CODE OF ETHICS

The construction profession relies upon a system of technical competence, management excellence, and fair dealing to serve the public with safety, efficiency, and economy. Each member of the association is committed to following the Standards of Professional Conduct:

1. A member shall maintain full regard to the public interest in fulfilling his or her professional responsibilities.

2. A member shall not engage in any deceptive practice, or in any practice that creates an unfair advantage for the member or another.

3. A member shall not maliciously or recklessly injure, or attempt to injure, the professional reputation of others.

4. A member shall insure that when providing a service that includes advice, such advice shall be fair and unbiased.

5. A member shall not divulge to any person, firm, or company, information of a confidential nature acquired during the course of professional activities.

6. A member shall carry out his or her responsibilities in accordance with current professional practice.

7. A member shall keep informed of new concepts and developments in the construction process appropriate to the type and level of his or her responsibilities.

Adopted by permission from the American Institute of Constructors. April 1999 Revision

RCA’s Annual Meeting

RCA’s 22nd Annual Meeting, entitled “Choosing Success: How business decisions that benefit us in the short term, affect us in the long term,” was held March 2-4, 2012, at the Gaylord Palms in Kissimmee, FL, prior to SPECS 2012.

The weekend included a variety of activities: a RCA Board meeting, two evening networking receptions, topical remarks by first-rate speakers, sponsor presentations, and an invitation-only owner’s breakfast.

For the fourth year, Mark Vitner, Managing Director and Senior Economist, Wells Fargo, held the rapt attention of members as he presented an economic update on the markets that affect the retail construction sector.

Mike Stark, Senior Director, Building Division, Associated General Contractors of America, gave a presentation on Integrated Project Delivery (IPD), Lean Construction, and Building Information Modeling (BIM). He discussed their impact on projects of varying sizes and scope and how the systems can be utilized on their own or in combination.

The day included two presentations by Gene Marks, Owner, Marks Group PC. “In God We Trust: Everyone Else Pays Cash – Political, Economic, and Other Major Trends That Will Affect Your Business in 2012 And Beyond,” and “Gadgets, Gizmos, Geeks: 25 Tools, Technologies and Web-Based Services that Smart Businesses Are Using to Keep Their Customers Happy.” Marks infused his remarks with humor and useful information that attendees can apply to improve the way they operate their businesses. He focused on pending legislation that will affect businesses and new technologies that can be integrated and implemented for more efficient operations.

As is tradition, the weekend concluded with an

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RCA’s Mission:
RCA’s Mission is to promote professionalism and integrity in retail construction through industry leadership in education, information exchange, and jobsite safety.
Past Presidents: Where are They Now?

Win Johnson

By Jennifer Danquist Kilgore, Director of Business Development & Marketing/Project Manager Assistant, Marco Contractors, Inc.

When it comes to the RCA, we would not be here without our Past Presidents, who have guided this association, built it up, and watched it continue to grow. For this we are all grateful. In an effort to recognize these “founding fathers,” remember our beginnings, and review our history, each edition features a RCA past president and gives some insight into their time at the helm as well as talks about what they’re doing now.

It’s hard to believe this is our ninth installment of “Past Presidents — Where Are They Now?” I remember when this column was just a concept; now we’ve learned so much about RCA’s history through the fine gentlemen that have been featured. From founders David Weekes and Bill Winkel to Bob Benda and John Elder, there was also Ron Martinez, Jack Sims, and Michael Ratner, as well as our last featured past president, Barry Shames.

With this installment, we arrive at the year 2000 and feature Win Johnson, President of Win & Associates, Inc., a retail/office construction and design company for retail stores in malls and shopping centers as well as offices since 1988; completing over 1000 projects thus far. Johnson has over 40 years experience as a retailer, chain store owner, and contractor. He has owned eight different businesses over the last half century, including a chain store that became the basis for his move into retail construction.

Win’s board included Dean Olivieri, Michael Ratner, Tom Eckinger, Jim Healy, Bill Winkel, Frank Trainor, and Barry Shames, to name a few. “The RCA made my business better and my company better, in many ways. The relationships I’ve gained and built over the years have been instrumental in my continued success,” commented Johnson.

“My first impression of Win was, ‘How deep can you bury yourself in the South?’ shared Frank Trainor, President of Commonwealth Building, Inc. “Country bumpkin was an understatement. But it wasn’t long before you realized this man knew his stuff. He has always understated. But it wasn’t long before you realized this man knew his stuff. He has always”

Johnson counts the experience he gained in education and the management positions he held after college as what gave him the knowledge and experience to develop the many businesses he has owned.

In the late seventies and early eighties, he developed a 48-store chain that spanned 17 states: The Pierced Ear, jewelry stores specializing in earrings and ear piercing.

Winning the other companies that Johnson founded is Concept Marketing, Inc. where he was Executive Vice President for over 20 years. Concept Marketing is a jewelry manufacturer, wholesaler, and promotional company that also developed a patent on an ear piercing instrument and earrings. Next is Win Associates, Inc., where Johnson worked for three years as a manufacturer’s representative of 12 jewelry lines, covering the southeast selling jewelry and jewelry-related products. Futures Unlimited is a personnel agency based in Greensboro, NC, assisting in promotion, marketing, and business consulting. To complement all that jewelry is Lin’s Bridal and Formals, a retail bridal store in Morehead, NC, which offers bridal consultation including full lines of bridal gowns and tuxedo rentals. Back to the jewels, Johnson was the Director of Management, Assistant to the Executive Vice President, and a District Supervisor for the southeast at Jewel Box Store Corporation, where he created and taught a two-year jewelry management program designed to produce fully trained and qualified store managers. He trained a total of 384 managers during his time there. Johnson also helped with long range planning for a 500+ retail store chain and supervised the operations of the stores.

When asked what he would be doing if he wasn’t in the construction industry, Johnson said he would be a teacher. “A major part of my life has been to guide others in their career development, to embrace their career objectives, and in doing so they become a valuable asset not only to themselves but to my companies,” stated Johnson. Throughout his career, he has been a trusted advisor to his customers. This practice has developed many valuable working and personal relationships built on a solid foundation of trust.

Early in his career, Johnson was a State Supervisor for 35 counties in Southern Virginia. He oversaw 35 school systems as a coordinator.

Win and Lyn Johnson at a reception in honor of the U.S. Coast Guard’s Smiles, after the oldest commissioned cutter was crowned Queen of the Fleet.

Continued on page 7
RCA’s Annual Meeting

Continued from page 1

Owner’s Breakfast. This year the program was hosted by RCA Past President Win Johnson, of Win and Associates, Inc. The discussion focused on “Lean & Mean Operations,” specifically the operational changes contractors had to make to survive the economic downturn and the lessons learned that will change the way business is conducted going forward.

Speaker presentations are available on retailcontractors.org; click on Events.

Kelley Scheiner, Scheiner Commercial Group, Inc; RCA Board member Dan De Jager, De Jager Construction, Inc.; and Adrian Johnson, ELAN General Contracting Inc.

RCA Announces Home Depot Rebate Program

RCA Members Can Earn Cash Back from The Home Depot

RCA is pleased to announce a partnership with Home Depot that will provide RCA member companies with a rebate incentive program.

RCA members can receive a 2% annual rebate on all qualifying pre-tax purchases. There is no cost to enroll and signing up is a quick and simple process. You can register any form of payment accepted at The Home Depot — including checking accounts, credit cards, debit cards and existing The Home Depot accounts. Rebate payments are issued annually (rebate year is April 1 – March 31).

For more information, visit retailcontractors.org and click on Programs.

Thank you to our Gold Underwriters:

Good Partners

The Difference Between Goals and Accomplishments

RCA’s Annual Meeting

Almost 100 people attended the annual meeting.

RCA Advisory Board member Kevin Townson, The Townson Company, with Jeff Katkowsky and Noah Wolfson, both of Sachse Construction and Development Corp.

RCA immediate past president Matthew Schimenti, Schimenti Construction Company and RCA Board member Kent Moon, Lakeview Construction, Inc.
### RCA Membership Means Quality

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.

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<tr>
<th>COMPANY</th>
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<td>Acme Enterprises, Inc.</td>
<td>Robert Russell</td>
<td>586-771-4800</td>
<td>MI</td>
<td><a href="mailto:rrussell@acme-enterprises.com">rrussell@acme-enterprises.com</a></td>
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<td>All-Rite Construction Co., Inc.</td>
<td>Warren Zysman</td>
<td>973-340-3100</td>
<td>NJ</td>
<td><a href="mailto:warren@all-riteconstruction.com">warren@all-riteconstruction.com</a></td>
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<td>B.R. Fries &amp; Associates</td>
<td>Barry Fries</td>
<td>212- 563-3300</td>
<td>NY</td>
<td><a href="mailto:bary@brfries.com">bary@brfries.com</a></td>
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<td>Bogart Construction, Inc.</td>
<td>Brad Bogart</td>
<td>949-453-1400</td>
<td>CA</td>
<td><a href="mailto:brad@bogartconstruction.com">brad@bogartconstruction.com</a></td>
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<tr>
<td>Chance Construction Co.</td>
<td>D. Jay Chance</td>
<td>409-787-2615</td>
<td>MI</td>
<td><a href="mailto:tellinaw@chanceconstruction.com">tellinaw@chanceconstruction.com</a></td>
<td>2000</td>
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<tr>
<td>Commercial Contractors, Inc.</td>
<td>Kenneth Sharkey</td>
<td>616-842-4540</td>
<td>MI</td>
<td><a href="mailto:ken.sharkey@teamcci.net">ken.sharkey@teamcci.net</a></td>
<td>1990</td>
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<tr>
<td>Commonwealth Building, Inc.</td>
<td>Frank Trainor</td>
<td>617-770-0050</td>
<td>MA</td>
<td><a href="mailto:frankt@combuild.com">frankt@combuild.com</a></td>
<td>1992</td>
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<tr>
<td>David A Nice Builders</td>
<td>Brian Bacon</td>
<td>757-566-3032</td>
<td>VA</td>
<td><a href="mailto:bbacon@davidnicebuilders.com">bbacon@davidnicebuilders.com</a></td>
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<tr>
<td>db Construction Group, Inc.</td>
<td>Dan Boehme</td>
<td>412-464-4600</td>
<td>PA</td>
<td><a href="mailto:dan@dbconstructiongroup.com">dan@dbconstructiongroup.com</a></td>
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<tr>
<td>De Jager Construction, Inc.</td>
<td>Dan De Jager</td>
<td>616-530-0060</td>
<td>MI</td>
<td><a href="mailto:dand@dejagerconstruction.com">dand@dejagerconstruction.com</a></td>
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<tr>
<td>Desco Professional Builders, Inc.</td>
<td>John Ridzon</td>
<td>860-870-7070</td>
<td>CT</td>
<td><a href="mailto:jridzon@descopro.com">jridzon@descopro.com</a></td>
<td>1995</td>
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<tr>
<td>DLP Construction</td>
<td>Dennis Pigg, Jr.</td>
<td>770-887-3573</td>
<td>GA</td>
<td><a href="mailto:dpigg@dlpconstruction.com">dpigg@dlpconstruction.com</a></td>
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<tr>
<td>Donnelly Construction</td>
<td>Frank Leone</td>
<td>973-672-1800</td>
<td>NJ</td>
<td><a href="mailto:fleone@donnellyind.com">fleone@donnellyind.com</a></td>
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<td>E.C. Provini, Co., Inc.</td>
<td>Edmund Provini</td>
<td>732-739-8884</td>
<td>NJ</td>
<td><a href="mailto:eprovini@eprovini.com">eprovini@eprovini.com</a></td>
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<tr>
<td>Eckinger Construction Company</td>
<td>Thomas Eckinger</td>
<td>330-453-2566</td>
<td>OH</td>
<td><a href="mailto:tome@eckinger.com">tome@eckinger.com</a></td>
<td>1994</td>
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<tr>
<td>EDC</td>
<td>Christopher Johnson</td>
<td>804-897-0900</td>
<td>VA</td>
<td><a href="mailto:cjohnson@edcweb.com">cjohnson@edcweb.com</a></td>
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<tr>
<td>ELAN General Contracting Inc.</td>
<td>Adrian Johnson</td>
<td>619-284-4174</td>
<td>CA</td>
<td><a href="mailto:ajohnson@elangc.com">ajohnson@elangc.com</a></td>
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<tr>
<td>Elder-Jones, Inc.</td>
<td>Brian Perkio</td>
<td>952-854-2854</td>
<td>MN</td>
<td><a href="mailto:brian@elderjones.com">brian@elderjones.com</a></td>
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<tr>
<td>Fred Olivieri Construction Company</td>
<td>Dean Olivieri</td>
<td>330-494-1007</td>
<td>OH</td>
<td><a href="mailto:dean@fredolivieri.com">dean@fredolivieri.com</a></td>
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<tr>
<td>Greg Construction Company</td>
<td>Sean Plent</td>
<td>586-725-4400</td>
<td>MI</td>
<td><a href="mailto:spfent@gregconstruction.com">spfent@gregconstruction.com</a></td>
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<td>Hays Construction Company, Inc.</td>
<td>Ray Hays</td>
<td>303-794-5469</td>
<td>CO</td>
<td><a href="mailto:r.hays@haysco.biz">r.hays@haysco.biz</a></td>
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<td>Healy Construction Services, Inc.</td>
<td>James Healy</td>
<td>708-396-0440</td>
<td>IL</td>
<td><a href="mailto:jhealy@healyconstructionservices.com">jhealy@healyconstructionservices.com</a></td>
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<td>Herman/Stewart Construction</td>
<td>Michael Dennis</td>
<td>301-731-5555</td>
<td>MD</td>
<td><a href="mailto:mdennis@herman-stewart.com">mdennis@herman-stewart.com</a></td>
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<tr>
<td>I.C.E. Builders</td>
<td>Robert Moore</td>
<td>714-491-1317</td>
<td>CA</td>
<td><a href="mailto:roamoore@gray-iceb.com">roamoore@gray-iceb.com</a></td>
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<td>International Contractors, Inc.</td>
<td>Bruce Bronge</td>
<td>630-834-8043</td>
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<td><a href="mailto:bbronge@icinc.com">bbronge@icinc.com</a></td>
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<td>J. G. Construction</td>
<td>June Grothe</td>
<td>909-993-9393</td>
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<td><a href="mailto:juneg@jgconstruction.com">juneg@jgconstruction.com</a></td>
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<td>KBE Building Corporation</td>
<td>Michael Kolakowski</td>
<td>860-284-7110</td>
<td>CT</td>
<td><a href="mailto:mkolakowski@kbebuilding.com">mkolakowski@kbebuilding.com</a></td>
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<td>Lakeview Construction, Inc.</td>
<td>Kent Moon</td>
<td>262-857-3336</td>
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<td><a href="mailto:kent@lconstruction.com">kent@lconstruction.com</a></td>
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<td>Marco Contractors, Inc.</td>
<td>Martin Smith</td>
<td>724-741-0300</td>
<td>PA</td>
<td><a href="mailto:marty@marcocontractors.com">marty@marcocontractors.com</a></td>
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<td>Metropolitan Contracting Co., Ltd.</td>
<td>Jane Feigenbaum</td>
<td>210-829-5542</td>
<td>TX</td>
<td><a href="mailto:jfeigenbaum@metcontracting.com">jfeigenbaum@metcontracting.com</a></td>
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<td>Montgomery Development Carolina Corp.</td>
<td>John Fugo</td>
<td>919-969-7301</td>
<td>NC</td>
<td><a href="mailto:jfugo@montgomerydevelopment.com">jfugo@montgomerydevelopment.com</a></td>
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<td>Pinnacle Construction, Inc.</td>
<td>Greg Esterling</td>
<td>712-527-9745</td>
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<td><a href="mailto:greege@pinnacle.com">greege@pinnacle.com</a></td>
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<td>PWI Construction, Inc.</td>
<td>Jeff Price</td>
<td>480-461-0777</td>
<td>AZ</td>
<td><a href="mailto:lipka@pwiconstruction.com">lipka@pwiconstruction.com</a></td>
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<td>RCC Associates, Inc.</td>
<td>Beverly Raphael</td>
<td>954-429-3700</td>
<td>FL</td>
<td><a href="mailto:braphael@rcassocinates.com">braphael@rcassocinates.com</a></td>
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<td>R.E. Crawford Construction LLC</td>
<td>Jeffrey T. Smith</td>
<td>941-907-0010</td>
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<td>Rectenwald Brothers Construction, Inc.</td>
<td>Art Rectenwald</td>
<td>724-772-8282</td>
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<td><a href="mailto:art@rectenwald.com">art@rectenwald.com</a></td>
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<td>Retail Construction Services, Inc.</td>
<td>Stephen Bachman</td>
<td>651-704-9000</td>
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<td><a href="mailto:sbachman@retailconstruction.com">sbachman@retailconstruction.com</a></td>
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<td>Roche Construction, Inc.</td>
<td>Thomas Roche</td>
<td>970-356-3611</td>
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<td>Royal Seal Construction, Inc.</td>
<td>Gene Colley</td>
<td>817-491-6400</td>
<td>TX</td>
<td><a href="mailto:gene@royalseal.com">gene@royalseal.com</a></td>
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<tr>
<td>Russo, Inc.</td>
<td>Matthew Pichette</td>
<td>508-674-5280</td>
<td>MA</td>
<td><a href="mailto:mtpichette@russcoinc.com">mtpichette@russcoinc.com</a></td>
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<td>Sachse Construction and Development Corp.</td>
<td>Jeff Katkowsky</td>
<td>248-647-4200</td>
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<td>Scheiner Commercial Group, Inc.</td>
<td>Joe Scheiner</td>
<td>719-487-1600</td>
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<td><a href="mailto:joescheiner@schenerg.com">joescheiner@schenerg.com</a></td>
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<td>Matthew Schimenti</td>
<td>914-244-9100</td>
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<td><a href="mailto:mschimenti@schimenti.com">mschimenti@schimenti.com</a></td>
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<td>Scorpio Construction, Inc.</td>
<td>Stephen Romeo</td>
<td>609-296-0308</td>
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<td><a href="mailto:sromeo@scorpio1.net">sromeo@scorpio1.net</a></td>
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**COMPANY** | **CONTACT** | **PHONE** | **STATE** | **EMAIL** | **MEMBER SINCE**
---|---|---|---|---|---
Shames Construction Co., Ltd. | Barry Shames | 925-606-3000 | CA | bshames@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@singletonconstruction.net | 2012
TDS Construction, Inc. | David Scherer | 941-795-6100 | FL | inbox@tdsconstruction.com | 1994
Timberwolff Construction | Mike Wolff | 909-949-0380 | CA | mike@timberwolff.com | 2008
Tom Rectenwald Construction, Inc. | Aaron Rectenwald | 724-452-8801 | PA | arectenwald@tcrgc.net | 2010
Tri-North Builders, Inc. | Don Thayer | 608-271-8717 | WI | dthayer@tri-north.com | 1993
Tuscan Builders Corporation | Mike Adams | 713-952-8800 | TX | mkea@tucsonbuilders.com | 1998
Warwick Construction, Inc. | Tony Annan | 832-448-7000 | TX | tony@warwickconstruction.com | 2008
Weekees Construction, Inc. | Chandler Weekees | 864-233-0061 | SC | cweekees@weekeesconstruction.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
Win and Associates, Inc. | Win Johnson | 336-337-3808 | NC | win@waawj.com | 1991
Winkel Construction, Inc. | W.L. Winkel | 352-860-0500 | FL | wlv@winkel-construction.com | 1990
Woods Construction, Inc. | John Bodary | 586-939-9991 | MI | jbobdary@woodsonconstruction.com | 1996

Visit retailcontractors.org to 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 the icons below!

- **ANNUAL MEETING ATTENDEE**
- **LEADERSHIP**
- **EDUCATION**
- **QUALITY**
- **SAFETY**
- **SCHOLARSHIP**
- **CDP**
- **LEED AP**

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

By Art Rectenwald, President, Rectenwald Brothers Construction

Let me start by saying that it is truly an honor to be elected to serve as President of the Retail Contractors Association. Over the past 8 years, I served 4 as Vice President and 4 as the Marketing Committee Chair, and I am proud of the progress we have made.

As his term as President comes to an end, I want to thank Matthew Schimenti for all of his hard work and the invaluable contributions he has made. Matt’s leadership has strengthened our Association and has paved the way for myself and future Presidents.

For those who might not be familiar with me, I am President of Rectenwald Brothers Construction, Inc., a 27-year retail general contracting firm headquartered near Pittsburgh, PA. The youngest of nine children, I grew up in a blue collar family in the city, where I learned a strong work ethic at a young age. The construction trade is in my blood, stemming from a long line of tradesman dating back to the 1800’s with my grandfather. My father followed in his footsteps with his own contracting business until retiring in 1982.

I watched and learned as my father managed his business: serving each of his customers with diligence, integrity, and respect. I have built my career and company on those same basic principles. It was these principles that inevitably drew me to the Retail Contractors Association. The RCA has a bright future and I am fortunate to be working alongside such a distinguished and dedicated group of Directors, Advisory Board Members, and Past Presidents. I am looking forward to my term as President and the chance to serve with Mike Wolff and Bob Moore. I am confident that the RCA will continue to grow and elevate the stature of retail contracting.

The construction trade is in my blood, stemming from a long line of tradesman dating back to the 1800’s.
Past Presidents: Where are They Now? Win Johnson

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of state-distributed education for high school students and adults. He was also the distributive education coordinator for Turners Ashley High School in Rockingham County, VA, for over four years, where he established an on-going adult education program in retailing and marketing for the community. When Johnson discussed how the construction industry has evolved over the years, he commented that “the good companies adjust to the daily business conditions, formulate a plan, and take action to stay in business through good and bad times. The people in the RCA, the relationships we’ve all built—that has helped all of us stay in the industry and be the ‘good companies’ that we see surviving and thriving.”

Bill Winkel, of Winkel Construction, Inc., observed about his friend: “Win is the most naturally positive person I have ever known; his glass is always half full. He simply does not know how to be negative. He does not criticize others and is lots of fun.”

When asked to name his mentor or hero, Johnson replied, “I do not have just one mentor or hero, I have too many to list; I have a different one for each business I own!”

In his free time you can find Johnson and Lin, his wife of 52 years, enjoying good food, reading, and traveling. “Lin and I can count 37 places we have lived, but I am sure we’ve missed some,” said Johnson. “Win is always good for a good-natured laugh or two. He and Lin love to travel and have traveled extensively; and especially enjoy cruises. They say they are responsible for my wife Ginny and I getting out of Florida and expanding our travel horizons,” shared Winkel. Johnson enjoys sharing his days with his family. If you are wondering why jewelry plays such a big part in his life, it might be because he is surrounded by women. He and Lin have three daughters, Fara Bowden, Tam Bagwell (who supports the administration of the businesses and keeps Johnson current with technology), and Kimberly Romie. He is also very fond of his beautiful granddaughter Ryan Romie.

The RCA thanks Johnson for all of his hard work, enthusiasm, advice, and support. We look forward to continuing to be a colleague of his well into the future and seeing what other companies he might bring to life.

Next Issue: Dean Olivieri, Fred Olivieri Construction Company

Win and Lin Johnson working in the Ladies Auxiliary Carnival Booth at the Chincoteague Pony Swim Carnival, which raises money for the Chincoteague Volunteer Fire Department.

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Don’t miss our CCRP event in Boston on July 19, 2012!

For information on joining Commercial Construction & Renovation People, contact 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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