

The Retail Contractor

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FALL EDITION • 2024

NEWSLETTER

Interns Receive RCA Scholarships

In an effort to ensure that scholarship recipients are more connected with our industry, the RCA focused its 2024 scholarships on interns at RCA member companies. Students who had interned with a member company in 2023, with a major in Construction Management and Construction Sciences, were eligible to be nominated. A representative from the nominating company submitted a brief narrative describing the intern's contributions to the company and achievements during the internship. Students were also asked to submit a brief personal statement for consideration. A scholarship committee comprised of Board members and Advisory Board members reviewed and scored the applications (identifying information was removed prior to their review).

Five interns were selected and each received a \$3,000 to be used for their fall 2024 semester. Here, we share information about our recipients, in the words of their nominators and the students themselves.

"Thank you to all members of the RCA who see potential in students who are eager to join the construction industry."



Alexandra Fongers,
Michigan State University
Wolverine Building Group

Alexandra interned in Wolverine's retail division, working in the field assisting a project superintendent build a ground-up Taco Bell. She gained enough skills and confidence to cover for the project superintendent during her vacation. Alexandra wanted to gain some project management experience as well and successfully helped the retail team source subcontractors and bid jobs. During her internship, Alexandra gained

knowledge in project scheduling, daily logs, blueprint reading, progress meetings and punch lists. She returned for a second internship in summer 2024.

At the RCA Regional Event hosted by Wolverine in July, Alexandria told us, "This scholarship allows me to graduate in December of 2024 by funding classes necessary for my career goals. Now, being a member will allow me to make connections, gain skills in the workforce, and feel confident with my degree after graduation. I am grateful to be recognized as an outstanding student worth investing in. Thank you to all members of the RCA who see potential in students who are eager to join the construction industry."



Andrew Garate, University of Illinois
William A. Randolph, Inc. (RANDOLPH)

Andrew Garate has interned with RANDOLPH for three summers. He brings a great attitude, hard work ethic, passion for the construction industry, and has produced high quality work during his time with the company. Andrew has worked in the estimating department, project management group, and field assignments with RANDOLPH's superintendent team.

Andrew noted that "The scholarship provides me with a documented commitment to excellence within the construction industry, as well as a powerful tool to achieve that success. Beyond the financial support this

scholarship provides, it associates me with a reputable organization, and I hope to leverage that exposure into valuable networking opportunities.



Kaitlyn Heffelbower,
Michigan State University
Wolverine Building Group

Kaitlyn Heffelbower is a mechanical engineering student with an interest in construction management. She has interned at Wolverine for the past two summers. Kaitlyn worked on projects in both the field and the office, including an Ace Hardware new build. She originally wanted to work in only the office, but developed a love for being in the field, and her role became hybrid. Kaitlyn attended progress meetings,

finalized a closeout package, created and presented an estimate, updated a project schedule, created and sent scope letters to trades,

Kaitlyn said, "My dedication to pursuing my degree in mechanical engineering has been affirmed. Through the support of the RCA, my education goals have become more attainable and I have the support to dive deeper into my academic and professional goals. Receiving this award has been a great honor, and I am very grateful to the RCA for seeing my potential and investing in my future."



Mason McDonough, San Diego State
Graves Construction

Mason McDonough interned in Graves' preconstruction department. When the company's VP of Preconstruction needed medical leave, Mason stepped up. Despite his limited time with the company, he took on senior-level estimating responsibilities with remarkable proficiency and minimal oversight, showcasing his competence and determination. His nominator noted that "Mason's genuine passion for retail construction

(Continued on page 2)

(Continued from page 1)

is evident in everything he does, reflecting his deep understanding of our industry's intricacies and the pivotal role of preconstruction. He demonstrated exceptional talent, dedication, and character throughout his internship."

"Receiving the RCA Intern Scholarship fuel my ambition to excel in construction, especially in the retail sector. Additionally, it would ease some financial pressure on my family, who have been incredibly supportive of my education. This scholarship would help alleviate a portion of that burden and allow me to focus on my studies and future goals."



**Prairna Pannu,
Eastern Michigan University
Wolverine Building Group**

Prairna Pannu was a quick learner during her Wolverine internship and made contributions to projects from the start. She drafted and managed RFIs, managed submittals, coordinated building permits, and mentored other staff on use of Procore. Prairna worked both in the field and in the office on a large multi-family project. After interning with Wolverine for two years, Prairna

joined the company as a Project Engineer after graduating in August.

Prairna shared that "This scholarship has not only been a financial blessing but also a source of inspiration and motivation. This generous support has had a profound impact on my educational journey, allowing me to pursue my academic and career aspirations with greater focus and determination. I am deeply grateful to the RCA for their commitment to supporting students and fostering the next generation of leaders in the construction industry."

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 FY24 (May 2023-April 2024).

- > Bogart Construction, Inc.
- > Diamond Contractors Inc
- > Division 9 Commercial Construction Inc
- > Eckinger Construction Company
- > Elder-Jones, Inc.
- > International Contractors Inc.
- > Scheiner Commercial Group, Inc.
- > Shames Construction Company
- > Triad Retail Construction Inc.
- > Vision General Contractors of GA, LLC
- > Westwood Contractors, Inc.
- > William A. Randolph, Inc.
- > Woods Construction, Inc.

To contribute 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

As a busy summer winds down for all of us, RCA continues our efforts to improve communication, enhance member benefits, offer more training opportunities, enhance regional events, and make the annual meeting an event that cannot be missed.

Our workforce development committee is working hard to develop the blueprint for our first ever RCA-sponsored Workforce Development event, to be held in 2025. Our goal is to continue to expand these events regionally and have our member

companies utilize the resources developed by the RCA to continue these outreach efforts, which over time will help address the shortage of skilled trades and construction professionals.

While the December superintendent training program is full, there is still space available for the March training session in Dallas. Your team will benefit greatly from this training and come back energized and ready to put to work everything they learn in this two-day session. The first-ever RCA Project Manager training is being held in March. This three-day course is sure to provide project managers with excellent training that will help develop them into future leaders for our companies. Sign up early: both of these sessions are likely to fill up before the end of the year based on current demand.

RCA makes progress and accomplishes the goals that we establish through the contributions from our committee members. We have set aggressive goals and need broad participation to accomplish these goals. I strongly encourage you to participate in an RCA 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 Executive Director Carol Montoya (carol@retailcontractors.org) if you would like to get involved in any of the committees below or if you have interest in serving on the board.

Committees:

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

Congratulations to the recipients of the RCA Intern Scholarships. Our organizations can continue to build the next generation of leaders and construction professionals with your support of the scholarship program and by hiring interns/college graduates directly into your organization.

Autumn has arrived, which means cooler temps, football, and the holiday season quickly approaching. I hope everyone had an enjoyable summer; best wishes for closing out the 4th quarter! I look forward to reconnecting with all of you at the upcoming regional events and at ICSC Centerbuild.

I 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.

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 Mike Wolff 2014-2016
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 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
Bayley Construction, LP	Steve Grasso	206-621-8884	WA	steveg@bayley.net	2024
Beam Team Construction, Inc.	Rick Stehr	678-987-1800	GA	rickstehr@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
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@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
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 EDC	Philip Eckinger	330-453-2566	OH	phil@eckinger.com	1994
Elder-Jones, Inc.	Christopher Johnson	804-897-0900	VA	cjohnson@edcweb.com	1998
Encore Construction, Inc.	Justin Elder	952-345-6069	MN	justin@elderjones.com	1990
Engineered Structures, Inc.	Joe McCafferty	410-573-5050	MD	joe@encoreconstruction.net	2018
Engineered Structures, Inc.	Mike Magill	208-362-3040	ID	mikemagill@esiconstruction.com	2016
Englewood Construction Inc.	Christopher Di Santo	847-233-9220	IL	Cdisanto@eci.build	2024
FMGI Inc.	Darin Ross	678-903-2200	GA	darin.ross@fmgi-inc.com	2022
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	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.	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
Groom Construction Co., Inc.	Dwight Groom	781-592-3135	MA	dwgroom@groomco.com	2023
H.J. Martin & Son, Inc.	David 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
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@icbuilds.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
JG Companies, Inc.	Adam Shihadeh	909-993-9393	CA	adam@jg-companies.com	2024
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	336-861-1960	NC	dmarion@mrs1977.com	1992
Marco Contractors, Inc.	Martin Smith	724-741-0300	PA	marty@marcocontractors.com	1994
Market Contractors	Kerry Lobbestael	503-255-0977	OR	kerryl@marketcontractors.com	2019
National 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
R.E. Crawford Construction LLC	Jeffrey T. Smith	941-907-0010	FL	jeffs@recrawford.com	2011
RAYWEST DESIGNBUILD	Greg West	910-824-0503	NC	greg.west@raywestdesignbuild.com	2021
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
Right Choice Development & Construction	Danielle Wright	832-567-9648	TX	danielle@rightchoicecdev.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

(Continued on page 5)

Schimenti Construction Company	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
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
Tilton Pacific Construction	Robert Schroeder	916-630-7200	CA	rschroeder@tiltonpacific.com	2023
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
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
Westwood Contractors, Inc.	Robert Benda	817-877-3800	TX	bbenda@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.
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Building a Strong Workforce: Community Development

This is part of a series featuring takeaways from the RCA Annual Conference.

When tackling workforce shortage in the construction industry, two heads are better than one... and oftentimes, the more you involve the community, the better.

During the 2024 RCA Annual Conference, a panel consisting of Jon Hostasa of Casey's, Jason Storey of The Home Depot Pro, Paul Robinson of ConstructReach, Chuck Hundley of Sachse Construction, and David Brown of Tri-North Builders presented strategies to encourage kids to consider the trades as well as case studies aimed at increasing participation in construction.

Show them what we've got.

You've seen kids' eyes go wide when they get to climb a tractor, fire truck or any big equipment. We have bulldozers, excavators, backhoes and more. With hard hats and vests, we can give communities hands-on experiences of what it's like to be in the construction industry.

It's also important to ensure you're reaching a wide audience. For example, *AGC She Builds Wisconsin* is a program that encourages young women to pursue construction careers and features a partnership with the Boys & Girls Club of Dane County. Not only does it offer a network of mentorship, but *She Builds Camps* offers dozens of middle-school aged girls the opportunity to visit an active construction site, meet female construction professionals, and learn about the industry. We will dive deeper into ways to build a diverse pipeline of talent in a forthcoming article.

Find the right partners

Youth-focused organizations like the YMCA and the Boys & Girls Clubs is a good start, but also ensure you're working with village councils and other like-minded organizations.

"We have partnered with other trades and held events at the YMCA, where kids learn to weld, handle screwdrivers, and see what they like," added Hundley. "It lets them celebrate their gifts and shows them what they can do."

Leverage existing events or create your own

Tapping into existing festivals and local events where you can expose families to the construction industry is a great start. You can also create your own event.

Brown presented a Tri-North case study that construction leaders can implement in their own markets. Celebrating its 10th year in 2024, *Kids Building Wisconsin* is a free public event that aims to inspire and encourage thousands of kids with their families about the construction industry. The event features big construction equipment and hands-on exhibits highlighting the many exciting careers in the construction industry. In 2023, Kids Building Wisconsin had 8,292 attendees, six hours of construction fun, 46 press mentions, 62 interactive exhibits, 3,000 construction vests, 12 pieces of construction equipment, 410 photo-content entrants, six grand-prize winners, 407 volunteers, and 70 sponsorships.

Our next article in this series will focus on how to diversify the construction industry.

Milestone Memberships

Congratulations to our members celebrating milestone membership anniversaries!

We appreciate your ongoing support of the RCA!

15 Years

Acme Enterprises, Inc.
Sachse Construction and Development Corp

10 Years

Fulcrum Construction, LLC
M. Cary, Inc.
Prime Retail Services, Inc.
Taylor Brothers Construction Company, Inc.

5 Years

Beam Team Construction, Inc.
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RCA Regional Events

RCA's membership committee plans regional networking events for RCA members, sponsors, benefit providers, and other supporters. The events have a variety of formats, including knowledge shares, happy hours, and tours or other unique activities.

There is no fee to attend these events, but we ask that you register to confirm your spot. Register at retailcontractors.org. Stay tuned for the 2025 schedule of events!

Thanks to everyone who joined us at our Grand Rapids (July), Orlando (August), and Houston (September) events.

Upcoming events include:
 October 22 – Long Beach, CA
 October 24 – Philadelphia, PA
 December 3 – Phoenix, AZ



Orlando: Janine Buettner, ArcVision Inc. & Matt Frank Fortney & Weygandt, Inc.



Orlando: John Stallman, Lakeview Construction & Jeff Mahler, Onyx Creative



Orlando: Jason Storey, The Home Depot & Joe DeLiberato, Bowen Architecture



The Grand Rapids Knowledge Share was hosted by Wolverine Building Group.



Grand Rapids: Matt Brecker, DeJager Construction, Inc., Mike Gurski, Wolverine Building Group & Cindy Heigl, Royal



Grand Rapids: Kelli Krakowiak, Acme Enterprises, Inc., Jeff Lomber, Acme Enterprises Inc., Brian Hogan, FCP Services, Inc. & Hunter Weekes, Weekes Construction, Inc.



Grand Rapids: Ken Sharkey, Commercial Contractors, Inc. & Justin Elder, Elder-Jones, Inc.



Houston: David Corson, Commercial Construction & Renovation, Virginia Taylor, Lincoln Waste Solutions & John "JP" McGill, Triad Retail Construction, Inc.



Houston: Lukas Bielecki, Warwick Construction, Inc., Clinton "Brooks" Herman, The University of Texas MD Anderson Cancer Center & Sean Hinton, Warwick Construction Inc.

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