

## DECEMBER 2017

### DECEMBER

**December 13**  
**Member Holiday Party**  
**Casino Night**  
*Syberg's on Dorsett*

### JANUARY

**January 31**  
**Meet the GC's Expo**  
*St. Charles Convention Ctr.*

### FEBRUARY

**February 21**  
**Monthly Meeting**  
**DINNER Meeting**  
*Syberg's on Dorsett*

### MARCH

**March 21**  
**Monthly Meeting**  
**LUNCH Meeting**  
*Korte & Luitjohan*

### APRIL

**April 14**  
**25th Annual Awards Gala**  
*The Four Seasons Hotel*

visit [www.asamidwest.com](http://www.asamidwest.com)  
for full calendar of events.

As mentioned in my last Presidents article, the ASA Midwest Council held strategic planning meetings in early October to discuss the direction, goals and sustainability of ASA-MWC. We (the Executive Committee, Board, and Past Presidents) all feel it is important to share the outcomes of these meetings with the membership at large.

The group identified a series of visions toward which they want the ASA Midwest Council to achieve.

- Improve membership growth and engagement
- Examine programs for relevancy and impact to attract new members and retain current members
- Maximize the use and support of member services through improved communication and expansion of the ASA Midwest Council brand
- Improve online image, leverage the power of apps and integrated tools, and improve communication and member interaction and engagement
- Further define/refine the strategic direction, plan and goals of the organization
- Calibrate resource needs (human capital and financial) to determine the greatest ROI that moves the organization forward in the direction of increased value for membership

In the end, we feel it is critical to create an effective organization of engaged members who build a strong ASA Midwest Council community and who see value in membership. If you are not a member of a committee, we would love to have you join one. If you are interested in becoming a future leader, we would love to have a discussion with you about your goals. If you have an idea that you think would be great for the organization, please share it with us. This is your organization and we need your input and engagement.

Please make plans to join us at the annual Casino Night Holiday Party on December 13<sup>th</sup>. Also make sure to kick off 2018 with ASA and the premier STL GC's at the Meet the GC's Expo on Wednesday, January 31<sup>st</sup> at the St. Charles Convention Center. Remember you can register for all ASA events at [www.asamidwest.com](http://www.asamidwest.com). I look forward to seeing you soon!

Val Perales  
Bazan Painting Co.  
[vperales@bazanpainting.com](mailto:vperales@bazanpainting.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.**



**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!**



**MEMBERS USE CODE [ASA2018](#)**  
**for \$\$ discount & early access to Expo!**

**2018 Exhibitors as of 12.1.17**

ALBERICI CONSTRUCTORS, INC.  
ARCO CONSTRUCTION CO.  
BRINKMANN CONSTRUCTORS  
BSI CONSTRUCTORS INC.  
CLAYCO  
GOODWIN BROTHERS CONSTRUCTION  
HOLLAND CONSTRUCTION SERVICES, INC.  
INTERFACE CONSTRUCTION CORPORATION  
KAI DESIGN-BUILD  
KADEAN CONSTRUCTION  
KCI CONSTRUCTION  
KOZENY-WAGNER, INC.  
LAWRENCE GROUP PROJECTS  
LANDCO CONSTRUCTION  
PARIC CORPORATION  
PINNACLE CONTRACTING, INC.  
POETTKER CONSTRUCTION  
R.G. ROSS CONSTRUCTION COMPANY  
RHODEY CONSTRUCTION  
S. M. WILSON & CO.  
TARLTON CORP.  
UNITED CONSTRUCTION ENT. CO.

**12th ANNUAL CASINO NIGHT**  
**Members Only Holiday Party**



**Wednesday, December 13th**  
**Syberg's on Dorsett**  
**6:30 p.m. to 10:00 p.m.**

Don't miss the 12th 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](http://www.asamidwest.com)**  
**by December 8th.**

*(no shows not canceled by 12.8.17 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)*

***[www.asamidwest.com](http://www.asamidwest.com) to register online***

# Technology Trends Small Business Owners Actually Need to Know About In 2018



*Michelle Herring*  
**CMIT Solutions**

Small business owners get used to hearing buzzwords constantly. Time is the lifeblood of your business. Most small business owners simply do not have time to sift through the jambalaya of jargon and figure out what technology is best for them. Cut through the jargon and keep an eye out for these technologies. They could very well help your business crush it in 2018.

## **We Will Be Spending More Time with Our Heads in The Clouds.**

We hear it all of the time, "it's in the cloud". But, why is the cloud more than just a passing fad? The cloud is here to stay because of the flexibility and rich features cloud computing delivers to business owners. The cloud is geek speak for software and/or services delivered over the Internet.

## **THE CLOUD CAN REDUCE IT EXPENDITURES.**

The expense of IT hardware can oftentimes be a bottleneck for small business growth. Having a cloud-based system can save money in the long run and make a business more agile in their day-to-day operations. Instead of buying one big and usually expensive piece of hardware, business owners now have the option of using cloud-based servers and storage devices. Virtualization software enables IT providers to install software on a server or piece of storage hardware that makes the machine perform as if it is one of many independent pieces of hardware. For example, a server at its core is one massive and powerful computer. If the company maintaining the server uses virtualization software they can turn one server into many servers that function simultaneously and independent of one another. This lowers the cost for IT providers because more clients can be served from the same amount of hardware.

## **THE CLOUD ALLOWS YOU TO MAKE SOFTWARE CHANGES ON THE FLY.**

Many business owners become weak in the knees when they think about buying new software. It can be expensive and updating as well as security issues can suck up major IT resources. Software from the cloud is Internet based. The software vendor handles all of the issues that fall into the areas of updates and security. You will always have the latest version, and will never have to worry about updates or security.

## **Change Software And Share Files On The Fly.**

Many business owners cringe when they think about buying software. It's expensive and you never know what version to get. Cloud-based software gives business owners major advantages. You are not stuck with the version of software they have. You can upgrade at any time. Most software vendors that use the cloud offer pay-as-you-go or subscription models. If the time comes when the software is no longer a good fit. You simply choose not to sign up for another period.

It can be maddening when you realize the files you need are only available at the office or on a certain computer. The cloud makes this problem a thing of the past. Users are able to log in from anywhere and share files with anyone who has the proper credentials.

## **The Internet of Things Brings Big Opportunities For Small Businesses**

The Internet of Things encompasses devices aside from computers, smartphones, tablets and the like that connect to the Internet. Examples include refrigerators, thermostats and even medical devices such as heart monitors. Industry research projects by the year 2020 IoT appliances will outrank smartphones as the number one category of Internet connected devices.

Many of us have smart thermostats or know someone who does. These allow us to change the temperature settings in our homes on the fly through a computer, tablet or smartphone. The company behind Johnny Walker whiskey is taking IoT applications to the next level. The bottles are equipped with a printed sensor which can detect when the bottle is open. The sensor is able to trigger the sending of specific messages to phone of the individual enjoying the Johnny Walker.

As the Internet of Things becomes more robust, business owners will be able to target customers at the most opportune time and situations. Businesses will have the opportunity to deliver targeted messages to their audience like never before.

Barry and Michelle Herring are owners of CMIT Solutions of St. Charles/Chesterfield. You can reach them at 636-925-9920.

### **sources:**

Solid State Technology. Oct2017, Vol. 60 Issue 7, p6-14. 3p.  
<https://www.inc.com/james-paine/5-ai-trends-to-know-in-2018.html>  
<http://www.businessinsider.com/what-is-the-internet-of-things-definition-2016-8> <https://www.cio.com/article/3229671/internet-of-things/10-internet-of-things-success-stories.html>

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



# **THANK YOU**

to the MEMBER COMPANIES that attended the NOVEMBER monthly meeting:

Affton Fabricating & Welding	Event Productions	Liberty Mutual Surety	Schmersahl Treloar & Co.
American Steel Fabrication	Fabick Rents	Luby Equipment Services	Schowalter & Jabouri PC
Automatic Controls	Flooring Systems, Inc.	Marketeer Inc.	SFW Partners, LLC
Bazan Painting Co.	GBI Inc.	Midwest Elevator	Sikich, LLP
Big Boy's Steel Erection	Gencorp Services	Nu Way	St. Louis-KC Carpenters
Briner Electric	George McDonnell & Sons	P. M Leach Painting Co.	Regional Council
CliftonLarsonAllen LLP	Guarantee Electrical	Professional Installers	Sunbelt Rentals
CNA Surety	Integrated Facility Services	RubinBrown LLP	TJ Wies Contracting
CSA Advisors	JD Kutter	Sachs Electric	UHY LLP
Duct Systems	Jarrell Mechanical Contrac.	Safety International	United Rentals
Enterprise Bank & Trust	Johnson Controls	Sandberg Phoenix	Vinson Mortgage
	Knapheide Truck Eq.	von Gontard	Wies Drywall

# ***Upcoming ASA Midwest Council Meetings & Events***



- |                    |  |
|--------------------|--|
| <b>December 13</b> | <b>ASA Member Holiday Party<br/>Casino Night<br/><i>Syberg's on Dorsett</i></b>            |
| <b>January 31</b>  | <b>16th Annual Meet the GC's Expo<br/><i>St. Charles Convention Center</i></b>             |
| <b>February 21</b> | <b>Monthly Membership DINNER Meeting<br/><i>Syberg's on Dorsett</i></b>                    |
| <b>March 21</b>    | <b>Monthly Membership LUNCH Meeting<br/><i>Korte &amp; Luitjohan</i></b>                   |
| <b>April 14</b>    | <b>ASA Midwest Council's 25th Annual Awards Gala<br/><i>The Four Seasons Hotel STL</i></b> |



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

# MEET THE GC'S EXPO

Hosted by the American Subcontractors Association - Midwest Council

Wednesday, January 31, 2018 • St. Charles Convention Center



3:00 - 4:30 p.m. • ASA Member Early Access

4:30 - 7:00 p.m. • All Attendees Welcome

\$65 ASA Members • \$95 Non-ASA Members

Building. Community.



Advance reservations required.

Visit [www.asamidwest.com](http://www.asamidwest.com) to register by January 24, 2018.

For more information, (314) 845-0855 or [susan@asamidwest.com](mailto:susan@asamidwest.com).

## KICK OFF 2018 WITH ASA & STL GC'S

Don't miss the 16th annual

## Meet the GC's Expo

Register at [asamidwest.com](http://asamidwest.com) by Jan 24th

MEMBERS USE CODE **ASA2018** for discount

# The ASA Midwest Council celebrated its 50th Anniversary with a party on November 4, 2017 at The Thaxton in downtown STL!

The event was a nod to the 1960's, when ASA Midwest Council was established. What a wonderful way to mark 50 years of ASA empowering the STL subcontracting community through *Advocacy, Education, and Cooperation!* To see all of the event photos, visit [www.asamidwest.com](http://www.asamidwest.com)



The month of November was a busy month on the political front. We saw the election of three new members of the General Assembly in special elections across the state. A new Majority Floor Leader was elected to the Missouri House of Representatives. Finally, the Governor took tax credit reform that had been stalled out for years, into his own hands in a controversial move.

In the most heated and closely watched special election race in the state, Republican Mike Cierpiot defeated Democrat Hillary Shields and Independent Jacob Turk in the 8<sup>th</sup> senatorial district in Jackson County. Cierpiot currently serves as the Majority Floor Leader in the Missouri House. He will fill the unexpired term of Will Kraus, who was recently appointed to the State Tax Commission by Governor Eric Greitens.

House District 151, in Stoddard and Scott Counties, saw Republican Herman Morse garner 70% of the vote over Democrat Curtis Clark and Libertarian Rick Vandeven. Morse fills the unexpired term of Tila Hubrecht, who resigned to take a job in the private sector. Democrat Barbara Anne Washington won convincingly in House District 23 in Kansas City. She defeated Republican David Martin and Green Party candidate Daniel Trott to fill a vacancy created when Randy Dunn resigned to accept a job in Omaha, Nebraska. The results of the special elections will not change the makeup of the General Assembly, as Republicans still hold a super-majority in both chambers.

As stated earlier, Rep. Mike Cierpiot, current Majority Floor Leader of the House, was elected to the Senate in a special election on November 8. As a result, the House Republicans caucused on November 13 and elected their new Majority Floor Leader, Rep. Rob Vescovo to replace Cierpiot when session resumes in January. Rep. Vescovo was elected to the House 3 years ago and serves District 112 in Jefferson County. Rep. Vescovo lives in Arnold.

Tax credit reform has been a political hot topic for many years now. It was one of former Sen. Jason Crowell's main priorities before he left the Senate due to term limits in 2013. The issue of tax credit reform is complex, controversial and has not made significant headway in the Missouri General Assembly in previous years. Governor Greitens decided to take matters into his own hands this month and begin to move forward with tax credit reform. The Governor appointed former Sen. Jason Crowell and along with several others who are pro-tax credit reformers to the Missouri Development Finance Board ("MDFB") earlier this fall.

**The MDFB has two primary missions:**

1) financing economic development activities; and 2) public sector infrastructure improvements. These duties include approving tax credit programs such as Low Income Housing Tax Credits (LIHTC) and historic tax credits. In a somewhat surprising move during the November meeting of the MDFB, the Governor called in to break a tie of the committee on a vote that put an end to any new LIHTCs. This move has created extreme controversy with advocates of LIHTC saying that this will put an end to the construction of affordable housing for seniors, veterans and disabled individuals thereby forcing them into more expensive housing at a higher cost to the state. The Governor and others advocates of reform said that the LIHTC's were just a way to pad the pockets of developers and that only a very small amount of the tax credit went to constructing this affordable housing and instead made developers rich. The action by the MDFB was taken just before press time of this newsletter. This issue will make headlines in the weeks and months to come. Stay tuned.

Another hearing of the 21<sup>st</sup> Century Missouri Transportation Task Force was held in Jefferson City in November. Presentations were made by MoDOT and Department of Revenue personnel outlining how revenue streams used to pay for Missouri's roads and bridges have not kept up with needs. Also discussed were safety measures used by MoDOT, such as center median cables, rumble strips and a campaign aimed at reducing texting while driving accidents. The hearing became somewhat heated as Representative Kevin Corlew presented options for increasing funds for road construction and maintenance. Most options involved some sort of tax increase, which was met with fierce opposition from Senator Bill Eigel of St. Charles County. Eigel said his constituents are opposed to raising taxes, and with Missouri having a \$27 billion budget, citizens are already over-taxed. The committee is scheduled to meet again in Cape Girardeau for additional public input before they issue their final report.

December 1 marks the beginning of bill pre-filing and the 2018 legislative session is just around the corner and will begin on January 3. We will continue to keep you updated on the political happenings in Jefferson City and around the state. We hope everyone has a safe and happy holiday season and a Happy New Year! Nikki Strong, Strong Consulting.

# 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  
Bangert Computer Systems  
Bazan Painting Company  
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  
C. E. Jarrell Contracting  
CK Power  
CMIT Solutions  
CNA Surety  
CSA Advisors LLC  
Car-Doc Automotive  
Cardinal Environmental Operations  
Cee Kay Supply  
Century Fire Sprinklers, Inc.  
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  
Event Productions, Inc.  
Fabick CAT  
Fenix Construction Co. of STL  
Flooring Systems, Inc.  
Foreman Fabricators  
Foundation Supportworks by Woods  
Freeman Contracting  
Frost Supply  
GadellNet Technology Solutions  
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  
Herc Rentals  
Hoette Concrete  
Hunt Vac Services  
Ideas4Promos  
Integrated Facility Services  
Irwin Products  
JD Kutter  
J.F. Electric  
JJ Construction Services, LLC  
J.W. Bommarito Construction Co.  
J.W. Terrill  
John J. Smith Masonry  
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.  
Meyer Painting Co.  
Midwest Elevator  
Midwest Construction Services & Products  
Mobile Mini  
Montgomery Bank  
Murphy Company  
Negwer Door Systems  
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  
QualSafe Solutions  
RAI Insurance Group  
R.F. Meeh Co.  
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.  
Schowalter & Jabouri, P.C.  
Seal the Deal  
Seiler Instruments  
SFW Partners, LLC  
Sikich LLP  
Signature Craft  
St. Louis-KC Carpenters Reg Council  
Stylemaster Apparel, Inc.  
Sunbelt Rentals  
Swanson Masonry, Inc.  
T.J. Wies Contracting  
Taylor Excavating  
Tradesmen International  
TROCO Custom Fabrication  
Tyson Onsite  
UHY LLP  
United Rentals  
Vee-Jay Cement Contracting  
Vinson Mortgage  
Westport Pools  
Wies Drywall and Construction  
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**

**Did you know your ASA membership gives you early access to the January 31st Meet the GC's Expo? All ASA members pay a reduced rate for the event AND are given members only access from 3-4:30 p.m.**

ASA Midwest Council is celebrating its 50th Anniversary in 2017! We are 170 companies strong, and growing. Do you know a company that would benefit from joining the ASA? Contact membership chairman Chris O'Hagan-[chris@jdkutter.com](mailto:chris@jdkutter.com) or Susan Winkelmann, ASA executive director [susan@asamidwest.com](mailto: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**

Do you have ideas for ASA meeting topics/seminar topics you would like to see in 2018? If you have a suggestion regarding programming, please contact the ASA Program Committee Chairman, Chris O'Hagan with JD Kutter. [chris@jdkutter.com](mailto:chris@jdkutter.com)

## **CONTRACT REVIEW**

Did you know ASA Midwest Council has a Contract Review Committee? We have an extensive library of area GC contracts, that have been reviewed and marked up by the committee, available to all ASA members. Just contact [susan@asamidwest.com](mailto:susan@asamidwest.com) for a list of all the contracts we have on file.

If you have questions regarding the contract review service, contact committee chair, Dick Stockenberg, Sandberg Phoenix, von Gontard at [rstockenberg@sandbergphoenix.com](mailto: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 have a lot of goals for this year and are always 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**

# 2018 SUBExcel

ASA - We Build Excellence

Feb. 28-March 3, 2018

TEMPE MISSION PALMS HOTEL & CONFERENCE CENTER | TEMPE, AZ



# Register Now!

VISIT [WWW.ASAONLINE.COM](http://WWW.ASAONLINE.COM) FOR ADDITIONAL INFORMATION

## 2017 ASA CERTIFICATE OF EXCELLENCE IN ETHICS

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 2018, Feb. 28 –March 3, 2018, in Tempe, Arizona.

### Online Resources:

- Watch the Video.
- Download the 2017 ASA Certificate of Excellence in Ethics Brochure.
- Download the 2017 ASA Certificate of Excellence in Ethics Application.
- ASA provides useful model documents to help with your submission and your ethics program. View the 2017 ASA Certificate of Excellence in Ethics Resource Guide.
- Download the 2017 ASA Certificate of Excellence in Ethics Timeline.
- ASA's Certificate of Excellence in Ethics Program Q&A LinkedIn Group—a forum for getting answers to your questions about the application process. This forum includes current recipients who have been through the application process and who are willing to help guide new applicants through their application process.
- Recipients of the '2016 ASA Excellence in Ethics Award' may re-apply for the 2017 ASA Certificate of Excellence in Ethics using the Re-Certification Form.



APPLICATION DEADLINE: **DECEMBER 15, 2017**



AMERICAN  
SUBCONTRACTORS  
ASSOCIATION

## OSHA Delays Crane Certification for Another Year

On Nov. 9, the Occupational Safety and Health Administration delayed until Nov. 10, 2018, its regulation requiring crane operators to be certified. At the same time, OSHA extended the employer duty to ensure that crane operators are competent to operate a crane safely. The agency said that the extension is necessary “to provide sufficient time for OSHA to complete a related rulemaking to address issues with its existing Cranes and Derricks in Construction.”

These issues include whether operators need to be certified by type and capacity, or just by type; and whether certification is sufficient by itself to deem an operator qualified to operate a crane. ASA had urged OSHA to delay final implementation of the final crane certification rule until it addresses these critical issues.

## What Happens When an Employee Suffers an Injury at Work and Is Unable to Return?

Most subcontractors understand that when an employee suffers an injury at work, workers’ compensation insurance will provide coverage for the claim. But when an employee suffers an injury at work and is unable to come back to work, other laws are implicated.

In a new FASA video-on-demand, presenter Philip J. Siegel, Hendrick, Phillips, Salzman & Siegel, provides an overview of the interplay between the Family Medical Leave Act, the Americans with Disabilities Act, and workers’ compensation laws, all of which may come into play when an injured employee will need to miss work.

“The Devil’s Triangle: Understanding the Overlap Between the FMLA, ADA and Workers’ Compensation Laws” (Item #8110) is \$65 for ASA members and \$95 for nonmembers. Order online at [www.asaonline.com](http://www.asaonline.com)

**2018** | **SUBExcel**  
ASA - We Build Excellence

Feb. 28 - March 3  
Tempe, Arizona



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](mailto:susan@asamidwest.com)*



### 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](mailto: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 PARTNERSHIP

Mason Contractors Assoc. (MCA)

Contact David Gillick

(314) 645-1966



[www.masonrystlouis.com](http://www.masonrystlouis.com)

## **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 assist with our quarterly events, as well as the ongoing committees, that help run the organization!**

**If you are interested in joining a committee, contact executive director,  
Susan Winkelmann 314.845.0855 or [susan@asamidwest.com](mailto:susan@asamidwest.com)**

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

