AUGUST 2018

AUGUST

August 15 Monthly Meeting DINNER Meeting Syberg's on Dorsett

SEPTEMBER

September 13 Contract Clause Seminar *Enterprise Univ.*

September 19 Monthly Meeting LUNCH Meeting BSI Constructors

OCTOBER

October 1 31st Annual Golf Tournament Whitmoor CC

DECEMBER

December 5 Casino Night Holiday Party *Syberg's on Dorsett*

visit <u>www.asamidwest.com</u> for full calendar of events. I have reflected on several years of past ASA August Newsletters and they all summarize that this is dues renewal time. They all discuss the benefits of ASA and how valuable this membership can be to you personally and to your organization. The newsletters urge you to see the value that ASA brings through Legislation, Education, BPI, Networking and Events. I agree with these ideas whole heartedly and truly hope that you recognize them as well. I'd like to take this idea one step further by asking you to recognize your value within the organization. I am going to challenge you to answer these questions...

- Do I promote ASA to others and ask them to become members of ASA?
- $\sqrt{}$ How does my company and my team add value to your ASA family?
- √ Does my company get involved with ASA and their many committees and meeting?

At the July meeting I spoke to the attendees and asked them to look around the room. To take a good look at the people sitting next to them. These people are our members and second family, if you will. Our members share a common interest and have like goals. We need to look upon each other for advice, opportunity and business practices. There is so much knowledge and experience within the membership that I am sure if we asked enough people there isn't anything that we could not find a real life example of or an experience to be able to help someone with. The knowledge is there, the experience is there and the guidance is just a question away. Look to your peers, your ASA family for the answers.

I would also like to advocate that when looking for a partner you look to our members first. This is one way we will build those lasting relationships and continue to grow our membership strength. Also utilize our website www.asawidest.com and search under member resources / affinity program to find discounts offered from members to members for things your business uses every day. It's a wonderful program, thank you to those who already participate and if you are interested in participating please reach out to Susan Winkelmann, ASA Midwest Council Executive Director.

This year I'd like to see membership grow. I'd like to see an increase in new members and retention of current members stay close to where we currently stand. In order to do this we need to advocate for our organization. We need to utilize each other for help and services. Pass business to each other and "keep it in the family" when applicable. Reach out to a company that you know would benefit from being a member, and bring them to a meeting, it's free of charge to them, to show them what they could gain by joining.

Remember to look for The Members Spotlight at upcoming meetings to keep yourselves apprised of what ASA offers our members. The spotlight in August will be from the Safety Committee co-chairs, Mike Sicking and Rose Kastrup. We are certainly happy that you are part of our membership, and we look forward to another year together. Please get your renewals in if you have not already done so, as you can't afford to not be a member!

Jennifer Church United Rentals jchurch@ur.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.

6 þ Ŋ ĵ ĵ Ŋ N η N η Ŋ Π Ŋ N Ŋ ß 6 **IT IS DUES RENEWAL TIME!** 6 6 **YOUR 2018-19 DUES INVOICE IS NOW DUE** If you have not received your renewal notice, contact Susan Winkelmann 6 Dues renewal only \$845 per year! 6 Did you know ASA membership is a company membership & 6 includes all employees of your company for one rate. 6 **Questions? Contact Susan Winkelmann** þ ß susan@asamidwest.com or 314.845.0855 6 6 h h N

AUGUST 2018 Monthly DINNER Meeting

Syberg's on Dorsett Wednesday, August 15, 2018 5:30-8:00 p.m.

Please make plans to join us for the August Monthly Member **DINNER** Meeting on Wednesday, **August 15th at 5:30 p.m. Syberg's on Dorsett.**

SAFETY FIRST MEETING-Featuring OSHA AREA DIRECTOR, BILL MCDONALD and ASA SAFETY CO-CHAIRS, Mike Sicking, Safety International AND Rose Kastrup, CSA Advisors.

Our speaker for the evening will be Bill McDonald , OSHA Area Director.

MEETING AGENDA:

Networking5:30 to 6:30 p.m.BPI5:45 to 6:30 p.m.. (Subs Only)Dinner6:40 p.m.Program7:15 p.m.. (OSHA-Bill McDonald)

Registration includes hosted bar, dinner & program <u>\$42 ASA Members</u> \$65 Non ASA Members

Register online-www.asamidwest.com by Friday, August 10, 2018 Attendees not cancelled by 8.10.18 will be charged per ASA cancellation policy.

INTERESTED IN SPONSORING THIS MEETING? ONLY \$250 to sponsor meeting! Limited Availability!

Contact Susan Winkelmann for details susan@asamidwest.com_or 314.845.0855



2018-19 ASA Mídwest Councíl Offícers & Board of Dírectors

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"Oooops... I HAVE BLOWN MY LIEN TIME!... NOW WHAT DO I DO?" Richard Stockenberg ASA Chapter Attorney Sandberg Phoenix & von Gontard

Mechanic's liens are without a doubt a subcontractor's If the lien is good, the owner is exposed to the risk of double best collection tool when there are payment problems. The sources of its power are (1) the risk that the property will be sold to satisfy the lien, (2) the threat that the owner, in order to prevent foreclosure, may have to pay the subcontractor even if the owner has already paid the general contractor, and (3) the lien prior lender's deed may trump the of

In order to receive the benefits afforded by the lien laws. there are strict deadlines that must be met. For example, in Missouri, a subcontractor is required to file its lien with the court within 6 months after its last day of work. However, at least 10 days before filing its lien, it must give to the owner a notice of its intent to file its lien. In Illinois, the time requirements are different. There, the lien must be recorded with the recorder of deeds within 4 months of the last day of its work. Before a lien may validly be recorded in Illinois by a subcontractor, a notice of everyone is sharing the same hot tub than waiting until problems intent must be given to the owner within 90 days of the last day of develop and the parties are standing 20 paces apart waiting to work. Failure to meet these deadlines will result in the loss of lien rights. These deadlines may not be extended by agreement.

If you miss the deadline, what can be done to mitigate The first thing is to sensitize yourself to the loss of lien? deadlines so that the mistake does not happen again on an even larger job. It is easier to learn from mistakes than successes. Start the learning process by using a calendar to provide advance written notice of approaching deadlines. Give yourself more than a "2 minute warning." Calendar the deadline for, say, 30 days. claim, is to determine whether the owner has paid the general That is not to say a lien should necessarily be filed for each problematic job, but at least by putting the deadlines on the calendar, you will not lose lien rights by default, make it your informed business decision.

The next thing to consider is that there may be a payment bond posted by the general contractor for the benefit of subcontractors. While payment bonds are required on government projects in Missouri and Illinois (and elsewhere), they are not required as a matter of law for private work. However, what happens in some instances is there are private owners that require, at least on some projects, that payment bonds be posted by the general contractors to provide payment security for subcontractors. Bonds cost money, so why would an owner do that? Because it is easier for a subcontractor to make a claim against a bonding company than pursue a lien claim.

SANDBERG PHOENIX & VON GONTARD P.C.

payment and it will also have a cloud on its title to the real estate, creating problems to sell or refinance the property; whereas, if a bond claim is valid, it is the bonding company that is liable and the owner has avoided these risks. Walmart is an example of an trust, owner that sometimes requires bonds for its construction projects.

When private owners obtain payment bonds from their general contractors, that fact is typically not advertised. Therefore, it is a good and prudent business practice to make inquiry in the early days of the project before there are payment problems to determine whether a bond has been posted. It will be much easier to obtain a copy of the bond early in the project while fire. If there is a bond, it is advantageous to obtain a copy as early as possible so that you can determine if there are notice requirements or time limits for making claims. Not all bonds have the same terms and conditions when it comes to who is protected, what the notice requirements are, and what the time limits are.

Another option, though not as effective as a bond or lien contractor for the entire contract balance. If the owner is holding money due to the general contractor it may be that you have a claim against the owner using an unjust enrichment theory even though you have no direct contractual relationship with the owner. While an owner cannot be made to pay twice in the absence of a mechanic's lien, it can in some instances be required to directly pay the subcontractor if the owner has not paid the complete contract price to the general contractor. The theory is that the owner would be unjustly enriched if it did not pay the value of the improvements made to its property. This remedy is available to subcontractors in Missouri and Illinois.

Finally, remember that if there are no lien rights, bond rights, or rights against the owner, you will still have all of your contractual and equitable rights against the general contractor. Unfortunately, all general contractors are not equally solvent and creditworthy. In the worst-case scenario, let's hope the general contractor is solvent. Be careful who you do business with.

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





to the MEMBER COMPANIES that attended the June monthly meeting:

Affton Fabricating & Welding American Steel Fabrication Archview Metals Aschinger Electric Co. Bangert Computer Syst. BAZAN Painting Co. Bell Electrical Contractors Briner Electric CliftonLarsonAllen Common Sense Solutions CSA Advisors, LLC Duct Systems, Inc. ELCO Chevrolet/Cadillac Enterprise Bank & Trust Equipment Share Event Productions Fabick Rents Foundation Supportworks by Woods George McDonnell & Sons Golterman & Sabo Guarantee Electrical Johnson Controls Kirby-Smith Machinery Knapheide Truck Equipment Lizmark Montgomery Bank NuWay P.M. Leach Painting Co. RubinBrown LLP

Sachs Electric Co. Sandberg, Phoenix, von Gontard Schmersahl Treloar & Co Seal the Deal Too SFW Partners, LLC Sikich, LLP Sunbelt Rentals TJ Wies Contracting, Inc. Tradesmen International United Rentals

Upcoming ASA Midwest Council Meetings & Events



August 15	Monthly Membership Dinner Meeting Syberg's on Dorsett
September 13	Contentious Contract Clause Seminar Enterprise University-Creve Couer
September 19	Monthly Membership LUNCH Meeting BSI Constructors
October 1	ASA Midwest Council Golf Tournament Whitmoor Country Club
December 5	ASA Midwest Council Casino Night Holiday Party Syberg's on Dorsett
January 30	<i>Meet the GC's Expo-SAVE THE DATE!</i>



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SPECIAL THANKS TO TOM MCDONNELL, GEORGE MCDONNELL & SONS, FOR COORDINATING TICKETS FOR THE TROOPS FOR THE 10th YEAR!! Given the turbulent political happenings over the past few months in Jefferson City, the month of July was relatively calm in comparison. With Governor Mike Parson at the helm and Lt. Governor Mike Kehoe in the number two spot, a sense of normalcy has returned to the Capitol. Gov. Parson has made it past the bill signing period with little surprises. This month has been filled with full on political campaigns concentrating on the various primary races and the different propositions that will be on the ballot. Finally, the question as to whether or not the Governor has the authority to appoint the Lt. Governor still lingers as the Democrat Party appeals a decision earlier this month by the Cole County Court.

Governor Parson has also completed his review of the remaining bills from this past session and signed the most of them into law. Of particular note is HB1729, which Parson signed on July 13. The measure mandates that there will be no prevailing wage unless there are 1,000 reportable hours for an occupation in a given county or locality. In those situations, the prevailing wage would be replaced by the county's construction minimum wage, which would amount to 120% of average wages as determined by the Department of Economic Development. The new law also exempts projects of \$75,000 or less from prevailing wage requirements.

The Proposition A, or "Right-to-Work" ballot initiative is garnering a lot of attention for the August 7 primary. The measure appears on the ballot after lawmakers passed Senate Bill 19 during the 2017 legislative session. Once that bill was signed by then -governor Eric Greitens, opponents gathered enough signatures through a seldom-used referendum process, which delayed the implementation of the new law and placed it on a statewide ballot. Voters will now decide its fate on August 7. The most recent polling shows that Missourians are against Prop A, with 59% opposed, 34% in favor, and 7% undecided.

A new website, SaferMo.com has been launched in support of Proposition D. This is the proposal that will appear on the November ballot asking voters to approve a 10 cent per gallon increase in the states fuel tax to be phased in over a four-year period. When fully implemented, the increase will generate over \$400 million of additional revenue. At least \$288 annually will be allocated for the State Road Fund, with \$123 million going to local governments for road construction and maintenance. Many organizations from law enforcement to the construction industry and trucking associations have endorsed the ballot measure. Governor Mike Parson has also indicated his support for the fuel tax increase, stating the state cannot continue delaying a major infrastructure plan.

Meanwhile, candidates across the state have hit the final stretch before the Primary Election set for August 7. Several highprofile races are worth noting, including Senate District 14 in St. Louis, in which three democrats - Sharon Pace, Brian Williams, and Joe Adams are vying for the nomination. Senate District 16 in Phelps County features well known Republicans Justin Brown, Diane Franklin, and Keith Frederick in a hotly contested race. In Northeast Missouri, four Republicans are in a tight race for the 18th District nomination. Lindall Shumake, Craig Redmon, Cindy O'Laughlin, and Nate Walker all appear on the ballot. In the Joplin area, Republicans Bill White and Rob O'Brian battle it out, while the final battleground in Northwest Missouri pits Republicans Tony Luetkemeyer against Harry Roberts. The winners of these primary will likely be the nominees as those Districts lean toward the political party in the contested primary seats in each District. Meaning that although some may still must face an opponent of the opposite party in the November General Election, it is believed that those races will not be difficult races for the primary winners. The outcome of these races could really alter the makeup of the Leadership in the General Assembly moving forward.

The question as to whether or not the Governor has the authority to appoint a Lt. Governor continues to linger. The Missouri Democrat Party filed suit in Cole County stating Parson overstepped his authority when he tapped Kehoe to fill the vacancy created when Parson become governor. On July 11, Cole County Circuit Judge Beetem ruled that Parson in fact does have the authority and dismissed the case stating the Democrat Party did not have the standing to bring the lawsuit. On July 17, the Democrat Party filed an appeal to the ruling with the Missouri Supreme Court. A trial date has not been set.

The Supreme court issued a ruling on another highly controversial matter recently. The Grain Belt Express is a proposed energy transmission line, set to deliver wind energy from Western Kansas to the Eastern power grid. Some of the energy would also be delivered to Missouri, Illinois and Indiana. At issue had been the authority of the Missouri Public Service Commission to sign off on the project but the court ruling made clear that authority exists. Private property owners along the route oppose the project due to eminent domain concerns as well as property devaluation once the project is complete. Clean line Energy, the company set to build the transmission line, states the project will save Missourian's more than \$10 million annually on their electric bills, create thousands of jobs and provide millions in taxes to local communities. No start date for construction has been set as numerous permits must still be secured, but the ruling clears a huge obstacle that had threatened to scuttle the project.

We will continue to keep you updated on happenings in Jefferson City and across the state as they affect ASA. Nikki Strong, Strong Consultants.

ASA Midwest Council Members

Acoustical Ceilings, Inc. Affton Fabricating & Welding Ahern Fire Protection AME Constructors American Burglary & Fire, Inc. American Steel Fabrication, Inc. Architectural Sheet Metal Systems Archview Metal Systems Co. 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. **Bover Fire Protection Briner Electric Building Point Mid-America** C.E. Bollmeier Company, Inc. C. E. Jarrell Contracting **CK Power CMIT Solutions CNA** Surety CSA Advisors LLC **Cardinal Environmental Operations** Cee Kay Supply Century Fire Sprinklers, Inc. CliftonLarsonAllen, LLP **Collins & Hermann Commercial Fabrication Common Sense Solutions Corrigan Company Doll Services and Engineering Drilling Service Company Duct Systems** Dynamic Controls, Inc. ELCO Chevrolet Cadillac Enterprise Bank & Trust **Equipment Share 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 Hansen's Tree, Lawn & Landscaping Havden Wrecking Heitkamp Masonry Herc Rentals Hoette Concrete Hunt Vac Services Ideas4Promos **Integrated Facility Services Irwin Products ID** Kutter I.F. Electric I.W. Terrill John J. Smith Masonry **Johnson Controls** Jos. Ward Painting Co. K & K Supply, Inc. Kaemmerlen Electric Kaiser Electric KAM's Mechanical LLC 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 Linek Plumbing Co. 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

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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 of a company that would benefit from being part of ASA Midwest Council? If SO. Contact membership chairman O'Hagan-Chris 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 monthly meeting, as our guest.

CONTRACT REVIEW

The committee recommends that subcontractors to confirm we are meeting that month. Call Mike routinely qualify their bids with language saying the bid is conditioned upon reaching mutually satisfactory contract terms, such as an unmodified ConsensusDox 750. This qualification will negate the GC's language in the RFP saying that by bidding the job you are agreeing to sign the GC's form subcontract.

If you have questions regarding the contract chair, review service. contact committee

Dick Stockenberg, Sandberg Phoenix, von Gontard rstockenberg@sandbergphoenix.com.

SAFETY

The Safety committee is planning an upcoming aerial boom lift and scissor lift training session In the next couple of months. Stay tuned for more details The safety committee typically 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 Sicking at 314-486-3141 or Rose Kastrup at 417 761-4194 for more information about the Safety Committee.

PROGRAMS

The ASA Programs Committee is currently planning for our 2018-19 year! Do you have suggestions as to what type of programs ASA can offer, to help your business grow? If you have suggestions, or are interested in joining the Programs Committee, contact Chris O'Hagan, Programs Chairman, chris@idkutter.com



Use ASA Model 'Stickers' to Preserve Your Rights

Include ASA's model "stickers" in your tactics to avoid potentially damaging language hidden in the "fine print" of routine project documents. Change orders, pay applications and other routine documents all too often contain language limiting subcontractors' rights. ASA members can download the model "stickers" from the ASA Web site and affix them to:

- ✓ Signed change orders submitted to customers. The ASA Change Order Reservation of Rights sticker reserves your company's rights to "additional claims for any delays, inefficiencies, disruption or suspension, extended overhead, acceleration, and the cumulative impact of this and other change orders issued to this date."
- √ Signed lien or bond waivers submitted to customers. The ASA Lien Waiver Reservation of Rights sticker specifies that your company does not waive "any lien or bond rights securing payment of retainage, unbilled changes, and claims which have not been asserted in writing or which have not yet become known to Subcontractor."
- ✓ Signed payment applications submitted to customers. The ASA Payment Application Reservation of Rights sticker makes releases or waivers "effective only to the extent of payments actually received and ... inapplicable to work performed and/or materials furnished for which payment has not been received."
- ✓ Signed schedule approvals submitted to customers. The ASA Schedule Approval Reservation of Rights sticker reserves your company's right to claims for "additional costs with respect to unresolved issues" and claims resulting from work that does not proceed in accordance with the schedule because of the actions of others.

Print the ASA stickers on Avery 5163 (or equivalent) labels and keep them handy in your office. The Contracts and Project Managementstickers are available under "" in the Member Resources section of the ASA Web site.

ASA White Paper Helps Subs Master the Ability to Stop Work for Nonpayment

Stopping work for nonpayment can be a critical, effective tool when properly wielded. The ASA white paper Mastering the Ability to Stop Work for Nonpayment discusses industry practices, statutory and common law trends, and what steps subcontractors can take to establish the right to stop for nonpayment.

The white paper advises subcontractors to clearly establish the right to stop work, particularly when dealing with inconsistencies in common law. Given the fact that most prime contractors will assure that the ability to suspend work is accorded them by the owner before any work begins, a subcontractor should consider insisting on the same rights and considerations.

The delivery of work on time, a sound subcontract, and good business practices may not be enough. The need and the emerging trend for a clear statutory remedy to this long-standing issue are apparent. The white paper is located under "Contracts and Project Management" in the Members Resources section of the ASA Web site.



SAFETY—It's NO ACCIDENT!

We take for granted the small things we do each day, that could alter our circumstances immensely. How many times after an incident did you hear someone say...."if only we had...". It's the routine decisions you make that allow you to continue though your jobs without error. Your PERSONAL DECISIONS about how you conduct your business is where Safety starts.

BEAT THE HEAT:

We've been fortunate to have a summer of sun filled days, but as temperatures rise, so does your risk for heat exhaustion. While this warning may seem as insignificant as the tag on the bottom of your mattress, the consequences can be costly in lost time and revenue. What is it? HEAT EXHAUSTION is a heat-related illness that can occur after you've been exposed to high temperatures, and it often is accompanied by dehydration.

What are the signs and symptoms of heat exhaustion?

- You may have heavy sweating.
- You may feel faint, dizzy, weak, or tired.
- You may have a headache.
- You may breathe fast or feel like your heart is beating faster than normal.
- You may have muscle cramps.
- You may have nausea or vomiting

Prevention begins by taking these small steps:

- Wear lightweight, light-colored, loose-fitting clothing, and a wide-brimmed hat
- Use a <u>sunscreen</u> with an SPF of 30 or more.
- Drink extra fluids. To prevent <u>dehydration</u>, drink plenty of water, fruit juice, or vegetable juice per day
- Avoid fluids containing either <u>caffeine</u> or alcohol, because both substances can make you lose more fluids and worsen heat exhaustion.



WHERE DO YOU STAND?

While Safety lies in routine, our daily jobs are seldom similar. New jobsites bring new terrains and un-identified perils. It's key that you utilize your Personal Protective Equipment to add uniformity to your changing days.

Insure these items are in your "Safety Toolbox":

- Hardhat
- Safety Glasses
- Above the ankle boots
- Hi visibility clothing

In addition to having the right gear, proper foot placement can assist in prevention of Slips, Trips and Falls. Where is it that you stand:

- When you enter and exit your vehicle?
- When you enter and exit your equipment?
- When your teammates are operating their equipment?
- When activities are going on above your head?
- When operating in in-climate weather?

Being at the right place at the right time can greatly increase your success! Remember, Safety isn't revenue created, but dollars saved.

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

NO NEW MEMBERS THIS MONTH

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 <u>first time</u> non member guests are free of charge. Please register your guest in advance by contacting susan@asamidwest.com

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/Rick Williams)

GC Expo (Walter Bazan, Jr. /Tim Thomas)

Safety (Mike Sicking/Rose Kastrup)

Brand Development (Stephanie Woodcock)

Contract Review (Dick Stockenberg)

Contact a committee chair today, to join a committee!



MIDWEST COUNCIL

Building. Community.

Sponsorship Pater

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

- Website Rotating
- Website Static
- \$1,000/Year \$300/Year

\$420/Year

\$500/Year

- 1/4 Page Monthly \$125/Year • 1/4 Page Quarterly
- 1/2 Page Monthly
- 1/2 Page Quarterly
- \$225/Year • Business Card Monthly \$125/Year
- Business Card Quarterly \$70/Year
- Whole Page 1X
- Whole Page Quarterly
- Classified Ads
- \$300 Per Issue
- \$900/Year
- \$15 Per Issue

ASSOCIATION PARTNERSHIP

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



www.masonrystlouis.com

ASA Midwest Council Go f Tournament

Monday, October 1, 2018 Whitmoor Country Club . 11:30 a.m. Tee Time **Reservations** Required



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