

The Retail Contractor

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FALL EDITION • 2019

NEWSLETTER

RCA Scholarships Support Future Construction Leaders

One of the many ways RCA demonstrates its commitment to the industry is through its scholarship program. Our goal is to positively impact the education of future industry leaders and to make college students more aware of the opportunities available to them through retail construction.

Last year, the Scholarship Committee and Board of Directors evaluated the process for selecting scholarship recipients. We decided to focus on developing relationships with schools with strong construction management programs, where RCA representatives can make scholarship and classroom presentations to educate students about opportunities in retail construction. We also want to ensure a geographically diverse pool of schools, in hopes of connecting these top students with our members across the country. Lastly, to make a greater impact, we increased our scholarship awards from \$1,500 to \$3,000.

Schools that are selected to participate in the program are asked to submit applications for their top three candidates. Scholarship criteria include enrollment in a construction management or related program, rising junior or senior, attending school full-time, a major GPA of at least 3.25, and an overall GPA of at least 3.0. Applicants are required to submit a personal statement that addresses how the Retail Contractors Scholarship will enable them to achieve their goals, what sets them apart from their peers, their undergraduate academic goals, and their ideal career. Applications are reviewed (blind process) and scored by the Scholarship Committee, comprised of Board members and Advisory Board members.

The following students were awarded scholarships of \$3,000 for their fall 2019 semester. You can get to know them through their own words, with excerpts from their personal statements.

William Boone, Clemson University (Senior, Construction Science and Management)

"I started working in the commercial construction industry during my years in high school as a laborer. Part-time after school and full-time during the summer, I would be onsite for projects either operating machinery or shoveling dirt. This allowed me to build a respectable sense of character and to appreciate my education. Without laborers to supply the workforce in the industry, there would not be an industry to begin with. My ideal career after graduation would be either project management with a larger commercial company or either in preconstruction with a commercial company. I have been in the residential section of the industry and I enjoy the commercial industry more because of the broad spectrum of opportunity with commercial construction."

Chance Braun, Kansas State University (Junior, Construction Science and Management)

"In a perfect world, based on the internships I have had, I really enjoyed working in the field. I likely would start as a field engineer and work my way up to superintendent with goals of one day being even higher up in a company. When I look to interview for future employers, I look for companies that want their employees to succeed. This means that if the employee wants

to take on extra responsibility then the employer will let them. In a way I want my future career to be limitless and I the only thing that could stop me would be my lack of effort."

Aidan Coll, Pratt Institute (Junior, Construction Management)

"Within a week working on the job site I knew I had found something special. I began to truly understand one of the major frustrations that I had with [my former school]; that was a true lack of practical understanding of my literal surroundings. Observing projects grow and evolve day by day, seeing people solve real problems that would then create real solutions has both been instructive and therapeutic. The way I see it a societal preference for institutional education has given tradework a remarkably underappreciated place in modern United States society."



Justin Elder & Chance Braun

Scholarship Committee co-chair and Board member **Justin Elder** attended the Kansas State awards ceremony on behalf of RCA. He shared his experience of the event: "I had a fun evening celebrating with the award recipients. I was introduced to most of the faculty and they were very happy the RCA has chosen K-State for a scholarship. I sat at a table with eight students, all whom were there to receive a scholarship, though they don't know what scholarships they are receiving until their name is called. I wish all RCA members could have an opportunity to attend one of these events. The generosity of the people and corporations donating these scholarships is not lost on the students, and they are so excited and full of enthusiasm."

(Continued on page 2)

The Retail Contractor NEWSLETTER

(Continued from page 1)

Michael Rasmussen, Minnesota State University Mankato (Senior, Construction Management)

"My professional career in the construction industry will hopefully lead me to a project manager position. I am currently occupied with an internship with a general contracting firm that focuses primarily on multifamily residential and commercial retail. I like this aspect of construction as it focuses on different types of construction and no day is the same. Since I have begun this internship I have been conducting project management duties. I also am interested in wearing two hats. The other hat I would be interested in is balancing between project management and a jobsite superintendent. I find that watching projects progress from the ground up is not only interesting as the process moves forward, but it is also gratifying to know that I had a part in the project that someone will use for a retail space or a home."

Avery Spector, Cal Poly-San Luis Obispo (Senior, Construction Management)

"I quickly learned that with a multitude of family-owned companies and generations of passed-down knowledge, the construction industry can be hard to enter as an "outsider." Unlike many of my peers, I began studying Construction Management with zero prior experience and not a single familial tie to the industry. In the beginning of my studies, it was apparent that my classmates had grown up hearing basic industry terms. Realizing that I was behind, my motivation to work harder intensified. I not only wanted to catch up to my peers; I wanted to surpass them. Since then, I believe that I have begun to separate, along with a select group of my fellow classmates, from the majority. During the past two years, I have become an Executive Board Member of Cal Poly's Associated Students of Construction Management club, an Instructional Teaching Assistant for the department, and a member of the Commercial Construction team that placed third overall at the Associated Schools of Construction competition in Sparks, Nevada. While sometimes stressful, working my way up to these achievements has always been enjoyable. Having found my way into this industry on an unforged path, my pure excitement and passion for studying construction management and entering the workforce sets me apart."

Hunter VanSchoubroek, Texas A&M University (Junior, Construction Science)

"My ideal career would be becoming a project manager and doing commercial construction. After completing my internship, I plan on returning to that company upon graduation for a full-time job opportunity. I will push myself every day to become such an outstanding intern that I have a full-time job with the company before I graduate. Upon graduation, I plan on working my way up to become a project manager where I will be able to utilize my critical thinking skills, planning, preparation, time management, problem solving, and integrity the most."



The scholarship awarded at the Minnesota State University Mankato is given in the name of Christian Elder. RCA established the **Christian Elder Memorial Scholarship** in 2008 in memory of Christian, who died in 2007 at the age of 38. Christian was a project manager with Elder-Jones, Inc., a charter member of the RCA. Christian's father, and RCA past president, John Elder attended the Mankato ceremony in August to present senior Michael Rasmussen with the scholarship. After finishing high school, Michael traveled extensively while serving in the military. Now finishing his senior year at Mankato with a degree in Construction Management, he will be working with a Mankato-based contractor that has a strong focus on retail construction.

RCA's Intern Scholarship is awarded to a student who completed an internship at an RCA member company. The award criteria are the same as the main scholarship program; the scholarship award is \$1,500. This year's recipient was **Dan Boyce**, a senior at the University of Connecticut, who interned with Schimenti Construction for two consecutive summers.

RCA's scholarship program is made possible with the support of our members. We would like to thank the following RCA members for making a contribution to the Scholarship Fund in FY19 (May 2018-April 2019):

\$2,500 and above

Shames Construction Company, Ltd.

\$1,500

Elder-Jones, Inc.

\$1,000

Westwood Contractors, Inc.

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Fortney & Weygandt, Inc.

Taylor Bros. Construction Company, Inc.

Timberwolff Construction, Inc.

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Atlas Building Group

Bogart Construction, Inc.

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\$300 (continued)

De Jager Construction, Inc.

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Rectenwald Brothers Construction, Inc.

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Trainor Commercial Construction, Inc.

Weekes Construction, Inc.

To make a contribution to the RCA Scholarship Fund, visit retailcontractors.org or contact the RCA office at info@retailcontractors.org.

President's Message

Steve Bachman, President, Retail Construction Services



The RCA Board and Advisory Board convened for our summer meeting in August. We are happy to report that the membership is thriving, the organization is financially healthy, and—probably like you—we are all incredibly busy. The labor shortage and its effects continue to be a challenge; finding qualified subcontractors with the human resources to perform the work seems to be the differentiator for those GCs that are getting the work versus those

that are not as successful. Relationships continue to be one element of everyone's "secret sauce," whether it is with our client base or the vendors and subcontractors we count on every day.

As "retail" continues to evolve (and seemingly at a faster pace all the time), there is always the risk that we are so caught up in the current frenzy of our businesses day-to-day that we often are not looking out very far in the future. We are not just talking about what our future project prospects are, albeit trying to build a backlog, etc. ... we need to be mindful that our market is shrinking because of the changes in consumer buying behaviors. I mention this because the Board wants to make sure that we stay relevant for the future of our organization and its membership. Some of your Board members operate very diverse businesses (yes, retail is part of it, but necessarily not all).

As we look at where the US consumer is spending their time and money today, we have seen a return to brick and mortar shopping, a surge in dining out and a need for experiences. The ICSC has recently reported that online shopping is complimentary to brick and mortar (Hooray!), and even though you can have virtually everything delivered to your doorstep, people are still socializing in restaurants, stores, and entertainment venues. The point here is if retail stores have been the only or primary driver of your business, perhaps it is time to venture into other markets where you can utilize the experience(s) and talents of your people to diversify. A business cannot survive meeting the status quo; so is yours expanding or contracting?

In the coming months, the Board will be continuing to explore diverse markets that will complement its membership as well as what other benefits we can bring to you and your companies to become more efficient and grow your business.

Thank you for the opportunity to serve,

Steve

If you have any feedback or ideas for the organization, please contact me. We are always looking for ways to continue strengthening the organization: president@retailcontractors.org.

The ICSC has recently reported that online shopping is complimentary to brick and mortar, and even though you can have virtually everything delivered to your doorstep, people are still socializing in restaurants, stores, and entertainment venues.

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Steven R. Olson, AIA - CESO, Inc.

Charles Ross -
Seritage Growth Properties

Brad Sanders - CBRE | Skye Group

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Mike McBride

legislative@retailcontractors.org

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Rick Winkel

memberbenefits@retailcontractors.org

MEMBER EVENTS

Jeff Mahler

memberevents@retailcontractors.org

MEMBERSHIP

Hunter Weekes

membership@retailcontractors.org

RECRUITMENT

Jay Dorsey

recruitment@retailcontractors.org

OFFICERS

President - **Steve Bachman**
Retail Construction Services, Inc.

Vice President - **Ray Catlin**
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SAFETY

Eric Berg

safety@retailcontractors.org

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Mike McBride

Justin Elder

scholarship@retailcontractors.org

SPONSORSHIP

Phil Eckinger

sponsorship@retailcontractors.org

TRAINING

Carolyn Shames

training@retailcontractors.org

Secretary/Treasurer - **Eric Handley**
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Immediate Past President - **Rick Winkel**
Winkel Construction, Inc.

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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

Art Rectenwald 2012-2014

Mike Wolff 2014-2016

Robert Moore 2016-2017

Brad Bogart 2017-2018

Rick Winkel 2018-2019

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
Atlas Building Group	Brian Boettler	636-368-5234	MO	bboettler@abgbuilds.com	2017
Bogart Construction, Inc.	Brad Bogart	949-453-1400	CA	brad@bogartconstruction.com	2008
Buildrite Construction Corp.	Bryan Alexander	770-971-0787	GA	bryan@buildriteconstruction.com	2013
Comet Construction	Bernard Keith Danzansky	561-672-8310	FL	barney@danzansky.com	2016
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.t.sharkey@teamcci.net	1990
Commonwealth Building, Inc.	Frank Trainor	617-770-0050	MA	frankt@combuild.com	1992
Construction One, Inc.	Bill Moberger	614-235-0057	OH	wmoberger@constructionone.com	2015
Corstone Contractors LLC	Mark Tapert	360-862-8316	WA	Mark@corstonellc.com	2019
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.	Bob Anderson	860-870-7070	CT	banderson@descopro.com	1995
Diamond Contractors	Lori Perry	816-650-9200	MO	loriperry@diamondcontractors.org	2015
DLP Construction	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
E.C. Provini, Co., Inc.	Joseph Lembo	732-739-8884	NJ	jlembo@eprovini.com	1992
Eckinger Construction Company	Philip Eckinger	330-453-2566	OH	phil@eckinger.com	1994
EDC	Christopher Johnson	804-897-0900	VA	cjohnson@edcweb.com	1998
ELAN General Contracting Inc.	Adrian Johnson	619-284-4174	CA	ajohnson@elangc.com	2010
Elder-Jones, Inc.	Justin Elder	952-345-6069	MN	justin@elderjones.com	1990
Encore Construction, Inc.	Joe McCafferty	410-573-5050	MD	joe@encoreconstruction.net	2018
Engineered Structures, Inc.	Mike Magill	208-362-3040	ID	mikemagill@esiconstruction.com	2016
Fi Companies	Kevin Bakalian	732-727-8100	NJ	kbakalian@ficompanies.com	2017
Fiorilli Construction, Inc.	Jeffrey Troxell	216-696-5845	OH	jtroxell@fio-con.com	2019
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
Frontier Building Corp.	Andrew Goggin	305-692-9992	FL	agoggin@fdllc.com	2018
Fulcrum Construction, LLC	Willy Rosner	770-612-8005	GA	wrosner@fulcrumconstruction.com	2014
Go Green Construction, Inc.	Anthony Winkco	412-367-5870	PA	anthony@ggc-pgh.com	2017
Gray	Robert Moore	714-491-1317	CA	ramoore@gray.com	2005
H.J. Martin & Sons, Inc.	David Martin	920-494-3461	WI	david@hjmartin.com	2016
Hanna Design Group	Jason Mick	847-719-0370	IL	jmick@hannadesigngroup.com	2016
Hardesty & Associates	Scott Hardesty	949-723-2230	CA	scott@hardestyassociates.com	2019
Harmon Construction, Inc.	William Harmon	812-346-2048	IN	bill.harmon@harmonconstruction.com	2017
Hays Construction Company, Inc.	Roy Hays	303-794-5469	CO	r.hays@haysco.biz	2002
Healy Construction Services, Inc.	James Healy	708-396-0440	IL	jhealy@healyconstructionservices.com	1996
Herman/Stewart Construction	Terry Varner	301-731-5555	MD	tvarner@herman-stewart.com	1995
Howard Immel Inc.	Pete Smits	920-468-8208	WI	psmits@immet-builds.com	2018
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@icinc.com	1995
J. G. Construction	Jack Grothe	909-993-9332	CA	JackG@jgconstruction.com	1998
JAG Building Group	Matt Allen	239-540-2700	FL	matta@jagbuilding.com	2019
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
M. Cary, Inc.	Robert Epstein	631-501-0024	NY	repstein@mcaryinc.com	2014
Management Resources Systems, Inc.	Doug Marion	336-861-1960	NC	dmarion@mrs1977.com	1992
Marco Contractors, Inc.	Martin Smith	724-741-0300	PA	marty@marcocontractors.com	1994
Metropolitan Contracting Co., Ltd.	Jane Feigenbaum	210-829-5542	TX	jfeigenbaum@metcontracting.com	1995
National Building Contractors	William Corcoran	651-288-1900	MN	bill@nbccconstruction.us	2013
National Contractors, Inc.	Michael Dudley	952-881-6123	MN	mdudley@ncigc.com	2018
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	price@pwiconstruction.com	2003
R.E. Crawford Construction LLC	Jeffrey T. Smith	941-907-0010	FL	jeffs@recrawford.com	2011
Rectenwald Brothers Construction, Inc.	Art Rectenwald	724-772-8282	PA	art@rectenwald.com	1996
Retail Construction Services, Inc.	Stephen Bachman	651-704-9000	MN	sbachman@retailconstruction.com	1998
Retail Contractors of Puerto Rico	Sean Pfent	586-725-4400	MI	spfent@rcofusa.com	1996
Rockford Construction Co.	Thomas McGovern	616-285-6933	MI	info@rockfordconstruction.com	2014
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

(Continued on page 5)

Scheiner Commercial Group, Inc.	Joe Scheiner	719-487-1600	CO	joe@scheinercg.com	2012
Schimenti Construction Company, Inc.	Matthew Schimenti	914-244-9100	NY	mschimenti@schimenti.com	1994
Shames Construction Co., Ltd.	Carolyn Shames	925-606-3000	CA	cshames@shames.com	1994
Singleton Construction, LLC	Denise Doczy-Delong	740-756-7331	OH	denisedelong@singletonconstruction.net	2012
Solex Contracting	Gerald Allen	951-308-1706	CA	jerry@solexcontracting.com	2015
Southwestern Services	John S. Lee	817-921-2466	TX	JLee@southwesternservices.com	2017
Sullivan Construction Company	Amanda Sullivan	954-484-3200	FL	amanda@buildwithsullivan.com	2012
Taylor Brothers Construction Company, Inc.	Jeff Chandler	812-379-9547	IN	Jeff.Chandler@TBCCI.com	2014
TDS Construction, Inc.	Robert Baker	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
TJU Construction, Inc.	Tim Uhler	530-823-7200	CA	tim@tjuconstruction.com	2016
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
Travisano Construction, LLC	Peter J. Travisano	412-321-1234	PA	pj@travisanoconstruction.com	2015
Tri-North Builders, Inc.	Randy Danielson	608-271-8717	WI	rdanielson@tri-north.com	2015
Triad Retail Construction	Jay Dorsey	281-485-4700	TX	j.dorsey@triadrc.com	2013
Warwick Construction, Inc.	Walt Watzinger	832-448-7000	TX	walt@warwickconstruction.com	2008
WDS Construction	Ben Westra	920-356-1255	WI	bwestra@wdsconstruction.net	2019
Weekes Construction, Inc.	Hunter Weekes	864-233-0061	SC	hweekes@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
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 to view the profile of each RCA member company.
Click on "Find a Contractor" on the home page to search the member list.

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

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New Advisory Board Members

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 members.



Isyol Cabrera

Isyol Cabrera works for FOCUS Brands, where she was recently promoted to Director, Design & Construction for Carvel and Cinnabon. Originally from Venezuela, Isyol is a visionary, creative professional—an architect by trade. She began with Carvel in 2013 and has worked on the share services team of design and construction for the snacks group within FOCUS Brands as a Director. Isyol's experience includes over 10 years of store development, design, construction, and project management for different companies including Starbucks and Church's Chicken. She is responsible for overseeing the store development phase of a project from initial concept design through construction and store opening. Isyol ensures that the brand's image and operational standards are upheld to reflect Carvel and Cinnabon's current design guidelines and standards.



Charlie Ross

Charlie Ross is Vice President of Construction for Seritage Growth Properties. He was born in Ohio and grew up on the shores of Lake Erie, where water sports and fishing were a major past time. With a degree in Architectural Engineering, his career as an architect was short lived. Upon completion of his first design, he was asked if he would be interested in moving over to the construction department as an Assistant Project Manager. That was 44 years ago and the opportunity and exposure of being on a construction site proved invaluable to Charlie.

During the era of correctional facility shortages across the country, Charlie worked for one of the larger design build firms in the U.S. and abroad. Growth required moving to Colorado for a period of time, working on federal, state and, municipal facilities. Charlie's introduction to retail and commercial development was the reconstruction of the Flats West Bank in downtown Cleveland. When waterfront entertainment, retail, and hospitality became the new growing industry, he furthered his career on the East Coast, the Caribbean, and Mexico.

Managing several projects in Puerto Rico for many years allowed Charlie to establish unique professional relationships that he has kept to this day.



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Member Benefit: Member Directory



Each year, RCA partners with *Commercial Construction & Renovation* to produce and distribute a directory of RCA members. The directory includes a listing of contact information for each RCA member and members can upgrade their listing with a half-page, full color ad for \$300.00.

The directory will be mailed with the November/December issue of *Commercial Construction & Renovation* and will be distributed to approximately 4,500 subscribers (retailers, restaurateurs, GCs), made available at the RCA booth at trade

show, and posted on both the RCA and CCR websites (25,000+ digital subscribers). Contact carol@retailcontractors.org for more information or to reserve your space.

Superintendent Training Program Workshop



RCA is hosting a Superintendent Training Program workshop in Dallas, Monday, December 8 and Tuesday, December 9, 2019, at the Embassy Suites by Hilton - DFW Airport South.

Space is limited for the session. If you don't know who you want to send, you can provide the name later, but be sure to secure your spot now! We will need the names of your attendees two weeks prior to the training date.

This program is applicable for superintendents, project managers, and other staff, however, the certification is limited to those who meet the requirements.

Visit retailcontractors.org for program information and to register for the training.

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