

JULY 2016

JULY

July 20
Monthly Meeting
LUNCH MEETING
Syberg's on Dorsett

AUGUST

August 17
Monthly Meeting
DINNER MEETING
Syberg's on Dorsett

August 19
ASA PAC FUNDRAISER
Claybird Shoot

SEPTEMBER

September 21
Monthly Meeting
DINNER MEETING
Syberg's on Dorsett

OCTOBER

October 3
29th Annual
ASA Golf Tournament
Whitmoor CC

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

I would like to thank the membership, the board of directors, the nominating committee, and all of the past presidents before me, for allowing me this opportunity to serve as the president of the ASA Midwest Council.

During the next year I would like to see the ASA grow in membership, while we continue to provide support and valuable resources to our existing members.

We have all seen the economy strengthen over the past year and a half, and it will be interesting in this election year, to see how it holds up. Now more than ever, it will be important to continue to utilize all the great ASA membership benefits, such as our contract review resource, monthly BPI sessions (Business Practice Interchange), educational programs coming up this fall, as well as the great networking resources that the ASA provides its members.

Having just helped organize and work the annual ASA Construction Showcase & BBQ, I can attest to the benefits of networking with our members and other businesses in our industry. It was once again a successful event, and attended by many ASA members and non-members from the Saint Louis area. Organizing and participating in events like these can only strengthen our organization and in turn, all of our businesses.

I look forward to working with, and hearing from all of you in the coming year.

Sincerely,

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



Syberg's on Dorsett
2430 Old Dorsett Road
Maryland Heights, MO

Directions: Exit HWY 270 at the Dorsett Exit. Go east on Dorsett, and a left onto Old Dorsett Road to Syberg's.

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!



**THE BEST WAY TO BUY AND
SELL USED EQUIPMENT.
PERIOD.**

CONTACT:

David Kedney
Sales Director
(312) 636-4234

www.IronPlanet.com

JULY 2016
MONTHLY MEETING
MEMBER LUNCH MEETING
Syberg's on Dorsett
Wednesday, July 20, 2016

2016-17
ASA Midwest Council
Officers
&
Board of Directors

Please join us Wednesday, July 20th at Syberg's on Dorsett @ 11:30 a.m. for the ASA Midwest Council Monthly Membership Lunch Meeting. Our Speaker will be Missouri Representative Anne Zerr.

Representative Zerr will provide an overview of current legislative initiatives supported by ASA and the subcontractor community.

Representative Zerr represents the 65th District of Missouri, part of St. Charles city.

MEETING AGENDA:

11:30-12:00-Networking

11:30-12:00-BPI (Business Practice Interchange-subcontractor/supplier members only.)

12:10-Lunch & Announcements

12:30-1:00 p.m.-Legislative Overview with Representative Anne Zerr.

BPI Companies:

Anheuser Busch

Brinkmann Construction

Burns McDonnell

Christner

Eagan Building Group

Fred Olivieri Construction

Lakeview Construction

Lawrence Group

New Ground

Ottolino Winters Huebner

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

First time non member guests are FREE, but should be registered in advance with the ASA office. susan@asamidwest.com

Register online-www.asamidwest.com
by Friday, July 15,2016

President

Amy Heeger, AME Constructors

Vice President

Val Perales, Bazan Painting Co.

Secretary

Jennifer Church, United Rentals

Treasurer

Mark O'Donnell, Schmersahl Treloar & Co.

Immediate Past President

Kevin Douglas, Freeman Contracting

Directors:

Chris O'Hagan, J.D. Kutter Insurance

Jeffrey Loebner, Envirotech

Rich Russell, Sachs Electric Co.

Brian Hayden, Hayden Wrecking

Tom Henson, Affton Fabricating & Welding

Staff:

Executive Director: Susan Winkelmann



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

Missing Sales Opportunities

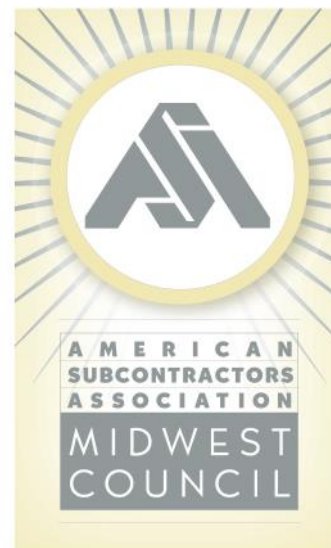
*Tom Woodcock
Seal the Deal*



So often I meet with individuals that want to improve their sales numbers. I map out a killer sales and marketing strategy. They're pumped and ready to go. They're on it at the first step. Getting moving with step two. A lead, even better an opportunity. Then BANG! They get wrapped up in a bid, employee issue or bookkeeping. They're going to miss step three. I ride them hard to stay engaged with their sales effort and I'm reassured once they get over this hump they're all in. Sound familiar? The single biggest sales killer is simply not doing the work. It really doesn't matter if you have the most incredible sales and marketing plan ever created if you don't work it. Companies spend ridiculous amounts of money to try and straighten out their sales dynamic only to be disappointed in the final results. Missing a key association meeting, losing a business card, or not making a scheduled networking event may be small lapses separately, but when you start combining them together you have a sales effort full of holes.

Whether the construction market is strong or weak, the fight to win consistent, loyal clients is always intense. Competition doesn't enjoy your success and celebrates your failure. How do you feel when you beat an aggressive competitor on a bid? Well, that's how they feel about you! Your good customers are never locked in without circling the sales wagons around them. Not adding new ones assures that your business will simply rise and fall with market conditions.

I will at times get a call, email or text from a client saying; "Sorry, Tom. I just can't pull away to make the game, association meeting, networking event..." Initially, being the core sales manager I am, I'm disappointed. The event or meeting has been planned, scheduled and strategized. Now something has come up. That event is now gone and so are the leads. Oh, there's always next time. True, there is usually a next time. My most successful clients start out forcing themselves to do the sales work they know they need too. Then they progress to giving their sales work priority in their schedules. Finally, making the sales work part of the overall company culture. They control their sales destiny and they blow people away when it comes to profitability. True sales performance hinges on consistency in sales efforts. Effort equates to results as much as 1+1=2. Most poor sales efforts I review are riddled with shoddy sales participation. I can certainly sell you a lot of shoes when I'm paying you to take them. The goal is to sell the shoes at the highest price the customer is willing to pay. I may sell less, but I'll make more! Seizing sales opportunity.



Building. Community.

SAVE THE DATE!

29th Annual 
ASA Midwest Council Golf Tournament

Monday, October 3, 2016
Whitmoor Country Club • 11:30 a.m. Tee Time
Sponsorships Available



THANK YOU

to the MEMBER COMPANIES that attended the MAY monthly meeting:

AME Constructors	Enterprise Bank & Trust	IronPlanet	RubinBrown
American Steel Fabrication	Event Productions	J.D. Kutter Insurance	Safety International
Bazan Painting Co.	Fabick	Johnson Controls	Sandberg Phoenix
BDO USA	Freeman Contracting	Knapheide Truck Equip.	von Gontard
BlueLine Rental	Frost Supply	Meyer Painting Co.	Schaeffer Electric
Briner Electric	George McDonnell & Sons	Midwest Elevator	Schmersahl Treloar & Co.
Building Point MidAmerica	Golterman & Sabo	Mobile Mini	Seal the Deal
Car-Doc Automotive	Guarantee Electrical	Montgomery Bank	Seiler Instrument
CNA Surety	Hutson Gobble LLC	Pac Van	T.J. Wies Contracting, Inc.
Duct Systems	Ideas4promos	Pirtek Fenton	UHY LLP
ELCO Chevrolet Cadillac	Integrated Facility Services	Professional Installers	United Rentals
			Vinson Mortgage Group

STL CONSTRUCTION SHOWCASE & BBQ

June 15, 2016@ Queeny Park

Thank you to our event sponsors
*AME Constructors, American Steel Fabrication, Envirotech
Fabick, K & K Supply, McCarthy Building Co.'s
OnSite, RM Supply, Traffic Control*

Congratulations to our 2016 BBQ competition winners:



BBQ Champions– Goedecke Company



2nd Place-Alberici Constructors



3rd Place-Luby Equipment /Kirberg Company

FOR MORE EVENT PHOTOS VISIT WWW.ASAMIDWEST.COM

Upcoming ASA Midwest Council Meetings & Events

July 20

Monthly LUNCH Membership Meeting
Syberg's on Dorsett

August 17

Monthly DINNER Membership Meeting
Syberg's on Dorsett

August 19

ASA PAC FUNDRAISER
Claybird Shoot

September 21

Monthly DINNER Membership Meeting
Syberg's on Dorsett

October 3

ASA MWC's 29th Annual Golf Tournament
Whitmoor Country Club

October 19

Monthly Membership Meeting

November 16

Monthly Membership Meeting



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



Building. Community.

Please join us for the 29th Annual

ASA Midwest Council Golf Tournament

Monday, October 3, 2016 • Whitmoor Country Club • 11:30 a.m. Tee Time

Reservations Required • Sponsorships Available

All-Inclusive Registration:

Golf Gift • Course Games • Lunch Buffet • Cocktail Hour • Steak Dinner • Live & Silent Auctions



Visit asamidwest.com to register.

info@asamidwest.com or (314) 845-0855 for additional details.

***GOLFER REGISTRATION IS NOW OPEN
GREAT SPONSORSHIPS AVAILABLE***

VISIT WWW.ASAMIDWEST.COM FOR ALL THE DETAILS

info@asamidwest.com for additional information!

The halls of the Missouri State Capitol are quiet now, as the legislative session has wrapped up and members of the General Assembly have returned to their home districts. Legislators will now begin their fundraising and campaign season in earnest, as the August 2 Primary Election date draws closer. The Governor's office meanwhile, has the daunting task of reviewing all bills that passed during session and that now await further action. As his office completes the review process, the bills will be either signed into law or vetoed over the next several weeks.

None of the bills that were priorities for ASA have been signed by the Governor as of the writing of this report, though we haven't been told of any objections he may have, and we expect him to take action soon. However, if the Governor decides to take no action on any of the bills by July 14, the bills will simply become law.

Although session has ended for the year, that doesn't mean legislators have nothing to do. Many interim committees will be meeting during the off-season, in an effort to study certain issues and make recommendations for possible legislative action when the new session convenes in January.

Senate President Pro-Tem Ron Richard has named an Interim Committee on Utility Regulation and Infrastructure Investment after a bitter fight between utilities, consumer groups and industrial groups over utility rates and infrastructure replacement. This battle has gone on for several years now, and all Capitol observers hope a solution is near. Also set to meet is the Senate Interim Committee on Long Term Care Facilities, which will be looking at the review process for the construction of new facilities. The Senate Interim Committee on MO HealthNet Pharmacy Benefits will also convene and study the massive cost increases associated with prescription medications for Medicaid patients. This expense by itself has used up almost all additional revenue the state has seen the last few years, with no end in sight.

State House members will again participate in the Joint Committee on State Employee Wages, in an effort to address the lagging pay scale seen by state workers. Missouri has consistently ranked 49th or 50th in the nation over the last several years on wages paid to its employees. The end result of this has been difficulty in recruiting qualified workers, and the retention of well trained, seasoned employees. A solution to the problem is not without cost, as the state of Missouri has nearly 60,000 employees. Even a modest pay adjustment will cost tens of millions of dollars.

Finally, Capitol observers will be watching to see which legislators might resign from office early in order to enter the lobbying corps. A new law, passed by the General Assembly and signed by Governor Nixon, mandates a six month "cooling off" period before an elected official can become a lobbyist. New laws become effective on August 28, thereby forcing any would be legislator-turned-lobbyist to abandon their seat by that date. Many argued that the state shouldn't be able to mandate where and how a person can be employed once they leaves the ranks of the General Assembly. Others disagreed, saying legislators desiring to be lobbyists can have too much influence on the legislative process and the pressure is too great for them to do favors without the waiting period.

We will continue to watch for action by the Governor on ASA's priority legislation. Additionally, as political campaigning kicks into high gear, we will continue to meet with candidates who have the best interests of ASA and the construction industry in mind. Nikki Strong, Strong Consulting.

ASA Midwest Council Members

Acoustical Ceilings, Inc.
ADP
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.
Hallmark Stone Co.
Hanenkamp Electric
Hayden Wrecking
Heitkamp Masonry
Helitech Civil Construction Division
Hoette Concrete
Hutson Gobble CPAS
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
Oreo & Botta Concrete
P & A Drywall Supply
PacVan
Parkway Construction Services
PayneCrest Electric
Pearl Street Electric, LLC
Pirtek Fenton
Precision Analysis, Inc.
Professional Installers
Priority Xpress Couriers LLC
RAI Insurance Group
RDB Universal Services
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.
Schulte Supply, Inc.
Seal the Deal
Seiler Instruments
Signature Craft
Stylemaster Apparel, Inc.
Sunbelt Rentals
Swanson Masonry, Inc.
T.J. Wies Contracting
Taylor Excavating
Trojan Iron Works, Inc.
TROCO Custom Fabrication
UHY LLP
United Rentals
Vee-Jay Cement Contracting
Vinson Mortgage
Westport Pools
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

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.

Reminder, It is dues renewal time! ASA annual dues are only \$845. Please contact executive director, Susan Winkelmann with any questions regarding your membership benefits! susan@asamidwest.com or 314.845.0855



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

PROGRAMS

The programs committee has finalized the calendar through October 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

The committee recommends that when negotiating a subcontract be sure to include a clause that allows you, as a subcontractor, to have the benefit of all rights, remedies and redress against the GC which the GC, under the prime contract, has against the owner insofar as applicable to the subcontract. For the appropriate and complete wording, look at the standard addendum we recommend using.

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 4:00pm. Call Mike Sicking at 314-486-3141 to verify and confirm the meeting date. 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! Call Mike Sicking at 314-486-3141 for info.

New Special Member Benefits from Benefit Solutions Today

Are you concerned with retaining and attracting top talent? Do you have the time and resources to compete with the large corporations in your space?

Now you and your employees are eligible to receive products and services never before available to small business owners. Benefit Solutions Today, a new participant in the ASAdvantage program, understands the challenges small businesses have with investing in human capital, building goodwill and developing a company culture. Now, at no cost, you can utilize a turn-key effort to provide solutions that meet your objective of putting your people first.

Benefit Solutions Today will deliver to you and your employees:

- √ Membership to CareSupportNetwork.com
- √ Free Care Assessment for your parents or other family members.
- √ Free Living Will.
- √ Free Vision and Dental Pass.
- √ Free Health and Wellness Assessments.
- √ Many other free resources for you and your family to use today!

Free Employee Benefit Gap Analysis

- √ Learn if your employees are receiving the same level of benefits your competitors are offering.
- √ Receive access to a set of comprehensive voluntary benefits from Long-Term Disability to Identity Theft Insurance, similar to a Fortune 500 Company.

To learn more about the free services provided to you as an ASA member:

Visit www.benefitsolutionstoday.com/asaonline/informationrequest or call (855) 501-0822

Or email: asaonline@benefitsolutionstoday.com.

Call for Applications: Prime Contractors Encouraged to Apply for National Best Practices Awards

Prime contractors and specialty trade contractors that have signed, within the past year, a contract directly with a construction owner under which it performs construction services are invited to apply for ASA's National Construction Best Practices Awards.

These awards, which were first offered in 2011, recognize prime contractors who construction subcontractors say are the best to work for—those who are committed to best business practices like safety management, prompt payment, prompt processing of change requests and claims, and effective project scheduling and coordination. The criteria for these awards include the use of a standard subcontract whose provisions substantially reflect the best practices incorporated into the ASA-endorsed ConsensusDocs 750 *Standard Agreement Between Constructor and Subcontractor*, as well as highly favorable evaluations from three specialty trade contractors, based on 20 project management factors.

Each applicant must supply three sealed business-practices recommendations from specialty trade contractors that have worked for it in the past year along with a copy of its standard subcontract with its application. A construction attorney will evaluate the standard subcontract, and the ASA Task Force on Ethics in the Construction Industry will evaluate the recommendations from specialty trade contractors. Prime construction contractors that use the ASA-endorsed ConsensusDocs 750 contract form as their standard subcontract automatically pass the subcontract evaluation.

The application deadline is **Nov. 11, 2016**, and the application fee is \$495. Awards will be presented during ASA's annual convention, SUBExcel 2017, which will take place March 15-18, 2017, in Denver, Colo. Information about these awards is located under "[Education & Events](#)" on the ASA Web site.

Do You Have an Emergency Action Plan?

Michael Sicking, Safety International

In the St. Louis Midwestern region we are no stranger to severe weather. Probably the most common hazard is tornados, seconded by strong winds, flash flooding, and ice storms. It is that time of year where we need to pay extra special attention for tornados. Tornados can occur anywhere and at any time during the year. In an average year, 800 tornados are reported throughout the nation. There is much more involved with a thorough and comprehensive emergency action plan, but I have detailed a few questions you should ask yourself before embarking on the task of creating your own plan.

Does the plan consider all potential natural or man-made emergencies that could disrupt your workplace?

Common sources of emergencies identified in emergency action plans include - fires, explosions, floods, hurricanes, tornados, toxic material releases, radiological and biological accidents, civil disturbances and workplace violence.

Does the plan consider all potential internal sources of emergencies that could disrupt your workplace?

Conduct a hazard assessment of the workplace to identify any physical or chemical hazards that may exist and could cause an emergency.

Does the plan consider the impact of these internal and external emergencies on the workplace's operations and is the response tailored to the workplace?

Brainstorm worst case scenarios asking yourself what you would do and what would be the likely impact on your operation and device appropriate responses.

Does the plan contain a list of key personnel with contact information as well as contact information for local emergency responders, agencies and contractors?

Keep your list of key contacts current and make provisions for an emergency communications system such as a cellular phone, a portable radio unit, or other means so that contact with local law enforcement, the fire department, and others can be swift.

Does the plan contain the names, titles, departments, and telephone numbers of individuals to contact for additional information or an explanation of duties and responsibilities under the plan?

List names and contact information for individuals responsible for implementation of the plan.

Does the plan address how rescue operations will be performed?

Unless you are a large employer handling hazardous materials and processes or have employees regularly working in hazardous situations, you will probably choose to rely on local public resources, such as the fire department, which are trained, equipped, and certified to conduct rescues. Make sure any external department or agency identified in your plan is prepared to respond as outlined in your plan. Untrained individuals may endanger themselves and those they are trying to rescue.

Does the plan address how medical assistance will be provided?

Most small employers do not have a formal internal medical program and make arrangements with medical clinics or facilities close by to handle emergency cases and provide medical and first-aid services to their employees. If an infirmary, clinic, or hospital is not close to your workplace, ensure that onsite person(s) have adequate training in first aid. The American Red Cross, some insurance providers, local safety councils, fire departments, or other resources may be able to provide this training. Treatment of a serious injury should begin within 3 to 4 minutes of the accident. Consult with a physician to order appropriate first-aid supplies for emergencies. Establish a relationship with a local ambulance service so transportation is readily available for emergencies.

Does the plan identify how or where personal information on employees can be obtained in an emergency?

In the event of an emergency, it could be important to have ready access to important personal information about your employees. This includes their home telephone numbers, the names and telephone numbers of their next of kin, and medical information.

If you have any further questions please feel free to contact me directly. Stay Safe! Michael Sicking, Safety International.

*INTERESTED IN SPONSORING AN UPCOMING MEETING?
ONLY \$250-CONTACT SUSAN WINKELMANN FOR DETAILS!*

ADP

Help ASA Midwest Council continue to grow, by inviting someone who would benefit from ASA membership, to join us at the July 20th monthly meeting.

All first time non member guests are free of charge.

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



DUES RENEWAL TIME!

RENEW YOUR ASA MEMBERSHIP TODAY!!

Dues Renewal Invoice

**sent via us mail and email from the
ASA National Organization**

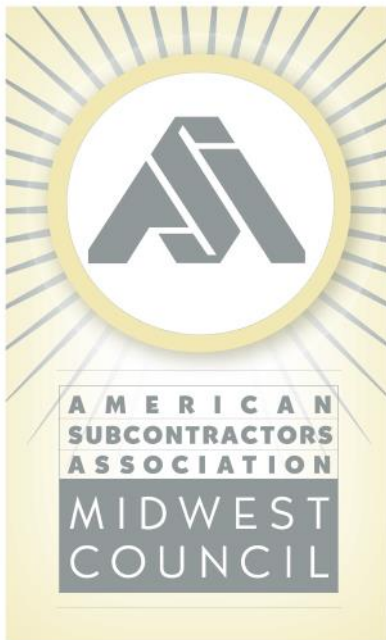
Dues renewal only \$845 due now!

Questions? Contact Susan Winkelmann @ 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



Building. Community.

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
314 845-0855

