

2023 Annual Conference

RCA's 2023 Annual Conference will be held

at the Gaylord Texan, March 17-19, 2023, prior to SPECS 2023. The conference is open to employees of RCA member companies, retailers, landlords, architects, and our sponsors and benefit providers. There is no charge to attend. The full agenda and registration is available at retailcontractors.org/annual-conference. We will accept onsite registrations.

Friday, March 17, 2023

Welcome Reception

Saturday, March 18, 2023

Conference Sessions Casino Night & Dinner

Sunday, March 19, 2023

Golf Tournament

We have developed a lineup of speakers and sessions to ensure that everyone can take away information or inspiration that will help them in their job.



John O'Leary will present
"The Power of One: How One
Attitude, One Action and One
Person Can Change the World."
It's estimated that 70% of the
workforce is not engaged. John
dramatically "wakes people
up" to realize their role and
responsibility are significant.
He helps organizations build

a positive atmosphere to increase creativity and productivity. Attendees will learn how to reignite an environment built on shared goals, values, and focus. John will outline unconventional communication methods to dramatically (and positively) impact relationships.

In 1987, John O'Leary was a curious nine-year-old boy. Playing with fire and gasoline, John created a massive explosion in his home and was burned on 100% of his body. He was given less than a 1% chance to live. Today, John is the author of the #1 National Bestselling books *ON FIRE* and *IN AWE*. John's genuine, collaborative approach to partnering allowed him to understand early that clients' biggest pain point in the wake of the fallout from the pandemic is team "burnout."

We will have a limited number of John's book, ON FIRE, available.



Anirban Basu will present "Show Me the Money (Supply)". Regardless of whether he's talking about a bull or bear market, Anirban's fast paced presentation, full of data, will surely give you something to laugh about. He will supply in-depth analysis of the

major factors shaping economic outcomes, including central bank policymaking, worker attitudes, business confidence, and geopolitics. He will forecast the year to come, highlighting the major risks that economic stakeholders will likely encounter.

Anirban is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm headquartered in Baltimore, MD with an office in Orlando, FL. The firm provides strategic analytical services to energy suppliers, law firms, medical systems, government agencies, and real estate developers among others.

Who needs to learn more about improving their customer service skills? Everyone! **Charles Marshall** will discuss his popular session: "SERVE Method™: Creating Success with Extraordinary Customer Service." Charles examines common business



blunders and questionable customer-service practices that prevent companies from growing. In an often hilarious but always insightful examination of businesses of all sizes, Charles takes a look at what makes good customer service work, and what makes bad customer

service disastrous. Good customer service never happens accidentally. It is imperative to create a corporate culture that is serious about putting the customer first. Delivering the goods and creating brand loyalty is a priority.

Charles is the founder and president of M Power Resources, a company dedicated to providing growth resources for business and individuals. He has over 20 years of full-time experience as a motivational speaker and comedian. He is the author of several books including *The Seven Powers of Success* and *I'm Not Crazy But I Might Be A Carrier*. He also has produced and performed two full-length comedy videos, *Fully Animated and I'm Just Sayin'*!

The conference will feature interactive roundtable discussions, and opportunities to network at a welcome reception, casino night event, and golf tournament.

Thank you to our Underwriters.

Bogart Construction Construction Construction Construction Services, Inc. RANDOLPH SChimenti





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

Retail Contractor

Save the Dates: 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.

There is no fee to attend these events, but we ask that you register to confirm your spot.

May 10 - New York City, NY

June 6 - Atlanta, GA

July 20 - Milwaukee, WI

August 28 - Orlando, FL

September 26 - Detroit, MI

November 1 - Los Angeles, CA

November TBD - Phoenix, AZ

Note: Dates subject to change based on host/venue availability.

Watch your inbox for more information. Registration coming soon!







President's Message

Ray Catlin, President, Threecore, LLC



As I look over the past two years and my time

as President of the RCA, I think of the great things we have been able to accomplish and ways we have been able to move the organization and our industry forward. We have made great progress in what we are doing, and this organization is headed in a great direction. As I look across our industry, we have all faced the same headwinds: pricing and material volatility and the lack of qualified manpower and labor. These headwinds and challenges require a

different approach than in the past. I want to take some time and talk about the labor challenges in our industry.

This past winter, I spent time with other industry executives, and I was shocked to learn that the suicide rate in our industry is sky rocketing. Too often, this is overlooked. I don't know what is more alarming, the rate of suicide in our industry or the fact that it is overlooked. Personally, I have been on a journey over the past several years related to my own purpose and what kept coming back to me was the thousands of workers in our industry that rely on us day in and day out. Specifically, I am talking

The solution isn't finding new sources of potential employees, rather uncovering the reasons why they leave, and correcting those issues.

about the craftsman and workers on our projects physically doing the work. Unfortunately, it is a career that has lost respect throughout our industry and the conditions upon which they work wouldn't fly in other industries.

The men and woman that build our projects are subjected to the weather conditions every day; whether it be 20° degrees and windy in the winter or 105° in the summer. Their standard restroom facilities are not what we would approve of at our corporate offices. Their breakroom is looking for shade alongside the building they are constructing and sitting on a bucket or on the ground. We expect them to show up on Saturdays to make up lost time due to weather or to pick up time on the project schedule while the rest of us are at home with our families, going to sporting events with our children, or simply taking time to recharge our batteries. At some point, we must change the narrative surrounding a career in the field as a craftsman and bring honor back to the trades. If we are going to combat the decreasing work force, this point is now.

So, my challenge to each company in the RCA and every construction company out there: let's work together and start changing that narrative. Let's start bringing honor back to the trades. Let's find a way to improve the restroom facilities on projects. Let's take time to walk projects and get to know those that are building them. Know their names, their kids' names, why they got in the industry and ask them, what can we do to make their career choice more desirable and respected? Let's find ways to create a space for them to sit down and enjoy their lunch without having to sit in the dirt. Let's show them that we care, that we value them. It is my firm belief that if we can do that, we will change the narrative. We will decrease the rate of suicide in our industry, and we will increase the number of individuals who pick construction as their career. It will take all of us, working collaboratively together, to face the headwinds in front of us and solve the problems we face. It starts now and it starts with the action of each of us.

Thank you!



ADVISORY BOARD

Mike Clancy - FMI

Randy Danielson -

Opus Development Company, LLC

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

LEGISLATIVE/REGULATORY

Andy Bohon

legislative@retailcontractors.org

MEMBER BENEFITS

David Martin

memberbenefits@retailcontractors.org

MEMBERSHIP

Denise Doczy-Delong

Hunter Weekes

membership@retailcontractors.org

RECRUITMENT

Jay Dorsey recruitment@retailcontractors.org

Justin Elder

SAFETY

Eric Berg

SCHOLARSHIP

SPONSORSHIP

Justin Elder

Eric Berg

training@retailcontractors.org

safety@retailcontractors.org

scholarship@retailcontractors.org

sponsorship@retailcontractors.org

OFFICERS

President

Ray Catlin Threecore LLC

Vice President

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

2025 Timothy Aubel

Rectenwald Brothers Construction, Inc

2023 Steve Bachman Retail Construction Services,

2025 Eric Berg

Gray

2024 David Brown

Tri-North Builders

2025 Ray Catlin

Threecore LLC

2024 Jay Dorsey

Triad Retail Construction

2025 Denise Doczy-Delong Singleton Construction, LLC 2023 Justin Elder

Elder-Jones, Inc.

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.

2023 Rick Winkel

Winkel Construction, Inc.

2023 Andy Bohon

Westwood Contractors

PAST PRESIDENTS

David Weekes 1990-1992

W I 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

Retail Contractor

RCA Membership

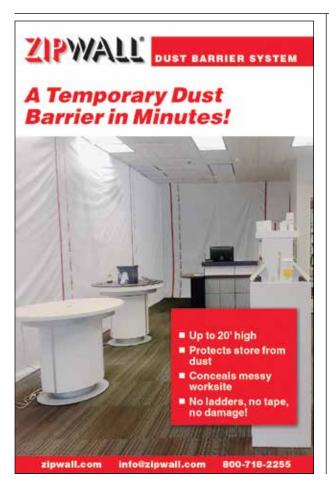
RCA members must meet and maintain a series of qualifications and are approved by the Board of Directors for membership. They have been in the retail construction business as general contractors for at least five years; agree to comply with the Association's Code of Ethics and Bylaws; are properly insured and bonded; are licensed in the states in which they do business; and have submitted letters of recommendation.

COMPANY Acme Enterprises, Inc.	CONTACT Jeff Lomber	PHONE 810-499-7127	STATE MI	EMAIL jlomber@acme-enterprises.com	MEMBER SING 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	2017
Bogart Construction, Inc.	Brad Bogart	949-453-1400	CA	brad@bogartconstruction.com	2019
Buildrite Construction, Inc.	Bryan Alexander	770-971-0787	GA GA	•	2008
·	•			bryan@buildriteconstruction.com gkozero@buch.us.com	
Buch Construction	Greg Kozero	301-369-3500	MD	· ·	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@combuild.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
OLP 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
DC	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
MGI Inc.	Darin Ross	678-903-2200	GA	darin.ross@fmgi-inc.com	2022
ortney & Weygandt, Inc.	Greg Freeh	440-716-4000	OH	gfreeh@fortneyweygandt.com	2013
red Olivieri Construction Company	Dean Olivieri	330-494-1007	ОН	dean@fredolivieri.com	1992
rontier Building Corp.	Andrew Goggin	305-692-9992	FL	agoggin@fdllc.com	2018
ulcrum Construction, LLC	Willy Rosner	770-612-8005	GA	wrosner@fulcrumconstruction.com	2014
io 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	714-491-1317	CA	ramoore@gray.com	2005
I.J. Martin & Son, Inc.	David Martin	920-494-3461	WI	david@hjmartin.com	2016
lardesty & 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
mmel Construction	Pete Smits	920-468-8208	WI	psmits@immel-builds.com	2018
nternational Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@icibuilds.com	1995
•	•		FL		2019
IAG Building Group	Matt Allen	239-540-2700		matta@jagbuilding.com	
lames Agresta Carpentry Inc.	James Agresta	201-498-1477	NJ	jim.agresta@jacarpentryinc.com	2013
lirsa Construction	Jennifer Jirsa	847-836-1321	IL OU	jjirsa@jirsaconstruction.com	2022
Cerricook Construction, Inc.	Ann Smith	440-647-4200	OH	ann@kerricook.com	2012
akeview 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	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	0R	kerryl@marketcontractors.com	2019
lational Building Contractors	William Corcoran	651-288-1900	MN	bill@nbcconstruction.us	2013
lational Contractors, Inc.	Michael Dudley	952-881-6123	MN	mdudley@ncigc.com	2018
innacle Commercial Development, Inc.	Dennis Rome	732-528-0080	NJ	dennis@pinnaclecommercial.us	2012
rime Retail Services, Inc.	Donald Bloom	866-504-3511	GA	dbloom@primeretailservices.com	2014
E. Crawford Construction LLC	Jeffrey T. Smith	941-907-0010	FL	jeffs@recrawford.com	2011
AYWEST DESIGNBUILD	Greg West	910-824-0503	NC	greg.west@raywestdesignbuild.com	2021
ectenwald Brothers Construction, Inc.	Art Rectenwald	724-772-8282	PA	art@rectenwald.com	1996
letail Construction Services, Inc.	Stephen Bachman	651-704-9000	MN	sbachman@retailconstruction.com	1998
letail Contractors of Puerto Rico	Sean Pfent	586-725-4400	MI	spfent@rcofusa.com	1996
tick Shipman Construction Inc.	Brian Hogan	573-624-5065	MO	brianhogan@rickshipman.com	2022
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@singletoncontruction.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@TBCCl.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.	Brian Trainor	415-259-0200	CA	brian.trainor@trainorconstruction.com	2012
Travisano Construction, LLC	Peter J. Travisano	412-321-1234	PA	pj@travisanocontruction.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
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
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
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.





Retail Contractor

Join A Committee

Committees are the lifeblood of our organization and a great way to get involved and make a difference. Scan the QR code to volunteer.

II C A

Sponsorship and Member Benefits

- > Establish and maintain sponsorships per budgeted goals
- > Seek out new sponsors, ensuring a diverse sponsor base
- > Maintain relationship with current sponsors
- Leverage the buying power of the membership to establish partnerships with companies that can provide rebates or discounts for members

Membership Recruitment & Retention

- > Mission is to recruit, review and retain members
- Actively seek new members at SPECS, Center Build, CCRP Events, and job walks with competitors and at client vendor summits. Conduct regular outreach to potential GC candidates
- Work with current board members and Advisory Board members to solicit GCs for membership
- Review membership application on an annual basis to make sure it's accurate and up to date
- Make recommendations for requirement changes and process improvements
- Onboard new members; maintain regular communications with them in their first few years of membership
- Plan and produce regional networking events, with a focus on collaboration and networking amongst members and the retailer community

Workforce Development

Find programs that RCA can partner with that help to place people in the retail construction industry; this can include veteran/military job fairs, college career fairs, other associations, partnerships with trade schools, scholarships, women in construction, etc.

This committee also oversees the scholarship program:

- Create a strategy for what scholarships are meant to do/the implementation of the program
- > Increase scholarship funding from the membership base
- Increase the impact of the scholarships we give (both for the students and the RCA)

Professional Development

- > Plan webinars/roundtable discussions on timely topics (at least quarterly)
- > Plan RCA panels at industry conferences (e.g., SPECS, CenterBuild)
- Assist the Vice President in developing content and securing speakers for the annual conference

Construction Training

- Oversee continued successful implementation of the Superintendent Training Program
- Identify other training needs of our membership and explore next steps, e.g., Project Manager Training, recertification, refresher courses, etc.
- > Find ways to promote certified members

This committee also oversees the safety program:

- > Review RCA's safety materials once a year and update as needed
- Educate membership about safety issues that need attention (e.g., regulation updates)

Legislative/Regulatory

 Identify issues that are relevant to our industry and determine how members and the organization can make their voices heard

RCA Job Bank

RCA's job bank is a member—and industry—benefit. It can be viewed at **retailgcs.mcjobboard.net**. RCA members can post openings at no charge (members must be logged in to add a position). Anyone can view the open positions, which are searchable by keyword, location, and position type. Job seekers can also post resumes to be viewed by potential employers.





Election Results

Thank you to everyone who participated in

our general election. The following members were elected to the RCA Board of Directors for the 2023-2026 term, which will begin after our Annual Conference in March.

Steve Bachman, Founder & Chairman, Retail **Construction Services**

Andy Bohon, Senior Vice President & CFO, Westwood Contractors, Inc.

Anthony Graves. President, Graves Construction Rick Winkel, CEO, Winkel Construction, Inc.

At RCA's November 2022 Board meeting, the following officers were elected for the 2023-2024 term.

- > President: Eric Handley, Chief Operations Officer, WM. A. Randolph Inc.
- > Vice President: Justin Elder, President. Elder-Jones. Inc.
- Secretary/Treasurer: Andy Bohon, Senior Vice President & CFO, Westwood Contractors, Inc.

Milestone Memberships

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

25 Vears

EDC

Lakeview Construction, Inc. Retail Construction Services, Inc.

15 Years

Bogart Construction, Inc. DLP Construction Company, Inc. Warwick Construction, Inc.

10 Years

Buildrite Construction Corp. Fortney & Weygandt, Inc. JA Carpentry, Inc. **National Building Contractors** Triad Retail Construction

Encore Construction, Inc. Frontier Building Corp. Immel Construction



In person and virtual events will allow everyone to participate in the 2023 Summit making connections with industry leaders

JANUARY 2024. DATE & LOCATION TBD



End-Users (retailers, hoteliers, restaurateurs, etc.) will receive complimentary registration in exchange for full schedule participation that includes a per diem or charity donation.

COMMERCIAL Construction Renovation Contact David Corson 678.765.6550 or e-mail davidc@ccr-mag.com www.ccr-summit.com

We're Rogistical **Lion Tamers**

Commitment to adjust to the demands of your jobs. Not the other way around.

Proactive support, consistency, and trademark transparency.

Access to everything on site at any hour, even at 3am.

Container Management | cmi-usa.com

800-915-9002

Retail Contractor NEWSLETTER

RCA Sustaining Sponsors

PLATINUM



















GOLD



SILVER















