

## OCTOBER 2020

### **ALL EVENTS SUBJECT TO CHANGE OR CANCELLATION.**

### **NOVEMBER**

**November 5**  
**ASA Quick Hits**  
*Virtual Round Table*

**November 18**  
**Monthly Meeting**  
*Virtual via Zoom*

### **DECEMBER**

**December 3**  
**ASA Quick Hits**  
*Virtual Round Table*

**December 16**  
**Monthly Meeting**  
*Virtual via Zoom*

### **JANUARY**

**January 7**  
**ASA Quick Hits**  
*Virtual Round Table*

**SAVE THE DATE**  
**Meet the GC's Expo**  
**January 27, 1010**

For a full list of all  
ASA Midwest Council events  
visit [www.asamidwest.com](http://www.asamidwest.com)

Autumn, and October in particular, is always a fan favorite amongst weather connoisseurs. And what is there not to like about it? Incredible colors, many sunny days, and refreshing outdoor air are all in abundance. Many of my cherished fall traditions have been able to somehow endure the pandemic: football and baseball can be viewed on the TV set! Outdoor activities such as hiking, biking, fishing, and hunting are unaffected. (By the way, there is one autumnal ritual I can live without: trashy political ads!) In these strange times, this fall is offering some annual customs which are kind of nice, but out of place -- playoff hockey, basketball, and the Masters (the beautiful azaleas at Augusta National will be brown this year?). Of course, when I think of autumn and golf, my thoughts instantly turn to annual ASA Midwest Council Golf tournament. Even though that title of "B flight champion" continues to elude me most years, I always enjoy the comradery, food, and fun golf, and this year was no exception. There are always opportunities to reconnect with many business friends from many projects past. Every year, events such as this make me realize how grateful I am to be a part of this industry. In turn, I am appreciative that ASA hosts this golf tournament and other prominent industry social events for everyone's enjoyment.

A heartfelt thanks goes to Jennifer Church for hard work, her time, and commitment to pulling off this huge event year after year (and making it look easy!). Thanks also to Steve Cummins (committee co-chair) and everyone else on the committee for your time and dedication.

Our September lunch meeting had to go virtual this past month. Our guest speaker, Brandon Costerison, the Project Manager of MO-HOPE (a statewide grant designed to reduce opioid deaths), provided some eye opening and very factual information. He gave us an understanding of what people are going through physically and mentally as they become addicted to these substances. The power point slides from his presentation, along with some useful links are available to ASA Midwest members. All you need to do is contact me or Susan, and we'll email them to you.

The virtual "quick hits" meetings are still ongoing and are planned to go through the end of the year. I encourage you to please check the ASA Midwest website calendar and join in on conversations which can benefit you and your business. These are designed to not take a lot of time out of your busy day, and we are limiting the number of participants to keep it conversational.

The annual "retreat" for the board, past presidents, and Executive Director will take place later this month, in a downscaled fashion. Because of the pandemic and the many changes in how society functions and is adapting these days, there is much to unpack and discuss. Rest assured, this group is a smart and creative bunch who are focused, and up to the challenge of always making ASA a superb value and experience for our members.

It is hard not to notice there is a lot of distracting news as of late. Wildfires, hurricanes, social/civil unrest, extreme political partisanship, and of course, the pandemic and associated shifts in the economy. I am always optimistic that these sometimes painful matters can eventually be worked through, and we'll emerge better than before. There is a lot of focus on the upcoming Presidential election. However, our ASA Legislative/Government Relations Committee members, who report to the membership regularly, and can attest to the great importance of state and local elections as they can very directly impact our industry. In closing, please use October as an opportunity to do your homework so you have confidence in making your election choices.

Richard A. Russell,  
Sachs Electric, President,  
ASA Midwest Council | [rrussell@sachscsco.com](mailto:rrussell@sachscsco.com)

## **VIRTUAL Meeting**

Virtual via Zoom



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

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

## NOVEMBER 18, 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, November 18th 2020 at 11:30 a.m.

**This is a FREE meeting for ASA Members.**

Our speaker will be Mr. Troy Bridges, CHST, with Duro Electric in Englewood, CO. **His presentation will cover the tragic suicide epidemic, and how it affects the construction industry!**

Mr. Bridges will review facts & figures nationally, as well as information by state of Missouri & Illinois. He will also present strategies & best practices to help identify risk factors, and warning signs of suicide in the workplace.

The virtual presentation will last 30 minutes, with a 15 minute Q&A at the end of presentation.

Thank you to the ASA Safety Committee for arranging our speaker for November! The committee continues to work behind the scenes to bring our members the most up to date information impacting the STL construction industry.

**Register online-[www.asamidwest.com](http://www.asamidwest.com)  
by Monday, November 16th, 2020.**

ASA MEMBERS	FREE
NON MEMBERS	\$25

***(Attendees will receive zoom login info.  
after registration is received by ASA)***

## **ASA MEMBER RESOURCES**

Last month, our virtual monthly meeting featured Mr. Brandon Costerison with the MO Hope Project & the NCADA.

Mr. Costerison presented critical information on the Opioid Crisis, and its disproportionate impact on the construction industry.

If you were unable to attend, and would like a copy of his presentation deck, just send an email to [susan@asamidwest.com](mailto:susan@asamidwest.com)

**Below are some of the resources provided to ASA as a follow up:**

<https://labortribune.com/construction-forum-creates-website-videos-to-help-st-louis-building-industry-navigate-challenges-of-covid-19-pandemic/>

<https://preventconstructionsuicide.com/Training>

[https://www.agcmo.org/WCM/Nav\\_Items/Member\\_Resources/Safety/Suicide\\_Prevention\\_Worker\\_Resources.aspx](https://www.agcmo.org/WCM/Nav_Items/Member_Resources/Safety/Suicide_Prevention_Worker_Resources.aspx)

<https://www.suicideinfo.ca/resource/men-and-suicide/>

<https://www.youtube.com/watch?v=6YbWRqsnHdo>



## Five 'Must Do' Action items – before 12/31/2020

**Mark J. O'Donnell**  
**Schmersahl Treloar & Co.**



Nothing has been ordinary about 2020. Relations with China are becoming even more unfavorable, there is a more contentious than normal environment in Washington, we have had back-to-back hurricanes, and of course, the COVID – 19 pandemic is definitely extraordinary. All of these items affect our economic health and COVID is a 'twofer', it affects our economic health and our physical health. These challenges create a day-to-day, month-to-month state of significant uncertainty and accordingly, our reaction to cash flow, personnel and new revenue challenges becomes our primary focus. Oddly enough, while drafting this article a Shakespeare quote popped into mind ... "Better three hours too soon than a minute too late". That is actually a line about one of Shakespeare's character's plan to intervene early on a potential suitor of his wife. As in that case, it is preferable to deal with dangerous potential threats earlier rather than later. Here is my list of five things to do before it is one minute too late:

1. **Review your wills, trusts, estate plan and succession plan.** There is a chance COVID will cause a lengthy absence, disable or kill you, a family member or a potential owner / management successor of your business. Number one on my list to review is your will and estate and succession documents in detail for updates and changes. If they are more than a few years old, review them with your lawyer, your CPA, and your management team as appropriate. Make the changes as soon as possible.
2. **Review your line of credit and visit with your banker.** Even if your line of credit is lower than normal (thanks in part to a PPP loan) this is a great time to visit with your bank. It is difficult to measure the length or depth of this recession. The experts and news programs contradict each other. Take a look at your bad and worse case scenarios. Talk to your banker about them and what the bank may be able to do if you need expanded credit to get through the downturn.

3. **Amp up your Cyber security.** This is a persistent threat. Every year the attacks get more complex and harder to defend. I have seen the effect of ransomware attacks and they are disruptive and expensive. The ransom itself is not all of the cost, new hardware, software, etc. is also required if you are attacked. Law enforcement will not help. Given all the other 2020 issues, you just do not need a cyber-attack this year. In my opinion, this is not a DIY project. Within your budget, and as soon as possible, get a thorough security check / audit from a qualified cyber expert.
4. **Start planning your year-end early.** Have your accountant project the year-end financial statement numbers early with "good", "not so good" and "awful" versions. Take any actions possible to make your balance sheet look as good as possible in all three scenarios by 12/31/2020. A strong balance sheet reduces financial risk. And in the event you need credit extensions in the near future, a better balance sheet will make it easier for your banker to help. Use these same scenarios for income tax planning for both your business and your personal tax. Depending on how this year and next year project, timing income, deductions and equipment purchases may have large tax savings.
5. **Finally, maximize your Paycheck Protection Program loan forgiveness**  
Based on what I know, it is in your best interest to NOT file for forgiveness at this point. This comes directly from the SBA, as well as, a number of experts. Everyone is expecting some modification of the existing law to your benefit. However, we will need to wait on successful legislation. That may well happen before the presidential election, but most of these same experts consider it somewhat unlikely. Notwithstanding, you can draft (or have it drafted) the application and identify any weaknesses. Reach out to your CPA and banker for their thoughts and comments.

## **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](mailto: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



- November 1**      **ASA Quick Hits-Virtual Round Table Discussion**  
*Managing Stress in the age of COVID*
- November 18**      **ASA Virtual Monthly Member Meeting**  
*Suicide Awareness & Prevention in the Workplace*
- December 3**      **ASA Quick Hit-Virtual Round Table Discussion**  
*Networking in the age of COVID*
- December 9**      **~~CANCELLED~~-ASA MEMBER HOLIDAY CASINO NIGHT PARTY**  
*Due to local gathering restrictions, we are unable to hold our annual Member Only Casino Night this year. We look forward to seeing everyone at next year's Casino Night in December 2021!*
- December 16**      **ASA Virtual Monthly Member Meeting**  
*Doing Business Outside your Comfort Zone-Panel Discussion*
- January 7**      **ASA Quick Hit-Virtual Round Table Discussion**  
*Sales Strategies in the age of COVID*

**VISIT [WWW.ASAMIDWEST.COM](http://WWW.ASAMIDWEST.COM) TO REGISTER FOR ANY OF THE ABOVE EVENTS!**  
**Event registration requires member login, contact [susan@asamidwest.com](mailto:susan@asamidwest.com) with questions!**

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





**Due to COVID-19 the ASA Awards Gala was moved to a virtual event on July 29th. On August 19th we were finally able to distribute awards to some of our winners at our first in person meeting since the beginning of the COVID crisis!**



**BSI Constructors | GC OF THE YEAR CATEGORY A**



**McGrath & Associates | GC OF THE YEAR CATEGORY B**



**BEX Construction Services| GC OF THE YEAR CATEGORY C**

**Save the date!**

2021

**SUB Excel**

FEB 24-27 2021

*Miramar Beach, Florida*

*Onward!*

**Charting the course for unity,  
growth, and prosperity**



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



**Info Hub**

## **DID YOU KNOW?**

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

**[www.asaonline.com](http://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 Warholic: [lwarholic@asa-hq.com](mailto:lwarholic@asa-hq.com) for your login information.**



Legislators have been busy over the last month as they continued their work in the special legislative session on crime called by Governor Parson as well as the annual veto session which was held September 16. In addition, legislators continue to campaign for election or re-election before the November General Election. The new COVID-19 world has made in-person fundraising difficult at best.

The veto session is the constitutionally mandated opportunity for members of the General Assembly to override any vetoes issued by the Governor on bills from the regular session. It is also an opportunity for legislators to hold their final fundraising events before the General Election. No less than fifty members of the House and Senate held fundraisers in Jefferson City the night before and morning of the veto session.

Once legislators gathered at the Capitol, the only veto session activity was in the House, where Representative Mike Moon (R – Ash Grove) made a motion to override a veto of \$140,000 that was intended to repay business owners who had been successful in a fight with the Department of Revenue over interpretation of a tax issue. The motion passed in the House by a 138-6 margin, but the Senate refused to act on the override, thus allowing the veto to stand. That was the only veto session activity.

The weeks long special legislative session finally came to an end during veto session. It turned out to be much more active than the actual veto session. Senate members had returned to Jefferson City in early September to consider the crime related bills passed in August by the House. Those bills reflected what Parson had outlined in his call for the special session. Two of those bills – eliminating residency requirements for St. Louis Police officers and establishing a witness protection fund – passed easily. The remaining bills garnered much more debate. Those bills included endangering the welfare of a child due to weapons offenses, transfer of a firearm to a juvenile, and HB2 - a measure which allowed the admissibility of certain witness statements in court proceedings. Senator Bob Onder added language to the bill which would have allowed the Attorney General to have concurrent jurisdiction on certain homicide cases in the city of St. Louis. An hours-long filibuster that lasted into the early morning ensued because of the Onder amendment, and only ended with the rarely used “previous question” motion, which ends debate and forces a vote. The bill eventually passed with Onder’s amendment attached, thus sending it back to the House for their consideration of the changes.

It had been rumored that House leadership was opposed to the concurrent jurisdiction provision, and that became evident as Speaker of the House Elijah Haahr gavelled members in for the special session, then immediately made a motion to adjourn, thus ending the special session and any chance for the remaining bills to pass. The move was seen partial defeat for Parson as only two of the crime related bills reached his desk.

The Governor has hinted that he will call legislators back to Jefferson City for another special session sometime in October to deal with the supplemental budget in order to fund the witness protection program. No date has been announced.

In the meantime, it’s back to the campaign trail for most legislators, as we are now in the home stretch leading up to the General Election. We will continue to keep you updated on 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  
Autco Appliances  
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.  
Collins & Hermann  
Common Sense Solutions  
Corrigan Company  
Drilling Service Company  
Dynamic Controls, Inc.  
ELCO Chevrolet Cadillac  
Empire Fence & Custom Iron Works  
Enterprise Bank & Trust  
Event Productions, Inc.  
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  
H & G Sales, Inc.  
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.

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 Installers  
Professional Metal Works, LLC  
R.F. Meeh Co.  
RJP Electric  
Raineri Building Materials  
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  
USI Insurance Services  
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](mailto: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](mailto:chris@jdkutter.com). OR Matt Tucker, Affton Fabricating & Welding, at (618)391-0434 or [mtucker@afwc.com](mailto:mtucker@afwc.com)

## **CONTRACT REVIEW**

**What if a GC wrongfully withholds payment?** Suppose, for example, payment is withheld because the GC claims (late in the job) too much was placed in the early release items in the schedule of values and now wants to correct how the subcontract sum is apportioned among the various line items. What should you do after having discussions? Check you subcontract for a clause allowing you to stop work after giving notice if payment is wrongfully withheld. You should try to have this type of clause in all of your subcontracts. The next subcontract to be reviewed is Musick Construction.

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).

## **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 into the 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](mailto:chris@jdkutter.com)

## Get the Most Out of Your ASA InfoHub

The InfoHub is an incredibly robust library of documents and resources available to ASA Members ONLY! New resources are being added regularly, and we highly encourage all members to take advantage of one of the best parts of your ASA membership. Never used the InfoHub? Now is the time to start!

One of the most recent additions is the "Subcontract Documents Suite 2020". This robust document includes:

- ASA Subcontractor Bid Proposal, including Instructions page, form for completion and conditions of the bid proposal
- ASA Wrap-Up Insurance Bid Conditions
- ASA Subcontract Addendum, including Instructions page and form for completion
- ASA Wrap-Up Insurance Subcontract Conditions
- ASA Short-Form Subcontract Addendum

In addition, you can find the "Subcontractor Negotiating Tips: A Compilation". This comprehensive guide includes information on:

- Scope of Work
- Subcontractor's Responsibilities
- Contractor's Responsibilities
- Progress Schedule
- Changes
- Payment
- Indemnity, Insurance, and Bonds
- Suspension Notice to Cure, and Termination
- Dispute Mitigation and Resolution

All of these documents are incredibly important to all subcontractors. If you aren't using the InfoHub, you are missing out on one of the key benefits of your ASA Membership.

To access the InfoHub, click the "Member Login" button at the top of [www.asaonline.com](http://www.asaonline.com), log in to your account, and then select "Resources" from the menu on the left side of the screen. Once there, use the search bar to locate documents, ASAToday, archives, and much more!

## Apply for ASA Awards Today!

Each year, ASA gives individuals, companies, and chapters the opportunity to apply for ASA Awards. These prestigious awards are a way to highlight those in the subcontracting community who are shining examples of excellence.

ASA is proud to announce a **NEW AWARD THIS YEAR**, the National Annual Safety Award! This award represents ASA's commitment to safety and safety education. Being nominated for this award is a significant honor in your community and among your peers. Each chapter can nominate ONE company for the ASA National Safety Award. All nominations will be displayed at ASA's National SUBExcel Conference where each nominee will receive recognition on a National Level.

### Other exciting awards available are:

- ASA Certificate of Excellence in Ethics
- ASA National Construction Best Practices
- President's Award
- Subcontractor Federal and State Advocate
- Attorney's Council Awards
- John H. Hampshire Distinguished Lifetime Service Award
- Timmy L. McLaughlin Exemplary Leadership
- ASA Outstanding Service Award
- ASA Chapter and Chapter Leadership Award

To apply for any of the above awards, visit <https://www.asaonline.com/awards/>

All award winners will be announced at the ASA Annual SUBExcel convention.

The 2021 convention will be held February 24-27, 2021 in Miramar Beach, Florida



## Tools for Serious Injury & Fatality Prevention

### Seeing Precursors

In the last decade or so many organizations have been placing more of a focus on Serious Injury and Fatality prevention (SIF). The theory behind the traditional "Safety Pyramid" (or Heinrich Safety Triangle) says if we reduce incidents at the "base" of the pyramid, it follows we will reduce incidents at the top of the pyramid at an approximately proportional rate.

The current theory behind SIF prevention holds that this is not actually the case. In fact, the rate of serious Injuries and fatalities in the past number of years have, and continue to be, plateaued or leveled-off.

### "Seeing" SIF hazards

The systems and processes that we are establishing to reduce or eliminate minor injuries at the base of the pyramid are necessary, but insufficient to experience improvement at the top of the pyramid. What we do see is that there is something different about SIFs. And to improve SIF prevention, we need to integrate new and different approaches. If we can improve our ability to not only see SIF-related hazards and precursors more completely we can also better interpret SIF potential more accurately.

To reduce SIF hazards, we need to develop skills in an area most of us have never received training in but are reliant upon to do our jobs every day -- the learned skill of seeing. Safety audits, behavior-based safety observations, hazard recognition, incident investigation and analysis; one thing they all have in common is they rely on the visual skills of the users. We train people how to conduct safety audits, and safety observations, and hazard hunts. But we rarely (if ever?) train them how to see. Training our people to recognize SIF potential allows for added improvements not only in these safety areas but can also significantly improve SIF prevention efforts as well.

## Classifying, tracking and analyzing SIFs

The classification of an incident or a near-miss as an actual or potential SIF is the first step in the process. Being able to capture, analyze, and learn from every actual and potential SIF so their recurrence can be prevented is key.

### Consideration of potential consequences

The determination of potential brings with it a level of subjectivity not otherwise present in most safety programs. Yet it is so important. If potential is under-estimated, either purposely or unconsciously, a key learning may be lost. In the same token, if potential is widely over-estimated, it can have the effect of diluting the database. In either scenario, process, objectivity, and critical thinking must be brought to bear on the determination of potential.

### Preventing SIFs real-time

SIF precursors not only provide organizations a means to analyze their data, but they also provide important operational prevention aids. Known precursors can be used to target job observations, to target safety audits, to target things to look for in the workplace. If workers are better equipped to see precursors or similar in the field, they are better equipped to not only capture the event for future analysis, but they are better equipped to intervene-in the moment-to potentially save a life. Specific elements can be directly linked to known SIF precursors that can provide specific targeted visual cues in the workplace to spot precursor scenarios.

### Significant SIF precursors

- Non-routine work, upset conditions, change in plans
- Working from heights
- Driving exposures
- Lockout/Tagout
- Confined spaces
- Machine guarding
- Crane operations
- Trenching and shoring/excavation
- Bulk quantities of acutely hazardous chemicals



INTERESTED IN SPONSORING AN UPCOMING MEETING?  
ONLY \$250-CONTACT [SUSAN@ASAMIDWEST.COM](mailto:susan@asamidwest.com) 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 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)

### **Education/Programs**

(Chris O'Hagan)

**Golf** (Jennifer Church/Steve Cummins)

**Advocacy** (Tim Thomas)

### **Awards Gala**

(Molly Spowal /Rick Swanson)

### **GC Expo**

(Walter Bazan, Jr. /Tim Thomas)

### **Safety**

(Rose Kastrup/Steve Williams)

### **Brand Development**

(Stephanie Woodcock)

### **Contract Review**

(Dick Stockenberg)

### **Affinity Programs**

(Dianne Gibbs/Marty Hooper)

## **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)  
314 845-0855

# 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
- 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



**FOLLOW US ON FACEBOOK,  
TWITTER & LINKEDIN!**





