

OCTOBER

October 19
Monthly Meeting
Holland Construction
Quail Club-Belleville, IL

October 26
Tom Owens Scholarship
Cigar Smoker Fundraiser
Atomic Cowboy

NOVEMBER

November 16
Monthly Meeting
DINNER MEETING
Syberg's on Dorsett

DECEMBER

December 14
Member Holiday Party
CASINO NIGHT
Syberg's on Dorsett

JANUARY

January 11
BPI in a Box Luncheon
Syberg's on Dorsett

January 11
Seal the Deal
Sales Training
Syberg's on Dorsett

January 25
Meet the GC's Expo
St. Charles Convention Ctr

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

OCTOBER 2016

As 2016 starts to wind down, we will all be speaking with our Accounting personnel about closing up the year.

I thought this would be a good time to remind everyone to take advantage of the IRS 179 deduction for 2016. Below is a list of equipment that qualifies for the deduction in 2016.

Please keep in mind that to qualify for the Section 179 Deduction, the equipment listed below must be purchased and put into use between January 1 and December 31 of the tax year you are claiming.

- Equipment (machines, etc.) purchased for business use
- Tangible personal property used in business
- Business Vehicles with a gross vehicle weight in excess of 6,000 lbs.
- Computers
- Computer "off the shelf software"
- Office Furniture
- Office Equipment
- Property attached to your building that is not a structural component of the building (i.e.: a printing press, large manufacturing tools and equipment)
- Partial Business Use (equipment that is purchased for business use and personal use: generally, your deduction will be based on the percentage of time you use the equipment for business purposes).

For the year of 2016, businesses are still allowed to depreciate 50% of the cost of equipment that has been bought and put in service in 2015 and 2016.

After 2017, the depreciation percent drops by 10% a year, so make the most of it while you can!

Sincerely,

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



The Quail Club
8303 Concordia Church Rd.
Belleville, IL 62223

Join a committee today.

Membership

(Chris O'Hagan)

Programs

(Chris O'Hagan/Steve Giacin)

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)

Most committees meet every 4 weeks, contact a committee chair today, to join a committee!



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CONTACT:

David Kedney
Sales Director
(312) 636-4234

www.IronPlanet.com

**OCTOBER 2016
MONTHLY MEETING
MEMBER DINNER MEETING
Quail Club-Belleville, IL
Wednesday, October 19, 2016**

Please join **Holland Construction & ASA Midwest Council** on Wednesday, October 19th for a **FREE** Subcontractor Appreciation Dinner/ASA Monthly Meeting at the Quail Club in Belleville, IL from 5:00p.m. to 9:00 p.m. Dinner and drinks hosted by Holland Construction!

Spend the evening with over 30 Holland Construction employees on October 19th, including Bruce Holland, CEO; Mike Marchal, President; Scott Schanuel, Sr. Director of Business Development; Ron Glaser, VP of Pre-Construction; Jim Riess, VP of Estimating; and Chris Funston, Sr. Project Manager.

REMEMBER YOU MUST RSVP TO lmuskopf@hollandcs.com by October 12th, and there is no charge to attend for ASA Members!

MEETING AGENDA:

5:00-6:00 p.m.-Networking/Cocktail Hour.

6:00 p.m. DINNER

7:00-9:00 p.m. Networking

REGISTRATION IS COMPLIMENTARY THIS MONTH, AS DINNER IS HOSTED BY HOLLAND CONSTRUCTION.

Invite a non member guest to this meeting as it is one of the best ways to introduce non members to all the benefits of ASA!.

See you in Illinois on October 19th!

**11th ANNUAL CASINO NIGHT
Members Only Holiday Party**



**Wednesday, December 14th
Syberg's on Dorsett
6:30 p.m. to 10:00 p.m.**

Don't miss the 11th Annual ASA Midwest Council **Casino Night Holiday Party!!**

This is an ASA Member's Only event, but please register and bring your spouse or significant other, and join us for some holiday cheer ASA style!!

**\$75 per person includes
Hosted Bar, Appetizers, Gaming, &
a Chance to Win Great Prizes!!**

**Register www.asamidwest.com
by December 9th.**

(no shows not canceled by 12.9.16 will be charged)

Again this year we will conduct a food drive to benefit the **St Louis Area Food Bank**, so please bring canned goods to donate to this worthy cause. Last year we collected over 500 lbs. of food, which provides meals to the area's neediest families.

*(No complimentary guests in December
as this is a members only event, which replaces the
usual monthly meeting)*



ASA Midwest Council is on Facebook, Twitter & LinkedIn
Follow ASA Midwest Council for the latest news and information.

Getting a Jump on your Taxes

Mark O'Donnell
Schmersahl Treloar & Co.



October marks the beginning of the last quarter, only about 90 days left in 2016. Nine months are in the books and most backlogs run well into if not through 2017. As a result, it is a good bet 2016 will be another profitable year for subcontractors. And of course, profit inevitably means tax.

This year, thanks to laws passed at the end of last year, we already have clarity of what the tax law will be for 2016, especially the all-important 'Section 179' deduction limits (see below). As a result, there is more time to make an effective tax plan, assuming you start in time to execute it.

So first things first, collect the basic tax planning information you will need ... or grab your accountant and get it from him;

- Company profit so far this year, and a profit estimate for the entire year.
- Estimates of the more significant 'book to tax' adjustments to your income for 2016 (e.g. depreciation).
- The appropriate tax brackets for both you personally and your company if it is a 'C' status corporation.

There have not been significant changes to the income tax law that will impact 2016, so the rules are about the same. However, there are a few high impact tax planning ideas to help manage your 2016 tax to a practical minimum;

- The general limit for 'Section 179' deductions is \$500,000 for 2016 and 2017. In addition the 50% bonus depreciation is available as well. These popular deductions permit current year deductions for up to the full cost of certain kinds of property, including most personal property. Since many big ticket items take more than a few weeks lead time to deliver and install, now is the time to start planning for these purchases.
- Harvest some capital gains, and maybe some losses. If you have been along for the ride in the current stock market, it may be time to take some gains. The relatively low rates for long term capital gains are very attractive for many taxpayers. In addition, if you also have some dogs that may not be coming back, selling those will help reduce the tax on the gains harvested.

- If you are planning a donation to a public charity, consider donating appreciated securities. You will get a deduction for the full fair market value of the securities. A much better result than selling the stock (and paying the tax) then making the donation.

- Take a hard look at the 'R+D Credit'. Many contractors and suppliers qualify for the credit, e.g. electricians, mechanical contractors & fabricators. If you design or redesign your end product, the labor and part of the materials will qualify as "expenditures" for the credit.

Keep in mind tax planning is not just a one year exercise and is not just about plain old income tax, and accordingly this is not a "D.I.Y." exercise. The plan should focus on minimizing tax for 2016 and 2017. In addition, your plan needs to consider regular income tax, alternative minimum tax, capital gain tax, net investment income tax and more. Accordingly, develop your 2016 / 2017 tax plan with your tax and / or investment advisor before taking any action.

Finally on year end planning for income tax ... a heads up. Some filing due dates change in 2017. In particular, C status corporations will be due April 15 (in the past, March 15), and partnerships will be due March 15 (in the past April 15).

P.S. - The last quarter of each year is also a good time to check on your wills, trusts, buy sell agreements, etc. as well as the beneficiary designations for your retirement plans, life insurance, annuities, etc. If you look at them annually, it is more likely they will be up to date with your current circumstances when you really need them.



Building. Community.



The Tom Owens Memorial Scholarship is a 501(c)(3) non-profit organization that provides financial assistance to qualified candidates who are part-time or full-time students who attend or will be attending accredited junior college, college, university or post-graduate institutions. Please consider making a tax deductible donation to the Tom Owens Memorial Scholarship Fund to further our cause today.

CIGAR SMOKER FUNDRAISER OCTOBER 26th

Visit www.asatomsf.com for additional information
*For additional information about the Scholarship Fund contact
Chris O'Hagan, J D Kutter Insurance -chris@jdkutter.com*

THANK YOU

to the MEMBER COMPANIES that attended the SEPTEMBER monthly meeting:

Affton Fabricating & Welding	Convergint Technologies	ideas4promos	RM Supply
AME Constructors	Corrigan Company	J.D. Kutter Insurance	RubinBrown LLP
American Steel Fabrication	Duct Systems	John J Smith Masonry	Sachs Electric Co.
Bangert Computer Systems	Enterprise Bank & Trust	Johnson Controls	Sandberg Phoenix
Bazan Painting Co.	Event Productions	Lawrence Fabric & Metal	von Gontard
Bi-State Fire Protection	Fabick	Lizmark	Schmersahl Treloar & Co.
Bi-State Utilities	Foreman Fabricators	Mobile Mini	Seal the Deal Too
Briner Electric	Frost Supply	Montgomery Bank	SFW Partners LLC
CMIT Solutions	George McDonnell & Sons	O J Laughlin Plumbing Co.	T.J. Wies Contracting, Inc.
	Hayden Wrecking	RG Rents	UHY LLP
			United Rentals
			Vinson Mortgage Group

Upcoming ASA Midwest Council Meetings & Events

- | | |
|--------------------|---|
| October 19 | Monthly Membership Meeting
<i>Quail Club-Belleville, IL-Holland Construction.</i> |
| October 26 | Tom Owen's Scholarship Cigar Fundraiser
<i>Atomic Cowboy in the Grove</i> |
| November 16 | Monthly Membership DINNER Meeting
<i>Syberg's on Dorsett</i> |
| December 14 | Casino Night Holiday Party
<i>Syberg's on Dorsett</i> |
| January 11 | BPI in a Box
<i>Syberg's on Dorsett</i> |
| January 11 | Seal the Deal Sales Training
<i>Syberg's on Dorsett</i> |
| January 25 | Meet the GC's Expo
<i>St. Charles Convention Center</i> |
| April 1 | 24th Annual ASA MWC Awards Gala
<i>The Four Seasons Hotel St. Louis</i> |



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Meet the Trimble Rapid Positioning System



It's the newest essential tool in the construction toolbox. Created especially for common layout jobs on the building construction site, it's got everything you need to measure positions faster, more easily, and more accurately.

Special Deal: Purchase an RPT600 by 12/31/16 and get \$500 off.



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ASA EXCELLENCE IN ETHICS AWARDS 2016

ASA will honor selected firms that demonstrate the highest standards of internal and external integrity during an awards ceremony at the ASA annual convention, SUBExcel 2017, March 15-18, 2017, in Denver, Colorado.

HELPFUL LINKS

- Watch the Excellence in Ethics Awards [Video](#).
- Download the 2016 Excellence in Ethics Awards [Brochure](#).
- Download the 2016 ASA Excellence in Ethics Awards [Application](#).
- ASA provides useful model documents to help with your submission and your ethics program. View the 2016 Excellence in Ethics Awards [Resource Guide](#).
- Download the 2016 ASA Excellence in Ethics Awards [Timeline](#).
- [ASA's Excellence in Ethics Awards Program Q&A LinkedIn Group](#)—a forum for getting answers to your questions about the award and application process. This forum includes current award recipients who have been through the application process and are willing to help guide new applicants through their application process.
- Recipients of the 2015 ASA Excellence in Ethics Awards may re-apply for 2016 using the [Re-Certification Form](#).



AMERICAN
SUBCONTRACTORS
ASSOCIATION

APPLICATION DEADLINE:

DECEMBER 16, 2016



SAVE THE DATE!!

**ASA MIDWEST COUNCIL'S
15th Annual
MEET THE GC'S EXPO**

Wednesday, January 25th 2017

**3:00-4:30 p.m. MEMBERS
ONLY**

**4:30-7:00 p.m. ALL ATTENDEES
WELCOME**

St. Charles Convention Center

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

All the legislative activity for the month of September seemed to be jammed into the week of September 12, as lawmakers gathered for the annual veto session in Jefferson City.

Numerous committee hearings were held at the beginning of the week of veto session, then the process of overriding vetoed bills took place on Wednesday, September 14. Of the 20 bills vetoed by Governor Jay Nixon, the legislature overrode 13 of them, planting Nixon firmly in first-place as the most overridden Governor in state history.

Many Capitol observers point to the fact that the Governor has never engaged with the House and Senate on legislative matters as the reason for his many vetoes. Both Democrats and Republicans have spoken about their frustrations with Nixon over his lack of involvement.

Two bills of interest to ASA were overridden during veto session, the first being House Bill 1763, changes the laws regarding Workers' Compensation large deductible policies issued by an insurer, was vetoed by Nixon over some drafting errors. However, the Reviser of Statutes said the errors can be fixed internally. House Bill 1713 will also become law over the opposition of the Governor. This bill allows any political subdivision to use a design-build contractor for water and wastewater treatment projects. The Governor issued his veto because of an amendment added that changes the makeup of the Clean Water Commission.

Senate Bill 656 was the big newsmaker, and received more than the necessary two-thirds majority of votes in both chambers. This bill modifies Missouri's gun laws as they relate to conceal-carry permits, unlawful use of weapons crimes, and the so-called "stand your ground" self-defense provision.

Also making headlines was voter ID legislation. House Bill 1631 would require voters to provide photo identification before they could receive a ballot. Proponents stated this will cut down on election fraud, while those opposed say the bill disenfranchises some voters who may not have a way of getting the necessary photo ID. The Governor's veto was also overridden on this bill, but this legislation will not automatically become law, as it calls for the measure to be placed on the November ballot, where voters of the state will ultimately decide its fate.

All bills vetoed by the Governor become law 30 days after their override, with the exception of the Voter ID bill mentioned above. As pointed out above, that bill must go to the vote of the people in November to be approved.

The halls of the Capitol will remain quiet now, as lawmakers have returned to their home districts and will turn their focus to the General Election slated for November 8. The outcome of the Governor's race will be monitored closely, as it will set the tone for the relationship between the legislature and the Executive Branch for the next four years. 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
Automatic Controls Equipment Systems
Bangert Computer Systems
Bazan Painting Company
BDO USA
Bell Electrical Contractors
Benson Electric Company
Bick Group
Bi-State Fire Protection Corp.
Bi-State Utilities Company
Bloomsdale Excavating Co.
Blue Line Rental
Briner Electric
Brock Industrial Services
Building Point Mid-America
Bumpy's Steel Erection LLC
C. E. Jarrell Contracting
CK Power
CMIT Solutions
CNA Surety
Car-Doc Automotive
Cardinal Environmental Operations
Cee Kay Supply
CliftonLarsonAllen, LLP
Cohen Architectural Woodworking
Collins & Hermann
Commercial Fabrication
Convergint Technologies
Corrigan Company
Deep Foundations, LLC
Doll Services and Engineering
Drilling Service Company
Duct Systems
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Enterprise Bank & Trust
Envirotech, Inc.
Event Productions, Inc.
Excel Fire Protection. Inc.
Fabick CAT
Fenix Construction Co. of STL
Flooring Systems, Inc.
Foreman Fabricators
Foundation Supportworks by Woods

Freeman Contracting
Frost Supply
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.
Haberberger, Inc.
Hanenkamp Electric
Hayden Wrecking
Heitkamp Masonry
Helitech Civil Construction Division
Hoette Concrete
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.
Mays-Maune-McWard, Inc.
McCarthy, Leonard & Kaemmerer
Merric
Meyer Painting Co.
Midwest Elevator
Mobile Mini
Montgomery Bank

Murphy Company
Negwer Door Systems
NES Rentals
Niehaus Building Services
Nigel's Flooring
Nu Way
O.J. Laughlin Plumbing Co.
On Site
P & A Drywall Supply
Parkway Construction Services
PayneCrest Electric
Pearl Street Electric, LLC
Pirtek Fenton
Precision Analysis, Inc.
Professional Installers
Professional Metal Works, LLC
Priority Xpress Couriers LLC
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RubinBrown LLP
Sachs Electric Company
Safety International, LLC
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Zurich Surety

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.



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

PROGRAMS

The programs committee has finalized the calendar through December 2016. 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, or Steve Giacin, Professional Installers, ASA Program Committee Co-Chairs.

CONTRACT REVIEW

Beware of "Cross-Contractual Set-Off" clauses. If you have more than one subcontract with the same general contractor, each subcontract should stand independent of the other. Therefore, you should not agree to any term which would allow money which is due you on one of the subcontracts as a set-off against any claim which the general contractor may assert against you arising out of the other subcontract.

If you have other questions, contact committee chair, Dick Stockenberg, rstockenberg@sandbergphoenix.com.

SAFETY

The safety committee meets the first Thursday of the month at 3:30PM. The location is variable depending on attendance. We are looking for more members. Please consider sending someone from your staff to join our committee. Remember Safety Pays! Call Mike Sicking at 314-486-3141 for information about the ASA Safety Committee.

Electronic Entries Now Accepted for ASA's Excellence in Ethics Awards

Electronic entries for ASA's Excellence in Ethics Awards will be accepted this year, but the sealed letters of recommendation still must be submitted by mail. Subcontractors that are committed to professionalism and sound business practices are encouraged to apply for the ethics awards by the Dec. 16, 2016, deadline.

ASA provides a comprehensive timeline, along with a robust resource guide, to help applicants meet a number of critical milestones that must be met leading up to the deadline. The timeline and resource guide can be extremely useful for those subcontractors who have not yet developed a formal ethics program and policy. The guide, for example, contains model documents, such as sample recommendation letter requests and model policies on topics ranging from competition and conflicts of interest to internal procedures and whistle blowing.

Each applicant is required to respond to questions concerning the firm's corporate ethics policies and procedures, its construction practices, and its general business practices. Each applicant also is required to submit detailed documentation, including sealed letters of recommendation from a customer, a competitor, and a supplier.

Learn more in the Ethics brochure and application. ASA will present the 2016 Excellence in Ethics Awards during SUBExcel 2017, which will take place March 15-18, 2017, in Denver, Colo.

For details and information about the ethics awards, visit "Education & Events" on the ASA Web site.

Are You Taking Advantage of Free HR Services Provided by SESCO Management Consultants?

ASA members receive complimentary human resources services provided by SESCO Management Consultants, including:

Free Telephone/Email Consultation—The SESCO staff is available to answer your questions at no charge. Whether you have a federal or state employment compliance question such as wage and hour, FMLA, COBRA, INS, or Equal Employment.

Free Handbook Review—The SESCO Staff will review and analyze your current employee handbook or policies to ensure compliance with federal and state employment regulations, as well as to ensure the employee handbook is effective.

The SESCO Report—SESCO's monthly newsletter is available to ASA members.

SESCO also offers ASA members a discount on its Management/Employee Satisfaction Survey Program. "Employee morale is at the core of whether a company is profitable and successful," said Jamie Hasty, SESCO. "This program can help ASA-member companies identify employee relations issues that may be impeding optimum productivity and quality customer services."

For each ASA member that joins the Management/Employee Satisfaction Survey Program, SESCO will customize a survey that will be sent to the subcontractor's employees. The survey can be performed on- or off-site, by mail or online. SESCO receives the confidential survey responses, then supports each company in reviewing, understanding and addressing survey results. The analysis will also include exclusive benchmarking to an ASA-member database.

ASA members interested in participating in the employee satisfaction survey program, or any other HR service provided by SESCO, may contact a SESCO consultant at (423) 764-4127 or sesco@sescomgt.com and identify themselves as an ASA member.

Do you know the INS and the OUTS of what is considered a recordable injury and what is considered First Aid? By Mike Sicking, ***Safety International***

Many small contractors are faced with the overwhelming decision, "Record the injury or not" I have a little help for you below that may take some of the guesswork out of this:

	Recordable (Medical Treatment)	Non-recordable (First Aid)
Visits to Health Care Professionals	Any condition that is treated, or that should have been treated, with a treatment not on the first aid list	Visits solely for observation, testing, or to evaluate diagnostic decisions Visits solely for counseling Diagnostic procedures, including prescribing or administering of prescription medications used solely for diagnostic purposes Procedures defined in the final rule as first aid
Cuts, Lacerations, Punctures, and Abrasions	Sutures (stitches) Staples Surgical glue Treatment of infection with prescription meds on any visit Application of prescription antiseptic or a non-prescription antiseptic at prescription strength Surgical debridement (cutting away dead skin)	Any wound coverings or bandaging by any medical personnel [below] Liquid bandage Cleaning, flushing or soaking wounds on the surface of the skin; Using wound coverings such as bandages, Band-Aids TM , gauze pads, etc.; or using butterfly bandages or Steri-Strips TM
Inoculations	Hepatitis B vaccine or rabies vaccine Vaccinations necessary to enable the employee to perform work duties	Tetanus immunizations
Splinters	Foreign bodies which require more than simple means to remove because of their location, depth of penetration, size, or shape	Removing foreign bodies from the eye using only irrigation or a cotton swab; Removing splinters or foreign material from areas other than the eye by irrigation, tweezers, cotton swabs or other simple means (needles, pins or small tools)
Strains, Sprains, and Dislocations	Casts or immobilization with rigid stays Chiropractic manipulation Exercises recommended by a health care professional who trains the worker in the proper frequency, duration and intensity of the exercise Physical therapy	Hot or cold therapy Any non-rigid means of support, such as elastic bandages, wraps, non-rigid back belts, etc. Finger guards Temporary immobilization devices while transporting an accident victim (e.g., splints, slings, neck collars, back boards, etc.).
Burns, skin rashes, and blisters	Any conditions that result in days away from work, restricted work, transfer to another job, or medical treatment beyond first aid	Draining fluid from a blister
Bruises/contusions	Draining of bruises by needle	Soaking therapy Hot or cold therapy
Medications	Prescription medication, whether given once or over a longer period of time Prescription medication, whether that prescription is filled or taken or not Non-prescription medication administered or prescribed at prescription strength	Non-prescription medicines at non-prescription strength, whether in ointment, cream, pill, liquid, spray, or any other form
Oxygen	Oxygen administered to an employee exposed to a substance who exhibits symptoms of an injury or illness	Oxygen administered purely as a precautionary measure to an employee who does not exhibit any symptoms of an injury or illness
Physical Therapy	Exercises recommended by a health care professional who trains the worker in the proper frequency, duration and intensity of the exercise Physical therapy	
Loss of Consciousness	Loss of consciousness which results from a workplace event or exposure (e.g., chemicals, heat, an oxygen deficient environment, a blow to the head)	Loss of consciousness due solely to epilepsy, diabetes, narcolepsy, or other personal health condition Due to voluntary participation in a wellness or similar program (e.g., company sponsored blood donation)

THANK YOU TO OUR SEPTEMBER MEETING SPONSOR

FROST TOOL & FASTENING

Professional Metal Works, LLC

SFW Partners, LLC

Help ASA Midwest Council continue to grow, by inviting someone who would benefit from ASA membership, to join us at the October 19th monthly meeting.

All first time non member guests are free of charge.

Please register your guest in advance by contacting susan@asamidwest.com

Sponsorship Rates

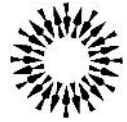
Sponsorship opportunities are available in the ASA newsletter. Rates are very reasonable but are limited. Below are the rates. If interested, please call Susan at 314 845-0855.

- | | |
|---------------------------|-----------------|
| • 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



SAVE THE DATE!!

ASA MIDWEST COUNCIL'S 15th Annual MEET THE GC'S EXPO

Wednesday, January 25th 2017

**3:00-4:30 p.m. MEMBERS
ONLY**

**4:30-7:00 p.m. ALL ATTENDEES
WELCOME**

St. Charles Convention Center

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.*

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