

# The Retail Contractor

## INSIDE THIS ISSUE:

Election Results .....	pg 2	Join A Committee .....	pg 6
President's Message .....	pg 3	RCA Regional Events .....	pg 7
Member Directory .....	pg 4-5		

WINTER EDITION • 2025

## NEWSLETTER

## Cultivating a Diverse Pipeline of Next Generation Contractors

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

**Today, Americans under 35 are a multicultural majority**, according to U.S. Census projections. Yet of today's construction employees, less than 11% are women, 6% are Black and 2% are Asian. And less than 8% of high school graduates and just 14% of college graduates are pursuing careers in construction.

As our industry grapples with a retirement crisis, it must expand its reach to younger, more diverse groups. That's why it is important to meet everyone where they are, utilize modern approaches and shift our messages so that they resonate more deeply.

"Here you have an industry that is in dire need for a younger demographic for its overall sustainability—and this is a segment that is the most diverse generation in our history," said RCA Advisory Board Member **Paul Robinson**, whose company **ConstructReach** specializes in empowering youth and rebuilding the construction and manufacturing industries with diverse talent.

### Canvas Your Community

To attract women and multicultural workers, it is all about relationships. Robinson recommends taking a look at your community, finding school districts with equity disparities, and building relationships with under-resourced districts.

"There is no 1-2-3 process that is going to drive systematic change to a better future overnight," said Robinson. "Take small steps—talk to those educators and guidance counselors and find ways to get in front of the students. What can those conversations unlock? You begin to hear stories and other ways you can help."

Robinson has found that developing internship programs where young talent can engage with contractors can make a difference. Those kids often become models of success, especially when they understand how to start and how to create a career path that is exciting, fulfilling, and sustainable.

### Leverage Technology

Young people today live in a virtual, on-demand world, and we need to tap into what they're already using and



Paul Robinson (center) spoke about workforce development challenges at the 2024 annual conference.

lead with tech. Create short reels for youth to help them visualize what a career in construction looks like. Show them fun things as well as construction in the field. Make sure you are featuring diverse representation—after all, we want them to see people like them succeeding in our field. This also allows you to cross geographical boundaries because programming is digital with community and networking opportunities.

### Paint a Picture of Life as a Contractor

When it comes to writing your job descriptions, be creative with your job descriptions. "This position requires travel" compared to "Do you want to see the world?" can yield a different person. Shifting your language to show that contractors can make money, offer opportunities for families to travel to different parts of this country, and do work that is fulfilling. It's all in how you position the life of a contractor.

### Foster an Inclusive Culture Internally

Your company has to be healthy internally with the right culture so that you can retain diverse talent. "This is a segment that hasn't been served well by our industry—but with every crisis comes opportunity, and in this case, it's an opportunity to solve problems more intentionally."

Robinson works with companies to empower them to be agents of change and position themselves in their communities as providing reachable opportunities in construction. "We want transformation to be a byproduct of internal culture, where communities are strengthened because of your presence and engagement, and where young talent is inspired by who they see working in your organization... where people are valued, seen and heard," he added. For more information, visit [constructreach.com](https://constructreach.com).

## 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 2025-2028 term, which will begin after our Annual Conference in March.

- > **Tim Aubel**, VP of Construction, Rectenwald Brothers Construction
- > **Denise Delong**, Chief Executive Officer, Singleton Construction, LLC
- > **Eric Handley**, COO, RANDOLPH
- > **Cheryl Montour**, Chief Executive Officer, Division 9 Commercial, Inc.
- > **Ken Sharkey**, President/COO, Commercial Contractors, Inc.

At RCA's December 2025 Board meeting, the following officers were elected for the 2025-2026 term.

- > **President: Justin Elder**, President, Elder-Jones, Inc.
- > **Vice President: Tim Aubel**, VP of Construction, Rectenwald Brothers Construction
- > **Secretary/Treasurer: Denise Delong**, Chief Executive Officer, Singleton Construction, LLC



## We're *Logistical* 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

800-915-9002  
cmi-usa.com

# President's Message

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



As we welcome the new year, we are excited to share some updates and plans for 2025. Our annual meeting in Dallas is just around the corner, and we have an array of exciting speakers and training initiatives lined up that we believe will greatly benefit our members.

Our individual companies all face significant challenges in recruiting talent, training and retaining our existing teams, and developing future generations of skilled trades and construction professionals. The

RCA continues to take on these challenges and is leveraging the strength and broad representation of our organization to make a difference and promote the industry. We are rolling out the first RCA Project Manager Training session along with the Superintendent Training Workshop directly before our annual conference. The Project Manager training is a great way to involve your team in the annual meeting and provide them with an outstanding opportunity to further develop their project management skills.

Planning and scheduling is underway for our 2025 Regional Events; dates and venues will be announced in the near future. This series of networking events will provide opportunities for members to connect, share experiences, learn something new, and likely visit a great venue at the same time. We are in the process of enhancing additional member support services where we will make resources available to members to help with technology decision making, regulatory compliance, safety issues and training, project management and supervision tools, and other common business issues we all face running construction companies.

It continues to be an exciting time to be a part of the RCA.

We have newly elected board members, new advisory board members, new committee members, and new member companies that will all be working together this year to put in motion the ambitious plans and goals that the RCA has set to accomplish this year.

We are confident that these initiatives will provide significant value to our members and help you achieve your business goals in 2025. We look forward to seeing you at the annual conference and working together to make this year a success.

Thank you for your continued support and participation in the RCA!

We all face significant challenges in recruiting talent, training and retaining our existing teams, and developing future generations of skilled trades and construction professionals. The RCA continues to take on these challenges.

## ADVISORY BOARD

**Randy Danielson** -  
Opus Development Company, LLC

**Jon Hostasa** - CASEY'S

**Jason Kraus** - Kohl's

**Jeffrey D. Mahler, AIA** -  
Onyx Creative

**Stahler McKinney** - FMI

**Jason Miller** - JCPenney Company

**John Polzer** - Duane Morris LLP

**Steven R. Olson, AIA** - CESO, Inc.

**Paul Robinson** - ConstructReach

**Brad Sanders** - bartaco

## COMMITTEE CHAIRS

**CONSTRUCTION TRAINING**  
**David Brown**

**LEGISLATIVE/REGULATORY**  
**Jay Dorsey**

**MEMBERSHIP RECRUITMENT  
& RETENTION**  
**Denise Doczy-Delong**  
**Hector Ray**

**PROFESSIONAL DEVELOPMENT**  
**Matt Brecker**

**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**  
**Timothy Aubel**  
Rectenwald Brothers Construction, Inc.

## BOARD OF DIRECTORS

**2025 Timothy Aubel**  
Rectenwald Brothers  
Construction, Inc.

**2026 Steve Bachman**  
Retail Construction Services, Inc.

**2025 Eric Berg**  
Gray

**2027 Matt Brecker**  
DeJager Construction, Inc.

**2027 David Brown**  
Tri-North Builders

**2025 Denise Doczy-Delong**  
Singleton Construction, LLC

**2027 Jay Dorsey**  
Triad Retail Construction

**2026 Justin Elder**  
Elder-Jones, Inc.

**2027 Bard Fulton**  
Fortney Weygandt

**2026 Anthony Graves**  
Graves Construction

**2025 Eric Handley**  
William A. Randolph, Inc.

**2027 David Martin**  
H.J. Martin & Son, Inc.

**2027 Hector Ray**  
RAYWEST DESIGNBUILD

**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
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
CE Gleeson Constructors	Charles Gleeson III	248-647-5500	MI	cegleeson3@gleesonconstructors.com	2024
Comanche Construction, LLC	Andrew McClung	405-740-6950	OK	andrew.mcclung@comanchellc.com	2024
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
Englewood Construction Inc.	Christopher Di Santo	847-233-9220	IL	cdisanto@eci.build	2024
FCP Services	Brian Hogan	517-528-8990	MN	bhogan@fcpservices.com	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@icibuilds.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 Lobbstaal	503-255-0977	OR	kerry@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@rightchoicedev.com	2023
Royal Mechanical Services	Cindy Heigl	800-728-1155	KS	cheigl@royalsolves.com	2024
Russco, Inc.	Matthew Pichette	508-674-5280	MA	mattp@russcoinc.com	1995
S.M. Wilson & Co.	Mike Yazbec	314-645-9595	MO	mike.yazbec@smwilson.com	2024


(Continued on page 5)




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	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](http://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](mailto:info@retailcontractors.org)) of any changes to your contact information.



**A Temporary Dust Barrier in Minutes!**



- Up to 20' high
- Protects store from dust
- Conceals messy worksite
- No ladders, no tape, no damage!

[zipwall.com](http://zipwall.com)   [info@zipwall.com](mailto:info@zipwall.com)   800-718-2255



**All your jobsite needs. Anytime. Anywhere.**



**RENTALS**

- > Roll-Off Dumpsters
- > Storage Containers
- > Ground Level Offices
- > Mobile Offices
- > Portable Toilets + Handwash Stations
- > Restroom Trailers
- > Fencing
- > Forklifts + Pallet Jacks
- > Aerial Lifts
- > Earthmoving Equipment
- > Generators
- > Light Towers
- > Concrete Demolition
- > Commercial Flooring
- > Air Quality Control
- > Heating + Cooling
- > Ground Covers



## 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.

### 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



A Step-By-Step Roadmap To Success

## One-Stop Digital Agency

Our comprehensive digital agency offers a full suite of services to elevate your online presence, from strategy and design to marketing and analytics. Let us be your go-to partner for all your digital needs, ensuring seamless and effective results.

Call us 678.940.6433

Or visit [ccr-mag.com/ccr-digital-advantage](http://ccr-mag.com/ccr-digital-advantage)

# 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](https://retailcontractors.org). Stay tuned for the 2025 schedule of events!

Thanks to everyone who joined us at our Long Beach, CA, and Philadelphia, PA, events in October and our reception at CenterBuild in Phoenix in December.

Our calendar of 2025 events will be announced soon. Watch your email inbox and check [retailcontractors.org](https://retailcontractors.org) for details.



Attendees toured KRG Enterprises, a provider of fixtures, displays, and architectural millwork.



Philadelphia: Gerado Sepe, PREIT & Jeff Mahler, Onyx Creative



Philadelphia: Jaime Kelly & Drew Romanic, both of The Martin Architectural Group



Phoenix: Eric Handley, RANDOLPH, Ashley Combs, MBH Architects, Marcus Howell, BCCM Construction Group, Inc.



Phoenix: Chandler Weekes, Danielle Murray & Ben Owens, all of Weekes Construction



Phoenix: Matt Brecker, De Jager Construction, Randy Danielson, Opus Development, Danny Stone, Bogart Construction, Jen Davis, Jones Signs & Eric Berg, Gray West Construction



Phoenix: Mike McBride, Westwood Contractors & Kelley Scheiner, Scheiner Commercial Group



Phoenix: Denise Delong, Singleton Construction, Cheryl Montour, Division 9 Commercial Construction & Karen MacCannell and Al Pagano, both of The McIntosh Group



## RCA Sustaining Sponsors

### PLATINUM



**COMMERCIAL**  
Construction & Renovation

Container  
Management



**DODGE**  
CONSTRUCTION  
NETWORK



**NGS**



### GOLD

**CMiC**



### SILVER

