

RCA Hosts Successful 27th Annual Conference

Thanks to everyone who attended

our 2017 Annual Conference, held March 11-12, 2017, prior to SPECS, at the Gaylord Palms in Kissimmee, Florida. We had 150 members, retailers, architects, and sponsor representatives come out for a weekend of educational and networking opportunities, as well as our first golf tournament. Fifty-five percent of member companies were represented at the conference.

The golf tournament was hosted at Hawk's Landing Golf Club at the Orlando World Center Marriott. Sixty golfers teed off on a beautiful Saturday morning. At the end of the day, prizes were awarded for the top foursome, worst foursome, closest to the pin, longest drive, longest putt, and straightest drive.





Greg Lucivansky, Brandon Kyllo & Justin Elder give Adrian Johnson a lift.



Mike Wolff, Rob Christianson, Eric Berg & Bob Moore





Frank Trainor, Steve Barrett, Chris Fontaine & Keith Happeny

Following the golf tournament on Saturday, an Owner's Event was held. RCA president **Bob Moore** moderated a discussion on "The Challenges of Owning/Operating a Retail Construction Company." Participants discussed topics such as finding qualified tradespeople, uncertainty over immigration policies, lack of market diversification, decline of mall retail and development, succession planning, and more. This session, open only to RCA members with an ownership stake in their company, is a valuable, open exchange of ideas, trouble shooting, and solutions.

Saturday was capped off with a welcome reception in the Gaylord's Castillo Fort.

Speakers at Sunday's conference included **Anirban Basu**, Chairman & CEO, Sage Policy Group, Inc., whose "Markets, He Wrote" presentation was filled with relevant and timely economic information, as well as references to popular (and not-so-popular) 80s TV shows.

Gary Bailey, former goalkeeper for England's Manchester United, and

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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.

Retail Contractor





(Continued from page 1)

current commentator for Beln
TV, spoke about success under
pressure, and the fact that no
one performs better when in a
stressful situation. His talk included
techniques for managing stress
in order to make better decisions,
have fewer errors, and improve
productivity and bottom line results.

Afternoon roundtables, moderated by RCA Board and Advisory Board members, provided attendees the opportunity to discuss topical issues with each other.

During RCA's annual Business Meeting, new officers were installed: **Brad Bogart**, president, **Rick Winkel**, vice president, **Steve Bachman**, secretary-treasurer, and **Bob Moore**, immediate past president. Outgoing Board member **Doug Marion** and Advisory Board member **Larry Tureff** were also recognized and thanked for their service.

Many thanks to our conference underwriters.

Platinun

Commercial Contractors, Inc.

Gold

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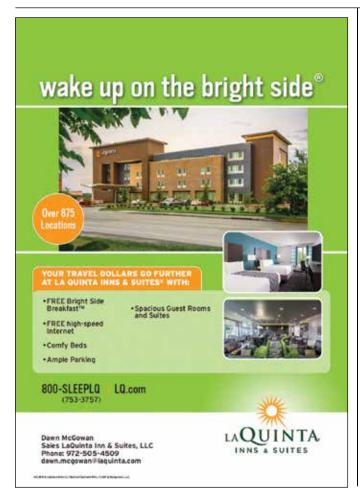
Silver

Elder-Jones, Inc.
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Mark your calendar for our 28th Annual Conference: March 16-18, 2018 in Dallas, TX. Our agenda is in the works and we'll keep you posted!





President's Message

Brad Bogart, CDP, President, Bogart Construction, Inc.



As incoming President of the Retail Contractor's Association, I would like to thank our outgoing President, Bob Moore, Gray, for his vision and dedication to the RCA. During his tenure as President, Bob lead the way in following our strategic plan as we plan for the future of the RCA. In addition, I would also like to thank our Board Members, Advisory Members, and Potomac Management Resources for the work they have done to ensure the success of our organization.

For those of you who are not familiar with me. I have spent my entire career in construction. I grew up in the Midwest and graduated from the University of Oklahoma. Shortly thereafter, my wife and I married and moved to California, where I established myself in retail construction and started Bogart Construction. Inc. The company is celebrating its 26th anniversary and I look forward to serving as President of the RCA to help contribute to the growth and improvements of our industry.

This year's 27th Annual Conference in Orlando was a great success. We changed the format of the meeting with a goal to allow more retailers to participate. Attendance increased by over 25% from the previous year and there was active engagement from all that attended. We welcomed back Anirban Basu for his entertaining and educational outlook on the economy and Gary Bailey gave us a professional sports twist on leadership and personal goal setting.

At the conclusion of the Annual Conference, we held our second Retailer Listening Event. Many thanks to Advisory Board member Steve Olson, CESO, Inc. for moderating. The Retailer Listening Event provides valuable feedback and ideas from retailers for our organization. One of the outcome highlights from this event is the expressed need for a Superintendent Training Program. Training upcoming superintendents remains one of the most challenging issues facing our industry. We have formed a committee for this initiative and past president Mike Wolff, Timberwolff Construction, Inc. and Board member Joe **Schimenti**, Schimenti Construction Company, Inc., are co-chairing this project. When this program is completed, we look forward to sharing it with all RCA Members.

The RCA continues to be a strong industry organization not only due to our common values and shared business goals, but also due to the amazing friendships and bonds that are formed in the group. I look forward to 2017 and guiding this talented team we have in place to accomplish the goals set forth by the board.

If you have any ideas or feedback to provide, please do not hesitate to contact me. Cheers to another successful year for the RCA and all of its members!



- brad@bogartconstruction.com

RCA Welcomes New Sponsors

RCA is pleased to welcome D&P Custom Lights & Wiring Systems, Inc., work.shop and Procore Technologies, Inc. as Gold sponsors.

D&P specializes in the custom engineering and fabrication of checkout lights, prewired power poles, quick connect electrical distribution systems, electrical signs, and non-electrical Signs. D&P works with clients' interior designers, architects, construction managers, and general contractors to create a flexible, functional, UL and CL-approved environment.

Learn more at dandpcustomlights.com

work.shop is a boutique technology firm for retail development, design and construction. They create apps to help teams close deals and open stores. Learn more at workshop-mg.com.

Procore Technologies, Inc., the world's number one most widely used construction management software, helps firms drastically increase project efficiency and accountability by streamlining and mobilizing project communication and documentation. Hundreds of thousands of registered Procore users manage all types of construction projects including industrial plants, office buildings, apartment complexes, university facilities, retail centers, and more.

Learn more at procore.com.

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714-491-1317

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BENEFITS

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Fric Handley

847-856-0123

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SCHOLARSHIP &

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mikem@westwoodcontractors.com

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MARKETING/COMMUNICATIONS

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Hunter Weekes

864-233-0061 hweekes@weekesconstruction.com

MILITARY SERVICE INITIATIVE

Jav Dorsev

281-485-4700 J.Dorsey@triadrc.com

OFFICERS

President - Brad Bogart Bogart Construction, Inc.

Vice President - Rick Winkel Winkel Construction, Inc.

Secretary/Treasurer - Steve Bachman Retail Construction Services, Inc.

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Robert Moore Gray

BOARD OF DIRECTORS

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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	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
Atlas Building Group	Brian Boettler	636-368-5234	MO	bboettler@abgbuilds.com	2017
Bogart Construction, Inc.	Brad Bogart	949-453-1400	CA	brad@bogartconstruction.com	2008
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Buildrite Construction Corp.	Bryan Alexander	770-971-0787	GA	bryan@buildriteconstruction.com	2013
Burdg, Dunham and Associates	Harry Burdg	816-583-2123	MO	harry@burdg-dunham.com	2016
Comet Construction	Bernard Keith Danzansky	561-672-8310	FL	barney@danzansky.com	2016
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
		914-664-7244	NY		2013
DGC Capital Contracting Corp.	Gerry Ryan			gryan@dgccapital.com	
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@elangc.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
				mikemagill@esiconstruction.com	
Engineered Structures, Inc.	Mike Magill	208-362-3040	ID		2016
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
H.J. Martin & Sons, Inc.	David Martin	920-494-3461	WI	david@hjmartin.com	2016
Hanna Design Group	Jason Mick	847-719-0370	IL	jmick@hannadesigngroup.com	2016
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.	,	630-834-8043	IL	bbronge@iciinc.com	1995
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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
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	ifeigenbaum@metcontracting.com	1995
Montgomery Development Carolina Corp.	John Fugo	919-969-7301	NC	ifugo@montgomerydevelopment.com	1999
Murray Costello Construction, Inc.	Murray Costello	239-482-2770	FL	Susan@MCIUSA.com	2014
	William Corcoran	651-288-1900	MN	bill@nbcconstruction.us	2014
National Building Contractors					
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	ΑZ	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	spfent@gregconstruction.com	1996
Rockford Construction Co.	Thomas McGovern	616-285-6933	MI	azimmer@rockfordconstruction.com	2014
Royal Seal Construction, Inc.				gene@royalseal.com	1994
•	Gene Colley	817-491-6400	TX		
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@singletoncontruction.net	
Solex Contracting	Gerald Allen	951-308-1706	CA	jerry@solexcontracting.com	2012
Sullivan Construction Company	Amanda Sullivan	954-484-3200	FL	amanda@buildwithsullivan.com	2012
Taylor Brothers Construction Company, Inc.	Jen Gnanuer	812-379-9547	IN	jchandler@tbcci.com	2014

TDS Construction, Inc. Thomas-Grace Construction, Inc. Timberwolff Construction, Inc. TJU Construction, Inc. Tom Rectenwald Construction, Inc. Trainor Commercial Construction, Inc. Travisano Construction, LLC Tri-North Builders, Inc. Triad Retail Construction Warwick Construction, Inc. Weekes Construction, Inc. Westwood Contractors, Inc. William A. Randolph, Inc. Winkel Construction, Inc. Wolverine Building Group Woods Construction, Inc.

Robert Baker	941-795-6100	FL	inbox@tdsconstruction.com	1994
Don Harvieux	651-342-1298	MN	don.harvieux@thomas-grace.com	2012
Mike Wolff	909-949-0380	CA	mike@timberwolff.com	2008
Tim Uhler	530-823-7200	CA	tim@tjuconstruction.com	2016
Aaron Rectenwald	724-452-8801	PA	arectenwald@trcgc.net	2010
John Taylor	415-259-0200	CA	john.taylor@trainorconstruction.com	2012
Peter J. Travisano	412-321-1234	PA	pj@travisanocontruction.com	2015
Randy Danielson	608-271-8717	WI	rdanielson@tri-north.com	2015
Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com	2013
Walt Watzinger	832-448-7000	TX	walt@warwickconstruction.com	2008
Hunter Weekes	864-233-0061	SC	hweekes@weekesconstruction.com	1990
Mike McBride	817-302-2050	TX	mikem@westwoodcontractors.com	1990
Tony Riccardi	847-856-0123	IL	tony.riccardi@warandolph.com	2011
Rick Winkel	352-860-0500	FL	rickw@winkel-construction.com	1990
Michael Houseman	616-949-3360	MI	mhouseman@wolvgroup.com	2012
John Bodary	586-939-9991	MI	jbodary@woodsconstruction.com	1996

Visit retailcontractors.org



Sent attendee(s) to most recent annual meeting





Past or present RCA Board member

Has made a

Program

contribution to the

RCA Scholarship



Has met the requirements of RCA's Quality Assurance



Has a Certified Development, Design & Construction Professional on staff



Participates in Military Service Initiative



View the profile of each RCA member company. Click on "Find a Contractor" from the home page to search the member list. Each profile includes relevant information, including the RCA programs in which the member participates. Look for these icons!

Please notify the RCA Office (800-847-5085 or info@retailcontractors.org) of any changes to your contact information.





Retail Contractor....

Giving Back – How RCA Members are Improving Their Communities Gray Construction

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.

As one of the nation's top ranked

engineering, architecture and construction firms, Gray Construction has been providing design-build services to customers from around the world for nearly six decades. Gray's West region office is headquartered in Anaheim, California and led by **Bob Moore**, President, West region. The company has earned a strong reputation for not only designing and building world-class facilities across the U.S., but for making a difference in the communities in which it builds.

A commitment to giving back is one of the cornerstones of the Gray brand. Every year, the company lends time and money to people and organizations that promote community, culture, education and youth. Bike MS, The Heart of Ida, Big

Building on the company's continuous commitment to philanthropy,
Gray also offers a three-year grant to selected organizations.
Through this grant, Gray donates a portion of its annual pre-tax,
pre-bonus profit to the select recipient over a period of three years.





Brothers Big Sisters of America and Save A Warrior are just a few of the organizations that Gray supports through ongoing charitable initiatives and team member involvement.

Gray's Bike MS team, Howard's Team, supports those who are bravely fighting multiple sclerosis (MS) including Chief Storytelling Officer and former President of Gray, Howard Gray. Formed in 2008, the team has more than 50 members sharing the MS Society's vision to create "a world free of MS," and will continue to walk, ride and fundraise until that is achieved. Initially, the team established a goal to raise \$100,000 in five years and exceeded this goal

by raising \$1,000,000 in nine years. Howard's Team is now one of the largest teams in the Bike MS Bay to Bay Tour.

Gray's West region office has also supported The Heart of Ida's Operation Holiday Hearts program for 6 years. The Heart of Ida is a non-profit organization dedicated to preserving independence for lower income, older adults in Long Beach, California. Every holiday season, team members donate items to package personal hygiene kits to be delivered to those residing in nursing and assisted living facilities. Over the last two holiday seasons alone, the Heart of Ida visited and delivered packages and cards to over 1,500 older adults.

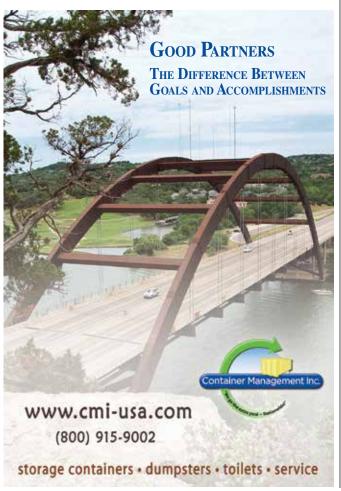
The most recent organization that Gray has partnered with is Save A Warrior. For the next three years, donated funds will assist Save A Warrior in its mission to help active duty military and veterans overcome post-traumatic stress, anxiety, and depression.

Building on the company's continuous commitment to philanthropy, Gray also offers a three-year grant to selected organizations. Through this grant. Gray donates a portion of its annual pre-tax, pre-bonus profit to the select recipient over a period of three years. For the past three years, Gray supported Big Brothers Big Sisters of America. To date, the Orange County chapter has provided 58 of the 298 nationwide matches that were made possible through this grant. This vital program provides mentorship and support to help children realize their potential and build a more positive future.

The most recent organization that Gray has partnered with is Save A Warrior. For the next three years, donated funds will assist Save A Warrior in its mission to help active duty military and veterans overcome post-traumatic stress, anxiety, and depression. The goal is to provide training, services, materials, meals, lodging, and local transportation to those in need of support. Gray is honored to play a small part in transforming the lives of these individuals, their families, and communities.

To learn more about these important organizations and their impacts on the community, please visit the following websites: howardsteam.org, heartofida.org, bbbs.org, saveawarrior.org.

RCA members, if you are interested in having your firm featured in this series, please contact Carol Montoya at carol@retailcontractors.org.





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