

# Meet me in San Antonio

Historic Texas city serves as backdrop for 2016 CCR Summit

**W**ith tours slated for The Alamo, The River Walk and other notable points in between, some of the industry's leading commercial construction executives converged on the historic city of San Antonio for three days of networking, AIA accredited seminars, educational insights and business.

The 2016 Commercial Construction & Renovation Summit, held Jan. 20-22, at The Marriott Riverwalk Hotel, had a little bit of everything – and then some. The event kicked off with the annual tabletop cocktail party/dinner/scavenger hunt (winners got to donate money to their favorite charities), and moved through a tour of The Alamo (featuring a stop at Teddy Roosevelt's favorite bar), a trip to Knibbe Ranch (think Urban Cowboy and mechanical bulls) and a waterway tour in and around The River Walk.

And that was just the networking. Attendees also participated in several industry-related, accredited seminars, as well as the always



anticipated one-on-one sessions, which gave vendors and end-users invaluable face time to talk shop.

On the following pages is a snapshot of what makes the Commercial Construction & Renovation Summit a "must attend" event.



## To the Alamo ...

**T**he story is one of the most endearing Texas legends. Holed up and surrounded for 13 days by General Antonio López de Santa Anna and his Mexican army, a small band of Texans made a stand unlike any other in the chapters of American history. Led by James Bowie, Davey Crockett and William B. Travis, their battle, and subsequent deaths in the early morning hours of March 6, 1836 at the Alamo, came to symbolize the relentless courage and sacrifice for the cause of liberty. The tour of the historic battle site, located on Alamo Plaza in downtown San Antonio, was one of the many networking events held during the 2016 Commercial Construction & Renovation Summit, Jan. 20-22, at The Marriott Riverwalk Hotel.



# Table top night



## CCR 2016 charity winners



### Charity Winners from left to right back row:

**Ed Horner**, 3H Group Hotels - St Jude's Children's Hospital  
**Aaron Ancello**, TD Bank - United Way  
**Greg Parsons**, MOD Pizza - Seattle Humane Society  
**Sean Coakley**, Ann Inc - Honors  
**Bob Witken**, Uncle Julio's - Red Cross  
**Ron Bidinost**, Marie Callender's - Give Kids the World  
**Alvin Hood**, Firebirds Wood Fired Grill - Alex's Lemonade

### Front Row:

**Mike Gordon**, Einstein Noah Restaurant Group - Boy Scouts Troop #332  
**Carrie Evans**, Nothing Bundt Cakes - JDRF  
**Rebekah Cianfrocco**, Level Office - The Anti-Cruelty Society



David Shotwell from Bojangles' winner of the Big Battery Back-Up



Luke Hanson from RaceTrac, received bottle service from local night club.



# Life redefined

Industry veteran Grace Daly inspires attendees with impassioned insights

**W**hen Grace Daly was asked to share her insights as the keynote speaker for the Commercial Construction & Renovation Summit in San Antonio, she admittedly wasn't sure what she was going to address.

Growing up in the industry with so many of her colleagues in attendance, what could she possibly share that they didn't already know, she thought to herself.

And then it dawned on her – why not share her experiences of learning and growth? Share the thought and personal insights that drive her every day. Her insights came from her personal and career transformations she experienced over the past six years, including



three key principles that have inspired her during her journey, as presented in her words:

## Always Trust Your Intuition

"Intuition is the soul's knowing, your soul's feeling. There is no need to justify this to anyone, just trust and follow your intuition's path."

This is worth repeating: Always, always, always trust your intuition. The times I have gotten in trouble were when I have not listened to this little voice that gently tugged at me. One thing I've experienced about intuition is that it is clearly heard when one is calm and still; when there is no mind chatter or outside distractions. Be aware of the day to day noise, other people's drama or even your own – so that you may gently release it to be in touch with your innermost selves – your intuition.

## Be Bold, Providence Follows

"Feelings create thoughts, thoughts create decisions, decisions create actions. The universe simply follows to support your direction."

Whatever it is that you wish to accomplish – your decision in that endeavor will bring about a whole set of people, places and things to support it – the key is you need to have your eyes wide open to see and catch these miracles. Also, conversely, if you choose to not take any action or proceed with doubt and uncertainty, there will be inactivity or activity to match that energy. We've all heard that expression: Like Attracts Like – this is the universal expression of it.

## Create Healthy Relationships

"Go where the love is. Where there is love you will flourish. Where you flourish your miracles will manifest."

**Whatever it is that you wish to accomplish – your decision in that endeavor will bring about a whole set of people, places and things to support it.**

Now this is the last and most important key. I've coached hundreds of people, both inside and outside of our Industry – and the No. 1 challenge I see are that many people continue to remain in an unhealthy relationship or environment after exhausting all measures in attempt to improve the situation. They have been in this negativity for so long that they have learned to identify themselves strongly with this and have accepted it as their life's path,



as a norm. To move on, away from negativity is not only a sign of strength – but it is a true sign of self-love. When we free ourselves to a flourishing environment or loving relationships, we grow in all ways to our truest and highest self.

However it is that you define your life, make it a great one because you deserve fulfillment, peace and love. **CCR**

For more insights, you can reach out to Daly at [Grace@GraceDaly.com](mailto:Grace@GraceDaly.com)

# The value of design

**Presentation by:** Dawn Hollingsworth, LC, FIALD, ZUZINK

**D**esign is a key component of financial success. In a design-led experiential economy, brands that depend on brick and mortar for their primary customer interface maximize design efforts to create important elements of their customer experience. This may encompass the flow of how customers enter or navigate the store and how goods are displayed. More importantly, the materials, colors, composition and organization say everything about the quality and persona of the brand.

In other words, design is the physical expression of your brand DNA.

The long struggle of design has been to justify its value.

Design has been lacking a kind of science that supports its value and impact on business performance. Design is strategy fused

once executed. Most creations are intangible or have considerable intangible elements, making it difficult to see the value until the result is realized.

It has been shown that:

- Every \$1 invested in design returns \$2.25
- Where design is integral to the business, less than half compete mainly on price
- Shares in design-led businesses outperform stock indices by 200 percent
- On average “design alert” businesses increased their market share by 6.3 percent through design efforts

**Businesses say they want creativity and innovation. Design delivers both, yet is regarded more like art than science.**

with a problem solving methodology that helps companies know why, how and what to make in order to help people feel how they want to feel.

Why are some business activities mandatory when others are discretionary? What is the ROI of accounting? How does HR contribute to shareholder value? Why is investment in design discretionary when HR and accounting are not?

Businesses say they want creativity and innovation. Design delivers both, yet is regarded more like art than science.

The design process is mysterious to most business executives. How could those drawings cost so much when they are just lines and dimensions on paper. The drawing is in a computer, so it must be easy to change it, right? Simply put, the design process is a sequence of ideas that develop and flow to create a tangible solution



What is a “design-alert” business? Designers are positioned in key managerial roles. The companies often use external design consultants and likely have design training for employees. These companies use design, because they see their ability to develop higher quality products and services will provide added value to their customers.

Beyond anecdotal evidence, how does a brand know if the dollars spent on design efforts are returned? Metrics targeted to analyze design investment have slowly developed over the last decade and should align with the corporate goals established at the beginning of the project. **CCR**

Dawn Hollingsworth, LC, FIALD, is a certified Lighting Professional by the National Council on Qualifications for the Lighting Professions (NCQLP) and a Fellow of the International Association of Lighting Designers (IALD). She has more than 35 years experience with a diversified background in theatrical and architectural lighting design and consulting, marketing, business management, product management and development, manufacturing, scenic design and event production.

# If your brand isn't broken, should you break it?

## Roundtable Discussion with:

**Moderator:** Steve Pollard, Managing Director, JLL Project Development and Services

## Panelists:

Bruce Allendorfer, Regional Director of Construction, Wendy's  
Paul Archambault, Director of Facilities & Distribution, At Home Group  
Elaine Kleinschmidt, Vice President, Big Red Rooster, a JLL Company

Since branding is consistently a hot topic within the industry, *Commercial Construction & Renovation* asked Steve Pollard, managing director, Multi-Site Project and Development Services at JLL, to lead a panel discussion on Brand Transformation.

Joining Pollard, were Bruce Allendorfer, regional director of construction for Wendy's; Paul Archambault, director of facilities & distribution for At Home Group; and Elaine Kleinschmidt, Vice President for Big Red Rooster, a JLL Company. Below is a high level summary of what the group talked about during the lively panel discussion.



commitment to quality and customer service by re-energizing every touch point with its customers.

"Being relevant and delivering the latest and greatest amenities – that's what our customers expect," Allendorfer said. "Our image activation program has had a positive increase on sales, customer counts and customer satisfaction. Sales are important, of course, but positive customer count increase is even more important because we want our customers to keep coming back."

The At Home brand, formerly known as Garden Ridge, was born with the objective of better connecting and being more relevant with a broader audience. As part of the transformation, all of the Garden Ridge stores were renovated with the new branding. Panelist and At Home's director of facilities Paul Archambault said it is important to have At Home's CEO directly to ensure alignment with his vision, which included having a name that better reflected the product we sell.



## What is branding?

Branding is visual. It includes signage, but it's a whole lot more. It's really a collection of all the attributes that make up our perceptions about products, companies, and even people. It's the intangible sum of all of the perceptions and expectations held by consumers.

## Why is all of this important?

The brand is a special intangible that in many businesses is the most valuable asset. People decide what products to buy, who they want to work for, and even where to invest their money – all based on branding.

## When and why should a brand change?

If it isn't broken, should you break it? In order to sustain growth, companies are transforming their brand to achieve a better market position, an enhanced customer experience, new shopper engagement and real estate optimization.

## Brand transformation can take many forms

Just like every brand is unique, every brand transformation is unique as well. The individuals on the panel were carefully selected to provide their own unique experiences and viewpoints around branding.

An updated logo and store design for Wendy's has greatly evolved the way people perceive the Wendy's brand, reinforcing its

Big Red Rooster, a JLL company, has helped some of the world's most recognized brands with their transformation efforts. Kleinschmidt said the brand experience firm looks at brands through its OmniExperience lens – viewing the totality of a company's brand experience through the eyes of the shopper.

So, how do you get from here to there? When it comes to branding, you must get it done right – and program management is a great way to do that.

"The team members I worked with at JLL, they've got ketchup in their veins," Allendorfer said. "They helped us avoid unnecessary costs by anticipating issues that could lead to delays in reopening a restaurant. A one day delay equals one day of sales lost, which is critical to any restaurant in the QSR industry." **CCR**

# Future Forecast: How drones, sensors and integrated apps are rewriting all the rules

**Presentation by:** James Benham, CEO, JBKnowledge Inc.

**E**verywhere you look, there's a new mobile, drone or wearable device. How are these technologies evolving construction projects? How are top contractors running research and development on emerging technologies?

It is time commercial construction executives start thinking of ways to get ahead of the learning curve and learning what up and coming technology solutions their peers in the industry already are utilizing.

The latest trends, solutions and devices – things such as drones, sensors and integrated apps – in building technologies are rewriting the rules for construction projects. In addition to a brief history of virtual reality, Benham reviewed augmented reality and wearable devices, and other types of technology to be used on future construction jobsites, such as 3D printers, drones and smart helmets.



**The latest trends, solutions and devices – things such as drones, sensors and integrated apps – in building technologies are rewriting the rules for construction projects.**



For some on-hand data, check out the annual Construction Technology Report, a survey of over two thousand construction professionals on how they are employing and integrating technology on building projects. You can download the report at no cost at <http://jbknowledge.com/report>.

There are a number of examples of real companies that are researching and implementing the latest technologies, giving real

time data on how these technologies are impacting their construction projects. For example, drones are introducing builders to data mobility, visualization, access and efficiency on projects. In addition, cutting edge mobile applications, sensors and web-based solutions are being integrated for use in the office and on the job site.

"It was a very engaging look at the near future," said Steve Killius, VP of Contractor Industry Affairs at Legrand." **CCR**

James Benham, CEO of JBKnowledge Inc., speaks across the world on innovative technology solutions for construction and insurance. With more than 15 years of experience, he has led JBKnowledge to become a premier provider of technology solutions for building contractors, with clients across North America, the Caribbean and the Middle East. James also serves as a College Station Councilman and an Adjunct Professor of Construction Science at Texas A&M University. For information, visit [jamesbenham.com](http://jamesbenham.com).



# Mall anchor re-purposing

**Presentation by:** James L. Harkin, AIA, LEED AP, Senior VP, Principal, FRCH Design Worldwide

**T**he American mall, first developed and designed in the early 1950s, was to be used as a focused, indoor gathering place for consumers to have access to hundreds of retailers all at once. Department stores, as anchors to these malls, were the stars of the developments, projecting the main draw for consumers and controlling the majority of retail sales in the United States. Today, there are less than a thousand malls in the United States, with most in a state of repositioning.

The department store category continues to decline and condense, now with only 22 major brands between the five categories of department stores. These brands include the sectors of upscale, middle market, regional, suburban and discount. Paced by acquisitions and consolidation, there are around 17 owners of these 22 brands.

As many of these department store chains are declining and consolidating, there are many anchor department stores going dark. Mall owners are searching for a variety of ways to repurpose them. There

entries on the mall exterior side. This goes against the basic intrinsic principal of getting the consumer inside the mall first, which provides the opportunity to view most of the other retailers. Having an entry/exit to a tenant without needing to go into the mall proper eventually will reduce traffic for other retailers to parlay.

Additional challenges in converting these former anchors include the following:

- Obtaining Anchor approval
- Signage approval by anchors and zoning
- Possible new parking/grading requirements
- Building code issues – (anchor versus non-anchor)
- Upgrading of existing utilities
- Restroom upgrades
- New loading dock requirements
- New exterior public space requirements

**As many of these department store chains are declining and consolidating, there are many anchor department stores going dark. Mall owners are searching for a variety of ways to repurpose them.**



usually are three options: demolish the building and redevelop the land, convert the box to a new single tenant or divide the box into a multi-tenant building. While some anchor stores are single story, most are two- to three-story buildings, which add to the challenge of repurposing.

There are advantages and disadvantages with each of the three options, but the biggest challenge for mall owners is that the new retailer, or multiple retailers, is demanding brand expression and

There will be several hundred vacant anchor store buildings at malls in the next two years, with many more to be added. Developers and department store must be creative and entrepreneurial in their approaches to re-purposing these spaces. With change, comes great opportunity for new niche retailers and new architectural designs, which if done properly, can enhance an existing mall for many years to come. **CCR**

James L. Harkin, AIA, LEED AP, is a senior vice president and principal for FRCH Design Worldwide.

# Ride 'em cowboy

Reliving the life and times of bull riding icon John Mack

Oh, the stories John Mack can tell. After 10 years competing at the highest level on bull riding circuits across the country, he spent another 30 as an analyst, commenting on the ins and outs of one of the most extreme sports we know.

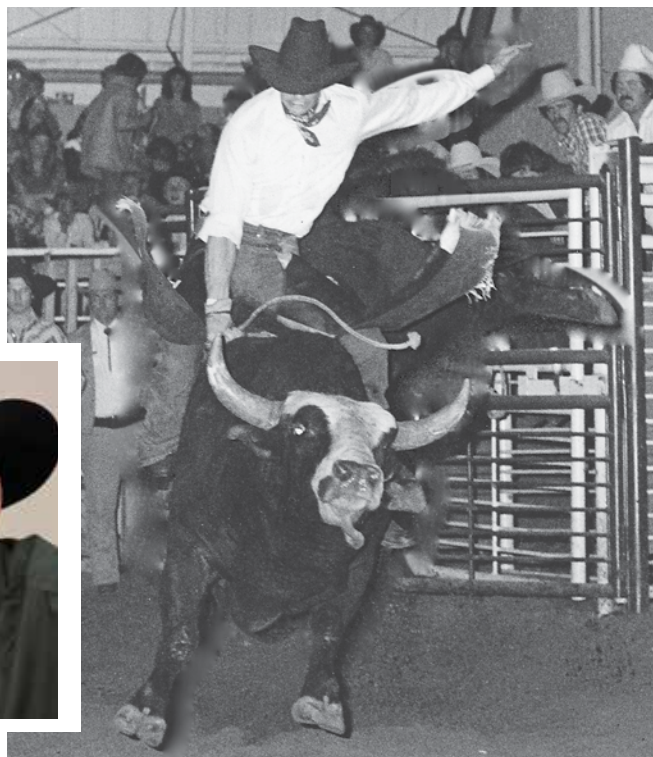
To be sure, there are parallels between the high risk life of a rodeo cowboy and the challenges in the workplace, namely finding the balance between winning and losing, and how to turn failure into success.

Mack's love affair with the "bucking chute," as the pros call it, began in 1973, and then transitioned into the commentator world. Over the last 35 years, Mack has called more than 3,000 events, including the Open Professional Rodeos exclusively for the Lester Meier Rodeo Company, headquartered in Fredericksburg, Texas.

"Rodeo has a fascinating heritage in that, as a sport, it grew from a dangerous and romantic working lifestyle of the American Cowboy," Mack says. "The action is authentic, fresh and exciting."

Mack says the adrenaline of both riding bulls and announcing the rodeos is intense, although he admits it is, at time, more terror than adrenaline when you're on the bull.

"The rodeo rough stock – bulls and broncs – are huge, powerful, athletic, entertaining and dangerous. Few animals have the genetic makeup to have the interest in, heart for, and athletic ability to buck. Because they are rare, they are valuable which makes them valued, appreciated and protected."



**"Rodeo contestants are a unique and independent lot, typically God fearing and patriotic with a fierce attachment to their families and to the land."**

– John Mack

As for the type of person who can stare down an amped up bull (or bronc) with the money, the crowd and entertainment value on the line? "Rodeo contestants are a unique and independent lot, typically God fearing and patriotic with a fierce attachment to their families and to the land," Mack says. "They have uncommon skill sets and athletic abilities and are the ultimate risk takers."

As for the bulls? Says Mack, "They are an ultimate thrill to ride and a unique pleasure to watch and to care for." **CCR**





# Networking nirvana

Vendors, end-users get down to business in one-on-one meetings

**Y**ou have your cocktail receptions. Your dinners. Your networking events in and around historic San Antonio. Some people even had the opportunity to face down a mechanical bull. But when it came to one of the best parts of the 2016 Commercial Construction & Renovation Summit, the one-on-one meetings stole the show. The heavily anticipated meetings give vendors and end users 15 minutes of face time to talk shop. The meetings were part of the Summit, held Jan. 20-22, at The Marriott Riverwalk Hotel in San Antonio.





# Ride 'em cowboy – and cowgirls!!

If you're going to go to Texas, especially as part of a Commercial Construction & Renovation event, you're going to get a Texas-size networking event. Enter the Knibbe Ranch, one of the state's premiere working cattle ranches, complete with a thriving cow-calf operation. Founded in 1852, the family owned business served as the perfect backdrop for some Texas-size fun. Along with some good old-fashioned barbeque, attendees were able to live out all those "Urban Cowboy" fantasies on the mechanical bull. Yes, there are stories. But, what happened on the bull, stayed on the bull (or the floor – that much we can share). The night of cowboy and cowgirl fun was part of the 2016 Commercial Construction & Renovation Summit, held Jan. 20-22, at The Marriott Riverwalk Hotel in San Antonio.



## Take me to the water...

Few cities can match the historic beauty that surrounds the downtown San Antonio area, especially in and around one of its biggest attractions – The River Walk. The Cathedral of San Fernando. The Majestic Theatre. The Fairmount Hotel, which, built in 1906, is San Antonio's second oldest hotel and a place holder in the Guinness World Records as one of the heaviest buildings ever moved intact. So, what better way to see all the sights than jump on a water boat and hear an insider's take on all those amazing structures. The Rio San Antonio Cruises River Tour was one of the key networking events during the 2016 Commercial Construction & Renovation Summit, held Jan. 20-22, at The Marriott Riverwalk Hotel in San Antonio.

**3M**

3M Center  
Bldg 220-12E-04  
Maplewood, MN 55144  
(651) 736-0977  
Cindy Jenkins / Marketing Manager  
ccjenkins1@mmm.com  
www.mmm.com

**Graphics / Architectural Finishes / Floor Maintenance****ASSA ABLOY**

110 Sargent Drive,  
New Haven, CT 06511  
(512) 585-5205  
Jan McKenzie / National Accounts  
jan.mckenzie@assaabloy.com



The global leader in door opening solutions

**Security****Carney Contracting Services**

536 Cassingham Rd  
Fairless Hills, PA 19030  
(610) 950-0264  
Craig Weber / Business Growth Strategist  
craig@carneycontracting.com  
www.carneycontracting.com

**General Contractor/ Project Management****CDO Group**

333 Harrison St.  
Oak Park, IL 60304  
(708)-383-0586  
Anthony Amunategui / President  
anthony@cdogroup.com  
www.cdogroup.com

**Project Management Services****Columbia Forest Products**

7900 Triad Center Drive  
Suite 200  
Greensboro, NC 27409  
(336) 456-8657  
Richard Poindexter / Specialty Products Manager  
rpindexter@cfpwood.com  
www.cfpwood.com

**Architectural Building Products****Container Management Inc**

9811 S IH-35, Bldg. 5, Ste. 110  
Austin, TX 78744  
(512) 280-5151  
Dorothy Hammel / CEO/Owner  
dorothy@cmi-usa.com  
www.cmi-usa.com

**Containers – Fireworks sponsors****Core States Group**

3039 Premiere Pkwy  
Suite 700  
Duluth, GA 30097  
(678) 314-5189  
Kevin Behnke / Director of Business Development  
kbehnke@core-eng.com  
www.core-eng.com

**Project Management Services****Cosentino NA**

2245 Texas Drive  
Suite 600  
Sugar Land, TX 77479  
(281) 202-3110  
Steve DeBerardino / Director, Corporate Accounts  
steved@cosentino.com  
www.cosentino.com

**Surfacing Materials****Dryvit Systems**

One Energy Way  
West Warwick, RI 02893  
(630) 432-9697  
Chuck Bundrick / National Renovation Mgr  
chuck.bundrick@dryvit.com  
www.dryvit.com

**Arch Building Products****DWM Construction & Renovation**

2 Northway Lane  
Latham, NY 12110  
(888) 396-9111  
Joe Fairley  
Director Client Services  
jfairley@dwminc.com  
www.dwminc.com

**Architectural Building Products**



## Egan Sign

522 Willow Street  
Reading, PA 19602  
(610) 816-7605  
Doug Stine / Marketing Manager  
doug.stine@egansign.com  
www.egansign.com

### Signage



## Hermitage Lighting

3640 Trousdale Drive  
Nashville, TN 37204  
(615) 843-3394  
JD Ryan / Account Manager  
jdr@hlg.co  
www.hlg.co

### Lighting



## Exclusive Retail Interiors

998C Old Country Rd  
Suite 318  
Plainview, NY 11803  
(516) 513-1255  
Joe Demeri President / jdemeri@exclusiveretail.net  
www.exclusiveretail.net

### Fixtures



## ICON

1418 Elmhurst Road  
Elk Grove, IL 60007  
(847) 631-3295  
Lori O'Brien / VP National Accounts  
lobrien@iconid.com  
www.iconid.com

### Construction/Signage/Signage & Lighting Maintenance



## Federated Service Solutions Inc

30955 Northwestern Hwy  
Farmington Hills, MI 48334  
(248) 539-9000  
Jennifer Ferris / President  
jferris@federatedservice.com  
www.federatedservice.com

### Cabling/Data



## Identicom Sign Solutions

24657 Halsted Road  
Farmington Hills, MI 48335  
(248) 344-9590, ext 222  
John DiNunzio / President  
jdinunzio@identicomsigns.com  
www.identicomsigns.com

### Branding/Signage



## GPD Group

520 South Main Street  
Suite 2531  
Akron, OH 44311  
(330) 572-2158  
Mike Morrison / Director of Marketing  
mmorrison@gpdgroup.com  
www.gpdgroup.com

### Architects/Engineers/Contractors



## Identity Management

1702 Minters Chapel Road  
Suite 114  
Grapevine, TX 76051  
(817) 912-0039, ext 103  
Kirk Stateson National Account Business Development  
kstateson@identitybusiness.com  
www.identitybusiness.com

### Signage



## Granger Contracting & N-Store Services

600 Trade Center Blvd  
Chesterfield, MO 63005  
(636) 778-2630  
Kevin Zigrang / Director of Business Development  
kevin@gnhservices.com  
www.gnhservices.com

### General Contracting/Remodels/Installation



## Innovative Dehumidifier Systems

6260 Ocean Hwy West  
Ocean Isle Beach, NC 28469  
(910) 579-3348  
Ron Revia / National Sales Manager  
ron@innovatedehu.com  
www.innovatedehu.com

### HVAC/Dehumidifiers



**JLL**

200 East Randolph Drive  
Chicago, IL 60601  
(312) 228-2556  
Steve Pollard / Managing Director  
steve.pollard@am.jll.com  
www.jll.com

**Project Management Services****Porcelanosa USA**

600 Route 17 North  
Ramsey, NJ 07446  
(201) 995-1310  
Andrew Pennington / Sales Director  
apennington@porcelanosa-usa.com  
www.porcelanosa-usa.com

**Architectural Building Products**

**PORCELANOSA®**  
TILE / KITCHEN / BATH / HARDWOOD

**Lakeview Construction**

10505 Corporate Drive  
Pleasant Prairie, WI 53158  
(262) 857-3336  
John Stallman / Marketing Manager  
john@lvconstruction.com  
www.lvconstruction.com

**General Contracting****Prime Retail Services**

3617 Southland Drive  
Flowery Branch, GA 30542  
(866) 504-3511  
Michael Edmundson / Vice President  
medmundson@primeretailservices.com  
www.primeretailservices.com

**General Contracting Services/Installations****Nationwide Cleaners**

105 Main Street  
Suite 3  
Hackensack, NJ 07601  
(877) 933-8356  
Michael Rose, Jr. / President  
mrose@nationwidecleaners.com  
www.nationwidecleaners.com

**Painting Contractor/Facility Maintenance****Regency Lighting**

9261 Jordan Ave  
Chatsworth, CA 91311  
(800) 284-2024  
Mark Heerema / Snr Dir of National Accounts  
mark.heerema@regencylighting.com  
www.regencylighting.com

**Lighting****North American Signs**

3601 W. Lathrop  
South Bend, IN 46628  
(574) 276-7921  
Randy Davis / New Business Development/National Sales  
rld@northamericansigns.com  
www.northamericansigns.com

**Signage – Fireworks sponsors****Retail Maintenance Specialists**

1995 Swarthmore Ave  
Suite 2  
Lakewood, NJ 08701  
(609) 891-9954  
Kelli Buhay / Director of Business Development  
kelli@retailmsc.com  
www.retailmsc.com

**Facility Maintenance****Philadelphia Sign**

707 West Spring Garden Street  
Palmyra, NJ 08065  
(503) 830-3841  
Nate Doney / National Sales Executive  
ndoney@philadelphiasign.com  
www.philadelphiasign.com

**Signage****Rockerz Inc**

100 Commonwealth Drive  
Warrendale, PA 15086  
(724) 814-2894  
Robert Smith / Dir of Business Development  
rsmith@rockerzinc.com  
www.rockerzinc.com

**Polished Concrete Services**

## Rogers Electric

2050 Marconi Drive  
Suite 200  
Alpharetta, GA 30005  
(949) 381-0700  
John Irwin / President West Coast  
jirwin@lrogerselectric.com  
www.lrogerselectric.com

**Electrical/Lighting/Construction**



## Taylor Bros. Construction Co., Inc.

Certified MBE  
4555 Middle Road  
Columbus, IN 47203  
(812) 379-9547  
Jeff Chandler / Vice President  
jchandler@tbcci.com  
www.tbcci.com

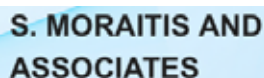
**GC/Millwork/Fixture Installations/Certified MBE**



## S. Moraitis & Associates

120 N. Green Street  
Apt #4-F  
Chicago, IL 60607  
(312) 342-5730  
Sophia Moraitis / Business Development  
smoraitis@sma-law.com  
www.sma-law.com

**Construction Legal Services**



## The Blue Book

P.O. Box 500  
Jefferson, NY 10535  
(800) 431-2584  
Kelly Carpentieri / Marketing Manager  
kcarpentieri@thebluebook.com  
www.thebluebook.com

**Labor/Sub Contractors/Project Management – Lanyard Sponsor**



## Sargenti Architects

461 From Road  
Paramus, NJ 07652  
(973) 253-9393  
Rob Sargenti / Owner  
rsargenti@sargarch.com  
www.sargarch.com

**Architecture Firm**



## The McIntosh Group

1850 S. Boulder Ave  
Tulsa, OK 74119  
(918) 585-8555 x20  
Karen MacCannell / Snr Associate, Business Development  
karenm@mcintoshtransforms.com  
www.themcintoshgroup.com

**ADA Services/Architectural Firm**



## Shaw PPC Design

44311 Grand River Ave  
Novi, MI 48375  
(248) 348-7755, ext 352  
Don Schroeder / National Sales  
dschroeder@shawandslavsky.com  
www.shawppcdesign.com

**Fixtures**



## The Paint Folks

105 Main Street  
3rd Floor  
Hackensack, NJ 7601  
(201) 968-5407  
Brian Foster / VP  
bfoster@paintfolks.com  
www.paintfolks.com

**Painting Contractor/Facility Maintenance**



## Storefloors

6480 Roswell Road  
Atlanta, GA 30328  
(404) 610-4008  
Julia Versteegh / Dir of Marketing & Business Development  
juliav@storefloors.com  
www.storefloors.com

**Flooring**



## United Sign Systems

206 Tower Drive  
Oldsmar, FL 34667  
(813) 855-3300  
Eric Johnson / Business Development Mgr  
dej@usigns.com  
www.usigns.com

**Signage**







3H Group Hotels	Director of Construction
3M	Brand Owner
3M	Marketing Development Manager
Allied Development Services	President
Ann Taylor	Director Store Facilities
Apple	Global Sourcing Mgr
Assa Abloy	National Accounts
At Home	Facilities-New Stores
Barnes & Noble	Development Mgr
BCBG	VP Arch & Construction
Big Red Rooster/JLL	VP Digital Experience
Bojangles'	Dir of Construction
Carney Contracting	Business Growth Strategist
Carney Contracting	Business Development
CBG Commercial Real Estate	CFO
CDO Group	President
Celestial Meetings	Owner
Columbia Forest Products	Specialty Products Manager
Container Management Inc	Marketing/Development
Continental Restaurants	Owner
Core States Group	Director of Business Development
Core States Group	Texas Director of Business Development
Cosentino NA	Director, Corporate Accounts
Crestpoint Companies	VP Business Development
Crestpoint Companies	Architect
Cushman Wakefield	Managing Director
David's Bridal	Construction Manager
Dryvit Systems	National Renovation Mgr
DWM Construction & Renovation	Director Client Services
DWM Construction & Renovation	Director of Projects
Egan Sign	Director of National Accounts
Egan Sign	Marketing Manager
Einstein Noah	Facilities Manager South Region
Enterprise Holdings Inc	Dir of Corp Ops/Facilities
Exclusive Retail Interiors	President
Exclusive Retail Interiors	Sales Associate
Federated Service Solutions Inc	Director of Sales
Federated Service Solutions Inc	President
Fiesta Restaurant Group Inc	VP Construction
Firebirds Wood Fired Grill	Director of Construction
Follett	Director of Construction
Follett	Director of In-Store Experience
Francesca's	Sr. Director of Construction
Francesca's	Construction Manager
FRCH Design Worldwide	VP
GPD Group	Director of Marketing
GPD Group	Business Development
Granger Contracting & N-Store Services	National Account Executive
Granger Contracting & N-Store Services	Business Development Associate
H&M	Regional Construction Mgr
Hermitage Lighting	Account Manager
Hermitage Lighting	Account Manager
Hospitality Realty Services	President
ICON	VP National Accounts
ICON	VP National Accounts
Identicom Sign Solutions	President
Identity Management	National Account Business Development
Innovative Dehumidifier Systems	Project Manager
Innovative Dehumidifier Systems	VP Sales
Interserve Hospitality Services	VP Ops
JBKnowledge	CEO
JCP	Dir of Ops & Construction Svcs
JLL	Managing Director
JLL	Managing Director
JLL/B of A	Project Mgr
John Mack Cowboys Inc	President
John Varvatos Enterprises	Facilities Mgr
Lakeview Construction	Marketing Manager
Lakeview Construction	President
Level Office	Dir of Development
Level Office	Corporate Design Coord.
Life Time Fitness	VP Arch & Eng
Marie Callender's	Snr Dir of Ops & Admin
Mitsubishi US Securities	Analyst/Facilities
MOD Pizza	Dir of Construction
Nationwide Cleaners	Construction Manager
North American Signs	National Accounts
Nothing Budt Cakes	Dir of Development

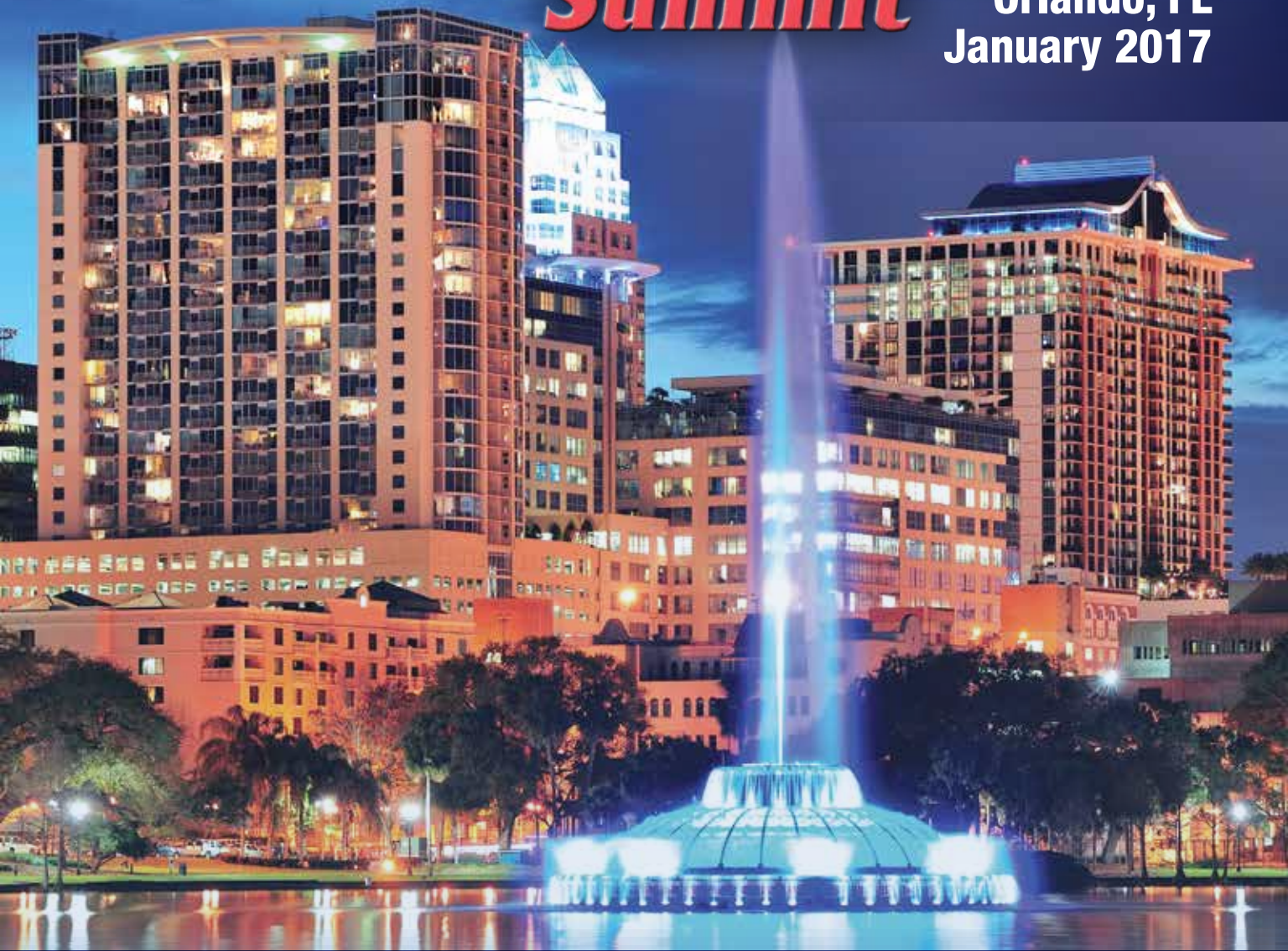
Orscheln	Store Development Mgr
Party City	Construction
Philadelphia Sign	National Sales Executive
PJW Restaurant Group	Construction
Pomeroy Lodging	Dir of Construction
Porcelanosa USA	Sales Director
Porcelanosa USA	Business Development
Primanti Bros	Construction
Prime Retail Services	Consultant
RaceTrac Petroleum	Senior Project Manager - New Store Construction
Ralph Lauren	Facilities Management & Energy Engineering
RB Hotel Development	Program Mgr
RCA	Board Member
Ready & Inspired Inc	Author
Red Robin Gourmet Burgers & Brews	Dir of Construction
Regency Lighting	Director of National Accounts
Regency Lighting	Snr Dir of National Accounts
Retail Maintenance Specialists	Director of Business Development
Rockerz Inc	Dir of Business Development
Rockerz Inc	Dir of Operations
Rogers Electric	President West Coast
Rogers Electric	VP Lighting Solutions
Rue21	Western Reg Dir of Construction
S. Moraitis & Associates	Business Development
Sally Beauty	Real Estate Coord
Sargenti Architects	Owner
Sargenti Architects	Business Development
Save-A-lot	Store Design & Planning
Shaw PPC Design	National Sales
Sleepy's	Dir of Facilities Mgt/Purchasing
Southern Deli Holdings	Dir of Construction
Speedway LLC	Dir of Construction & Engineering
Starboard Group	Dir of Facilities & Construction
Steak N Shake	Director of Construction
Steak N Shake	Sr. Director of Construction
Steak N Shake	US Eastern Region
Steak N Shake	Director of Design
Storefloors	Dir of Marketing & Business Development
Subway of Eastern PA	Development Mgr
Target	Snr Construction Project Mgr
Taylor Bros. Construction	Vice President
Taylor Bros. Construction	Subcontract Administrator
TD Bank	VP Facilities NE
TD Bank	VP Asset Reinvestment
The Blue Book	Marketing Manager
The Fresh Market	Director of Construction
The Joint	Dir of Construction & Facilities
The Little Gym Inter.	Real Estate & Dev Mgr
The McIntosh Group	Principal
The McIntosh Group	Snr Associate, Business Development
The Paint Folks	VP
The Shopping Center Group	Snr Property Mgr
The Shopping Center Group	Dir of Property Mgmt
The Vitamin Shoppe	Construction & Facilities
The Wendy's Company	Dir of Construction/South Region
Uncle Julio's	Director of Construction
Under Armour	Snr Mgr Global Store Development
United Sign Systems	Business Development Mgr
United Sign Systems	National Accounts Mgr
Univ. of TX/ San Antonio	TXDOT Program Mgr
US Cellular	Vendor Mgr
US Cellular	C&D/Mgr Finance & Ops
Wawa Inc	Director of Construction
Which Wich	Snr Development & Project Coord
Which Wich	Dir of Construction
Whole Foods	South Region PM-Store Development Team
Zuzink	Designer



**SAVE THE DATE**

# 2017 Commercial Construction & Renovation Summit

**Orlando, FL  
January 2017**



**WANT TO ATTEND AS AN END-USER OR SPONSOR...**

Contact David Corson 678.765.6550 or e-mail [davidc@ccr-mag.com](mailto:davidc@ccr-mag.com)

End-Users (retailers, hoteliers, restaurateurs, etc.) will receive complimentary hotel, airfare, transportation

Exact dates and location to be announced in CCR May/June 2016 issue

**[www.ccr-summit.com](http://www.ccr-summit.com)**

CIRCLE NO. 28

Sponsored by:  
**COMMERCIAL**  
Construction Renovation