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RCA's Celebrates Silver Anniversary in Las Vegas

RCA's 25th annual conference was held March 13-15, 2016, at the Venetian/Palazzo in Las Vegas, NV, prior to SPECS 2015. With over 180 registered attendees, this was the most well-attended conference to date. Fifty member companies were represented, and all surviving RCA past presidents were represented.

The weekend included a welcome reception on Friday, a full day of presentations on Saturday, and an owner's breakfast Sunday morning. This year, to commemorate RCA's silver anniversary, a special offsite reception and dinner were held on Saturday.

The first conference speaker was **Peter E. Strniste, Jr.**, a Partner at the law firm of Robinson & Cole LLP. His presentation was titled, "Managing Risks Associated with Construction Projects," and focused on subcontractor defaults and other issues. Peter discussed how lien laws vary from state to state, and provided examples of essential contract language for lien removal, joint checks, right to evidence of payment, trust fund provisions, payment use restriction, and assignment prohibition. He reviewed bankruptcy considerations in the case of owner, contractor, or subcontractor bankruptcy. Peter wrapped up his remarks with a discussion on considerations for both performance and payment bonds.





















We welcomed back Anirban Basu, Chairman & CEO, Sage Policy Group, Inc., for an economic update. His remarks, titled "The Pit and the Pendulum," were both in-depth and entertaining. He discussed the economic trends financial, real estate, energy, and labor markets - that affect the retail and construction sectors.

Roundtables provided attendees with opportunities for open forum discussions on a range of topics: enhancing retailer/GC relationships; subcontractor issues & solutions; how to recruit, train, and retain quality people; improving processes and eliminating waste (Lean Construction); mobile technology tools; and safety challenges in retail construction. We also featured roundtables on the history of the RCA, moderated by past presidents Bill Winkel and Bob Benda.

One of the highlights of the conference was a brief presentation by Dan Villareal, a superintendent at Commercial Contractors, who was the first hire through RCA's Military Service Initiative. His first experience with construction was in the military, and he's been building on that skillset with support and training from Commercial Contractors. Dan expressed his gratitude for the opportunities provided by Ken and Sandy Sharkey. He took some questions (Continued on page 7)

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



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

Retail Contractor

President's Message: State of the Association

Mike Wolff, President, Timberwolff Construction, Inc.



At the RCA's 25th Annual Conference in March,

in Las Vegas, I had the opportunity to update attendees on the state of the association. I'd like to share with you some of the information I presented at the conference.

At our 2015 conference, we had a record breaking 188 registrants. That topped the previous record, in 2014, of 148 attendees. With the celebration of our silver anniversary, membership

growth, and a great line up of presentations, we were able to attract 40 more people this year than last.

After a significant dip in membership due to the recession, we have seen steady growth over the past few years. With the new members approved at the March Board meeting, we have 78 members. With 50 member companies registered for the conference, we had 64% of members represented – that's an attendance percentage that makes other associations jealous!

Our membership committee meets monthly to discuss membership recruitment efforts and our member benefits committee continues to add new benefits, making the decision to join an easy one. If you know a qualified GC that would be a good fit for the RCA, send the information to info@retailcontractors.org.

This past year, we reviewed our scholarship program, which has been in place since 1998. For many years, we had been awarding scholarships to 13 schools. This year, we expanded the program with a nationwide call for scholarships to 35 schools and with postings to online scholarship databases. Our general criteria remains the same: recipients must be full-time, rising junior or senior, enrolled in a Construction Management program at an accredited 4-year university, but we increased the GPA requirements and requested personal statements to make the selection process more competitive. Twenty applications were received this year; 11 \$1,500 scholarships were awarded (you can learn more about our recipients in our Fall newsletter).

We continue to work to improve our communications. We have relationships with *Chain Store Age* and *Commercial Construction & Renovation (CC&R)*; each publication runs 3 full-page ads a year for us. We focus these ads on member recruitment, retailer awareness, and the national conference. We will also again publish a RCA Member Directory, to be inserted into the November/December issue of *CC&R*. RCA will coordinate and present a panel at the *CC&R* Summit in San Antonio in January 2016.

In December 2014, RCA hosted its first member/retailer reception during Centerbuild. The event was well-received and we plan to continue to host it, offering members another opportunity to network with each other and potential clients. Save the date for December 2!

As we look forward to our next milestone anniversary, the RCA Board remains committed to developing new programs and benefits to assist members in the success of their businesses and provide the most value for their dues investment:

- RCA's Home Depot Rebate Program offers members and preferred subcontractors a 2% rebate on all purchases. Last year, RCA program participants received a collective total of \$276,089; the average rebate check was \$2,437.
- Extended Stay America gives RCA members a 15% discount on lodging, in addition to any other negotiated discounts. Last year, RCA members collectively saved \$286,545.
- Blue Book University offers RCA members a 20% discount on construction and business classes, 10% off safety classes and bookstore purchases, and free architecture classes on BlueBookUniversity.com.
- RCA's Military Service Initiative, where transitioning service members are recruited as superintendents, is an extension of our members' HR departments, helping them find qualified field staff. The committee is working on expanding the program to project managers and estimators.
- Chain Store Age and SPECS offer RCA members a discount to the Annual SPECS event (in 2015, this discount was \$550 off the early registration rate) and allows RCA members to sign up two additional attendees (other GCs are limited to one additional attendee).

We will soon be announcing details of our newest member benefit, a partnership with Safety Meetings Outlines. Each RCA member will be automatically enrolled to receive monthly updates with information to be used to conduct weekly safety meetings and educate staff.

Having just celebrated RCA's 25th anniversary, I've had the opportunity to reflect on what this organization means to our members and the industry. It's an exciting time to be part of the RCA!



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New Advisory Board Member



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.

Ken Christopher is Project Manager, Store Design & Construction at LBrands. An international company, LBrands sells lingerie, personal care and

beauty products, apparel, and accessories through Victoria's Secret, Pink, Bath & Body Works, La Senza, and Henri Bendel. The company operates more than 2,900 company-owned specialty stores in the U.S., Canada and the United Kingdom, Ken joined LBrands in 1992.

Ken has over 35 years of experience in the construction industry. Prior to LBrands, he was a Project Manager at Herbert & Boghosian, Inc., a general contractor. In the 1980s he owned a design-build general contracting company.

Ken is a member of ICSC. He is an active volunteer in Columbus, OH. He is on the

Ken has over 35 years of experience in the construction industry. He's been at LBrands for 13 years.

Board of Directors of Columbus Housing Partnership (CHP), a nonprofit organization that provided affordable housing for low income families. He serves on CHP's Asset Management Committee and Real Estate Committee. He also serves on the Advisory Board of the Greater Columbus Community Helping Hands, which provides services, programs, and activities that enhance educational opportunities for youth.

Milestone Memberships

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

25 Years

Commercial Contractors, Inc. De Jager Construction, Inc. Elder-Jones, Inc. RCC Associates. Inc. Shrader & Martinez Construction, Inc. Weekes Construction, Inc. Westwood Contractors, Inc. Winkel Construction, Inc.

20 Years

Desco Professional Builders, Inc. Herman/Stewart Construction International Contractors, Inc. Metropolitan Contracting Co., Ltd. Russco. Inc. Scorpio Construction, Inc.

15 Years

Chance Construction Co.

10 Years

Gray

5 Years

ELAN General Contracting Inc. Tom Rectenwald Construction, Inc.

ADVISORY BOARD

Chuck Barnes - Barnes & Associates

Ken Christopher - LBrands

Mike Clancy - FMI

Dave Gearing - GEAR Management Group, LLC

Michael Glaser - Sterling Jewelers Inc.

Jeffrey D. Mahler - L2M, Inc.

Jason Miller - JCPenney Company

Steven R. Olson - CESO Inc.

Rainesh Singh - H&M Larry Tureff - Ulta, Inc.

COMMITTEE CHAIRS

ANNUAL MEETING

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Eric Handley

847-856-0123

eric.handley@warandolph.com

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Hunter Weekes

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MILITARY SERVICE INITIATIVE

Steve Bachman

651-704-9000

sbachman@retailconstruction.com

SAFETY

Doug Marion

336-861-1960 dmarion@mrs1977.com

SCHOLARSHIP

Mike McBride

817-302-2050

mikem@westwoodcontractors.com

SPONSORSHIP/MEMBER

BENEFITS

Justin Elder

952-345-6069 justin@elderjones.com

TECHNOLOGY

Ray Catlin 972-800-2910

rcatlin@emjcorp.com

OFFICERS

President - Mike Wolff

Timberwolff Construction, Inc.

Vice President - Robert Moore

Secretary/Treasurer - Brad Bogart Bogart Construction, Inc.

Immediate Past President -

Art Rectenwald

Rectenwald Brothers Construction, Inc.

BOARD OF DIRECTORS

2019 Ray Catlin

EMJ Corporation

2019 Eric Handley

William A. Randolph, Inc.

2018 Steve Bachman

Retail Construction Services. Inc.

2018 Brad Bogart Bogart Construction, Inc.

2018 Justin Elder

Elder-Jones, Inc.

2017 Jack Grothe

JG Construction

2017 **Doug Marion**

Management Resource Systems, Inc.

2017 Mike McBride Westwood Contractors

2016 Robert Moore

Grav

2016 Art Rectenwald

Rectenwald Brothers Construction. Inc.

2017 Hunter Weekes

Weekes Construction, Inc.

2016 Rick Winkel

Winkel Construction, Inc.

2016 Mike Wolff

Timberwolff Construction, Inc.

PAST PRESIDENTS

David Weekes 1990-1992 W I Winkel 1993

Robert D. Benda 1994 John S. Elder 1995

Ronald M. Martinez 1996

Jack E. Sims 1997 Michael H. Ratner 1998 Barry Shames 1999

Win Johnson 2000 Dean Olivieri 2001 Thomas Eckinger 2002

James Healy 2003

Robert D. Benda 2004-2006 K. Eugene Colley 2006-2008 Matthew Schimenti 2008-2012

Art Rectenwald 2012-2014

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 Sharkey	616-842-4540	MI	ken.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.	John Ridzon	860-870-7070	CT	jridzon@descopro.com	1995
DGC Capital Contracting Corp.	Gerry Ryan	914-664-7244	NY	gryan@dgccapital.com	2013
DLP Construction	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
E.C. Provini, Co., Inc.	Edmund Provini	732-739-8884	NJ	eprovini@eprovini.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@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
Retail Contractors of Puerto Rico	Sean Pfent	586-725-4400	MI	spfent@gregconstruction.com	1996
(DBA Greg Construction)					
Hambleton Group Construction	Tito Suarez	787-781-8186	PR	titi@hgcci.com	2014
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	juneg@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
Kellogg & Kimsey, Inc.	Charles Kimsey	941-927-7700	FL	ckimsey@kelloggkimsey.com	2013
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.	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
Murray Costello Construction, Inc.	Murray Costello	239-482-2770	FL	MCCI@MurrayCostello.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	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
Rockford Construction Co.	Thomas McGovern	616-285-6933	MI	tmcgovern@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
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@singletoncontruction.net	
Solex Contracting	Gerald Allen	951-308-1706	CA	jerry@solexcontracting.com	2015
Sullivan Construction Company	Mike Sullivan	954-484-3200	FL	mike@buildwithsullivan.com	2012

Taylor Brothers Construction Company, Inc. TDS Construction, Inc. Thomas-Grace Construction, Inc. Timberwolff Construction, Inc. Tom Rectenwald Construction, Inc. Trainor Commercial Construction, Inc. 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.

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David Doup	812-379-9547	IN	ddoup@tbcci.com
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Mike Wolff	909-949-0380	CA	mike@timberwolff.com
Aaron Rectenwald	724-452-8801	PA	arectenwald@trcgc.net
John Taylor	415-259-0200	CA	john.taylor@trainorconstruction.com
Randy Danielson	608-271-8717	WI	randy.danielson@tri-noth.com
Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com
Tony Annan	832-448-7000	TX	tony@warwickconstruction.com
Chandler Weekes	864-233-0061	SC	cweekes@weekesconstruction.com
Mike McBride	817-302-2050	TX	mikem@westwoodcontractors.com
Tony Riccardi	847-856-0123	IL	tony.riccardi@warandolph.com
Rick Winkel	352-860-0500	FL	rickw@winkel-construction.com
Michael Houseman	616-949-3360	MI	mhouseman@wolvgroup.com
John Bodary	586-939-9991	MI	jbodary@woodsconstruction.com

Visit retailcontractors.org



Sent attendee(s) to most recent annual meeting



Past or present RCA Board member



Has met the requirements of RCA's Quality Assurance



Participates in Military Service Initiative



Has a LEED AP accredited professional

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!

2014

1994

2012

2008

2010

2012

2015

2013

2008

1990

1990

2011

1990

2012

1996

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: RCA Members Improving Their Communities

JG Construction

By Jennifer Danquist Kilgore, Director of Business Development & Marketing, Singleton Construction, LLC

"We make a living by what we get, but we make a life by what we give." - Winston Churchill

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 new feature series, we'll share how our members are making a difference in their local communities.

JG Construction is a family-owned, fullservice construction company established in 1979 and headquartered in Chino, CA. Jack and June Grothe, over the last 35 years, have built their company with a strong commitment to work as a team to provide quality, professionalism, and-most of allsatisfaction to their clientele.



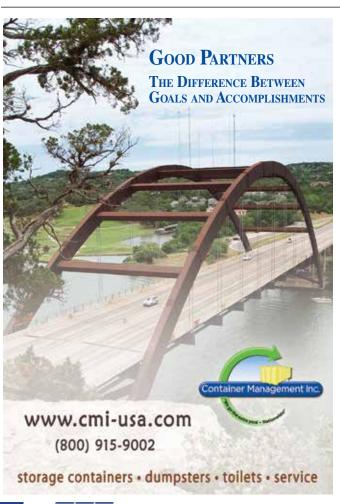


Jack Grothe, Executive Officer, talks about the company's commitment in their community. "We support the local kids softball and little league teams and we've done some work with the local Ronald McDonald House," Grothe states. "One particular project of which we are very proud is the work we've done with the local Boys & Girls Club."

The Boys & Girl Club of Pomona Valley needed a new team center. The original bid to do the work was \$100,000, which was much more than their budget could bear. JG Construction was able to put together a team of employees and subcontractors and complete the project in eight weeks for \$40,000.

Grothe describes the team effort to make the new center a reality: "We donated our Project Manager and Site Superintendent's time. We were also able to get our subcontractors to donate

(Continued on page 7)





(Continued from page 6)

labor and a few even donated materials. Our electrical subcontractor donated everything but the fixtures.

"The joy and appreciation we see on the faces of the staff and the boys and girls that enjoy the club every day makes it all worth it. After the work was completed, our team attended Boys & Girl Club's annual event. We had a table there, and at each place setting was a thank you plaque," Grothe shared. The JG Construction team continues to support the club and attends this event each year.

We know that RCA members are building up communities all over the country, but it is what we do to improve and grow the spirit of our local neighborhoods that makes a difference. Thank you to the JG Construction family for helping to improve the lives of the boys and girls in your community; they are the future!

RCA members interested in sharing their community service efforts can contact **Carol Montova at** carol@retailcontractors.org. (Continued from page 1)

from the audience about his service, and received a standing ovation at the end of his presentation.

The final session of the day was a Retailers Panel, made up of RCA Advisory Board members Mike Glaser, Signet Jewelers Ltd; Jason Miller, JC Penney, Larry Tureff, Ulta, Inc., and Raj Singh, H&M. The panel discussed the state of the industry and trends they are seeing, such as de-malling, mall upgrades and reinvestment, reuse of traditional mall space for untraditional retailers, capital projects and reinvesting, right sizing, competition for retail spaces, GCs declining bids, and the influx of new vendors/startup companies. They discussed

After the conference, attendees were bussed to TPC Summerlin, a private, PGA-tour golf club, for a special 25th

Gold ACME Enterprises, Inc. **Retail Construction Services** Roche Constructors, Inc. Schimenti Construction Company, Inc. Timberwolff Construction, Inc. current performance as well as plans for the coming year. **Bronze**

Commonwealth Building, Inc. anniversary dinner event. During an outdoor reception, Marilyn Monroe and Rat Pack impersonators mingled with guests as the sun set over the golf course. During the dinner program, some lucky attendees were

Thank You to Our Underwriters:

Commercial Contractors. Inc.

dinner, there was music by the by the hEARd Matthews Band, featuring RCA Past President Art Rectenwald. The weekend concluded Sunday morning with an owner's breakfast, moderated by RCA Vice President **Bob Moore**. The session was an open, confidential discussion of the challenges facing retail construction companies. Each participant shared his or her top challenges, and also offered suggestions and solutions for issues that others were facing.

serenaded with Marilyn Monroe's rendition of "Happy Birthday." RCA President Mike Wolff recognized all

of the organization's past presidents and thanked them for their leadership, support, and vision. Following

The RCA Annual Meeting planning efforts were led by chair Rick Winkel, Winkel Construction, Inc. Save the date for RCA's 26th annual conference, March 11-13, 2016, at the Hilton Anatole in Dallas, TX.





Retail Contractor.....

RCA Sustaining Sponsors

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GOLD



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