

The Retail Contractor

INSIDE THIS ISSUE:

New Advisory Board Memberspg 3

President's Message pg 3

Full Member Directory pg 4

Member Directory Icons pg 5

RCA Member Benefits..... pg 6-7

RCA Sustaining Sponsors pg 8

SUMMER EDITION • 2013

NEWSLETTER

RCA's Annual Meeting: The Economy, Technology, and More

RCA's 23rd Annual Meeting, entitled "Ec, Tech, and Beyond: Economic Update, Gadgets & Technology, Retailer Presentations, Trainings, and More," was held March 15-17, 2013, at the Hilton Anatole in Dallas, TX, prior to SPECS 2013.

The weekend began with the RCA Board meeting on Friday, March 15 (for more information, see the President's Column on page 3), followed by a welcome reception for members, sponsors, speakers, and guests. The all-day conference on Saturday, March 16, was attended by over 120 people, a record high for the organization. A closing reception was held Saturday evening, and the conference concluded with an invitation-only owner's breakfast, hosted by past president **Tom Eckinger**.

The annual meeting included two presentations by **Gene Marks**, Owner, Marks Group PC: "Profiting in Today's Economy," and "Cloud, Mobile, and Social...And Other Innovative Ways Smart Businesses Will Grow In A Recovering Economy." Marks is an author and columnist, with regular columns in *The New York Times*, *Forbes*, *The Huffington Post*, *Inc Magazine*, and *Philadelphia Magazine*. His information and insights are designed for the owners of small and medium sized businesses. This was Marks' second year presenting to RCA, and he focused on helping attendees understand the political, economic, and technological trends that are affecting business in general, and in some cases the retail construction industry specifically.

Kevin Kilgore, Principal, FMI Corporation, spoke about "Driving Best Practices in Business Development." Kilgore specializes in the engineering and construction industry and works with contractors in the areas of financial management, business and strategic planning, marketing and business development, human resources development, business continuity, and project management. He discussed the results of a recent FMI study of contractor CEOs and top executives where they identified the challenges of the business development process and solutions that are yielding positive results. His presentation included the top lessons learned, with takeaway tips that attendees can apply to their own business development strategies and efforts.

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

One of the afternoon sessions was a roundtable breakout, where each attendee rotated to a total of six tables and participated in discussions led by



Advisory Board member Jason Miller; RCA Immediate Past President Matthew Schimenti, Schimenti Construction Company, Inc.; and RCA President Art Rectenwald, Rectenwald Brothers Construction, Inc.



Friday's Welcome Reception



RCA Board member Kent Moon, Lakeview Construction, Inc. and Advisory Board member Scott Blyze, Chico's FAS Inc.



Kevin Kilgore, FMI Corporation



RCA members and leaders at the roundtables

RCA committee leaders. The topics included RCA's Education, Scholarship, Marketing & Communications, Membership, Sponsorship, and Safety efforts. The roundtables were a combination of imparting information about RCA's committees, responding to questions, and getting feedback and ideas for future initiatives and efforts.

(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.

The Retail Contractor NEWSLETTER



RCA Past President Gene Colley, Royal Seal Construction; RCA Advisory Board member Steve Olson, CESO Inc.; Noah Wolfson, Sachse Construction and Development Corp.; Advisory Board member Scott Blyze, Chico's FAS Inc.; and RCA Board member Hunter Weekes, Weekes Construction, Inc.

The final session of the day was a Retailers Panel, made up of RCA Advisory Board members. Moderated by Jason Miller, the panel featured Scott Blyze, Director of Store Construction, Chico's FAS Inc.; Mike Glaser, Director of Construction, Sterling Jewelers Inc.; and Rajnesh Singh, West Region Construction, H&M. They addressed topics that had been requested in advance by RCA members, including the impact of the economy on growth and square foot budgets, green building initiatives and the benefits and savings of LEED stores, LEAN construction, downsizing and resource management, and qualifying and awarding competitive bid contracts.



RCA Sponsors: Carolina Borges and Doug Zacharias of Oldcastle, Inc. and Cameron Craig and Judah Regenstreif of Regency Lighting.



Sandy Sharkey and Ken Sharkey, Commercial Contractors, Inc.; Aaron Eveland, Fulcrum Construction; and Matt Pichette, Russco, Inc.



RCA President Art Rectenwald and outgoing Board member Dan De Jager, De Jager Construction, Inc.



RCA President Art Rectenwald and outgoing Board member Mike Kolakowski, KBE Building Corporation



Style and function in just 30 minutes.

There's something appealing about purpose and function at a fraction of the cost. Bellcomb Future Panels™ are light weight, reusable and easy to install—bringing convenience and technology together without the hassle and mess of traditional drywall.

Contact us to get a hands-on experience with our Future Panels™ and to discuss how we can help you with your unique needs.

Futurepanels@bellcomb.com | www.bellcomb.com
763.210.1530

© 2013 Bellcomb, Inc. | Bellcomb, Inc. 5001 Boone Avenue N., Minneapolis, MN 55428



RCA President Art Rectenwald and outgoing Board member Chandler Weekes, Weekes Construction, Inc.



RCA President Art Rectenwald and outgoing Advisory Board member Sam Pena, JACOBS

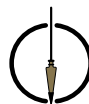
During the meeting, RCA President Art Rectenwald, recognized outgoing members of the Board of Directors. He presented certificates of appreciation to Dan De Jager, who served on the Board from 2004-2013, including three terms as Secretary-Treasurer, Mike Kolakowski, who served from 2002-2013, and Chandler Weekes, who served from 2005-2013. He also thanked recognized outgoing Advisory Board member Sam Pena, who served from 2006-2013. Rectenwald also invited Weekes to the podium to share some memories of his father, David Weekes. David, who passed away in January, was a founder of the RCA.

Throughout the day, RCA's Sustaining Sponsors gave brief presentations about their products and services. Most offer RCA-tailored programs or RCA member discounts.

The RCA Annual Meeting planning efforts were led by chairs Matt Pichette, Russo Construction, Inc. and Rick Winkel, Winkel Construction, Inc. Many thanks and kudos to them for a well-planned and well-received program.

Thank You to Our Underwriters:

Gold



Commercial Contractors, Inc.
Grand Haven, Michigan



Silver



TIMBERWOLF CONSTRUCTION, INC.



SUMMER EDITION • 2013

President's Message

By Art Rectenwald, President, Rectenwald Brothers Construction



Art Rectenwald

Happy Spring! In March, we hosted 120 attendees at our Annual Meeting, held prior to SPECS in Dallas. This was one of our largest meetings to date, and we're pleased to have so many of our members join us for this professional development and networking opportunity. I received a lot of positive feedback about the quality of both the presentations and connections networking.

One of the highlights was a breakout session of committee roundtables, where each attendee had an opportunity to meet RCA leaders, learn about committee initiatives, and provide feedback on RCA activities. The Board has been reviewing the notes from the roundtables, and you can expect to receive information in response to questions that arose and to hear about new activities that will come about as a result of the input.

The Board met prior to the Annual Meeting. At the meeting we officially established a Technology Committee, which will gather information about relevant resources, new tools, and learning opportunities for our members. New Board member Doug Marion will lead this effort and I encourage you to reach out to him if you are interested in helping. His contact information is included in this newsletter.

Thanks to the efforts of our Membership Committee, the Board reviewed and approved four new members at the Board meeting. Welcome to Crane Construction Company, Fortney & Weygandt, Inc., National Building Contractors, Triad Retail Construction, and James Agresta Carpentry Inc.

Last, I'm pleased to announce the latest addition to our Advisory Board, Lynn A. Robbins, Director of Construction, OfficeMax. We look forward to her involvement.

The RCA Board will meet again in August and I welcome your input on topics you would like to us discuss and address.

Art

— art@rectenwald.com

New Advisory Board Member



Lynn Robbins

RCA's Advisory Board is comprised of representatives from retail markets including specialty, big box, department stores, developers, architecture/engineer, and restaurant retailers. Advisory Board members are appointed by the President and serve three year terms. During that time, they actively assist the RCA Board of Directors in identifying key industry issues and formulating policies and programs designed to positively impact those issues. Meet RCA's newest Advisory Board member.

Lynn Robbins is Director of Construction for OfficeMax, a leader in both business-business and retail office products distribution. OfficeMax has been named one of the 2012 World's Most Ethical Companies and is the only company in the office supply industry to receive Ethics Inside(r) Certification by the Ethisphere Institute. In Robbins' six-year tenure with OfficeMax, she has established herself as a highly respected construction professional leading all construction phases for multi-million dollar projects that include downsizing, relocations, new store concept, and special store initiatives in the U.S. and Canada. She has over 15 years construction experience covering a diverse range of projects and clients. One of her proudest accomplishments was building the 185,000 square-foot Centre of Elgin Family Recreation Center. It was the largest capital project in the city of Elgin, IL's history and carried a price tag of over \$40 million dollars. In addition, Robbins also serves on the Advisory Board for SPECS.

ADVISORY BOARD

Chuck Barnes - Barnes & Associates

Scott Blyze - Chico's FAS, Inc.

Dave Gearing - GEAR Management Group, LLC

Michael Glaser - Sterling Jewelers Inc.

Jeffrey D. Mahler - L2M, Inc.

Jason Miller

Steven R. Olson - CESO Inc.

Lynn A. Robbins - OfficeMax

Rajnish Singh - H&M

Kevin Townson - The Townson Company

Scott Winstead - FMI Corporation

COMMITTEE CHAIRS

ANNUAL MEETING

Matthew Pichette

508-674-5280

mattp@russcoinc.com

ANNUAL MEETING

Rick Winkel

352-860-0500

rickw@winkel-construction.com

EDUCATION & SCHOLARSHIP

Mike McBride

817-302-2050

mikem@westwoodcontractors.com

MARKETING/COMMUNICATIONS

Jack Grothe

909-993-9332

jackG@JGConstruction.com

MEMBERSHIP

Mike Wolff

909-949-0380

mike@timberwolff.com

Hunter Weekes

864-233-0061

hweekes@weekesconstruction.com

MULTIPLE EMPLOYER BENEFIT PROGRAM

Robert Moore

714-491-1317

ramoore@gray-iceb.com

SAFETY

Kent Moon

262-857-3336

kent@lvconstruction.com

SPONSORSHIP

Brad Bogart

949-453-1400

brad@bogartconstruction.com

TECHNOLOGY

Doug Marion

336-861-1960

dmarion@mrs1977.com

OFFICERS

President - Art Rectenwald

Rectenwald Brothers Construction, Inc.

Secretary/Treasurer - Robert Moore

Gray

Vice President - Mike Wolff

Timberwolff Construction, Inc.

Immediate Past President -

Matthew Schimenti

Schimenti Construction Company

BOARD OF DIRECTORS

2014 Brad Bogart

Bogart Construction, Inc.

2017 Jack Grothe

JG Construction

2017 Doug Marion

Management Resource Systems, Inc.

2017 Mike McBride

Westwood Contractors

2015 Kent Moon

Lakeview Construction, Inc.

2015 Robert Moore

Gray-I.C.E. Builders, Inc.

2014 Matt Pichette

Russco, Inc.

2016 Art Rectenwald

Rectenwald Brothers Construction, Inc.

2017 Hunter Weekes

Weekes Construction, Inc.

2016 Rick Winkel

Winkel Construction, Inc.

2015 Mike Wolff

Timberwolff 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

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
Chance Construction Co.	D. Jay Chance	409-787-2615	TX	tellinaw@chanceconstruction.com	2000
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.sharkey@teamcci.net	1990
Commonwealth Building, Inc.	Frank Trainor	617-770-0050	MA	frankt@combuild.com	1992
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.	John Ridzon	860-870-7070	CT	jridzon@descopro.com	1995
DGC Capital Contracting Corp. G	erry Ryan	914-664-7244	NY	gryan@dgccapital.com	2013
DLP Construction	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
Donnelly Construction	Frank Leone	973-672-1800	NJ	fleone@donnellyind.com	2012
E.C. Provini, Co., Inc.	Edmund Provini	732-739-8884	NJ	eprovinci@eprovinci.com	1992
Eckinger Construction Company	Thomas Eckinger	330-453-2566	OH	tome@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.	Brian Perkio	952-854-2854	MN	brian@elderjones.com	1990
Fortney & Weygandt, Inc.	Greg Freeh	440-716-4000	OH	gfreeh@fortneyweygandt.com	2013
Fred Olivier Construction Company	Dean Olivieri	330-494-1007	OH	dean@fredolivieri.com	1992
Gray	Robert Moore	714-491-1317	CA	ramoore@gray.com	2005
Greg Construction Company	Sean Pfent	586-725-4400	MI	spfent@gregconstruction.com	1996
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	Michael Dennis	301-731-5555	MD	mdennis@herman-stewart.com	1995
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@iciinc.com	1995
J. G. Construction	June Grothe	909-993-9393	CA	june@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.	Michael Swaim, Sr.	336-861-1960	NC	mswaim@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
National Building Contractors	William Corcoran	651-288-1900	MN	bill@nbccconstruction.us	2013
Pinnacle Commercial Development, Inc.	Dennis Rome	732-528-0080	NJ	dennis@pinnaclecommercial.us	2012
Pinnacle Construction, Inc.	Greg Esterling	712-527-9745	IA	grege@pinnconstr.com	2007
PWI Construction, Inc.	Jeff Price	480-461-0777	AZ	lipka@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	jeffsmith@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
Roche Construction, Inc.	Thomas Roche	970-356-3611	CO	troche@rocheconstructors.com	2008
Royal Seal Construction, Inc.	Gene Colley	817-491-6400	TX	gene@royalseal.com	1994
Russco, Inc.	Matthew Pichette	508-674-5280	MA	matt@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
Scorpio Construction, Inc.	Stephen Romeo	609-296-0308	NJ	sromeo@scorpio1.net	1995
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
Sullivan Construction Company	Mike Sullivan	954-484-3200	FL	mike@buildwithsullivan.com	2012
TDS Construction, Inc.	David Scherer	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
Trainer Commercial Construction, Inc.	John Taylor	415-259-0200	CA	john.taylor@trainorconstruction.com	2012
Tri-North Builders, Inc.	Don Thayer	608-271-8717	WI	dthayer@tri-north.com	1993
Triad Retail Construction	Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com	2013
Tuscan Builders Corporation	Mike Adams	713-952-8800	TX	mikea@tuscanbuilders.com	1998
Warwick Construction, Inc.	Tony Annan	832-448-7000	TX	tony@warwickconstruction.com	2008
Weekes Construction, Inc.	Chandler Weekes	864-233-0061	SC	cweekes@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
Win and Associates, Inc.	Win Johnson	336-337-3808	NC	win@waawj.com	1991
Winkel Construction, Inc.	Rick Winkel	352-860-0500	FL	rickw@winkel-construction.com	1990
Wolverine Building Group	Michael Houseman	616-949-3360	MI	mhouseman@wolvgroup.com	2012
Woods Construction, Inc.	John Bodary	586-939-9991	MI	jbodary@woodsconstruction.com	1996

Visit retailcontractors.org



Sent attendee(s)
to most recent
annual meeting



Past or present
RCA Board
member



Has sponsored
a company
presentation of
RCA's Education
Program



Uses RCA's
Safety Materials



Has made a
contribution
to the RCA
Scholarship
Program



Has met the
requirements
of RCA's Quality
Assurance
Program



Has a Certified
Development,
Design &
Construction
Professional
on staff



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 the icons below!

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

LABOR READY

A great buy -
no matter the season.

- On-demand, temporary and long-term staffing solutions available.
- Complete your projects on time and within budget. Control your costs and bottom line.
- Our Retail and Construction staffing experience makes Labor Ready a natural fit for national business partnerships.
- Screening available to help you get workers who understand your brand.
- Personal Protective Equipment provided for every job.

Workers ready now for:

- Reset or remodel
- Merchandising
- Stocking
- Liquidation
- Assembly
- Assembly and installation
- Warehousing and distribution
- Promotions and demonstrations
- Install prefabricated units
- General construction labor

Call us today.
800-24-LABOR

We put people to work. | 800-24-LABOR | LaborReady.com

North America's largest manufacturer
of building products and materials.



Oldcastle®

- Site Work
- Building Envelope
- Interior Finishes
- Exterior Improvements
- Maintenance

www.oldcastle.com

Contact Doug Zacharias for more information
(770) 652-1256 or doug.zacharias@oldcastle.com

The RCA's Multiple Employer Retirement Plan is available to all RCA members!

RCA is aware of the many challenges our members face in today's economic environment. It's tough enough to run a businesses with the burdens of taxes, insurance, and regulations, let alone find the time, resources, and money to comply with legislation associated with retirement plans.

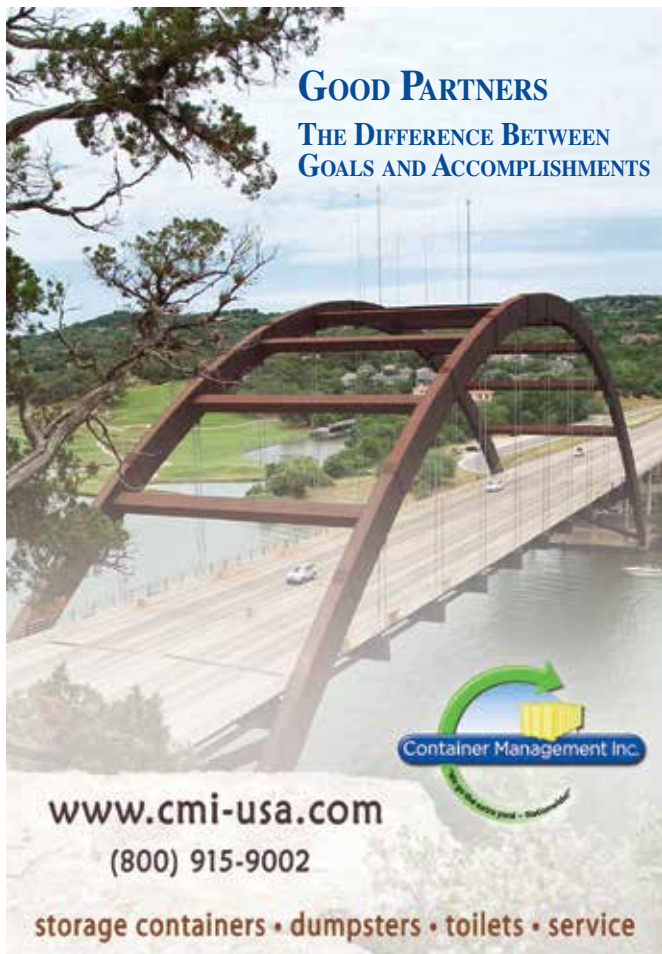
The Multiple Employer (Retirement) Plan was established in an effort to further enhance the value of the RCA to its members. The RCA MEP is a retirement plan available through Lincoln Financial Group, a Fortune 500 company. The management, administration and reporting of the RCA MEP will be done by the RCA.

Why is participating in a MEP good for RCA members?

- **Jettison the Fiduciary Responsibility for the Selection and Monitoring of the Investment Options of the Plan.** We call it "Sleep Insurance."
- **Save Time.** You set up your plan provisions then remit payroll contributions. That's it!! No meetings. No 5500. No audit.
- **Potential Cost Savings.** Pricing of the plan is based on the entire RCA, so group pricing on an aggregate basis is secured. And again, no 5500 preparation expense. No audit expense.
- **Eliminate Compliance Liability.** The formal Plan Document is prepared at the RCA level. The Form 5500 is prepared at the RCA level. The plan audit is performed at the RCA level. All you have to do is establish your own plan participation guidelines and remit your contributions on a timely basis. The RCA will do the rest for you!

Henderson Brothers Retirement Plan Services (a retirement plan consulting firm located in Pittsburgh, PA) is the consultant for the RCA MEP. Henderson Brothers Retirement Plan Services will assist members in customizing employer level plan options, coordinate the conversion of retirement plans to the Lincoln platform, and provide group education and one-on-one support for plan participants.

For more information about the RCA Multiple Employer Plan, visit retailcontractors.org. The website includes a list of information and materials needed in order to receive a RCA MEP proposal along with a complimentary comparison of current plan costs to the RCA MEP.



GOOD PARTNERS
THE DIFFERENCE BETWEEN
GOALS AND ACCOMPLISHMENTS

Container Management Inc.

www.cmi-usa.com
(800) 915-9002

storage containers • dumpsters • toilets • service



**SERVICE. SATISFACTION.
RELIABILITY.**
That's the Regency Difference.

Regency Lighting is a national lighting distributor focused on providing the best service in the industry.

We offer:

- Competitive Pricing Through Our Strong Relationships With Manufacturers
- Deep Inventory Levels of \$10 million
- Nationwide Shipping From One Of Our 7 Warehouse Locations
- Project Management Capabilities To Help Make Your Job Easier

Contact Regency Lighting today to learn how we can help with your next lighting job.

800.284.2024
www.regencylighting.com

REGENCY LIGHTING

Los Angeles San Francisco Dallas Denver Atlanta Orlando New Jersey

RCA's Home Depot Rebate Program Pays Off for Members

Last year, RCA announced a partnership with Home Depot that provides RCA member companies with a rebate incentive program.

Upon enrollment in the program, RCA members can receive a 2% annual rebate on all qualifying pre-tax purchases. **In this first year, RCA members collectively received over \$100,000 in rebates!**

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. For enrollment materials, contact the RCA office.

New Member Benefit:

Blue Book University Education Courses

RCA and The Blue Book have partnered to provide RCA members with direct access to education courses, plus discounts on online courses and reference materials.

Powered by three of the nation's leading online education providers, BlueBookUniversity.com provides the specific course content needed to meet license requirements and develop teams.

BlueBookUniversity.com provides direct access to required and desired courses and programs targeted to the commercial building and construction industry. The Blue Book University Campus Book Store provides a wide selection of publications, code books, DVDs and downloadable content to help keep you up-to-date and informed of best practices.



Log on at www.bluebookuniversity.com and start meeting your training requirements today. For the access code to obtain discounts, contact the RCA office at info@retailcontractors.org or 1-800-847-5085.



Don't miss our CCRPP event

Boston • July 18, 2013

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 CCRPP event, please contact David Corson at davidc@ccr-mag.com



The One Solution that Builds Business Intelligence into the Preconstruction Process

- Improved tools to manage and update your private vendors, complete with Blue Book Network intelligence for smart decision-making
- Enhanced filters for more efficient selection and organization of your vendors
- A private, secure online plan room for improved document tracking/reporting
- A state-of-the-art, secure messaging platform provides greater deliverability
- New prequalification feature lets you customize forms to meet your specific needs

More features, more functionality – and a nationwide network of subcontractors and suppliers ready to go to work for you.

www.bb-bid.com

THE BLUE BOOK Building & Construction NETWORK®

Where the Industry Connects Every Day. www.thebluebook.com

RCA Sustaining Partners

PLATINUM



PRO



COMMERCIAL
Construction & Renovation

REGENCY LIGHTING

LABOR READY
Dependable Temporary Labor



SILVER

JACOBS

RC ROBINSON & COE LLP
ATTORNEYS AT LAW



MULLIS • NEWBY • HURST LP
BONDS AND INSURANCE