

RCA Gives Back, Awards \$17,250 in Scholarships

${f RCA}$'s commitment to excellence, quality, and integrity in the retail

construction industry isn't restricted to just the job site. For 17 years, the RCA's scholarship program has recognized and supported the next generation of retail construction professionals.

In 2015, RCA awarded \$17,250 in scholarships to construction management students across the United States. Last year, the Scholarship Committee undertook a thorough review and evaluation of the program, ultimately recommending to the Board that a nationwide, open call for applications be conducted. This change significantly expanded the reach of the program to more schools, drawing in top candidates from schools across the nation. The result was 20 applications



received for 10 scholarships. Additionally, RCA awarded an Intern Scholarship and the Christian Elder Memorial Scholarship.

Scholarship recipients must be undergraduate students of Construction Science, Construction Management, Building Construction, Construction Technology, or a similar academic discipline at an accredited university or college. RCA requires that they be enrolled as a full-time student for a minimum of 12 semester credit hours during the time scholarship assistance is received, and have at least a 3.25 GPA in their major and a 3.0 GPA overall. Applicants also submit a letter of reference and a personal statement describing what the scholarship would enable them to do, their ideal career, and how they feel they are set apart from their peers.

Erick Sanchez, a junior Construction Science Major at Texas A&M University, described his passion and goals for a career in construction. "My ideal career would be having the position of a senior project manager at a commercial construction firm. I understand that I will most likely begin at an entry level position, but with the right amount of determination and ambition I know I can secure that title. I am also contemplating on starting my own commercial construction firm, once I feel I have the adequate knowledge and resources to efficiently manage my own construction company. Working in the construction field can be very stressful and time demanding, but knowing how to manage your work, having great work ethic, and being determined to complete a project can be very rewarding. I am anxious to witness my education put into use as I graduate and work in the construction industry."

Most applicants take advantage of internships to explore opportunities with architects, civil engineers, and construction firms. These experiences, along with involvement in extracurricular activities, was also taken into consideration when evaluating applications. Nicholas Yager, a junior at The Catholic University of America with a dual major in Architecture and Civil Engineering, is very involved in professional associations and community organizations. "I strive to perform community service by being involved in campus activities such as Tau Beta Pi, The American Society of Civil Engineers, The American Institute of Architects, Alpha Delta Gamma National Fraternity, Freshman Retreat, 9/11 Day of Service, Justice League, The Knights of Columbus, homeless food runs, The Green Club, Italian Club, and anywhere else I can volunteer my time," Yager wrote in his application. "I also have been on a service trip to Ecuador, which has dramatically changed the way I look at everything in life. Being an RA for freshman boys has been one of the most rewarding positions because I lead by example and help them transition and succeed at the university. These life experiences have helped shape the person I am today as I aspire to help fulfill the needs of others through architecture and civil engineering."

The **Christian Elder Memorial Scholarship** was established in 2008 in memory of **Christian Elder**, who died in 2007 at the age of 38. Christian was a project manager with Elder-Jones, Inc., a charter member of the RCA. The scholarship is awarded to only to students at Minnesota State University Mankato.

Intern Scholarship recipients, in addition to meeting the academic criteria, must complete at least a two-month internship with a current RCA member company in the year prior to the scholarship award.

The following students received scholarships.

Kent Beecham, University of Minnesota **Gary Durbin**, Texas A&M University

Stephen Gilmour, Catholic University of America **Michael Kennedy**, Appalachian State University

Christopher Papp, Drexel University **Erick Sanchez**, Catholic University of America

David Senko, California Polytechnic University Jenna Stein, John Brown University Thomas Wellens, Appalachian State University Nicholas Yager, Wentworth Institute of Technology

Christian Elder Memorial Scholarship

Alec Miller, Minnesota State University Mankato **Kaleb North**, Minnesota State University Mankato

Intern Scholarship

Joseph Hunter, California State University-Long Beach (Fulcrum Construction)

(Continued on page 2)



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

Retail Contractor.....

Joseph Hunter, California State **University-Long Beach**

In nominating **Joseph Hunter** for the Intern Scholarship, Willy Rosner, president of Fulcrum Construction, Inc. described the hands on activities Joseph experienced during his



internship. "Joe has performed quantity take-offs, solicited bids from subcontractors. prepared and tracked submittals, prepared purchase orders, and even schedule subcontractors." Interning with

Fulcrum and winning the Intern Scholarship had a positive effect on Joseph, who wrote, "Not only do I plan on attending the classes necessary during college to get my degree, I also plan on becoming an active construction professional within the RCA." The RCA Scholarship Fund depends on the support of generous contributions from our members. Many thanks to the RCA member companies who made a donation to the Scholarship Fund in FY15 (May 2014-April 2015):

Retail Construction Services, Inc.

\$1,000

Elder-Jones, Inc. Shrader & Martinez Construction, Inc. Westwood Contractors, Inc.

\$750

Healy Construction Services, Inc. Weekes Construction, Inc.

\$500

Commonwealth Building, Inc. Crane Construction Company, Fred Olivieri Construction Company Marco Contractors. Inc. Royal Seal Construction. Inc. Schimenti Construction Company, Inc. Taylor Brothers Construction Co, Inc.

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To make a contribution to the RCA Scholarship Fund, visit retailcontractors.org and click on Programs, then Scholarship Program.

Applications are currently being accepted for our general scholarship program and Intern Scholarships. Applications and information are available on retailcontractors.org: click on Programs, then Scholarship Program.





President's Message

Mike Wolff, President, Timberwolff Construction, Inc.



Summer has become a distant memory and we have embarked on what I hope is a fall full of work

In August, the Board of Directors met for our annual summer retreat in Sundance, UT. We were joined by eight Advisory Board members past president Bill Winkel. Each committee chair provided an update of his activities, we reviewed new member packages, and we discussed possible

changes to the membership application.

The most significant decision to come out of the meeting was to embark on a strategic planning process. Guided by Mike Clancy of FMI, the RCA board will be evaluating and reviewing the organization's programs, services, and activities to set goals, discuss improvements, and ensure RCA stays on a path of continuous improvement and growth. I expect we will be gathering information from our members, so please provide us with your honest feedback when contacted. The Board will meet again in person in January for a strategic planning session and we will update the membership on our progress at the Annual Conference in March.

Other initiatives to come out of the summer meeting are the development of an enhanced Resource Library on our website. We will be gathering samples from members to create generic, user-friendly templates for other members to use. If you have a suggestion for a helpful template, please let us know.

We will also be expanding the Military Service Initiative beyond our current focus on superintendents to include the recruitment of veterans for positions such as project managers, estimators, and admins. We will keep you updated on these changes and more in this newsletter, on retailcontractors. org, and via our monthly email bulletin.

Our feature article in this issue highlights the work of our Scholarship Committee, led by Mike McBride of Westwood Contractors, Last year. the Board approved an expansion of the program to a nationwide call for applications. We are pleased with the results and look forward to an even greater response this year. I'd like to recognize the work of the other scholarship committee members who reviewed and scored the applications received: Board member Steve Bachman, Retail Construction Services, Inc., Advisory Board members Mike Clancy, FMI, Steve Olson, CESO, Inc., and past president John Elder, Elder-Jones, Inc.

I encourage you to support our scholarship program by making a contribution, nominating an intern, and spreading the word through your networks of the opportunities available.

I hope to see you at our upcoming events: the Member/Retailer Reception on December 2 in Phoenix and the Annual Conference in Dallas, from March 11-13.



- mike@timberwolff.com

CORRECTION:

In the Spring 2015 issue, Ken Christopher's length of service at LBrands was misstated. He has been there for 23 years. We regret the error.

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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
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.	lan 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 Sharkev	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.	•	860-870-7070	CT	banderson@descopro.com	1995
,	Bob Anderson				2013
DGC Capital Contracting Corp.	Gerry Ryan	914-664-7244	NY	gryan@dgccapital.com	
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
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	Mike Arasin	770-612-8005	GA	marasin@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
		201-498-1477	NJ		2013
James Agresta Carpentry Inc.	James Agresta		CT	jim.agresta@jacarpentryinc.com mkolakowski@kbebuilding.com	1998
KBE Building Corporation	Michael Kolakowski	860-284-7110			
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@nbcconstruction.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	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
	Thomas Roche				2008
Roche Construction, Inc.		970-356-3611	CO	troche@rocheconstructors.com	
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
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	jchandler@tbcci.com	2014
TDS Construction, Inc.	David Scherer	941-795-6100	FL	inbox@tdsconstruction.com	1994
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Thomas-Grace Construction, Inc. Timberwolff Construction. Inc. Tom Rectenwald Construction, Inc. Trainor Commercial Construction, Inc. Tri-North Builders. Inc. Triad Retail Construction Travisano Construction, LLC Warwick Construction. Inc. Weekes Construction, Inc. Westwood Contractors, Inc. William A. Randolph, Inc. Winkel Construction, Inc. Wolverine Building Group Woods Construction, Inc.

Don Harvieux	651-342-1298	MN	don.harvieux@thomas-grace.com	2012
Mike Wolff	909-949-0380	CA	mike@timberwolff.com	2008
Aaron Rectenwald	724-452-8801	PA	arectenwald@trcgc.net	2010
John Taylor	415-259-0200	CA	john.taylor@trainorconstruction.com	2012
Randy Danielson	608-271-8717	WI	rdanielson@tri-north.com	2015
Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com	2013
Peter J. Travisano	412-321-1234	PA	pj@travisanocontruction.com	2015
Tony Annan	832-448-7000	TX	tony@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 met the of RCA's Quality Assurance Program



Participates in Military Service Initiative



Has a LEED AP accredited professional on staff

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.



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Retail Contractor.....

Giving Back – How RCA Members are Improving Their Communities

Fulcrum Construction

By Jennifer Danquist Kilgore, Director of Business Development & Marketing, 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.

Fulcrum Construction has offices in Atlanta, GA and Los Angeles, CA. Since its

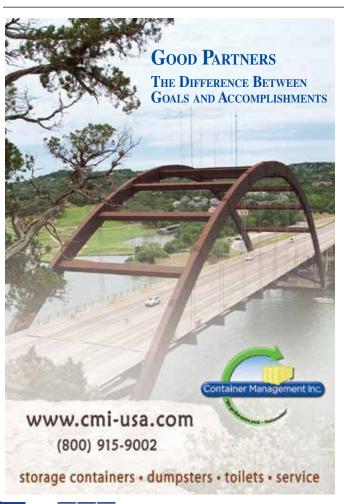
founding a decade ago, the company has grown substantially. The Fulcrum family of companies is all about people, partnership, and perseverance. The company culture is a family vibe: helping colleagues out, sharing knowledge, and encouraging each team member to contribute his or her unique talents.

When presented with the opportunity to help an injured-in-action veteran, Mike Arasin & Darrin Austin, the company principals, knew it aligned perfectly the company's culture and the impact Fulcrum wants to have in its community.

Faith Hoople, Fulcrum's Director of Marketing, told us about what the company recently did for one of our country's bravest, Spc. Chuck Fuller.

"Fulcrum, along with a coalition of other organizations and partners, including Operation: Solider at Ease and Habitat for Humanity, came together to give their time, talent, and treasure

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to build a mortgage-free home for disabled Desert Storm veteran Spc. Fuller and his wife Ines," Hoople explained.

Spc. Fuller was serving in Iraq in 2004, when a rocket attack on a forward operating base caused part of the building to fall on his head, causing a traumatic brain injury.

"We wanted to be able to give back to someone in our community who had served to the highest honor, protecting our country's freedom," said Hoople. Fulcrum Construction donated the concrete and labor needed for the foundation of a home for this hero, who needed to have an ADA

given baćk." - Denzel Washington

"At the end of the day, it's not about

what you have or

even what you've

accomplishéd...it's

about who you've

lifted up, whó you've

made better. It's

about what you've

accessible living space. Fulcrum superintendent Kenneth Christie oversaw the work. In June, 2015, dozens of veterans and community members welcomed Spc. Chuck Fuller and his wife to the community with a festive ceremony, including Grammy Award-

winning performer Lee Greenwood.

This is an example of what our RCA members are doing to improve and grow the spirit of their local communities. Thank you to the Fulcrum Construction family for helping to improve the lives of our country's veterans, in honor of all they have done to fight for freedom.

Lee Greenwood sang "God Bless the USA" at the ceremony.

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

Register Today!



Join us at these upcoming events. Visit retailcontractors.org for information and registration.

Wednesday, December 2, 2015, 7:00pm RCA Member/Retailer Reception, JW Marriott, Phoenix, AZ Held during Centerbuild, this is an opportunity for members to network with each other and potential clients.

Wednesday, January 20 thru Friday, January 22 **Commercial Construction & Renovation Summit,** Marriott Riverwalk, San Antonio, TX

RCA is sponsoring a session on January 21 featuring James Benham of JB Knowledge. James will review a brief history of virtual reality, augmented reality, and wearable devices; explore how drones are introducing builders to data mobility, visualization, access, and efficiency on projects; and



analyze case studies of how industry leaders are using innovative technology to inspire collaboration and design. Visit ccr-summit.com for registration and more information.

Friday, March 11 thru Sunday, March 13, 2016 RCA's 26th Annual Conference, Hilton Anatole, Dallas, TX

Our annual conference is a weekend professional development and networking. Member companies receive one complimentary registration. Retailers can attend at no charge.

Sunday, March 13, 2016 thru Tuesday, March 15, 2016 SPECS, Hilton Anatole, Dallas, TX

RCA members receive discount and can sign up an additional attendee. Visit specsshow.com for registration and more information.



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