

# OCTOBER 2018

## OCTOBER

**October 17**  
**Holland Construction**  
**Subcontractor**  
**Appreciation Dinner**  
*The Quail Club*

This is usually the time of year that starts getting super busy, the holidays are just around the corner. Many of our jobsites are in a race against time to beat the cold winter months, and we begin planning parties and family gatherings. ASA is no different October is a super busy month!

The 31<sup>st</sup> annual ASA Golf Tournament at Whitmoor Country Club on October 1st and a huge success with a record number of golfers, 221 to be exact! Thank you to everyone who participated, donated or volunteered.

## NOVEMBER

**November 14**  
**ASA/SITE/APWA**  
**Joint Networking Event**  
*TopGolf*

The annual Board of Directors Strategic Planning Fall Retreat will take place the weekend of October 12th. The Board of Directors, along with the Chairs and the past Presidents will come together to reflect on the past year, and brainstorm on the future. This is a melting pot of ideas to see how we can bring the most value to our members through innovative ideas and rich traditions.

October 17th we will have a dinner meeting at The Quail Club in Illinois. Thank you to Holland Construction for inviting us to participate in their Subcontractor Appreciation Dinner. RSVP directly with Holland-[swilliams@hollandcs.com](mailto:swilliams@hollandcs.com) to join the meeting-NO COST for ASA members to attend, so make plans to join us in Illinois on October 17<sup>th</sup>.

## DECEMBER

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

The upgraded ASA Midwest Council website is here! We are super excited to unveil the new and improved website. Thank you for all the hard work from Stephanie Woodcock, ASA Marketing Chair, and Susan Winkelmann, ASA Executive Director, to get the new site up and running this month.

## JANUARY

**January 30**  
**ASA Midwest Council's**  
**Meet the GC's Expo**  
*St. Charles Convention Ctr.*

Some of the new points of interest for the new website, include ASA Member Login to access member only contract review and safety information. The event registration feature has been upgraded, to make registering for an event, and multiple events at the same time, a breeze!

We encourage all members to visit the website, and check out the new features, as well as create an icon on your mobile phone, to access the mobile site which will feature ASA updates and important information right at your fingertips. The address remains the same [www.asamidwest.com](http://www.asamidwest.com), so check it out today! While you are on the new website, register for our upcoming events, including our joint networking event with SITE & APWA, at TopGolf on November 14<sup>th</sup>, Casino Night on December 5<sup>th</sup>, and the annual Meet the GC's Expo on January 30, 2019.

I look forward to sharing the new ideas that come from our Strategic Planning session, and hope to see everyone at The Quail Club on October 17<sup>th</sup>.

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

Jennifer Church, United Rentals  
President, ASA Midwest Council  
jchurch@ur.com 314.486.3899

**The Quail Club**

8303 Concordia Church Rd.  
Belleville, IL 62223

**SAVE THE DATE**

**2019** | **SUBExcel**  
ASA - We Build Excellence

**March 6-9, 2019 | Nashville, Tennessee**

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



OCTOBER 2018  
Monthly DINNER Meeting  
**The Quail Club**  
8303 Concordia Church Rd.  
Belleville, IL  
Wednesday, October 17, 2018  
5:00 to 9:00 p.m.

Please make plans to join ASA & Holland Construction for a Subcontractor Appreciation Dinner at the Quail Club in Belleville, IL.

**THIS IS A FREE EVENT FOR ASA MEMBERS!**

Join ASA and Holland Construction Services for networking & dinner Wednesday, October 17, 2018 5:00 to 9:00 p.m.

*Interact with multiple representatives of Holland Construction Services and enjoy dinner sponsored by Holland Construction. This Subcontractor Appreciation event hosted by Holland takes the place of our usual monthly membership meeting*

**MEETING AGENDA:**

5:00-6 p.m. Networking & Cocktails  
6:00 p.m. Dinner-Hosted by Holland  
7:00 to 9:00 p.m. Networking & Cocktails

**THIS EVENT IS FREE TO ATTEND, BUT YOU MUST RSVP DIRECTLY TO HOLLAND CONSTRUCTION!**

Reservations are required by contacting Sue Williams with Holland Construction at [swilliams@hollandcs.com](mailto:swilliams@hollandcs.com) or (618) 277-8870 by 10.10.18.

**DON'T FORGET THIS IS FREE TO ATTEND FOR ASA MEMBERS, BUT YOU MUST RSVP DIRECTLY TO HOLLAND CONSTRUCTION [swilliams@hollandcs.com](mailto:swilliams@hollandcs.com) or 618 277-8870**

**13th ANNUAL CASINO NIGHT**  
*Members Only Holiday Party*



**Wednesday, December 5th**  
**Syberg's on Dorsett**  
**6:30 p.m. to 10:00 p.m.**

Don't miss the 13th 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 November 30th**

*(no shows not canceled by 11.30.18 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***



## 2018 and beyond? An update.

Mark O'Donnell

*Schmersahl Treloar & Co.*

Last year I wrote about how the industry experts expected the construction sector to perform in the near future. I closed with “So, at least at this point, it seems this aging bull market for construction still has some life left in it”. Now looking back, the aging bull had quite a lot of life left in it. The nonresidential construction graph I presented last year looked like a top was occurring (note the peak above the 2017 label below in this year’s graph), but instead moved up another notch through May of this year before sliding down a bit (see the steady rise above 2018 below).

The Architectural Billing Index (ABI) is a well-known ‘leading indicator’ for construction activity in nonresidential buildings. Generally, the Midwest lags the indicator by about 9 months. So theoretically, the ABI could give you about a 9 to 12 month ‘heads up’ on significant up or downturns in construction activity. The ABI for August was published on September 19, just a few days before this publication date. The overall index was 54.2 (53.7 last year at this time), and the Midwest region (which includes Missouri and Illinois) index was 52.5 (same as last year). A score above 50 indicates an increase in architectural billings from the month before. Note that the overall index has been ‘bumpy’, the five preceding months were 50.7, 51.3, 52.8, 52.0 and 51.0.



We have seen some resolution of uncertainty (right to work, prevailing wage, etc.). Other problems including labor shortages still exist. However, new economic issues such as increasing commodity prices and perhaps most threatening, increasing interest rates have become factors. Yet once again, in spite of both old issues and new challenges, for the most part it's been another good year.

So what about the rest of 2018 and 2019? The most current American Institute of Architects Consensus Forecast projects (nationally) indicate nonresidential growth of 4.7% for 2018 and slower growth, 4.0% for 2019. The component indexes for 2019 vary widely, from a high of 6.3 % from FMI to a low of 2.8% from both Associated Builders & Contractors and IHS Economics.

Considering all of this data, the experts are looking for continued but slower growth for 2019 for the construction industry as a whole. My ‘two bits’ on that, keep a close eye on the Federal Reserve’s move on interest rates and commodity prices. No doubt both commodity prices and interest rates are impacted by politics. However, higher interest rates and commodity prices are also indicators of a market top. Higher interest rates are meant to slow the economy and commodity prices will increase end user costs. Both will impact construction not yet under contract significantly.

*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](mailto:chris@jdkutter.com)*



# THANK YOU

**to the MEMBER COMPANIES that attended the September monthly meeting:**

Afton Fabricating & Welding	Duct Systems, Inc.	Jarrell Mechanical Contracting	Onsite Companies
Ahern Fire Protection	Equipment Share	Johnson Controls	Sachs Electric Company
Architectural Sheet Metal	Event Productions	JW Terrill	Schmersahl Treloar & Co
Aschinger Electric Co.	Fabick Rents	Lawrence Fabric & Metal	Seal the Deal Too
Bangert Computer Syst.	Foundation Supportworks	Lindberg Waterproofing, Inc.	SFW Partners, LLC
BAZAN Painting Co.	George McDonnell & Sons	Linek Plumbing Company	Smash It
Bell Electrical Contractors	Golterman & Sabo	Lizmark	Swanson Masonry, Inc.
Boyer Fire Protection	Grant Contracting Company	Marketeer, Inc.	TJ Wies Contracting, Inc.
CliftonLarsonAllen	ideas4promos	Meyer Painting Co.	Wies Drywall & Construction
Common Sense Solutions	JD Kutter	Midwest Elevator	

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



- October 17***                      ***ASA/Holland Construction Subcontractor Appreciation  
Dinner Meeting-**FREE EVENT FOR ASA MEMBERS!**  
The Quail Club-Belleville, IL***
- November 14***                      ***ASA/SITE/APWA Joint Networking Event  
TopGolf-**Looking for Bar Sponsors!*****
- December 5***                      ***ASA Midwest Council Casino Night Holiday Party  
Syberg's on Dorsett***
- January 30***                      ***Meet the GC's Expo  
St. Charles Convention Center***
- February 20***                      ***Monthly Membership DINNER Meeting  
Syberg's on Dorsett***
- March 20***                      ***Monthly Membership LUNCH Meeting  
Syberg's on Dorsett***

**[VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!](http://WWW.ASAMIDWEST.COM)**



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

WEDNESDAY  
NOV 14



TIME:  
4:30-6:30 P.M.

# TOPGOLF

'SWING' ON BY FOR A JOINT  
APWA/ASA/SITE NETWORKING EVENT

\$60 per person

Includes open bar, appetizers and golf

**BAR SPONSORSHIP \$300**

*ASA Members register by visiting [www.asamidwest.com](http://www.asamidwest.com) by November 9th.*

*Limited Bar sponsorships available only \$300—includes signage & recognition at event!*



# 2018 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 2019, March 6–9, 2019, in Nashville, Tennessee.

## Online Resources:

- Watch the Video.
- Download the 2018 ASA Certificate of Excellence in Ethics Brochure.
- Download the 2018 ASA Certificate of Excellence in Ethics Application.
- ASA provides useful model documents to help with your submission and your ethics program. View the 2018 ASA Certificate of Excellence in Ethics Resource Guide.
- Download the 2018 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 '2017 ASA Excellence in Ethics Award' may re-apply for the 2018 ASA Certificate of Excellence in Ethics using the Re-Certification Form.



APPLICATION DEADLINE: **DECEMBER 7, 2018**



## 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!*

The month of September was full of activity on the political front as legislators returned to Jefferson City for the annual constitutionally mandated veto session. In addition, Governor Parson called his first Special Session.

Each year in mid-September, lawmakers are given the opportunity to attempt an override of any vetoes issued by the Governor on legislation passed the previous session. The House voted to override four of Gov. Parson's budget vetoes. Of concern to some House members, was a veto of the funding stream for inspections of designated stroke centers and other time-critical emergency diagnoses at healthcare facilities. The Executive Branch believes the inspections can still be accomplished by using federal grants to cover the cost of the inspections, but House members don't agree with that assessment. The Senate did not agree with the House and believes the differences between the House and the Governor can be fixed or taken care of in a Supplemental Budget bill when the 2019 Legislative Session begins in January.

Veto session also had a different twist this year, as Governor Parson called a special session to run concurrently with the veto session. The special session was called to specifically address two of the bills which he had vetoed. Those bills dealt with a modification of education curriculum as well as one dealing with drug treatment courts. The education bill was focused on creating an online curriculum of science, technology, engineering, and math courses, also known as the STEM bill. Legislators state the measure will assist with job creation in the state by helping to provide a well trained and educated workforce.

The second bill considered by lawmakers was one dealing with the expansion of treatment courts throughout the state. While not a new concept, the courts have only been used in limited geographic areas throughout Missouri. By allowing more access to substance abuse treatment, models have shown that recidivism is dramatically reduced. Also included in the expansion of the courts is a provision allowing a defendant in a county without a treatment court, to have their case transferred to one that does.

Governor Parson did not disagree with the intent of the bills and vetoed them merely over concerns with some of the language in the bills passed by the General Assembly. Those issues were fixed in the Special Session. Both bills passed quickly through the House and Senate and now head to the Governor's desk for his signature.

One final item considered by lawmakers during their return to Jefferson City was Senate consideration of 44 appointments by Governor Parson to various Boards and Commissions. Many gubernatorial appointments must be approved by the Senate before the appointees can officially be seated in their position. One of the key nominees was Sandy Karsten as the Director of the Department of Public Safety. Karsten had been tapped by Governor Parson to head up the agency after he recently removed former Director Drew Juden. Karsten has just recently retired from her position as Superintendent of the Missouri State Highway Patrol. Former State Representative Robert Cornejo was also up for approval as a member of the Labor and Industrial Relations Commission. Both Karsten and Cornejo were easily approved.

One appointee was not approved however, as objections were raised by Senator Jamilah Nasheed regarding the appointment of Peter Herschend to the Board of Education. After Nasheed voiced her concerns on the Senate floor, signaling that she may hold up approval of the entire slate of appointees, Governor Parson rescinded his nomination of Herschend, thus allowing the remainder to move forward.

Finally, Proposition D continues to gain steam as proponents recently traveled to all corners of the state holding rallies and informational seminars, with Lt. Gov. Mike Kehoe leading the charge. The measure, which will appear on the November ballot, will increase the motor fuel tax by ten cents per gallon when fully phased-in and will generate over \$400 million annually for road and bridge construction throughout the state. 70% of the total amount will be earmarked for state use, with the remaining 30% going to cities and counties for road construction and maintenance. A more in-depth explanation of the proposition may be found at [safermo.com](http://safermo.com).

We will continue to keep you updated on political happenings in Jefferson City and across the state. Remember, the November General Election is quickly approaching and will be held on Tuesday, November 6th. 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  
Aspen Waste Systems  
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.  
Boyer Fire Protection  
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  
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  
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  
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  
Nu Way  
O.J. Laughlin Plumbing Co.  
On Site Companies, Inc.  
P & A Drywall Supply  
P.M. Leach Painting Co.  
Parkway Construction Services  
Patterson's Hospitality Agents LLC  
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 Too  
Seiler Instruments  
SFW Partners, LLC  
The Sherwin-Williams Co.  
Signature Craft  
Sikich LLP  
Smash-It  
St. Louis-KC Carpenters Reg Council  
Stylemaster Apparel, Inc.  
Sunbelt Rentals  
Swanson Masonry, Inc.  
T.J. Wies Contracting  
Taylor Excavating  
Team Industrial Services  
Tradesmen International  
TROCO Custom Fabrication  
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**

**Welcome to our newest  
ASA Midwest Council Member:  
SMASH-IT**

Do you know of a company that would benefit from being part of ASA Midwest Council? If so, Contact membership co-chairs Chris O'Hagan- [chris@jdkutter.com](mailto:chris@jdkutter.com) or Matt Tucker- [mtucker@afwc.com](mailto:mtucker@afwc.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 suggests that you carefully review dispute resolution clauses. Arbitration is required in many subcontract forms. Remember, however, arbitration is not the best choice for all situations. The problem is that when you sign your subcontract you don't know the nature or amount of any potential dispute. That makes it impossible to know whether arbitration or litigation is best suited for a future, unknown dispute. Also, beware of clauses that require arbitration to be administered through the American Arbitration Association. AAA is very expensive. If you use AAA, there is a good chance that by the time the dispute is resolved your total cost will be more than litigation. If you agree to arbitrate, try to negotiate an agreement that the parties will mutually agree on a private arbitrator, thereby avoiding layers of administrative fees.

If you have questions regarding the contract review service, contact committee chair,  
Dick Stockenberg,  
Sandberg Phoenix, von Gontard  
[rstockenberg@sandbergphoenix.com](mailto:rstockenberg@sandbergphoenix.com).

### **SAFETY**

On September 11th the safety committee conducted a free Scissor and Aerial Boom Lift training certification for ASA members. A big thanks to John Rotter of Fabick Rental equipment for generously donating equipment and their facility for the training, and to Mike Sicking, Safety International, for conducting the training. The safety committee meets the fourth 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. Safety Pays! Due to everybody's busy schedule please call to confirm we are meeting that month. Call Rose Kastrup at 417 761-4194 for more information about the Safety Committee.

### **PROGRAMS**

The ASA Programs Committee is currently planning for 2019! Do you have suggestions as to what type of programs ASA can offer, to help your business grow? We are looking for new committee members to join the Programs Committee, so if you have suggestions, or are interested in joining the Programs Committee, contact Programs Committee co-chairs Chris O'Hagan, [chris@jdkutter.com](mailto:chris@jdkutter.com) OR Steve Albart, [salbart@enterprisebank.com](mailto:salbart@enterprisebank.com)

## **ASA White Paper Provides Tips on Project Financing**

Construction project insolvency is a major concern of construction subcontractors who provide a large amount of labor and materials to the prime contractor on credit.

A 2015 ASA survey revealed that slow final payment, slow progress payment and pay-if-paid subcontract clauses are among the top concerns of ASA members. All three of these concerns can be traced back to the adequacy of project financing, at least absent predatory behavior by those controlling the cash flow.

ASA's White Paper on Project Financing is intended to help ASA members understand the importance of the creditworthiness of their potential customers. The white paper addresses industry policies and practices, including a review of relevant clauses in contract documents published by ConsensusDocs and the American Institute of Architects.

The *ASA Addendum to Subcontract*, which is one of the documents in the ASA Subcontract Documents Suite, includes a provision that clarifies the contractor's obligation to provide disclosures to the subcontractor as a condition precedent to the subcontractor's performance. The white paper also provides tips on protecting your business, including arguments to make to the prime contractor and how to get information on project financing. The *ASA White Paper on Project Financing* is available under "Contracts and Project Management" in the Member Resources section of the ASA Web site.

## **Attorney to Examine Best and Worst Construction Legal Decisions of 2018 and How Those Decisions Affect Your Business in Feb. 12, 2019, ASA Webinar**

The Feb. 12, 2019, ASA webinar, will highlight the best and worst construction legal decisions of 2018. In "The Best—and Worst—Construction Legal Decisions of 2018," attorney Adam Harrison, president, Harrison Law Group, will share his insights and practical legal experience, providing participants with an understanding of the short- and long-term effects of these decisions and what they mean for you.

Harrison has over 25 years of experience providing counseling and legal representation to construction industry professionals at all levels of the building process. He possesses a unique and comprehensive understanding of the trends and legal issues that affect the construction industry on a daily basis. This webinar will take place from noon to 1:30 p.m. Eastern time. Registration is \$99 for ASA members and \$179 for nonmembers. Visit [www.asaonline.com](http://www.asaonline.com) to register!

## Is your Company Proactive or Reactive?

*Michael Sicking  
Safety International, LLC*



When it's time to project next year's costs and revenues are you including safety as a budget line item? Quite simply, is your view on safety spending proactive or reactive? Many contractors always seem to find the money if the General Contractor has a last-minute requirement after the job starts or an accident happens that forces you to take additional safety precautions and buy equipment.

I have been doing safety long enough to know that the companies who operate a proactive approach to safety are often the most profitable and most sought-after contractors in the area.

They almost without exception enjoy greatly reduced worker's comp insurance from a lower than average EMR and have an OSHA incident rate that is well below the NAICS code average for their trade.

This translates in to real dollars saved and earned. In today's work environment a company's EMR and OSHA incident rate is like a credit score. If your score is poor you are not even allowed to bid on projects, thus giving up valuable revenue for you and your employees.

Another great benefit of being proactive is that your employees will develop a sense of increased safety culture emphasis on the job. They may not thank you every time you go out to the job, but I have personally heard many comments from workers that they actually appreciate the visits from the "safety guy". They say that they work around a lot of other contractors who never have a safety professional come out to the job. They know you care about their wellbeing and it translates into increased productivity, time saved, increased profits, and advertising for your company that you are a strict safety culture company.

One last thing to consider. Have a periodic safety/company meeting with your employees at your shop and directly ask the employees how they feel about safety and what ideas do they have to make the job task safer? You would be amazed at the great ideas your employees have to help your company grow!



WE ARE LOOKING FOR SPONSORS FOR OUR UPCOMING  
JOINT MEETING WITH SITE & APWA @ TOPGOLF  
ONLY \$300-CONTACT SUSAN@ASAMIDWEST.COM FOR DETAILS

## SMASH-IT

*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)*

### **Join a committee today.**

#### **Membership**

*(Chris O'Hagan/Matt Tucker)*

#### **Programs**

*(Chris O'Hagan/Steve Albart)*

#### **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!**



# 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



**MIDWEST COUNCIL**

Building. Community.

## ASSOCIATION PARTNERSHIP

Mason Contractors Assoc. (MCA)

Contact David Gillick

(314) 645-1966



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



