

The Retail Contractor

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SPRING EDITION • 2016

NEWSLETTER

26th Annual Conference Round Up

RCA's 26th annual conference was held March 11-13, 2016, at the Hilton Anatole in Dallas. Thirty-eight member companies attended the event, representing almost half of the RCA membership.

Featured speakers included **Anirban Basu**, Chairman & CEO, Sage Policy Group, Inc., with his James Bond-themed talk, "The Economist Who Loved Me;" **David Madison**, Senior Consultant, FMI, addressing Risk Management;

and James Benham, Chief Executive Officer, JBKnowledge, talking about his Construction Technology Forecast. Speaker & sponsor presentations are available on retailcontractors.org; click on Events.

Saturday's reception was a special offsite event at Southfork Ranch. The weekend concluded with the Owner's Breakfast on Sunday, featuring an ESOP presentation by Larry Mackowiak, Partner in Charge—Construction Services, CroweHorwath.



Relaxing in the Southfork living room as Jock Ewing looks on.



The 2016-2018 officers were installed at the annual meeting. I-r: Rick Winkel, Secretary-Treasurer; Brad Bogart, Vice President; Mike Wolff, Immediate Past President; Bob Moore, President



Board members and Advisory Board members hosted roundtable discussions over lunch.



Attendees had a great time at the gaming tables during Saturday's reception.

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

Giving Back – How RCA Members are Improving Their Communities

KBE Building Corporation, Inc.

By Jennifer Danquist Kilgore, Managing Director of Client Relations, Singleton Construction, LLC




Members of the Retail Contractors Association are high caliber retail contractors united to provide a solid foundation of ethics, quality, and professionalism within the retail construction industry. But our members are not just building stores around the country; they are also giving back through a variety of public service efforts. In this feature series, we share how our members are making a difference in their local communities.

KBE Building Corporation, Inc. is a \$300 million commercial construction firm with regional offices in Farmington, CT, Norwalk, CT, and Columbia, MD. The company was founded in 1959 and incorporated in 1966 as the construction arm of a major Northeast developer that built hotels and shopping centers along the East Coast. The firm was acquired through a management buyout in early 2007 by Mike Kolakowski, Eric Brown, and Simon Etzel, and renamed KBE Building Corporation in January 2009 to reflect the ownership change.

(Continued on page 6)



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President's Message

Bob Moore, President, West Region, Gray



A common vision for the retail construction industry, anchored in shared values and relationships, launched the RCA over 26 years ago. Solid leadership has grown and sustained the RCA, through good and economic times. I would like to begin my term as president by thanking all of our past presidents, especially our immediate past president Mike Wolff, Board members, Advisory Board members, and Potomac Management Resources for their contributions to our organization's success. Next, I pledge my commitment to

keep the RCA strong, growing, and on a path of continuous improvement.

Every organization has a lifecycle. Without a good strategic plan to manage risk, grow, and lead the organization in a direction valuable to its membership, organizations will not stay in a prime spot to succeed. To this end, our board of directors met in January 2016 to review the direction of the RCA and develop a strategic plan to keep us on track over the next three to five years. Advisory Board member Jason Miller (JC Penney) graciously provided the facilities for the meeting and Advisory Board member Mike Clancy (FMI), facilitated the meeting and plan documentation.

So what does this plan look like and what are our goals? Our overall vision is for the RCA to be known as the leader in the retail construction industry. To achieve this vision, the following are our goals and proposed activities:

Goal - Retailer perception: Retailers will view RCA membership as an essential source for the top retail contractors

Strategy:

- Hold retailer listening events—without GCs present—for uncensored feedback to learn how RCA can be a premier, pre-qualifying resource.
- Develop a high value target list of retailers
- Evaluate the feasibility of a Retail Project Management Academy
- Add more RCA/retailer events
- Create a Retail Executive Forum

Goal - Membership Size & Clout: RCA will have more than 200 members, representing 20% of industry revenues

Strategy:

- Improve membership recruiting and processing without lowering standards
- Develop a high value target list of prospective members of all sizes
- Collect potential member information more efficiently
- Create "elevator speeches" targeted to attract various size GCs about the RCA
- Develop a membership referral program
- Engage Advisory Board members and retailers for referral of potential members

Goal - Member Engagement: More than half of our members will participate in "secondary activities" beyond the annual meeting

Strategy:

- Broaden board committee participation and organize committees to maximize member participation
- Create a new member "onboarding" process, including board member mentors and one-on-one orientations for new members.
- Build on more small group discussions and peer events, including regional meetings and events.
- Drive business improvement forums, like the owner's breakfast at the annual meeting, to help member's principals improve.

There's a lot to achieve and even more tactics not mentioned. We are prioritizing what to tackle by when, with many of the tactics, like a retailer listening event that took place at SPECS, underway. A strategic plan is a document constantly adapting to changing conditions and new ideas. Please don't hesitate to share your ideas and thoughts.

ADVISORY BOARD

Chuck Barnes - Barnes & Associates

Ken Christopher - LBrands

Mike Clancy - FMI

Jeffrey D. Mahler - L2M, Inc.

Jason Miller - JCPenney Company

Steven R. Olson - CESO Inc.

Larry Tureff - Uita, Inc.

COMMITTEE CHAIRS

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952-345-6069
justin@elderjones.com

STRATEGIC PLAN

Eric Handley
847-856-0123
eric.handley@warandolph.com

OFFICERS

President - Robert Moore
Gray

Vice President - Brad Bogart
Bogart Construction, Inc.

Secretary/Treasurer - Rick Winkel
Construction, Inc.

Immediate Past President - Mike Wolff
Timberwolff Construction, Inc.

BOARD OF DIRECTORS

2020 Robert Moore
Gray

2020 Rick Winkel
Winkel Construction, Inc.

2020 Mike Wolff
Timberwolff Construction, Inc.

2019 Ray Catlin
EMJ Corporation

2019 Eric Handley
William A. Randolph, Inc.

2018 Steve Bachman
Retail Construction Services, Inc.

2018 Brad Bogart
Bogart Construction, Inc.

2018 Justin Elder
Elder-Jones, Inc.

2017 Jack Grothe
JG Construction

2017 Doug Marion
Management Resource Systems, Inc.

2017 Mike McBride
Westwood Contractors

2017 Hunter Weekes
Weekes 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

Beyond our strategic plan, the RCA is strong and growing with an increasing membership, balanced budget, and many new member benefits in the works. SPECS and our annual meeting is moving back to Orlando for 2017. We are in the process of moving our annual meeting to the Sunday before SPECS to allow more retailers to attend and use Saturday for other educational and relationship building events. There will be more details to follow on these exciting changes to enhance the annual meeting experience and achieve more tactics laid out in our strategic plan.

If any member company has questions, encouragement, or ideas for me about the RCA, please do not hesitate to contact me. I thank everyone in advance for their support.

Bob

— RAMoore@gray.com

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
A. F. Alber General Contractor, Inc.	Anthony Alber	215-249-4885	PA	office@afalber.com	2015
Acme Enterprises, Inc.	Robert Russell	586-771-4800	MI	rrussell@acme-enterprises.com	2009
All-Rite Construction Co., Inc.	Warren Zysman	973-340-3100	NJ	warren@all-riteconstruction.com	1993
Bogart Construction, Inc.	Brad Bogart	949-453-1400	CA	brad@bogartconstruction.com	2008
Buildrite Construction Corp.	Ian Bannister	770-971-0787	GA	ian@buildriteconstruction.com	2013
Chance Construction Co.	D. Jay Chance	409-787-2615	TX	tellinaw@chanceconstruction.com	2000
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.t.sharkey@teamcci.net	1990
Commonwealth Building, Inc.	Frank Trainor	617-770-0050	MA	frankt@combuild.com	1992
Construction One, Inc.	Bill Moberger	614-235-0057	OH	wmoberger@constructionone.com	2015
Crane Construction Company	David Crane	816-324-5951	MO	dcrane@crane-construction.com	2013
David A. Nice Builders	Brian Bacon	757-566-3032	VA	bbacon@davidnicebuilders.com	2011
De Jager Construction, Inc.	Dan De Jager	616-530-0060	MI	dandj@dejagerconstruction.com	1990
Desco Professional Builders, Inc.	Bob Anderson	860-870-7070	CT	banderson@descopro.com	1995
DGC Capital Contracting Corp.	Gerry Ryan	914-664-7244	NY	gryan@dgccapital.com	2013
Diamond Contractors	Lori Perry	816-650-9200	MO	loriperry@diamondcontractors.org	2015
DLP Construction	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
E.C. Provini, Co., Inc.	Joseph Lembo	732-739-8884	NJ	jlembo@eprovini.com	1992
Eckinger Construction Company	Philip Eckinger	330-453-2566	OH	phil@eckinger.com	1994
EDC	Christopher Johnson	804-897-0900	VA	cjohnson@edcweb.com	1998
ELAN General Contracting Inc.	Adrian Johnson	619-284-4174	CA	ajohnson@elanc.com	2010
Elder-Jones, Inc.	Justin Elder	952-345-6069	MN	justin@elderjones.com	1990
EMJ Corporation	Ray Caitlin	972-580-1210	TX	RCaitlin@emjcorp.com	2014
Fortney & Weygandt, Inc.	Greg Freeh	440-716-4000	OH	gfreeh@fortneyweygandt.com	2013
Fred Olivieri Construction Company	Dean Olivieri	330-494-1007	OH	dean@fredolivieri.com	1992
Fulcrum Construction, LLC	Willy Rosner	770-612-8005	GA	wrosner@fulcrumconstruction.com	2014
Gray	Robert Moore	714-491-1317	CA	ramoore@gray.com	2005
Hays Construction Company, Inc.	Roy Hays	303-794-5469	CO	r.hays@haysco.biz	2002
Healy Construction Services, Inc.	James Healy	708-396-0440	IL	jhealy@healyconstructionservices.com	1996
Herman/Stewart Construction	Terry Varner	301-731-5555	MD	tvarner@herman-stewart.com	1995
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@iciinc.com	1995
J. G. Construction	Jack Grothe	909-993-9332	CA	JackG@jgconstruction.com	1998
James Agresta Carpentry Inc.	James Agresta	201-498-1477	NJ	jim.agresta@jacarpentryinc.com	2013
KBE Building Corporation	Michael Kolakowski	860-284-7110	CT	mkolakowski@kbebuilding.com	1998
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.	Robert Epstein	631-501-0024	NY	repstein@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
Metropolitan Contracting Co., Ltd.	Jane Feigenbaum	210-829-5542	TX	jfeigenbaum@metcontracting.com	1995
Montgomery Development Carolina Corp.	John Fugo	919-969-7301	NC	jfugo@montgomerydevelopment.com	1999
Murray Costello Construction, Inc.	Murray Costello	239-482-2770	FL	Susan@MCIUSA.com	2014
National Building Contractors	William Corcoran	651-288-1900	MN	bill@nbconstruction.us	2013
Pinnacle Commercial Development, Inc.	Dennis Rome	732-528-0080	NJ	dennis@pinnaclecommercial.us	2012
Prime Retail Services, Inc.	Donald Bloom	866-504-3511	GA	dbloom@primeretailservices.com	2014
PWI Construction, Inc.	Jeff Price	480-461-0777	AZ	price@pwiconstruction.com	2003
RCC Associates, Inc.	Beverly Raphael	954-429-3700	FL	braphael@rccassociates.com	1990
R.E. Crawford Construction LLC	Jeffrey T. Smith	941-907-0010	FL	jeffs@recrawford.com	2011
Rectenwald Brothers Construction, Inc.	Art Rectenwald	724-772-8282	PA	art@rectenwald.com	1996
Retail Construction Services, Inc.	Stephen Bachman	651-704-9000	MN	sbachman@retailconstruction.com	1998
Retail Contractors of Puerto Rico	Sean Pfent	586-725-4400	MI	spfen@gregconstruction.com	1996
Roche Construction, Inc.	Thomas Roche	970-356-3611	CO	troche@rochecontractors.com	2008
Rockford Construction Co.	Thomas McGovern	616-285-6933	MI	azimmer@rockfordconstruction.com	2014
Royal Seal Construction, Inc.	Gene Colley	817-491-6400	TX	gene@royalseal.com	1994
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
Shrader & Martinez Construction, Inc.	Ronald Martinez	928-282-7554	AZ	info@shradermartinez.com	1990
Sierra Contracting	David Heiliger	760-745-8769	CA	dheiliger@sierracontracting.net	2016
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	jchandler@tbcci.com	2014

(Continued on page 5)

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
Timberwolff Construction, Inc.	Mike Wolff	909-949-0380	CA	mike@timberwolff.com	2008
Tom Rectenwald Construction, Inc.	Aaron Rectenwald	724-452-8801	PA	arectenwald@trcgc.net	2010
Trainor Commercial Construction, Inc.	John Taylor	415-259-0200	CA	john.taylor@trainorconstruction.com	2012
Travisano Construction, LLC	Peter J. Travisano	412-321-1234	PA	pj@travisanoconstruction.com	2015
Tri-North Builders, Inc.	Randy Danielson	608-271-8717	WI	rdanielson@tri-north.com	2015
Triad Retail Construction	Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com	2013
Warwick Construction, Inc.	Walt Watzinger	832-448-7000	TX	walt@warwickconstruction.com	2008
Weekes Construction, Inc.	Hunter Weekes	864-233-0061	SC	hweekes@weekesconstruction.com	1990
Westwood Contractors, Inc.	Mike McBride	817-302-2050	TX	mikem@westwoodcontractors.com	1990
William A. Randolph, Inc.	Tony Riccardi	847-856-0123	IL	tony.riccardi@warandolph.com	2011
Winkel Construction, Inc.	Rick Winkel	352-860-0500	FL	rickw@winkel-construction.com	1990
Wolverine Building Group	Michael Houseman	616-949-3360	MI	mhouseman@wolvgroup.com	2012
Woods Construction, Inc.	John Bodary	586-939-9991	MI	jbodary@woodsconstruction.com	1996

Milestone Memberships

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

20 Years

Healy Construction Services, Inc.
Rectenwald Brothers Construction, Inc.
Retail Contractors of Puerto Rico
Woods Construction, Inc.

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David A. Nice Builders
R.E. Crawford Construction LLC
William A. Randolph, Inc.



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The Retail Contractor NEWSLETTER

(Continued from page 2)

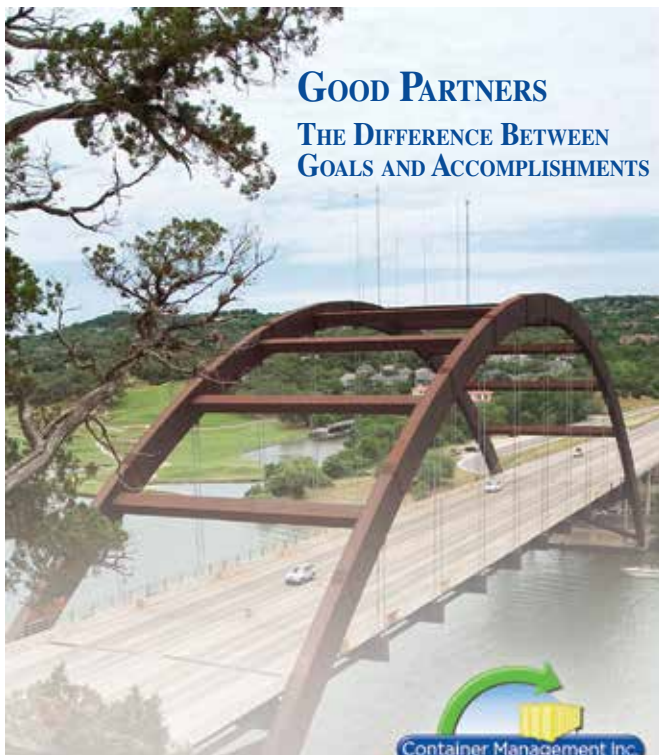
I had the pleasure of speaking with President and CEO **Mike Kolakowski** about KBE's community focus: 50 Ways to Make a Difference. "It began in 2009 as a philanthropic endeavor to help celebrate our 50th year in business and now has become a part of our culture at KBE," stated Kolakowski. The award-winning initiative is now an ongoing community outreach program that supports communities where KBE employees work and live.

"The program focuses on providing charitable support for children and seniors in communities throughout Connecticut and Maryland, where KBE has regional offices. Since 2009, KBE has donated thousands of dollars and more than 5,000 hours of volunteer time to help those in need. Recently, the 50 Ways initiative was also recognized with a Community Service Award by the Connecticut Construction Industries Association," Kolakowski explained.

"We are proud to support important causes and participate in several events each year; from Habitat for Humanity, to Race for the Cove, to Team River Runner and many more. One of our signature events is the Gift of Gobble. During our 7th annual event, in 2015, KBE personnel,




KBE staff, with Alex and members of his family



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along with our partner Bozzuto's, Inc. grocery stores, assembled 40 meal kits containing all the ingredients of a classic Thanksgiving dinner to be provided to 200 needy Connecticut families," Kolakowski remarked.

Another project that made a profound and fundamental impact on Kolakowski and all of KBE was Alex's Library. Mike shared that "this project was no doubt the smallest project we've ever built; at just 90 square feet, the library is a little larger than a small office. We converted the space, with the help of many others, to a parents' resource library and quiet study."

The library is located off of the main entrance to the Connecticut Children's Medical Center Neonatal Intensive Care Unit at UCONN Health Center in Farmington, CT. The idea to turn a storage room into a peaceful library and retreat was conceived by The Baby Alex Foundation, an organization focused on pediatric brain surgery research, and its Alex's Library initiative. The initiative's mission is to provide books and other informational materials to families of NICU patients striving to find solace during difficult times. The organization was started by parents Nicole Schmidt and Erik Skulte after the premature birth of their son, Alex, now 8. Alex's parents and his sister Isabelle were on hand to cut the ribbon for the library opening.

"Each opportunity we receive to help those in need means a great deal to me and my employees," expressed Kolakowski. It is truly amazing to learn about how the RCA members are building up their local communities, by making an impactful difference. Thank you to KBE Building Corporation for improving the communities and lives of those in Connecticut and Maryland.

RCA members, if you are interested in having your firm featured in new series, please contact Jennifer at jkilgore@singletonconstruction.net.



Don't miss our CCRP events

Boston, MA • July 7th, 2016

Denver, CO • July 28th, 2016

Nashville, TN • August 18th, 2016



For information on joining Commercial Construction & Renovation People, contract Membership Director Kristen Corson at kristenc@ccr-people.com

If you would like to sponsor a CCRP event, please contact David Corson at davidc@ccr-mag.com



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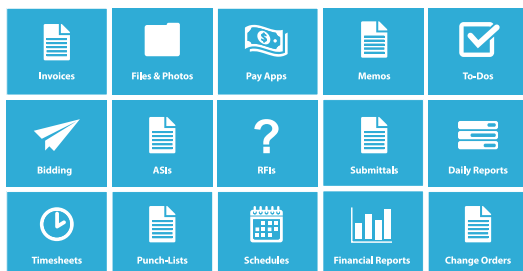
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Save the date for RCA's 28th annual conference, March 11-12, 2017, at the Gaylord Palms, Kissimmee, FL. We're planning a new format for the event; stay tuned for details!