

## JANUARY 2018

### JANUARY

**January 17**  
**IL BPI in a Box**  
*Main Street Brewery*

**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.

Happy New Year! I hope you are well on your way to achieving your 2018 New Year's resolutions. I am personally looking forward to 2018, and especially to the events ASA has coming up in the next few months of the new year.

Our 16th Annual Meet the GC's Expo will be held on January 31st at the St. Charles Convention Center from 3:00pm to 7:00pm. There will be representatives (Owners, Executives, Project Managers, Estimators, etc.) from over 30 of St. Louis's premier General Contractors, all in the same place. There isn't another event where this many GC's show up, hoping to meet and network with Subcontractors and Suppliers. As always, if you are an ASA Member you are entitled to the early members only access to this event from 3:00 to 4:30pm. ASA Members also pay a reduced rate for attendance!

I also wanted to remind everyone of the upcoming ASA National SubExcel Convention. This year the convention will take place February 28 thru March 3, 2018, in Tempe, AZ. This convention is the premier education and networking event for construction subcontractors and suppliers. The keynote speaker at SubExcel will be Dave Sanderson, a survivor from US Airways Flight 1549, also known as "Miracle on the Hudson." I am also very proud to announce that once again ASAMWC has been nominated for the 2017 ASA Chapter of the Year Award. Please join us this year in Tempe to find out if our chapter will be honored with this prestigious Chapter of the Year Award.

Save the Date...April 14th, 2018 for the 25th annual ASA Awards Gala. This event will again will be at the Four Seasons Hotel in downtown St. Louis. At this event we will recognize the GC's, Subcontractors, and Suppliers, with awards for being the Best of the Best in 2017. Watch your email and mail for more information, ballots to vote, and registration information, all coming soon.

I hope to see you at an upcoming ASA event in 2018. Happy New Year!

Val Perales  
Bazan Painting Co.  
[vperales@bazanpainting.com](mailto:vperales@bazanpainting.com)  
President, ASA Midwest Council



**NO MONTHLY  
MEETING IN JANUARY  
DUE TO GC EXPO**



**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!**



**JANUARY 2018**

**MEET THE GC'S EXPO**  
*St Charles Convention Center*  
*Wednesday, January 31, 2018*  
*3:00 to 7:00 p.m.*

**Reminder:** *The Expo replaces the typical monthly membership meeting in January 2018, so join us at the St. Charles Convention Center!*

**EARLY MEMBER ONLY ACCESS**

3:00 to 4:30 p.m.

**Reduced Member Rate is only \$65**

Non Member Rate is \$95

**ALL REGISTERED ATTENDEES WELCOME**

4:30 to 7:00 p.m.

**KICK OFF 2018**

**WITH THE ASA MIDWEST COUNCIL  
 AND OVER 30 STL PREMIER GC'S.**

*The 16th Annual ASA Meet the GC's Expo promises to be one of the best ever, don't miss it, register today!*

**Mix and mingle with multiple representatives from all of the premier STL GC'S, at this must attend construction industry event!**

**Advance Registration is required by January 24th! Remember to use the members only promo code (ASA2018) to receive **\$30 discount off the \$95 registration!!** *Registration includes hosted bar for 3 hours and appetizers for a portion of the evening.***

**(No shows not cancelled by 1.24.18. will be billed per ASA Midwest Council's event cancellation policy.)**

**MEMBERS USE CODE [ASA2018](#)**

**for \$\$ discount & early access to Expo!**

**2018 Exhibitors as of 1.1.18**

- ALBERICI CONSTRUCTORS, INC.
- ARCO CONSTRUCTION COMPANY
- BEX CONSTRUCTION SERVICES
- BRINKMANN CONSTRUCTORS
- BSI CONSTRUCTORS INC.
- CLAYCO
- CONTEGRA CONSTRUCTION COMPANY, LLC
- CONWAY CONTRACTING INC.
- ECHOLON CONSTRUCTORS
- GOODWIN BROTHERS CONSTRUCTION
- HOLLAND CONSTRUCTION SERVICES, INC.
- IMPACT STRATEGIES
- INTERFACE CONSTRUCTION CORPORATION
- KAI DESIGN-BUILD
- KADEAN CONSTRUCTION
- KCI CONSTRUCTION
- THE KORTE COMPANY
- KORTE & LUITJOHAN CONTRACTORS
- KOZENY-WAGNER, INC.
- L. KEELEY CONSTRUCTION CO.
- LAWRENCE GROUP PROJECTS
- LANDCO CONSTRUCTION
- McCARTHY BUILDING COMPANIES
- McGRATH & ASSOCIATES, INC.
- PARIC CORPORATION
- PINNACLE CONTRACTING, INC.
- POETTKER CONSTRUCTION
- R.G. ROSS CONSTRUCTION COMPANY
- RHODEY CONSTRUCTION
- S. M. WILSON & CO.
- TARLTON CORP.
- UNITED CONSTRUCTION ENT. CO. OF ST. LOUIS, INC.

**COMMAS MATTER !!!!**  
Richard A. Stockenberg  
**Sandberg Phoenix & von Gontard P.C.**  
rstockenberg@sandbergphoenix.com  
314-446-4301

**SANDBERG PHOENIX**  
& VON GONTARD P.C.

In a recent court decision involving the interpretation of a Maine statute, a missing comma had a \$10 million consequence and as a result has caught a lot of attention. There is a subtle lesson for subcontractors.

In this case, the missing comma is variously called the “serial” or “Oxford” comma by editors, professors, and authors. It comes before the coordinating conjunction (usually “and” or “or”) when there are at least 3 things in a series. For example, a list of teams might read “Cardinals, Blues, and Tigers” (with the Oxford comma) or “Cardinals, Blues and Tigers” (without the Oxford comma).

In the case that has captured so much attention, the Maine statute required overtime pay for certain employees in the food industry, but the statute included a lengthy list of certain groups who were not entitled to overtime pay. In listing the groups who were excepted from overtime, the statute failed to use the Oxford comma at the end of the list. Maine truck drivers argued they were entitled to overtime pay. They argued the statutory exceptions did not apply to them, but their employer, Oakhurst Dairy, argued they were excluded from overtime pay. Specifically excluded from overtime pay by the statute were employees involved in “[t]he canning, processing, preserving, freezing, drying, marketing, storing, *packing for shipment or distribution* [of food products].” (Emphasis added.) Note the absence of the use of the Oxford comma between “shipment” and “or.” This missing comma mattered. Its absence is what made the difference in the outcome.

The drivers argued the exclusion did not apply to them because they were not involved in “packing” but they were involved in “distribution.” At the heart of the controversy was whether “packing” modified “distribution” or only “shipment.” The drivers interpreted the statute to mean that employees who were involved in “packing for distribution” were not entitled to overtime. In other words, being involved in “distribution” did not disqualify an employee from overtime unless the employee was “packing” for distribution. Drivers did not pack, they just drove. Had the Oxford comma been inserted between “shipment” and “or” the drivers would have lost their argument that the exception applies only to “packing” whether for “shipment” or “distribution.” Had the comma been used, the exception would have denied the drivers overtime pay because they are involved in distribution without packing. Without the comma, it was not clear to the Court what the statute meant.

The Court said that without the Oxford comma, the statute was ambiguous thereby allowing the Court to consider the legislative intent. By going outside the four corners of the statutory language, the Court found in favor of the drivers saying the purpose of the statute was to assure that workers “receive wages sufficient to provide adequate maintenance and to protect their health, and to be fairly commensurate with the value of the services rendered.” The appellate court sent the case back to the trial court to afford the drivers a chance to prove their damages, some say in the \$10 million range.

If you have bothered to read this far, you no doubt may be asking yourself, “What does a missing comma in a statute dealing with Maine truck drivers have to do with subcontractors in my neck of the woods?” Good question.

Had the Maine statute been clear by using the Oxford comma, the drivers would have not been allowed to pursue their overtime claims. A comma resulting in clarity would have been fatal to the drivers’ argument. But because of the ambiguity, they were able to successfully pursue their claims. Likewise, a carefully crafted/drafted ambiguity in subcontract documents may hold a subcontractor in good stead if the alternative is for the subcontractor to be straddled with clear and precise language adverse to the subcontractor’s best interest. For example, if your general contractor insists on water tight language denying you payment rights if the owner does not first pay the GC, that clause may be negated by incorporating into the subcontract conflicting language from the general conditions (e.g. AIA A-201) requiring the GC to first pay its subs before the general contractor is entitled to payment from the owner. Those two clauses are inconsistent with each other. In Missouri, general contractors have the “burden of clear expression” placing the risk of ambiguities and inconsistencies in subcontract terms on them due to their superior bargaining position in relationship to their subs.

The lesson learned, contrary to the point of view of the purist-grammarian, is that sometimes (*not always*) ambiguities are good, especially if you do not dine at the top of the contractual food chain. Surely, if you control the final wording in a subcontract or statute, you strive for clarity and precision. Rarely, however, in the real world, are subs afforded such luxury.

*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***

**SCHOLARSHIP APPLICATIONS ARE DUE JANUARY 31, 2018**



# **THANK YOU**

**to the MEMBER COMPANIES that attended the CASINO NIGHT monthly meeting:**

Affton Fabricating &  
Welding

American Steel Fabrication  
Bazan Painting Co.

Bi-State Utilities Co.

Boyer Fire Protection

CliftonLarsonAllen LLP

CMIT Solutions

CNA Surety

CSA Advisors

ELCO Chevrolet Cadillac

Enterprise Bank & Trust

Fabick Rents

Gencorp Services

George McDonnell & Sons

ideas4promos

Integrated Facility Services

J D Kutter

Liberty Mutual Surety

Luby Equipment Svc.

Midwest Construction

Services & Products

Murphy Company

Nu Way

Parkway Construction

Precision Analysis, Inc.

Professional Installers

Schaeffer Electric

Sachs Electric

Schmersahl Treloar & Co.

Seal the Deal Too

SFW Partners, LLC

Tradesman International

TROCO, Inc.

United Rentals

Vinson Mortgage

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



- January 17**                      **Illinois BPI in a Box**  
***Main Street Brewery-Belleville, IL***
- January 31**                      **16th Annual Meet the GC's Expo**  
***St. Charles Convention Center***
- February 21**                      **Monthly Membership HAPPY HOUR Meeting**  
***Syberg's on Dorsett***
- March 21**                         **Monthly Membership LUNCH Meeting**  
***Korte & Luitjohan***
- April 14**                         **ASA Midwest Council's 25th Annual Awards Gala**  
***The Four Seasons Hotel STL***



*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 & OVER 30 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

# THANK YOU!

On behalf of the St. Louis Area Foodbank  
and the families you've helped feed,  
we would like to thank

**THE AMERICAN SUBCONTRACTORS ASSOCIATION - CASINO NIGHT**

for your food donation of **251** lbs.

The food you collected will provide **205** meals  
to those in need!



1 in 6 people in the bi-state region  
are in need of food assistance.



The St. Louis Area Foodbank is the  
region's largest nonprofit food distribution  
center dedicated to feeding those in need.



At 31%, children make up the largest  
segment of individuals needing food  
assistance from the Foodbank.



The St. Louis Area Foodbank distributes food to  
more than 500 area food pantries, soup kitchens,  
shelters and other feeding programs throughout  
26 area counties (14 in MO/ 12 in IL).

## THANK YOU FOR YOUR CONTINUED SUPPORT!

Foodbank®  
*St. Louis Area Foodbank*

@STLFoodbank on



Activity in the halls of the Capitol was in high gear in December. Staff and legislators were preparing for the beginning of the 2018 legislative session which begins on January 3. Bill pre-filing, a few lingering committee hearings and office preparation had legislators and staff hustling in December.

In advance of the start of session, pre-filing of new legislation commenced on December 1<sup>st</sup>, with several hundred bills being filed on that day alone. Many legislators take advantage of filing bills early, in hopes of having legislation move quickly when session reconvenes in January.

As expected, and in a repeat of last session, at least 10 different bills have been filed dealing with various aspects of prevailing wage laws in Missouri. Some versions eliminate prevailing wage requirements in their entirety, while others allow public bodies such as a school board or county government to opt out of prevailing wage laws for the construction of public works projects under their jurisdiction. We have been working during the interim and will continue throughout this session to prevent any prevailing wage bill from advancing that would be detrimental to the industry.

The Republican super-majority in the legislature has said prevailing wage reform or repeal was been a priority for years now. Not much headway has been made in past sessions for two reasons: 1) A Democrat Governor opposed to the effort was in office; and 2) labor reform efforts in the Republican legislature focused on Right-to-Work which had more widespread support in the majority caucus. Now that the legislature has passed Right-to-Work (despite current ballot initiatives to reverse the legislature's efforts), prevailing wage reform or repeal will be a top priority. At this time, there is no consensus as to what changes to prevailing wage will be the main focus. We will continue to engage in negotiations with legislative leaders and stakeholders and will keep you update as session progresses on our efforts.

Other bills of interest deal with ways to increase funding for MoDOT, as the need for upgrades to Missouri's transportation system continues to grow. Several provisions have been filed thus far, including a 10 cent per gallon increase on the motor fuel tax. Missouri's current tax rate of 17 cents per gallon is 4th lowest in the nation, and has not been increased in over two decades. MoDOT has stated they currently have \$655 million in high-priority unfunded needs, and the rebuilding of Interstate 70 is at the top of the list. Estimates show that a 10-cent hike in the fuel tax would generate about \$410 million annually. While some observers are optimistic about this proposal, many think the chances of crossing the finish line are slim, given the fact that legislators are generally opposed to voting for a tax increase.

Another piece of legislation to watch would implement the Streamlined Sales and Use Tax Agreement, which allows collection of sales tax from on-line purchases. The resulting revenues would be dedicated to the State Road Fund. Yet another measure would allow the Highways and Transportation Commission to issue bonds in order to finance transportation infrastructure.

Other transportation needs and funding measures were discussed at the final meeting of the 21<sup>st</sup> Century Missouri Transportation Task Force held in Columbia on December 13. The task force will compile information and submit their final report to the Governor and the General Assembly before session begins. Additional legislation will likely come from the results of their report.

January 3<sup>rd</sup> at noon marks the beginning of the new legislative session at the Capitol. We will continue to keep you updated on the political happenings in Jefferson City and around the state. Weekly legislative reports will be e-mailed to the membership after the legislative session resumes activity in early January. Please reach out to Susan Winkelman if you are not receiving this weekly update. 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  
Corrigan Company  
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  
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  
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  
Leach Painting Company  
Liberty Mutual Surety  
Lindberg Waterproofing  
Lizmark  
Luby Equipment Services  
Marketeer, Inc.  
Martin Fence, LLC  
Meyer Painting Co.  
Midwest Elevator  
Midwest Construction Services & Products  
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.  
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.  
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  
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**

Your committee recommends watching out for subcontract clauses requiring all disputes be resolved by arbitration, especially clauses requiring the use of the American Arbitration Association. First, all disputes are not suited for arbitration. It is best to not commit to arbitration without first knowing the nature of the dispute and the amount at stake. Regrettably, arbitration has gotten to the point that it is commonly just as expensive, or in some cases more expensive, as litigation. Beware of using AAA because its fees are excessive. The outcome in arbitration is less predictable than litigation because arbitrators often do not follow the law and there generally is no right of appeal.

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 are growing tremendously and 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 more information about the Safety Committee.

## **FMI Consultant to Help Subcontractors Prepare for Next Economic Downturn at SUBExcel 2018**

How do you prepare for the next economic downturn? While FMI does not see a recession on the immediate horizon, the next recession is inevitable and the best time to prepare is when times are good, said Joel Stinson, FMI. Stinson will present an education workshop, "Recession Proofing Your Company," from 9:00 a.m. to 10:15 a.m. on Friday, March 2, 2018, during SUBExcel 2018 in Tempe, Ariz. SUBExcel 2018 will take place Feb. 28-March 3, 2018, in Tempe, Ariz. Register online and make your hotel reservations in the ASA room block at Tempe Mission Palms. The early-bird registration deadline and hotel room block cut-off date is Jan. 31, 2018.

As an FMI consultant, Stinson uses his construction and business strategy experience to provide a variety of management consulting services to construction and engineering firms of all sizes. Prior to joining FMI, Stinson was a senior analyst who focused on revenue growth and innovation initiatives in the professional service industry. As the Friday keynote speaker, Stinson will discuss key economic indicators and the state of current markets. He will help participants understand how to assess their readiness and implement steps to prepare for the next economic downturn.

US Airways Flight 1549, or "The Miracle on the Hudson," survivor Dave Sanderson, an inspirational speaker and author, will be the Thursday keynote speaker. Both keynote speakers are provided by the generous support of ASA keynote speaker sponsor Commerce Bank. For more information about SUBExcel 2018, including the schedule, visit [www.SUBExcel.com](http://www.SUBExcel.com). Please note that the final reception, banquet and awards ceremony will take place on Friday, March 2, instead of on Saturday, as in past years. The Attorneys' Council meeting will be the only activity scheduled on Saturday, so most registrants can schedule their departure flights on Saturday—or stay the weekend to explore Tempe, the Grand Canyon, the Apache Trail, or Monument Valley! Or, if you wish to join the attorneys, the meeting is open.



**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**

## How is your Safety program for 2018?

*Michael Sicking, Safety International, LLC*

Safety is getting to be one of the most important components of the bidding process. Even if you are low bidder and also are the best qualified for the job you can, and most likely will be eliminated from the bidding procedure on projects if you're Safety Score, or commonly referred to as Incident and EMR rate, are not of a designated level of performance.

Don't let this be you! I have personally seen this slowly destroy even long established companies because they refuse to accept safety as an important part of the future of their company. How do you stack up compared to others?

**The ASA Safety committee wants to help you!**

We are in the midst of some great changes, and adding additional resources available to all ASA Subcontractor and Associate members.

*This should be a great year for subcontractor members at the Annual ASA Awards Gala on April 14, 2018.* The Safety Committee has a number of new surprises in store for our members at the Awards Gala.

If there was ever a year to make sure you apply for an ASA Midwest Council Safety Award, this is the year to do it! Watch your email for the 2017 Safety Application in early 2018.

Wishing you the best in Life, business, and Safety in 2018,

Michael Sicking

*Safety International, LLC*

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

Feb. 28 - March 3  
Tempe, Arizona



SPONSOR AN UPCOMING MONTHLY MEETING  
CONTACT [SUSAN@ASAMIDWEST.COM](mailto: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 \$420/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!***

