

DECEMBER 2020

ALL EVENTS SUBJECT TO CHANGE OR CANCELLATION.

DECEMBER

December 3
ASA Quick Hits
Virtual Round Table

December 10
WEBINAR
*Year-end Tax & Financial
Statement Planning*

December 16
Monthly Meeting
Virtual via Zoom

December 16
**ASA Board of Directors
Meeting**

JANUARY

January 7
ASA Quick Hits
Virtual Round Table

January 27
Meet the GC's Expo
**St. Charles
Convention Ctr**

For a full list of all
ASA Midwest Council events
visit www.asamidwest.com

As the waning days of calendar year approach, it is a suitable time to take a look back at where we started the year, and take inventory of all that happened during this trip around the sun. The previous 2019 year was pretty good for most, and the year 2020 A.D. – a new decade (fresh set of downs) – started out in pretty normal fashion. Of course, then everything got stood upside down in a historic way. The coronavirus has greatly affected our businesses as well as this organization. In addition, civil unrest, the wild election, and subsequent election follies have all affected our psyche over the last several months.

Most of us won't look back on 2020 with fondest of memories, but we will see that we overcame a lot and learned from it. It forced literally everyone to get out of their comfort zone. That is not all a bad thing, but it is not easy. As we have continued to figure this whole thing out, we have learned that we can adapt, work from home, have productive meetings, solve problems, and continue to successfully construct buildings, residences, highways and bridges, industrial processes, manufacturing facilities, or whatever else our customers need us to build or maintain. Also, we have found ways to continue to move the ASA Midwest Council ahead. It is impressive what our industry has done and continues to do to keep moving ahead, and I am proud to be a part of it.

In difficult times, I think the key for our industry is that, as subcontractor builders and suppliers, we are inherently innovative problem solvers. Secondly, many of us are accustomed to and immune to a lot of “noise” – that is, negative talk, doubters, and difficult situations. We tend to not get easily discouraged, shut out the noise, and just plow on through. Thirdly, as subcontractors and suppliers, we are all a part of our own community which can help serve as a support system when needed. ASA is a great resource for support. I hope you will reach out and utilize ASA and network with its members when this group can help out or just be a sounding board.

As for ASA events, going forward we will do our best to host in-person offerings when possible, and keep an option for virtual remote participation, if we can. In general, we are planning towards having live events after the first of the year, but will remain flexible as the pandemic situation rises and falls. We'll see what happens. In any case, it is a delicate balance. Following appropriate protocols for the safety of our members is crucial. Our annual “Meet the GC's” is set and on the calendar for January. Among precautions, larger space and limited admittance will be provided to allow for social distancing. I encourage you to register, as you feel comfortable participating. (If the event is cancelled, the full amount paid to ASA will be refunded to all participants.) Hope to see you there!

Thoughts? Ideas? Get something cool for Christmas? I'd love to hear from you.
russell@sachsco.com or (314) 681-9849.

Happy Holidays!

Richard A. Russell, Sachs Electric
President, ASA Midwest Council
russell@sachsco.com

VIRTUAL Meeting
Virtual via Zoom



DECEMBER 16, 2020
VIRTUAL Monthly Meeting



11:30 a.m. to 12:30 p.m.

Mark your calendar, and register for the **VIRTUAL** monthly meeting on Wednesday, December 16, 2020 11:30 a.m. to 12:30 p.m.
This is a FREE meeting for ASA Members.

DOING BUSINESS OUTSIDE YOUR COMFORT ZONE |
PANEL DISCUSSION

Covid-19 has completely upended what is “normal” in construction. With this level of disruption comes opportunities.....and threats.

Join us for a discussion on maneuvering your way through the morass of what could be coming in 2021.

Discussion topics will include but not limited to below:

- How do I evaluate opportunities that involve me stretching outside my comfort zone?
- What are the financial and legal risks that come with bigger job sizes, working for new clients, entering new territories.
- Dealing with 5 Out of State Legal and Illegal Ls | Licenses, Liens, Laws, Losers, and Lovers.
- Income & sales tax considerations while working in other states.
- How to be seen as a trusted business development advisor while networking.
- What and how can this go right.....and wrong!

Expert Panelists Include | Chris O'Hagan, JD Kutter | Richard Stockenberg, Sandberg Phoenix | Jennifer Bardot, Enterprise Bank & Trust | Robert Schroell, UHY LLP, Certified Public Accountants

The virtual presentation will last approx. 40 minutes, with a 15 minute Q&A at the end of presentation.

**Register online-www.asamidwest.com
by Monday, December 14, 2020.**

ASA MEMBERS-FREE | NON MEMBERS-\$25
(Attendees will receive zoom login after registration is completed)

ASA MEMBER RESOURCES

Did you know?

The **ASA Safety Committee** provides 4 new tool box talks on the safety page of the ASA website each month for **members ONLY!**
Use your member login to access the information each month !

Below is a Tool Box available now for download, along with many others on the safety page! (**ASA MEMBER BENEFIT ALERT**)

A Pinch of Prevention

When we talk about pinch points, we are not talking about something like a pinch on the cheek from your grandmother. We are talking about some part of your body getting caught in or between two objects where it can be pinched, crushed, or even amputated. Pinch points are all around us in our daily work here, from office to maintenance operations. Pinch point injuries can be anything from a minor cut from closing a desk drawer on your finger to a life ending injury from being crushed between a wall and a forklift.

A pinch point is a place where a body part, usually hands or fingers, can be caught in or between such as:

- Between moving machine parts
- Between heavy crates, equipment or drums while moving them
- A doorway either on a building or a vehicle
- Between moving parts of a power tool
- Between sliding parts or hinges on equipment
- Between the lid and a container when closing it

Guards on tools and machinery are in place to prevent pinch point injuries. Never remove or disable a machine guard or use a machine that has a missing or disabled guard. Never reach around, under, or through a guard and always report any guards that are missing or not working properly.

A machine that starts up or moves accidentally can trap a hand or other body part in a pinch point. Keep your hands away from moving parts whenever possible. If you need to put your hands near pinch points to repair, service, clear, or adjust equipment, make sure you turn off the machine and lock out the energy controls first.

Look for possible pinch points before starting any job. Check the equipment you're about to use to see where a body part could get caught; then plan your work to avoid those areas.

Give even the smallest task your full attention and don't take any short cuts. Pinch point injuries usually occur when you are distracted or trying to hurry the job to get done faster. Take your time and do not get pinched.

Work Faster with these 10 Keyboard Shortcuts

Michelle Herring
CMIT Solutions

We're all looking for ways to make our day more efficient. Keyboard shortcuts offer the lowest barrier of entry for streamlining your day. Anyone can learn them, on any kind of machine, in applications of all kinds. Best of all, the more you use keyboard shortcuts, the easier and more intuitive they become. That's a win-win for tackling day-to-day workflows and improving your long-term computer knowledge. Most of these apply equally on Windows and Mac machines, although some variations can occur.

1. Start with the basics.

The three most commonly used keyboard shortcuts are also the easiest to learn: Cut (Ctrl+X or Cmd+X), Copy (Ctrl+C or Cmd+C), and Paste (Ctrl+V or Cmd+V). Since each key is located close together on the keyboard, these can be quickly picked up and used across common applications like Microsoft Word, Excel, and Outlook. Once they become second nature, you'll find yourself zooming through text edits and saving valuable minutes every day.

2. Find specific text quickly and easily.

Instead of simply scrolling through a document looking for the information you need, you can go right to it using the Find function. Press Ctrl+F (Windows) or Cmd+F (Mac) to open a search pane in most popular programs, and then type in the desired phrase you're looking for.

3. Take a screenshot.

See something on a web page that deserves a closer look, or want to send someone a snippet of an important image? Take a screenshot—on PCs, press the Print Screen, PrtScn, or Print Scr button, usually located near the F12 key on your keyboard. Then, navigate to your Pictures/Screenshots folder to access the screenshot. On Macs, press Shift+Cmd+4 and use the crosshairs to drag and select the area of your screen you want to capture. The image will pop up in the bottom right corner of your screen and then save to your desktop.

4. Lock your screen.

Depending on your work environment or your job responsibilities, you may need to lock your computer multiple times a day to secure critical business information or prevent unauthorized access to important data. Luckily, a quick lock is as easy as pressing two or three keys: Win+L (Windows) or Cmd+Ctrl+Q (Mac) will immediately protect your computer by reverting it to the lock screen.



5. See better with zoom.

Ever open a Word document but can't read the small type? Or find yourself unable to see the big picture of a zoomed in PDF? Quickly zoom in or out to see fewer or more details by holding Ctrl+plus sign or Ctrl+minus sign (Windows) or Cmd+plus sign and Cmd+minus sign (Mac). This handy trick works well in web browsers, too, changing the level of detail on your current page but not other open windows or tabs.

6. Save your work.

If a power surge or application crash has ever erased your valuable work, you'll recognize the benefit of making this shortcut second nature. Save your document often by pressing Ctrl+S (Windows) or Cmd+S (Mac) instead of using your mouse to navigate to the top menu bar. Once you master this one, you'll find yourself using it reflexively.

7. Undo and redo.

This one can have a big impact when you're trying out different actions in an application—or you make a quick mistake. Press Ctrl+Z (Windows) or Cmd+Z (Mac) to Undo the last task you completed, reverting back to the text you accidentally deleted or replacing the file you didn't mean to move. Not happy with the undo? In most applications, you can Redo a task by pressing Ctrl+Y.

8. Toggle between your computer's open programs.

Instead of using your mouse to move from one application to another, speed up your work by easily bouncing between them using the Alt+Tab (Windows) or Cmd+Tab (Mac) shortcut. Upon first pressing those keys, you'll see a gray highlight over the program you're currently using; hold Alt or Cmd down and press Tab to move between each one. When you land on the program you want to shift to, let go of both keys.

9. Search your computer for a file or application.

Another time-saver that serves dual purposes, pressing Shift+Spacebar (Mac) will allow you to open Spotlight Search, while Windows Key+E (Windows) will open the File Search menu, both of which can be used to quickly access any document on your machine. On Macs, this shortcut also comes in handy if you're using a wireless mouse and it disconnects: type in Mouse or Bluetooth to open up System Preferences and use your keyboard to select the device you want to reconnect.

10. Reload the current web page.

We've all been there: waiting on a slow Internet connection or watching an Internet browser improperly load a page. If you want to reload, press Ctrl+R (Windows) or Cmd+R (Mac) to refresh any site in its current browser tab. Keyboard shortcuts might seem simple (or even silly), but learning them can lead to major improvements in your daily workflow.

Michelle Herring is an owner of CMIT Solutions of St. Charles/Chesterfield. You can reach her at 636-489-4995

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 & further ASA's goals!**

**If you are interested in joining a committee, contact executive director,
Susan Winkelmann 314.845.0855 or susan@asamidwest.com
*ASA Midwest Council has been Building. Community. Since 1967!***

THANK YOU

to the MEMBER COMPANIES that attended our last monthly meeting!

Affton Fabricating & Welding
American Steel Fabrication,
Aschinger Electric
Bangert Computer Systems
Bazan Painting Co.
BluSky
Brown Smith Wallace, LLP
CarsonAllaria
Wealth Management
CK Power
CSA Advisors
ELCO Chevrolet Cadillac

Enterprise Bank & Trust
Fabick Rents
Foreman Fabricators
George McDonnell & Sons
Golterman & Sabo
Guarantee Electrical Co.
Ideas4promos
Irwin Products, Inc.
J.D. Kutter
Jarrell Contracting
Johnson Controls
Knapheide Truck Equipment

Lawrence Fabric & Metal
Structures
Lizmark Branded Solutions
Luby Equipment Services
Marketeer
MC Service
Montgomery Bank
Nu Way
O.J. Laughlin Plumbing Co.
Pipe and Duct Systems, LLC
Pirtek Overland
Plumbing Planning Corp.

Precision Analysis, Inc.
RubinBrown LLP
Sachs Electric
Sandberg Phoenix
Schmersahl Treloar & Co.
Seal the Deal Too
SFW Partners, LLC
Show Me Industrial Services,
Sikich, LLP
Sunbelt Rentals
T J Wies Contracting
UHY LLP
Vee-Jay Cement Contracting

Upcoming ASA Midwest Council Meetings & Events



December 3

***ASA Quick Hit-Virtual Round Table Discussion
Networking in the age of COVID***

December 10

***Webinar / FREE for ASA Members
Year-end Tax & Financial Statement Planning***

In a year that has been anything but predictable, planning of the end of 2020 is a must.

December 16

***ASA Virtual Monthly Member Meeting
Doing Business Outside your Comfort Zone-Panel Discussion***

January 7

***ASA Quick Hit-Virtual Round Table Discussion
Effective Marketing Strategies in the age of COVID***

January 27

***Meet the GC's Expo
St. Charles Convention Center***

VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!

Event registration requires member login, contact susan@asamidwest.com with questions!

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



National Apprenticeship Act of 2020

The House voted on H.R. 8294, which would authorize \$3.9 billion over five years to expand registered apprenticeships through grants and modify the approval process for apprenticeship programs. The legislation does not authorize Industry-recognized apprenticeship programs and it would authorize \$400 million in fiscal 2021, increasing by \$100 million annually to \$800 million in fiscal 2025, for a competitive grant program to expand registered apprenticeship, youth apprenticeship, and pre-apprenticeship programs. The legislation would codify the Apprenticeship Office within the Labor Department's Employment and Training Administration. The office would award three-year grants to public and private sector stakeholder partnerships to:

1. Expand apprenticeship programs in industries such as information technology, advanced manufacturing, cybersecurity, health care, or child care.
2. Encourage employer participation in programs that target individuals with barriers to employment, women, minorities, veterans, incarcerated individuals, and foster youth.
3. Increase alignment between apprenticeship programs and secondary and postsecondary education systems.

Grant recipients would need to match at least 25% of the awarded amount with nonfederal funds. The matching requirement would not apply in exceptional circumstances, such as a grantee serving a high proportion of individuals with barriers to employment. Grants could be extended for an additional two years. The measure would direct grant recipients to allocate at least 5% of funds for financial aid to apprentices through emergency grants. Grantees would be required to complete an annual independent evaluation of how funds were used, and the number of program participants served.

The legislation would authorize \$50 million in fiscal 2021, increasing by \$10 million annually to \$90 million in fiscal 2025, for the office, which also would have to:

- ✓ Engage with public and private sector stakeholders to expand registered apprenticeship programs.
- ✓ Support recruitment of individuals underrepresented in an "apprenticeable" occupation and promote engagement with employers from industries or occupations underrepresented in the national apprenticeship system.
- ✓ Support state apprenticeship agencies and programs and engage minority serving institutions.
- ✓ Ensure that academic credit and credentials earned through the programs can be stacked and transferred.
- ✓ Establish a single repository to collect performance data from the national apprenticeship system and provide a public website with information on programs.

The legislation would authorize \$75 million in fiscal 2021, increasing by \$10 million annually to \$115 million in fiscal 2025, for state apprenticeship agencies (SAA) to support programs under the national apprenticeship system. Each state would receive funding based in part on a formula using several factors, including the number of individuals participating in an apprenticeship program, living below the poverty line, and who are unemployed. Agencies would have to match at least 25% of their allocation with nonfederal funds. The legislation would direct agencies to also use:

- ✓ At least 10% of funds to align youth apprenticeships with secondary education programs and to align instruction under the national apprenticeship system with credit-granting postsecondary programs.
- ✓ At least 10% of funds to work with state or local workforce development boards.
- ✓ As much as 15% of funds to increase diversity within apprenticeship programs.

Also, the measure would require all programs under the national apprenticeship system to:

- ✓ Provide a written plan on work-based learning, classroom-based instruction, compensation, and assessing an apprentice's knowledge and skills.
- ✓ Equally grant advanced standing or credit to applicants with demonstrated competency or experience.
- ✓ Meet safety standards and provide all individuals with equal opportunity to participate.
- ✓ Provide an apprenticeship agreement and a certificate of completion for each participant.

The legislation would authorize \$10 million in fiscal 2021, increasing by \$2 million annually to \$18 million in fiscal 2025, for the Labor and Education departments to enter into an interagency agreement. The agreement would support the integration of registered apprenticeships with secondary, postsecondary, and adult education programs. The Labor Department would conduct, through an independent entity, research for improving the effectiveness of registered apprenticeship programs. The research would have to address the extent to which the programs respond to the needs of the local labor market and align with high-skill, high-wage, or in-demand industries or occupations. Finally, the Labor Department expressed concerns with the legislation and said the measure "includes an excessive number of requirements that are overly prescriptive, unworkable, and may have unintended consequences." The department also wrote that the measure would repeal the authority used to create IRAP, and remove the legal basis for the agency's operation of that program.



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 and support deserving students advance their educational goals!

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

www.asamidwest.com



DID YOU KNOW?

Check out the **Info Hub** on the ASA National Website for extra member benefits included in your membership!

www.asaonline.com, then member login to access the **Info Hub**

A few Areas to visit in the Info Hub Include:

- ✓ **Resources section.** There are hundreds of documents in the Resources section of the **Info Hub** that include critical COVID-19 information, sample contract language, negotiating tips, archived webinars, and so much more.
- ✓ **ASAdvantage.** In the Info Hub, there is a link to our ASAdvantage program. Members should spend time looking through what is available. Includes programs to save money with Office Max, UPS, Lenovo, Verizon Wireless, as well as discounts on software, and many other cost savings discounts.

You must login to the ASA National website to access the **Info Hub, and your login is different than your local ASA Midwest Council login information.**

If you need assistance logging in, please contact: Loni Warholc: lwarholc@asa-hq.com

With the General Election behind us, lawmakers are now focusing on their legislative agendas for the upcoming 2021 session which is right around the corner and begins January 6, 2021. When the new session begins, the landscape will be much the same in the Capitol as Republicans were successful in holding their super majorities in both the House and Senate. In a year that Missouri Democrats were hoping to ride a blue wave to gain ground in the General Assembly, their efforts did not materialize.

Only one incumbent Republican House member was defeated, and the margin was razor thin. Newcomer Betsy Fogle of Springfield narrowly won over Representative Steve Helms by an initial count of 80 votes. The margin was within one half of one percent, triggering an automatic recount. At the end of the day, the final count was 8,548 to 8,472, a margin of 76 votes. This means Republicans will continue to hold a 114-49 advantage over Democrats in the lower chamber for the next two years. The Senate will largely look the same as well, with Republicans holding a 24-10 supermajority as Democrats failed to capitalize on a couple of competitive races. Majority Floor Leader Caleb Rowden from Boone County will return as will Senator Andrew Koenig from St. Louis County. Both held off challenges from their Democratic opponents and will now begin their second terms.

The Capitol has not been entirely quiet as House members returned in mid-November for another special session called by Governor Mike Parson to address supplemental budget concerns as they relate to COVID-19. After House members approved the budget measure, Parson announced he would expand his call to include COVID-19 liability legislation, which is meant to provide liability protection for health care providers, manufacturers, businesses, schools, churches, and nonprofit organizations. The Senate was slated to take up the liability package and supplemental budget items the week of November 16th, but ironically, that has been postponed indefinitely because several staff members and senators have recently tested positive for coronavirus.

The ongoing saga of the pandemic has continued to take its toll on many small businesses, especially in the food service industry. With the numbers of cases continuing to grow, cities and counties throughout the state are once again closing or severely restricting activities at bars, restaurants, gyms, and other places of gathering, leading many to worry about job losses. Unemployment numbers for the week ending 11/14/20 were at 8,320, which is slightly up from the week before, but much lower than in the spring when numbers soared to over 104,000. Governor Parson has faced ongoing criticism from many in the health care field, but he has stood firm stating once again that he will not order a statewide mask mandate or a stay at home order. Parson reiterated in a recent press conference that, although he encourages mask wearing and social distancing, such orders should come from local government entities and not from his office.

The Governor also recently announced that he was extending the state of emergency related to the pandemic through March 31, 2021. His press release noted the extension would allow for continued flexibility in deploying critical resources around the state as well as the continued utilization of the Missouri National Guard.

Bill pre-filing for the 2021 legislative session began on December 1. We will review and identify any bills filed that impact the construction industry. In addition, we will continue to keep you updated on when the legislature resumes activities for the current special session and other political happenings in Jefferson City and around the state. Nikki Strong, Strong Consulting Group.

ASA Midwest Council Members

24/7 OnSite Cameras
Acoustical Ceilings, Inc.
Acropolis Technology Group
Affton Fabricating & Welding
AME Constructors
American Burglary & Fire, Inc.
American Steel Fabrication, Inc.
Anders CPAs + Advisors
Aqueduct Plumbing LLC
Archview Metal Systems Co.
Aschinger Electric
Aspen Waste Systems
Auto Trim Restyling
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
BluSky Restoration
Boyer Fire Protection
Brown Smith Wallace LLP
Budrovich
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
CarsonAllaria Wealth Management
Cee Kay Supply
Century Fire Sprinklers, Inc.
Common Sense Solutions
Corrigan Company
Drilling Service Company
Dynamic Controls, Inc.
ELCO Chevrolet Cadillac
Empire Fence & Custom Iron Works
Enterprise Bank & Trust
Fabick CAT
Fenix Construction Co. of STL
The Fletcher Company

Flooring Systems, Inc.
Focal Pointe Outdoor Solutions, Inc.
Foreman Fabricators
Foundation Supportworks by Woods
Frost Supply
Galloway, Johnson, Tompkins,
Burr & Smith
George McDonnell & Sons
Golterman & Sabo
Grant Contracting
Grasser Electric
Guarantee Electrical
HM Risk
Haberberger, Inc.
Hanenkamp Electric
Hansen's Tree, Lawn & Landscaping
Hawkins Construction & Flatwork
Hayden Wrecking
Heitkamp Masonry
Hoette Concrete
Ideas4Promos
Imperial Metal Company
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
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.
Luby Equipment Services
Marketeer, Inc.
Meyer Painting Co.

Midwest Elevator
Mold Solutions
Montgomery Bank
Murphy Company
Negwer Door Systems
Niehaus Building Services
NuWay
O.J. Laughlin Plumbing Co.
On Site Companies, Inc.
P & A Drywall Supply
Parkway Construction Services
PayneCrest Electric
Pirtek Overland
Pipe and Duct Systems
Precision Analysis, Inc.
Professional Metal Works, LLC
R.F. Meeh Co.
RJP Electric
Ravensberg, Inc.
Rock Hill Mechanical Corp.
RubinBrown LLP
Sachs Electric Company
Sandberg Phoenix
Schmersahl Treloar & Co.
Seal the Deal Too
Seiler Instruments
SFW Partners, LLC
The Sherwin-Williams Co.
Show Me Industrial Services, Inc.
Signature Craft
Sikich LLP
St. Louis-KC Carpenters Reg Council
Stylemaster Apparel, Inc.
Sunbelt Rentals
Swanson Masonry, Inc.
T.J. Wies Contracting
Taylor Excavating
TROCO Custom Fabrication
UHY LLP
United Rentals
Vee-Jay Cement Contracting
Wies Drywall and Construction
Woodard Cleaning and Restoration
Worksafe Technologies
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. Interested in joining a committee? Contact Susan Winkelmann, ASA Executive Director-susan@asamidwest.com or 314.845.0855

SAFETY

Lets be Always Safety Aware! For additional information regarding the ASA Safety Committee, or to join the committee, contact our Safety Committee Co-Chairs: Rose Kastrup with CSA Advisors at (417) 761-4194 or Steve Williams with Bell Electrical at (314) 447-9071.



MEMBERSHIP

The ASA Membership Committee is asking for your help. If you know a subcontractor who could benefit from the resources that ASA brings to its members, let us know. The benefits of ASA membership are many and our committee is very focused on adding quality new members. For Additional information contact on of our Membership Committee Co-Chairs Chris O'Hagan, JD Kutter, at (314) 444-4949 or chris@jdkutter.com. OR Matt Tucker, Affton Fabricating & Welding, at (618)391-0434 or mtucker@afwc.com

CONTRACT REVIEW

If you fail to read the terms of your subcontract, you do so at your own risk. Here is what Missouri's highest court has to say on the subject: "The rule is that one who signs a paper, **without reading it**, if he is able to read and understand . . . **is guilty of such negligence in failing to inform himself** of its nature . . . that **he cannot be relieved** from the obligation contained in the paper thus signed." This is why your Committee reviews subcontracts.

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

PROGRAMS

During these uncertain times, our goal is to continue to provide relevant programming to all our members. We are continuing a series of virtual round table discussions this Fall, called **ASA Quick Hits**, to help members share ideas and best practices. If you have suggestions for future ASA program topics, please contact our Programs Committee Chair: Chris O'Hagan, chris@jdkutter.com

SUBExcel postponed to 2022

2020 has been a complicated year. One of struggle...of triumph...and of courage for our families, our businesses and our country. Not without the pain that comes along with this difficult announcement, the ASA Board of Directors and management have made the decision to cancel the 2021 SUBExcel that was slated to be held in Miramar Beach, Florida.

SUBExcel was being planned and touted as a great family get-away, the perfect opportunity to put 2020 behind us. With so much uncertainty still surrounding COVID-19, we are taking the necessary steps to ensure our members' (and families') health and safety, while also limiting the financial exposure of the organization.

All of the wonderful plans made 2021 are still going to happen, just one year later. **Mark your calendars with a trip to Miramar Beach, FL on March 2-5, 2022.** In the meantime, we are working diligently to bring our members additional first-class web-based education that will enhance our members' ability to thrive in these unique times.



5 Ways Better Field Software Can Empower Your Teams (and Boost Morale)

Jessica Meno, Raken

On the jobsite, making sure your teams have the right tools and equipment ensures your workflows are constantly improving to make the job safer and more efficient. But when it comes to admin work, many supers and foremen shy away from change.

Here are five ways the right tech can help empower your teams and boost their morale.

1. They'll do their jobs better (and faster)

Field management comes down to reporting, scheduling, and tracking manpower and materials. With so much to manage, it often becomes a resource drain to properly document everything. And when you add more jobsites into the mix, pen and paper—or a clunky, complex software—just won't cut it. Save your crews time and stress by giving them a tool they can use on the go. A tool that's user-friendly, simple to onboard, and practical. That way, they can quickly compile reports, send them back to the office, and get home faster. No more scribbling after dark.

By giving your teams a way to be more efficient in their daily tasks, they'll likely be more productive and able to focus on the job at hand—while still providing all the necessary documentation and updates the office requires.

2. They'll feel like their opinions matter

It's no secret that many workers think construction management software is complex. That's because a lot of them are. Think of all-in-one solutions: They sound nice at first, but they usually have a whole host of extra features your field teams won't even look at, meaning you won't get all the data you need. Collecting data is essential to your project and bottom line, so it needs to be easy to do for the right people. But most software is designed with the office in mind—and field reporting almost feels like an afterthought. Equipping your crews with a product built for the field will do more than make their lives easier. Bringing them into the buying process for your field software ensures their voice is heard (and that they'll actually use the tools you purchase). When they feel reassured that you're looking out for their best interests, they'll be more likely—even happy—to adopt new ways of working.

3. Communication will skyrocket

One of the main causes of delays? Poor communication. Without a direct line of communication to the field, the office is left chasing down missing reports, missing project updates, etc. With the right tech, employees out on the jobsite can instantly send updates to the office. Making it easy for the field to document all the crucial information in a timely manner can help keep projects on track. Your crews will feel empowered to share everything that goes on at the jobsite—especially if it's as simple as snapping a photo, adding notes, and sending it in with their dailies. This means better project visibility and internal collaboration. Reports are more accurate, crews finish work sooner. Everyone's happy.

4. They'll be motivated to raise the quality bar

By making communication to the office easier, those in the field can focus on doing their best work. They can finish paperwork and documentation faster, while making sure projects are on schedule and productive.

When it's easier to see who does what (and when), it's also easier to recognize employees for their hard work. Small tokens of appreciation for people can make a huge difference in morale and motivation. Your teams will see that their contributions matter—and be encouraged to meet or exceed standards for every project.

5. They can help focus on the bigger picture

Less paperwork means more time to think about the future. At the end of the day—whether in the field or the office—everyone is working toward the same goal. By giving employees a space to express concerns and make suggestions, they can continue working with a sense of purpose. Encouraging those in the field to use their voices (and giving them a place to make notes or suggestions) makes them feel included. They'll likely be more willing to offer feedback on how to improve, too. You'll not only build trust throughout the company—you'll also build leaders.

FOCUS ON SAFE DRIVING

Reach your destination by eliminating distractions!

A pedestrian is killed in a traffic crash

about every 88 minutes.

The impact of the recent pandemic has touched every aspect of our society. Eerily, vehicle traffic seemed to stand still for months on end, while pedestrian traffic remained steady or increased during these times. Open roads created an open season for reckless driver behavior. And, without a significant vehicle presence, pedestrians seemed lulled into a false sense of safety. You've likely seen people walking and running in the streets with electronic devices and ear buds, heads down texting, and people blindly stepping off curbs into the path of oncoming vehicles. We witnessed changes in patterns and behaviors, e.g., bike use, personal car use vs. mass transit, and physical distancing in a street.

We all think we're good at multi-tasking when in reality it's just not true. Our full attention is not on any one task.

Pedestrians may fail to realize how their actions or inactions influence how motorists respond to their presence.

Recently, vehicle traffic has ramped up to pre-pandemic levels. The National Highway Traffic Safety Administration (NHTSA) provides tips¹ for both pedestrians and drivers. Since both pedestrians and drivers are constantly distracted by smartphones, it is important both watch for each other.

NHTSA pedestrian recommendations:

Be predictable. Follow the rules of the road and obey signs and signals.

- Walk on sidewalks whenever they are available.
- If there is no sidewalk, walk facing traffic and as far from traffic as possible.
- Keep alert at all times; don't be distracted by electronic devices that take your eyes (and ears) off the road.

- Whenever possible, cross streets at crosswalks or intersections, where drivers expect pedestrians. Look for cars in all directions, including those turning left or right.
- If a crosswalk or intersection is not available, locate a well-lit area where you have the best view of traffic. Wait for a gap in traffic that allows enough time to cross safely; continue watching for traffic as you cross.
- Never assume a driver sees you. Make eye contact with drivers as they approach to make sure you are seen.
- Be visible at all times. Wear bright clothing during the day and wear reflective materials or use a flashlight at night.
- Watch for cars entering or exiting driveways or backing up in parking lots.
- Avoid alcohol and drugs when walking; they impair your abilities and your judgment.

NHTSA driver recommendations

- Use extra caution when driving in hard-to-see conditions, such as nighttime or bad weather.
- Slow down and be prepared to stop when turning or otherwise entering a crosswalk.
- Yield to pedestrians in crosswalks and stop well back from the crosswalk to give other vehicles an opportunity to see the crossing pedestrians so they can stop too.
- Never pass vehicles stopped at a crosswalk. There may be people crossing that you can't see.
- Never drive under the influence of alcohol and/or drugs.
- Follow the speed limit, especially around people on the street.



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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*

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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.

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- 1/4 Page Quarterly \$125/Year
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