

MAY 2017

MAY

May 3
OSHA SILICA Training
Frost Supply

May 11
BPI in a Box Lunch
Syberg's on Dorsett

May 11
Seal the Deal
Sales Seminar
Syberg's on Dorsett

May 24
Construction Showcase
& BBQ
Queeny Park

JUNE

June 21
Monthly Meeting
III GC HAPPY HOUR

JULY

July 19
Monthly Meeting
LUNCH Mtg

visit
www.asamidwest.com for
a calendar of events.

I would like to start this month's message, reflecting on the fact that my time as president is quickly coming to a close. It has been a great year, and I am looking forward to closing out my time, with one final event.. **The Construction Showcase & BBQ** will be held at Queeny Park again this year. Please note we have moved this event up to May, to enjoy the milder weather this spring. Mark your calendars for May 24, 2017 from 2-7pm. Visit with the top vendors, suppliers, subcontractors, and GC's, featuring the latest and greatest construction tools, equipment, supplies and safety equipment. The Showcase is **FREE** for all attendees. If you are still interested in being an exhibitor, that registration is due by May 15th.

I would also like to take this time to urge everyone with Cardinals tickets to donate them to our **Tickets for the Troops** campaign this year. We are looking for tickets throughout the month of July, all tickets will be donated to members of the US Armed Forces through the USO of Missouri. This program has been able to provide a lot of joy, and family time to our military men and women over the past 8 years. The Tickets for the Troops campaign has collected over 2000 tickets, valued at \$150,000 since 2009. If you would rather donate money, we will purchase tickets for you. Please call Tom McDonnell, with George McDonnell & Sons at (314) 581-1681, or ASA executive director, Susan Winkelmann at (314) 845-0855, if you have tickets to donate, or would like to make a monetary donation to the 2017 ticket campaign!

Due to the BBQ in May, we will not have a regular monthly meeting, but we will host a BPI in a Box Lunch meeting on May 11th, at Syberg's on Dorsett, from 11:30-12:30, This meeting is for subcontractor and supplier members only. Registration is \$25, and includes lunch and a BPI session, visit asamidwest.com to register by May 8th.

Looking forward a bit more, save the date for the June 19th Monthly Happy Hour Membership Meeting, which will feature Illinois GC's, including: Contegra Construction Co., Impact Strategies, The Korte Company, Korte & Luitjohan Contractors, and Poettker Construction Co. Watch your email for additional details, and make plans to join us on June 19th in Illinois.

I look forward to seeing you on May 24th (2-7 p.m.), at the Construction Showcase & BBQ @ Queeny Park! Remember it is a **FREE** event you do not want to miss!

Sincerely,

Amy Heeger
AME Constructors
amyh@ameconstructors.com
President, ASA Midwest Council



TICKETS FOR THE TROOPS

July 2017



The ASA Midwest Council proudly supports the USO with our "Tickets For the Troops" program. Our membership is generous enough to donate Cardinals tickets for the month of July so that soldiers on leave can attend a game with their families. Donations in the past 8 years have totaled over 2,000 tickets with a value over \$155,000.00.

TO DONATE TICKETS, PLEASE CALL:

**Thomas McDonnell,
George McDonnell & Sons**
(314) 581-1681

Susan Winkelmann, ASA Midwest Council
(314) 845-0855



ASA Midwest Council needs your time and talent!

Are you a new member looking to get more involved with the ASA? Or perhaps you are a long time member, and have never joined a committee!

We are always looking for committee members to help with our quarterly events, as well as the ongoing committees, that help run the organization!

If you are interested in joining a committee, see list below and contact the committee chair or contact executive director, Susan Winkelmann 314.845.0855 or susan@asamidwest.com

ASA Midwest Council has been Building. Community. Since 1967!



MIDWEST COUNCIL

Building. Community. For 50 Years.

The American Subcontractors Association-Midwest Council (ASA) is celebrating its 50th Anniversary in 2017!

Join a committee today.

Membership

(Chris O'Hagan)

Programs

(Chris O'Hagan)

Golf *(Jennifer Church)*

Advocacy *(Tim Thomas)*

Awards Gala

(Molly Spowal /Rick Swanson)

Construction Showcase & BBQ

(Amy Heeger/Jim Riportella)

GC Expo

(Walter Bazan, Jr. /Tim Thomas)

Safety

(Mike Sicking)

Brand Development

(Stephanie Woodcock)

Contract Review *(Dick Stockenberg)*

Contact a committee chair today, to join a committee!

There is no monthly meeting in May, due to the ASA Construction Showcase & BBQ on May 24th!

Did you know the Showcase & BBQ is FREE to attend?

May 24th 2-7 p.m. @ Queeny Park

The Showcase is a great way to meet with multiple representatives from many construction industry companies, and see the latest & greatest, new and innovative equipment, tools, technology, and much more....oh and it is FREE for all attendees and includes food & drinks!

www.asamidwest.com for details!

First and Last Impressions

Walter Bazan, Jr.
BAZAN Painting Co.



Everyone knows that you only have one chance to make a first impression. With today's casualness in appearance and texting, it's easy to forget about the importance of a first impression. Your appearance, how you dress, how you present yourself, is very important. It's important to look professional. No, that does not mean that you must wear a coat and tie (although my salesmen do).

An example of the importance is demonstrated in how a competitor of mine, while celebrating an anniversary of their business, decided to run an ad in the newspaper. All their sales/estimators and management showed up for a picture to be taken, all wearing coats and ties and looking sharp. They all understood the importance of the event and of the picture, and wanted to present a professional image. However, most days, this competitor and his people could be found wearing jeans, work boots, and casual shirts, not presenting the same picture they felt was important to show publicly for a newspaper photo. I think clients are most important.

There are other ways you can make a great first impression, through proposals and business correspondence. Is it neat, clearly worded, and typed? Does it have proper grammar? Are your scopes of work detailed and understandable?

Another common mistake I hear many times is in a person's voice message, when they are on the other line or busy. Their voice mail message says, "Please leave your number, and I will call you back at my earliest convenience". To the customer, this says "I'll call you back when I'm good and ready", instead of "I'll call you back as quickly as I can".

The last impression is often how we end a job, or especially in handling problems. Issues need to be addressed quickly. We cannot stick our head in the sand like an ostrich, although we may want to do it. If we're honest, and own up to our mistakes right away, our customers and clients will certainly accept the acknowledgment regarding the problem, and may also be willing to assist you in rectifying the situation. The correct way to handle problems will also show your clients your integrity and your business ethics. In the long run, this can help strengthen the relationship with those very same people.

Pay attention to your first and last impressions!



MIDWEST COUNCIL

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IT IS DUES RENEWAL TIME!
(Payment due by June 30th)

WATCH YOUR MAIL FOR YOUR 2017-18 DUES INVOICE
Dues Invoice will arrive via U.S. Mail

Dues renewal only \$845 per year!
Did you know ASA membership is a company membership & includes all employees of your company for one rate?

Questions? Contact Susan Winkelmann @ 314.845.0855

THANK YOU

to the MEMBER COMPANIES that attended the APRIL monthly meeting:

Affton Fabricating & Welding

American Steel Fabrication

Architectural Sheet Metal

Aschinger Electric

Bazan Painting Co.

Bell Electrical

Bick Group

BlueLine Rental

Boyer Fire Protection

Briner Electric Co.

CE Jarrell Contracting

Commercial Fabrication

CSA Advisors LLC

Cummins Sales & Service

Duct Systems

ELCO Chevrolet

Enterprise Bank & Trust

Fabick Rents

Freeman Contracting

ideas4promos

Integrated Facility Services

J.D. Kutter Insurance

Johnson Controls

K & K Supply

Kirby Smith Machinery

Knapheide Truck Equip.

Lawrence Fabric & Metal

Lizmark Branded Solutions

Midwest Construction

Services & Products

Montgomery Bank

Nu Way

P.M. Leach Painting Co.

Premier Accounting &

Consulting Solutions, LLC

RG Rents

RubinBrown LLP

Sachs Electric

Safety International

Schaeffer Electric

Seal the Deal Too

SFW Partners LLC

T.J. Wies Contracting

UHY LLP

United Rentals

Vinson Mortgage

Wies Drywall



2017 ASA Midwest Council Meetings & Events



May 3

***OSHA's New Silica Standards Training
Frost Supply-complimentary for ASA members***

May 11

***BPI in a Box Lunch
Syberg's on Dorsett***

May 11

***Seal the Deal Sales Seminar
Syberg's on Dorsett***

May 24

***ASA Construction Showcase & BBQ
Queeny Park***

June 21

***Monthly Membership HAPPY HOUR Meeting
Illinois GC Happy Hour***

July 19

Monthly Membership LUNCH Meeting

September 20

***Monthly Membership LUNCH Meeting
L. Keeley Construction***

October 2

***ASA Midwest Council Golf Tournament
Whitmoor Country Club***

Please join us for the

ST. LOUIS CONSTRUCTION SHOWCASE & BBQ

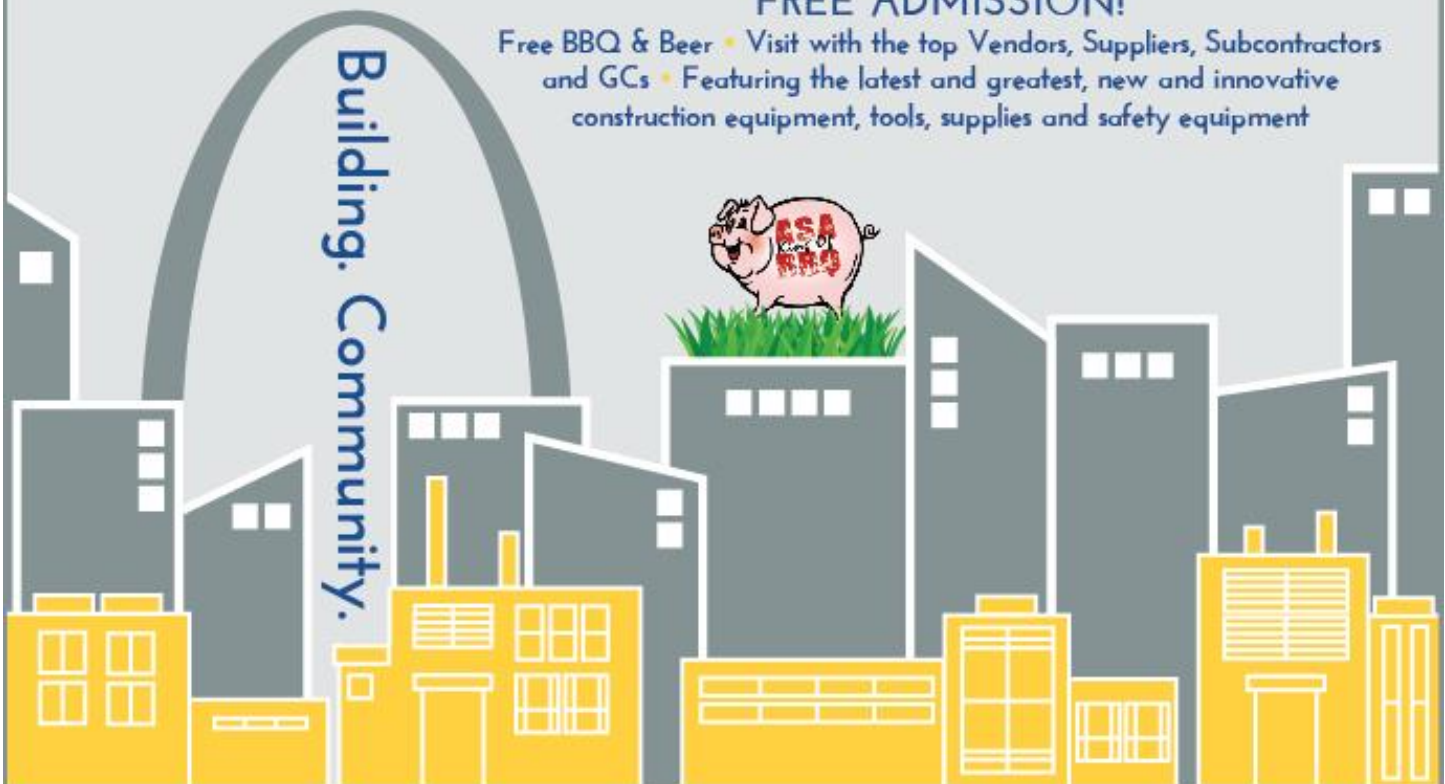
Sponsored by the American Subcontractors Association - Midwest Council



Wednesday, May 24, 2017 • 2:00 - 7:00 p.m. • Queeny Park

FREE ADMISSION!

Free BBQ & Beer • Visit with the top Vendors, Suppliers, Subcontractors and GCs • Featuring the latest and greatest, new and innovative construction equipment, tools, supplies and safety equipment



Visit asamidwest.com for additional details.

**VISIT www.asamidwet.com for
Exhibitor Registration Due May 15th!**

Registration for attendees is FREE!!

Save the Date!

30th Annual
ASA Midwest Council Golf Tournament

Monday, October 2, 2017
Whitmoor Country Club • 11:30 a.m. Tee Time
Sponsorships Available



**SAVE THE DATE FOR THE 30TH ANNUAL
ASA MIDWEST COUNCIL GOLF TOURNAMENT**

**VISIT WWW.ASAMIDWEST.COM
FOR SPONSORSHIP & GOLFER REGISTRATION**

There are only a few short weeks left in the 2017 legislative session. The Senate has been in gridlock most of the month of April while the House continues to roll through its legislative calendar. Lawmakers have been focused primarily on passing the budget for the 2018 fiscal year.

The month of April saw little movement as far as priority legislation for the Republican dominated General Assembly, as bills dealing with prevailing wage, “paycheck protection” and utility regulation modifications have sat mostly idle since House and Senate members returned from their spring break period back in March.

The slowdown has been mainly due to Senator Rob Schaaf and a handful of his allies, as they have partnered to filibuster nearly every piece of legislation that reaches the Senate floor. Schaaf has taken issue with many facets of the lawmaking process this year, in particular, the expansion of managed care for Medicaid patients in the state budget and the lack of movement on some ethics reform bills. The dysfunction in the Senate was highlighted on April 20, as fellow Republican Senator Caleb Rowden questioned Schaaf’s ethics during a heated exchange between the two.

As the backlog of unfinished business continues to mount in the Senate, Capitol observers are looking at the calendar and wondering if the budget will be completed by May 5th, which is the constitutionally mandated deadline. If lawmakers fail to meet that deadline, they will be forced into special session to complete their work on the budget. All business with the state hinges on the passage of a new budget, including giving spending authority to MoDOT for road and bridge projects, monies used for reimbursement to health care providers for care given to Medicaid patients, and numerous other expenses that the state incurs daily. There is no doubt the budget will eventually be completed, the delay makes it difficult for all other legislation to gain momentum.

While the slowdown in the Senate has perpetuated, the House of Representatives has continued to churn out bills. But even as they do, no progress can be made until the Senate is able to move forward.

As frustrations continue to mount in Jefferson City, the clock will continue ticking as the budget deadline nears and final day of the legislative session, May 12 at 6:00 p.m. quickly approaches. Nikki Strong, Strong Consulting Group.

ASA Midwest Council Members

Acoustical Ceilings, Inc.
Affton Fabricating & Welding
AME Constructors
American Burglary & Fire, Inc.
American Steel Fabrication, Inc.
Architectural Sheet Metal Systems
Aschinger Electric
Autco Appliances
Automatic Controls Equipment Systems
Bangert Computer Systems
Bazan Painting Company
BDO USA
Bell Electrical Contractors
Benson Electric Company
Bick Group
Big Boy's Steel Erection
Bi-State Fire Protection Corp.
Bi-State Utilities Company
Bloomsdale Excavating Co.
Blue Line Rental
Boyer Fire Protection
Briner Electric
Building Point Mid-America
Bumpy's Steel Erection LLC
C. E. Jarrell Contracting
CK Power
CMIT Solutions
CNA Surety
CSA Advisors LLC
Car-Doc Automotive
Cardinal Environmental Operations
Cee Kay Supply
CliftonLarsonAllen, LLP
Collins & Hermann
Commercial Fabrication
Convergint Technologies
Corrigan Company
Cummins Sales and Service
Doll Services and Engineering
Drilling Service Company
Duct Systems
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Enterprise Bank & Trust
Envirotech, Inc.
Event Productions, Inc.
Fabick CAT
Fenix Construction Co. of STL
Flooring Systems, Inc.
Foreman Fabricators
Foundation Supportworks by Woods
Freeman Contracting
Frost Supply
Gateway Land Services
Galloway, Johnson, Tompkins, Burr & Smith
GBI, Inc.
George McDonnell & Sons
Golterman & Sabo
Grant Contracting
Greensfelder, Hemker & Gale, P.C.
Guarantee Electrical
H & G Sales, Inc.
HM Risk
Haberberger, Inc.
Hanenkamp Electric
Hayden Wrecking
Heitkamp Masonry
Helitech Civil Construction Division
Hoette Concrete
Hunt Vac Services
Ideas4Promos
Integrated Facility Services
IronPlanet
Irwin Products
J.D. Kutter Insurance
J.F. Electric
JJ Construction Services, LLC
J.W. Bommarito Construction Co.
J.W. Terrill
John J. Smith Masonry
Johnny on the Spot at Republic Services
Johnson Controls
K & K Supply, Inc.
Kaemmerlen Electric
Kaiser Electric
Kay Bee Electric
Kirberg Company
Kirby-Smith Machinery, Inc.
Knapheide Truck Equipment
Landesign LLC
Lawrence Fabric & Metal Structures, Inc.
Leach Painting Company
Liberty Mutual Surety
Lindberg Waterproofing
Lizmark
Luby Equipment Services
Marketeer, Inc.
Martin Fence, LLC
Mays-Maune-McWard, Inc.
Merric
Meyer Painting Co.
Midwest Elevator
Midwest Construction Services & Products
Mobile Mini
Montgomery Bank
Murphy Company
Negwer Door Systems
NES Rentals
Niehaus Building Services
Nu Way
O.J. Laughlin Plumbing Co.
On Site
P & A Drywall Supply
P.M. Leach Painting Co.
Parkway Construction Services
PayneCrest Electric
Pearl Street Electric, LLC
Pirtek Fenton
Precision Analysis, Inc.
Premier Accounting & Consulting
Professional Installers
Professional Metal Works, LLC
Priority Xpress Couriers LLC
QualSafe Solutions
RAI Insurance Group
R.F. Meeh Co.
RGR Equipment LLC
RJP Electric
RM Supply
Raineri Building Materials
Ravensberg, Inc.
Rebar Specialists Installation
Rental Supply, Inc.
Riechmann Transport, Inc.
Ritchie Bros Auctioneers
Rock Hill Mechanical Corp.
RubinBrown LLP
Sachs Electric Company
Safety International, LLC
Sandberg, Phoenix, von Gontard
Schaeffer Electric Co., Inc.
Schmersahl Treloar & Co.
Seal the Deal
Seiler Instruments
SFW Partners, LLC
Signature Craft
Speed Pro Imaging
Stylemaster Apparel, Inc.
Sunbelt Rentals
Swanson Masonry, Inc.
T.J. Wies Contracting
Taylor Excavating
Trojan Iron Works, Inc.
TROCO Custom Fabrication
Tyson Onsite
UHY LLP
United Rentals
Vee-Jay Cement Contracting
Vinson Mortgage
Westport Pools
Wies Drywall and Construction

Each month you will receive an update on the committees within ASA, to keep you informed on current happenings at the committee level. Below are this month's committee reports.

MEMBERSHIP

Do you know a company that would benefit from joining the ASA? Contact membership chairman Chris O'Hagan-chris@jdkutter.com or Susan Winkelmann, ASA executive director-susan@asamidwest.com with any prospective new members. The membership committee will follow up with your contacts, and invite them to the next ASA membership meeting as our guest.

The ASA Midwest Council helps St. Louis subcontractors become more profitable and provides members with numerous benefits. ASA's goal is to make our members more efficient and effective at doing business. We are an organization that helps its members increase their business and make them better at what they do on a daily basis.

ASA Midwest Council provides extensive opportunities to *Learn About and Network with Customers and Peers*: ASA provides a safe place for construction business leaders to discuss their business challenges and opportunities.

Being active in ASA-MWC is a great way to meet with and interact with all of the members of the construction team, including customers and prospective customers.

ASA Midwest Council events are "must attend" for everyone in the St. Louis Construction Community. Our Meet the GC's Expo, Awards Gala, Golf Tournament, and STL Construction Showcase and BBQ, set the standards for all industry events.

ASA Midwest Council events attract those from all aspects of the construction industry including General Contractors, Subcontractors, Suppliers, and the Service Providers to the construction industry.

PROGRAMS

We are always looking for new members for the Programs Committee. If you are interested in participating in the ASA Programs Committee, or have a suggestion regarding programming, please contact Chris O'Hagan, J.D. Kutter Insurance, ASA Program Committee Chairman.

CONTRACT REVIEW

The committee has recently completed its review of the subcontract used by Paric. Next up is a review of CLAYCO's contract. For a copy of the this or any other review, contact Susan Winkelmann, susan@asamidwest.com

If you have other questions regarding the contract review service, contact committee chair, Dick Stockenberg, Sandberg Phoenix, von Gontard at rstockenberg@sandbergphoenix.com.

SAFETY

The safety committee meets the first Thursday of the month at 4:00pm. The location is Fallons Bar & Grill 9200 Olive Blvd. Olivette, Mo. 63132. We are looking for more members. Please consider sending someone from your staff to join our committee. Remember Safety Pays! Due to everybody's busy schedule please call to confirm we are meeting that month. Call Mike Sicking at 314-486-3141 for info.



**ASA Midwest Council is on
Facebook, Twitter & LinkedIn**

ASA White Paper Provides Tips on Project Financing

Construction project insolvency is a major concern of construction subcontractors who provide a large amount of labor and materials to the prime contractor on credit.

A 2015 ASA survey revealed that slow final payment, slow progress payment and pay-if-paid subcontract clauses are among the top concerns of ASA members. All three of these concerns can be traced back to the adequacy of project financing, at least absent predatory behavior by those controlling the cash flow.

ASA's White Paper on Project Financing is intended to help ASA members understand the importance of the creditworthiness of their potential customers. The white paper addresses industry policies and practices, including a review of relevant clauses in contract documents published by ConsensusDocs. ASA's Subcontract Addendum, which is one of the documents in the ASA Subcontract Documents Suite, includes a provision that clarifies the contractor's obligation to provide disclosures to the subcontractor as a condition precedent to the subcontractor's performance.

The white paper also provides tips on protecting your business, including arguments to make to the prime contractor and how to get information on project financing.

The ASA White Paper on Project Financing is available to ASA members free on the ASA Web site at www.asaonline.com.

What the Heck Is Happening with Tax Reform?

"Tax reform is next on the agenda." "We're going to finish healthcare reform before we tackle tax reform." "We're going to pass tax reform before the August recess." "Tax reform is off the table until next year." "We can't pass tax reform without Democratic support." "We're going to craft a tax reform package that we can pass with only Republican votes." On any given day, you may hear some or all of these contradictory statements in a single news show. How is a subcontractor supposed to plan? "Very carefully," according to ASA Chief Advocacy Officer E. Colette Nelson.

"Tax reform is a priority for President Trump and Republicans in Congress," she said. "The problem is that Congress must be willing to eliminate a number of popular deductions and credits in order to simplify the tax code and reduce tax rates low enough that the public feels like it's come out ahead. Or, Congress has to find new sources of tax revenue that can be stomached by a majority of Americans." Eliminating special interest "loopholes" like giving tax breaks to NASCAR and the production of films, will not generate enough revenue to allow Congress to significantly reduce tax rates. That is, to meaningfully cut rates, Congress will have to reduce some of the most popular tax breaks, like the mortgage interest deduction (the House plan does not); the deduction for employer-provided health insurance (the House plan would cap it); the charitable contribution deduction (not likely); and the deduction for retirement-plan contributions (likely to be reduced).

In the alternative or in addition to such steps, Congress will have to come up with new revenue. The House tax reform plan does this with a border adjustment tax—a fancy name for saying that imports would be subject to tax and exports would be tax free. This proposal already has been met with ferocious opposition by retail companies and consumers, who benefit from low-cost imports. According to Nelson, one alternative under consideration is a value-added tax or VAT. The United States is one of the few developed country that does not have a VAT, a type of consumption tax that is placed on a product whenever value is added at a stage of production and at final sale. ASA will continue to report in this newsletter as Congress continues its debate on tax reform.

Disaster at your Company! How would you handle it?

*Michael Sicking
Safety International*

In St. Louis last month we had a very serious disaster at a St. Louis Manufacturing facility had a boiler blow through the roof and landed on a second business. This tragically caused several fatalities and injuries at both places of employment. The first thing I remember thinking was if the companies had a natural and man-made disaster plan in place? There must have been tremendous confusion and fear at both companies as the accident unfolded.

Does your Company have an emergency action plan in the case of a tornado? How about a fire? Explosion? Depending on what your company does are you at risk of a possible terrorist threat. Oh wait, that last one is just probably the competition. All kidding aside, considering where we are located in the U.S. it is reasonable to assume that your company might be subject to a tornado or earthquake. How would you fare if an unexpected emergency happened today? It might be time to consider an Emergency Action Plan. I have listed below a few details that OSHA suggest as to what should be included in a basic emergency action plan. There is a website address of <http://www.osha.gov/Publications/OSHA3088.pdf> which will offer much more information and resources in this area.

When developing your emergency action plan, it's a good idea to look at a wide variety of potential emergencies that could occur in your workplace. It should be tailored to your worksite and include information about all potential sources of emergencies.

Developing an emergency action plan means you should do a hazard assessment to determine what, if any, physical or chemical hazards in your workplaces could cause an emergency. If you have more than one worksite, each site should have an emergency action plan.

At a minimum, your emergency action plan must include the following:

- A preferred method for reporting fires and other emergencies;
- An evacuation policy and procedure;
- Emergency escape procedures and route assignments, such as floor plans, workplace maps, and safe or refuge areas;

What should your emergency action plan include?

- Names, titles, departments, and telephone numbers of individuals both within and outside your company to contact for additional information or explanation of duties and responsibilities under the emergency plan;
- Procedures for employees who remain to perform or shut down critical plant operations, operate fire extinguishers, or perform other essential services that cannot be shut down for every emergency alarm before evacuating; and
- Rescue and medical duties for any workers designated to perform them. You also may want to consider designating an assembly location and procedures to account for all employees after an evacuation.

If nothing else I hope this article has initiated some thought and dialog within your company as to what would we do in the event of an emergency.

As always, if you have any questions please feel free to contact me at any time. Stay Safe!
Mike Sicking, Safety International, LLC

SPONSOR AN UPCOMING MONTHLY MEETING
ONLY \$250-CONTACT SUSAN@ASAMIDWEST.COM FOR INFO.

NO NEW MEMBERS

*Help ASA Midwest Council continue to grow, by inviting someone who would benefit from ASA membership, to join us at the next monthly meeting. All first time **non member** guests are free of charge.
Please register your guest in advance by contacting susan@asamidwest.com*



MIDWEST COUNCIL

Building. Community. For **50** Years.

ASA Meeting Sponsorship

Highlight your company at an
ASA Monthly Meeting

It is only \$250 to be a meeting sponsor.

What do you get for \$250?

*Full Color Sponsor Flyer
Slide in Meeting Presentation.
Microphone time to present company
overview to meeting attendees!
Announcement at Meeting.
Recognition in Newsletter.*

Contact Susan Winkelmann
susan@asamidwest.com
314 845-0855

Sponsorship Rates

Sponsorship opportunities are available in the ASA newsletter. Rates are very reasonable but are limited. Below are the rates. If interested, please call Susan at 314 845-0855.

- Website Rotating \$400/Year
- Website Static \$1,000/Year
- 1/4 Page Monthly \$300/Year
- 1/4 Page Quarterly \$125/Year
- 1/2 Page Monthly \$500/Year
- 1/2 Page Quarterly \$225/Year
- Business Card Monthly \$125/Year
- Business Card Quarterly \$70/Year
- Whole Page 1X \$300 Per Issue
- Whole Page Quarterly \$900/Year
- Classified Ads \$15 Per Issue

ASSOCIATION PARTNERSHIPS:

Mason Contractors Assoc. (MCA)
Contact David Gillick
(314) 645-1966

www.masonrystlouis.com



American Society of Professional Estimators (ASPE)

Contact Mindy Funk or
Cyndi Walker

(314) 596-7695 or
(314) 781-1422

www.stlouis-aspe.org



ASA Meeting Sponsorship

Highlight your company at an
ASA Monthly Meeting

It is only **\$250** to be a meeting sponsor.

What do you get for \$250?

Full Color Sponsor Flyer
Slide in Meeting Presentation.
Microphone time to present company
overview to meeting attendees!
Announcement at Meeting.
Recognition in Newsletter.

Contact Susan Winkelmann
susan@asamidwest.com
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