construction, Inc

2026 Steve Bachman
Retail Construction Services, Inc.

2025 Eric Berg
Gray

2026 Andy Bohon
Westwood Contractors

2024 David Brown
Tri-North Builders

2025 Ray Catlin
Threecore LLC

2025 Denise Doczy-Delong
Singleton Construction, LLC

2024 Jay Dorsey
Triad Retail Construction

2026 Justin Elder
Elder-Jones, Inc.

2026 Anthony Graves
Graves Construction

2025 Eric Handley
William A. Randolph, Inc.

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

2024 Mike Sullivan
Sullivan Construction
Company

2024 Hunter Weekes
Weekes Construction, Inc.

2026 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
Steve Bachman 2019-2021
Ray Catlin 2021-2023

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	jlomber@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
Buch Construction	Greg Kozero	301-369-3500	MD	gkozero@buch.us.com	2022
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.t.sharkey@teamcci.net	1990
Commonwealth Building, Inc.	Chris Fontaine	617-770-0050	MA	cfontaine@combuid.com	1992
Connor Construction, LLC	Benjamin Connor	856-599-1765	NJ	bconnor@connorconstructionllc.com	2021
Construction One, Inc.	Bill Moberger	614-235-0057	OH	wmoberger@constructionone.com	2015
David A. Nice Builders	Brandon Nice	757-566-3032	VA	bnice@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
Division 9 Commercial Inc.	Cheryl Montour	770-919-9941	GA	cmontour@division9inc.com	2021
DLP Construction Company, Inc.	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
E.C. Provini, Co., Inc.	Joseph Lembo	732-739-8884	NJ	jlembo@ecprovini.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
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.	Mitch Lapin	440-716-4000	OH	mlapin@fortneyweygandt.com	2013
Fred Olivieri Construction Company	Dean Olivieri	330-494-1007	OH	dean@fredolivieri.com	1992
Frontier Building Corp.	Andrew Goggin Willy	305-692-9992	FL	agoggin@fdllc.com	2018
Fulcrum Construction, LLC	Rosner	770-612-8005	GA	wrosner@fulcrumconstruction.com	2014
Go Green Construction, Inc.	John Castellano	412-389-2577	PA	john@ggc-pgh.com	2017
Graves Construction	Anthony Graves	949-467-1799	CA	anthony@gravesconstruction.com	2022
Gray	Robert Moore David	714-491-1317	CA	ramoore@gray.com	2005
H.J. Martin & Son, Inc.	Martin	920-494-3461	WI	david@hjmartin.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
Immel Construction	Pete Smits	920-468-8208	WI	psmits@immel-builds.com	2018
International Contractors, Inc.	Bruce Bronge Matt	630-834-8043	IL	bbronge@icibuilds.com	1995
JAG Building Group	Allen	239-540-2700	FL	matta@jagbuilding.com	2019
James Agresta Carpentry Inc.	James Agresta	201-498-1477	NJ	jim.agresta@jacarpentryinc.com	2013
Jirsa Construction	Jennifer Jirsa	847-836-1321	IL	jjirsa@jirsaconstruction.com	2022
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 Martin	336-861-1960	NC	dmarion@mrs1977.com	1992
Marco Contractors, Inc.	Smith Kerry	724-741-0300	PA	marty@marcocontractors.com	1994
Market Contractors	Lobbestael William	503-255-0977	OR	kerryl@marketcontractors.com	2019
National Building Contractors	Corcoran Michael	651-288-1900	MN	bill@nbccconstruction.us	2013
National Contractors, Inc.	Dudley Dennis	952-881-6123	MN	mdudley@ncigc.com	2018
Pinnacle Commercial Development, Inc.	Rome Donald	732-528-0080	NJ	dennis@pinnaclecommercial.us	2012
Prime Retail Services, Inc.	Bloom Jeffrey T.	866-504-3511	GA	dbloom@primeretailservices.com	2014
R.E. Crawford Construction LLC	Smith Greg West	941-907-0010	FL	jeffs@recrawford.com	2011
RAYWEST DESIGNBUILD	Art Rectenwald	910-824-0503	NC	greg.west@raywestdesignbuild.com	2021
Rectenwald Brothers Construction, Inc.	Stephen Bachman	724-772-8282	PA	art@rectenwald.com	1996
Retail Construction Services, Inc.	Sean Pfent	651-704-9000	MN	sbachman@retailconstruction.com	1998
Retail Contractors of Puerto Rico		586-725-4400	MI	spfent@rcofusa.com	1996
Right Choice Development & Construction	Danielle Wright	832-567-9648	TX	danielle@rightchoicedev.com	2023
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

(Continued on page 5)

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
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@trcg.net	2010
Trainor Commercial Construction, Inc.	Brian Trainor	415-259-0200	CA	brian.trainor@trainorconstruction.com	2012
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
Vision General Contractors of GA, LLC	Tony Durand	770-769-4674	SC	tonyd@viscongc.com	2021
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
Wesbuilt Construction Managers, LLC	Donal McIntyre	212-410-0270	NY	dm@wesbuilt.com	2021
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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Join Us: RCA Regional Events

RCA's membership committee is hosting a series of regional networking events for RCA members, sponsors, benefit providers, and other supporters. Some events are planned to coincide with other industry programs being held in major markets. When possible, a tour or other unique activity is held prior to the networking.

- > July 20 - Milwaukee, WI
- > August 28 - Orlando, FL
- > September 26 - Detroit, MI
- > November 1 - Los Angeles, CA
- > November TBD - Phoenix, AZ



Thanks to everyone who joined us at our New York City (May) and Atlanta (June) events. There is no fee to attend these events, but we ask that you register to confirm your spot.

Register at retailcontractors.org.

Announcing New Meet & Greet In Person Event coming to New York City on September 28th, 2023

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Google Analytics 4-Have You Made the Switch?

On July 1, Google updated its Universal Analytics (UA) to Google Analytics 4 (GA4). While the change was announced in 2022, many website hosts and developers did not communicate the change to their customers, and the update was NOT done automatically.

If you have UA installed on your website, as of July 1, UA stopped gathering data that measures website traffic.

Google Analytics is free, and the data collected helps you track and analyze website traffic. It's also important to have your previous data, to compare website traffic trends and the behavior of potential and/or existing customers behaviors (e.g., what areas of a website are being visited, what links are being clicked, what information is being downloaded, what videos are being watched, where visitors are geographically located, and so much more).

RCA members heard from **Tam Johnson**, Elephant Digital Marketing Solutions, daughter of RCA past president Win Johnson, and **Gerald Buckley**, GB Digital, on a Zoom meeting held last month. They discussed the importance of updating Analytics and the process for doing so. Tam and Gerald shared the following effects if you have NOT upgraded to GA4 yet:

1. Google has said that sites that currently have UA, have a six-month window to "hopefully" retrieve a company's past analytics.
2. No analytics will be collected between July 1 and the time of the upgrade to GA4.
3. There is still time to upgrade your site and keep past analytics, but there will be a lapse in the GA4 analytics until it is installed.

4. If your Google Analytics dashboard shows "No Analytics Tag Installed," you need to install GA4 to start collecting data.

5. If you used the GA4 Setup Assistant and are receiving GA Error messages, it can be repaired, but in the meantime, analytics more than likely are not being collected.

Talk to your IT staff or support vendor about the status of the Google Analytics installed on your website. Tam and Gerald have teamed up to offer assistance to our members and colleagues, including a reasonable rate of \$150.00 to upgrade your website to GA4, which includes the link to see your Google Analytics. If you don't have someone that can look up your GA status, or you want help setting up GA4, you can reach Tam at tam@elephantdigitalmarketingsolutions.com.



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