

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

FEBRUARY 2021

FEBRUARY

February 4
ASA Quick Hits
Virtual Round Table

February 17
Monthly Meeting
Virtual

MARCH

March 4
ASA Quick Hits
Virtual Round Table

March 24
Monthly Meeting
Virtual

MAY

May 19
Meet the GC's Expo
*St. Charles
Convention Ctr*

JUNE

June 25
28th Annual Awards Gala
The Four Seasons

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

Thank you to our programs committee, panelists, and all ASA members and guests who participated in the January Member Virtual Meeting "Doing Business Outside your Comfort Zone". The panelists, Chris O'Hagan of JD Kutter, Dick Stockenberg of The Stockenberg Law Firm, and Robert Schroell of UHY LLP Certified Public Accountants covered a wide variety of topics around this matter including financial and legal risks, tax considerations, and much more.

I sincerely believe these virtual meetings are helping to provide timely and useful information for our members, as we continue to try to navigate all the changes thrown at us in the last twelve months. I hope you are making time to participate and finding these beneficial. Of course, we welcome your feedback. Please check the ASA calendar on the ASA Midwest Council website for a full listing of upcoming meetings and events -- mostly virtual for now -- and watch for emails which contain additional details about the format and how to register.

In case you're not feeling caught up on ASA news in the last month or two, several of our big events have been rescheduled due to COVID concerns. "Meet the GC's Expo" will be May 19th at St. Charles Convention Center. SUBExcel (ASA's National Convention) will be deferred to next February (2022) at Miramar Beach, Florida. The 28th Annual ASA Awards Gala will be June 25th at Four Seasons. ASA Golf Tournament is NOT being postponed and will remain the first Monday in October. Please block out these important dates on your calendars, so you don't accidentally schedule anything else which might conflict (like birthday and graduation parties...or maybe a wedding). I'm looking forward to all of these events, and to seeing you there!

The month of January began as crazy and rather surreal at our nation's capital. Strangely, for me personally, it seemed that business went on as usual during this period. Focused on all the daily challenges of our business, going to work was a welcomed diversion from the "real world". Sometimes I think it would be nice to be in a vacuum and turn off the TV, ignore social media, not read the newspaper, and shut out the political noise. Like it or not, with the new administration in Washington -- and at the State level too -- there will be many changes coming in policies and a lot of different new proposed legislation. Whether we agree or disagree, it is important to pay close attention. These changes will inherently create problems for some businesses and industries. It will also create opportunities for others who can look at things objectively and get beyond the political noise. For subcontractors and suppliers -- whose services and products span many businesses and industries -- understanding priorities of the new administration may lead us to where we should focus our business development efforts. It can also point to risks, such as shortage of labor or high demand of certain materials. Just my thoughts. As an ASA member, among your many resources to obtain timely information and help your business strategy, you should include ASA Midwest Council and ASA National. A good place to start is the respective websites -- <https://asamidwest.com/category/lobbyist-report/> and the Advocacy tab at <https://www.asaonline.com> You will find a lot of information that doesn't hit the mainstream news, as it is maybe not interesting to everyone, but is very pertinent to our industry. And, it is refreshingly non-political. It takes just a moment to go check it out.

Spring is just around the corner. I am hopeful and looking forward to all things opening up more and more in 2021.

Richard A. Russell, Sachs Electric
President, ASA Midwest Council
rrussell@sachsco.com | 314.681.9849

VIRTUAL Meeting

Virtual via Zoom

WE HAVE RESCHEDULED THE MEET THE GC'S EXPO FOR MAY!
REGISTRATION AVAILABLE online at www.asamidwest.com



February 17, 2021
VIRTUAL Monthly Meeting



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

Mark your calendar, and register for the **VIRTUAL** monthly meeting on Wednesday, February 17, 2021 11:30 a.m. to 12:30 p.m.

This is a FREE meeting for ASA Members.

IT BEST PRACTICES FOR CONSTRUCTION COMPANIES |
Presented by Acropolis Technology Group

IT Best Practices for Construction Companies Overview

- ✓ *An overall look at best IT Security Practices in the Construction Industry.*
- ✓ *Helpful tips for breaking down what is important and what is not!*
- ✓ *Benefits of hybrid file sync and sharing solutions.*
- ✓ *Not all backups are created equal.*

SPEAKER | Brad Butler, CTO & Co-Founder |
Acropolis Technology Group



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, February 15, 2021

ASA MEMBERS-FREE | NON MEMBERS-\$25

Attendees will receive zoom login after registration is completed online.

MEET THE GC'S EXPO
Wednesday, May 19, 2021
3:00 to 7:00 p.m.

Make plans to join the ASA Midwest Council
19th Annual Meet the GC's Expo!

We will be following all CDC & local guidelines to ensure the safest event possible for our exhibitors & attendees!

THE ASA MEET THE GC'S EXPO IS THE PERFECT OPPORTUNITY TO MEET WITH AND BUILD RELATIONSHIPS WITH REPRESENTATIVES FROM THE PREMIER STL AREA GC'S

Wednesday, May 19, 2021
St. Charles Convention Center

REMINDER!

As an ASA Midwest Council Member you have early access to the GC Exhibitors!

MEMBER ONLY ACCESS-3:00 to 4:30 p.m.
ALL REGISTERED ATTENDEES-4:30 to 7:00 p.m.

ST. CHARLES CONVENTION CENTER

1 Convention Center Plaza
St. Charles, MO 63303

Registration includes | hosted bar & appetizers
ASA Members \$65 | *after 5.5.21* \$80
NON Members \$95 | *after 5.5.21.* \$110

Register online-www.asamidwest.com
by Wednesday, May 12, 2021

Members must have website login to receive the ASA member rate. If you do not login you will be charged the non member rate!

If you need your login info please email: susan@asamidwest.com

(Attendees not cancelled by 5.12.21. will be charged per ASA cancellation policy. No refund after 5.12.21., but you may always send someone in your place if you are unable to attend.)

Fraud Prevention Checklist: An Annual Review for Business Leaders for the Pandemic and Beyond



Steve Albart
Regional President, Enterprise Bank & Trust

Business owners have been hit with as much business disruption in 2020 than in any year in recent memory. Fraudsters thrive on disruption and attack in times of chaos and change. It's imperative to be diligent and review fraud prevention best practices today. Your business deserves to be protected!!

Use this checklist to make sure you set up safeguards, follow fraud prevention best practices, and update your systems, processes and insurance coverage on an annual basis.

SYSTEMS

- Conduct all online banking activities from a hardened and completely locked-down computer. Secure your computer in this way by reducing its surface of vulnerability—remove unnecessary software and services, and do not allow access to any email or websites other than the online banking site. A dedicated business accounting computer is more secure than one used for many purposes, personal or professional.
- Remove administrator rights on users' workstations to help prevent the inadvertent installation of malware or viruses.
- Review account authorizations and make sure that employees who have left the company do not still have access to any systems/platforms.
- Install anti-virus and desktop firewall software on all computer systems. Ensure virus protection and security software are updated (anti-virus is only secure if it has the most recent signatures and updates).
- Consider a dedicated, actively managed hardware firewall, especially if you have a broadband or dedicated connection to the internet, such as DSL or cable.
- Ensure computers are patched regularly with security patches, especially the operating system and key applications.
- If you outsource IT work, make sure you choose a reputable company and/or qualified technical professional to manage your computer systems and network. The security of all of your company's data and information is dependent on the capabilities of the IT staff who maintains it.
- Review online banking user IDs and access levels with the bank on a regular basis, ensuring correct additions or deletions, etc. Change the passwords, if you haven't yet this year.
- Make sure your vendors are securing their networks and computers, where your sensitive information is also stored.

PROCESSES

- Shred unused or out-of-date documents (including check stock, blank checks and fax signatures) prior to disposing of these items.
- Educate your employees regularly. With cyber risks growing rapidly, continual training is necessary to train employees on red flag indicators and the latest emerging fraud trends. Please check Enterprise University for classes on best practices for fraud prevention.
- Create policies that outline fraud prevention practices and share them with employees.
- Create a response plan for what to do and who to notify on the occasion that digital or physical documentation/information is compromised.
- Utilize fraud solutions such as ACH positive pay and check positive pay.
- Initiate ACH and wire transfer payments under dual control, with a transaction originator and a separate transaction authorizer, using separate computers.
- Reconcile all banking transactions on a daily basis, preferably at the beginning and the end of each day. Immediately escalate any suspicious transactions to the financial institution, especially ACH or wire transfers. There is a limited recovery window of 24 hours for these transactions, and immediate escalation may prevent further loss.

INSURANCE

- Speak to your insurance provider about your fraud coverage and limits, not only annual coverage but per incident. Review what your coverage includes, not only monetary compensation but what services the insurance company will provide in the event that a cyberattack occurs.
- Consider purchasing cyber fraud insurance and session protection technology.
- Familiarize yourself with the banking institution's account agreement and with the customer's liability for fraud under the agreement. Review your Errors and Omissions (E&O) policy with your insurance provider, in the event that you are liable for losses due to a fraud attack.

Please take the time to dedicate resources to regularly review fraud prevention best practices. The fraudsters are working 24/7 to find new ways to penetrate business intellectual and financial assets. Please contact Steve Albart, Regional President Enterprise Bank & Trust for a more in depth conversation about fraud prevention best practices. 314.482.3832 salbart@enterprisebank.com

Save the Date



2021 Awards Gala | June 25, 2021



*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

Upcoming ASA Midwest Council Meetings & Events



- | | |
|---------------------------|---|
| <i>February 4</i> | <i>ASA Quick Hit-Virtual Round Table Discussion</i>
<i>Sales Strategies in the age of COVID</i> |
| <i>February 17</i> | <i>ASA Monthly Member Meeting-Virtual</i>
<i>IT Best Practices for Construction Companies</i> |
| <i>March 4</i> | <i>ASA Quick Hit-Virtual Round Table Discussion</i>
<i>The Wrap up on OCCIPs & CCIPs</i> |
| <i>March 24</i> | <i>ASA Monthly Member Meeting</i>
<i>Virtual</i> |
| <i>May 19</i> | <i>Meet the GC's Expo</i>
<i>St. Charles Convention Center</i> |
| <i>June 25</i> | <i>28th Annual Awards Gala</i>
<i>The Four Seasons Hotel</i> |

VISIT WWW.ASAMIDWEST.COM TO REGISTER FOR ANY OF THE ABOVE EVENTS!
Event registration requires member login, contact susan@asamidwest.com with questions!
ALL MEETINGS & EVENTS SUBJECT TO POSTPONEMENT & CANCELLATION

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



BUILDING. COMMUNITY.

MEET THE GC'S EXPO

Hosted by the American Subcontractors Association - Midwest Council



Wednesday, May 19th, 2021

St. Charles Convention Center



3:00 - 4:30 p.m. | ASA Member Early Access

4:30 - 7:00 p.m. | All Attendees Welcome

Advance Registration Required.

\$65 ASA Members | \$95 Non ASA Members

After May 5th deadline | Members \$80 | Non-Members \$110

Visit www.asamidwest.com to register by May 5, 2021

For More Information contact susan@asamidwest.com or 314.845.0855



All local and CDC guidelines will be followed to ensure the safest possible event for our exhibitors & attendees!

Registration available after February 15, 2021 at www.asamidwest.com

REMINDER | Members must login to receive the member price.

If you need login information, contact susan@asamidwest.com for a password reset!

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!***



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 Warholic: lwarholic@asa-hq.com

The 2021 session gaveled in on January 6th. The first two weeks of session were mostly ceremonial in nature. The House and Senate members took their oaths of office, named committee members, establish the operating rules of each chamber and allowed for newly elected Senators and Representatives to adjust to the lawmaking process.

Governor Mike Parson and other statewide elected officials were sworn into their respective offices on January 11 during the Bicentennial Inauguration ceremony. The event was held on the south lawn of the Capitol and featured a flyover of the B-2 Stealth bomber as Parson took his oath of office. Other special events typically associated with inauguration were put on hold due to the continued Coronavirus concerns. Missing from the day was the usual parade through downtown Jefferson City along with the Inaugural Ball and Grand March held in the rotunda of the Capitol. Organizers are hopeful those events and more can be held later in the year when Missouri celebrates 200 years of statehood.

Although session has just begun, the Capitol has already seen a wave of controversy as Representative Wiley Price was recently censured by his colleagues in the House of Representatives. Price, a Democrat from St. Louis, had been accused of various indiscretions, including having sex with an intern, perjury, and threats of retaliation against a staff member. Members of the House Ethics Committee issued a report outlining the accusations against Price, which resulted in a debate lasting nearly four hours on a resolution to censure him. In the end, the measure passed by a 140-3 margin. Price has since been removed from all committees, is no longer allowed to caucus with the Democrats, will no longer be allowed to have interns working in his office, and he must repay over \$22,000 to cover the cost of the Ethics Committee investigation.

Coronavirus concerns continue in and around the Capitol as several House members and staff have either tested positive or are in quarantine. This led to session being cancelled in the House for the week of January 18.

However, as of the writing of this report, the Senate was able to continue with business as usual. After the COVID outbreak in the House of Representatives, it was announced that a rapid testing clinic would be opened in the Capitol for legislators, staff and others who regularly work in the Capitol such as lobbyists and journalists. They hope to have the clinic open the first of February.

Committee work has begun in both chambers as well. However, the committee process is much different this year as both chambers have limited space available due to social distancing in hearing rooms. This has forced many to wait in the hallway listening to the hearing on their phones until it is their turn to testify or someone leaves the hearing room freeing up space.

Despite the shut down in the House, legislators in both chambers continue to file legislation at a near-record pace. To date, members have filed nearly 1,400 bills and resolutions. Once again, there are several measures seeking to address an increase in the state motor fuel tax, in order to provide increased funding for highway construction and maintenance. Right-to-work along with other legislation impacting the construction industry have been filed again this year.

Governor Mike Parson gave his State of the State address on January 27, where he announced his legislative priorities for the current session and outline his budget plans for the next fiscal year. The Governor continued his theme of infrastructure development and job growth. Although the Governor released his budget recommendations, the budget will be watched closely throughout the process with anticipation of additional stimulus money from the federal government and the continued impact COVID has had on state revenues. It is expected the budget will be significantly impacted for several years to come.

We will continue to keep you informed of legislative happenings in Jefferson City and around the state through weekly email updates. If you are not receiving these weekly updates, please contact Susan Winkelman, to be added to the list. 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.
MC Mechanical Services

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
The Stockenberg Law Firm
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

Watch for the 2020 Safety Award applications that will be available later this month. Awards will be announced at our Annual Awards Gala on Friday, June 25th 2021.

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.



CONTRACT REVIEW

Beware of RFPs that say by bidding the job you are agreeing to accept all the terms and conditions of the GC's standard subcontract. To negate such a provision include the following in your bid: **THIS PROPOSAL IS CONDITIONED ON THE USAGE OF EITHER CONSENSUSDOCS 750 OR SOME OTHER SUBCONTRACT FORM OTHERWISE ACCEPTABLE TO SUBCONTRACTOR/SUPPLIER.**

If you have questions regarding the contract review service, contact committee chair, Dick Stockenberg, The Stockenberg Law Firm; richard@stockenberglawfirm.com

MEMBERSHIP

A great way to kick off the new year is to introduce someone to all the benefits that ASA Midwest Council has to offer to subcontractors! 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

PROGRAMS

We are hoping to be able to return to in person meetings and events in the near future. Do you have suggestions for future ASA MWC program topics, please contact our Programs Committee Chair: Chris O'Hagan, chris@jdkutter.com or executive director, Susan Winkelmann; susan@asamidwest.com

2021 SUBStrong
Building your Bottom Line



2021 SUBStrong February 24-26, 2021 is a 3-day virtual conference and trade show focusing on building the bottom line of the construction subcontractor business.

SUBStrong hosts webinars, workshops, roundtable discussions, daily lunch & learn, business tips, meetings, videos, and tradeshow, delivering resources and solutions you need to build your bottom line.

- Finance
- Health & Safety
- Business Development
- Construction Management

2021 SUBStrong, Building Your Bottom Line offers information, resources and solutions covering finance, business management, construction management, contracting and negotiation tips, employment law and HR, leadership, health and safety, business development, asset management and more.

Because SUBStrong offers something for everyone in your company, SUBStrong has a company registration for only \$99 for your entire company. Visit <https://hopin.com/events/2021-substrong-building-your-bottom-line> to register today!

One registration and your entire company is registered: a single login link to share with your entire staff for the entire conference. The single login allows for the entire company to login each morning from their desk top, lap top, tablet or phone, or across multiple devices, and stay logged in the entire day. Once logged in, simply click the session you want to join and you are in a education session, attending the keynote presentation for the day, sitting at a roundtable discussion or rolling up your sleeves at a workshop.

One login gives attendees access to all of the networking events, educational programming, as well as the SUBStrong Trade Show.

For additional information & to register visit | <https://hopin.com/events/2021-substrong-building-your-bottom-line>

SUBStrong hosted by the ASA of Colorado



Voluntary Internal Safety Audits: “Do’s” and “Don’ts”



There is no disputing that taking a proactive approach to safety and ensuring compliance within your company is not only prudent – but critical – for employers. It is equally critical, however, that employers understand the benefits and potential liabilities that initiating these measures can create. This post will break down the “dos” and “don’ts” of internal safety audits.

First and foremost: as a general rule, you should never engage in a voluntary safety audit if you are not prepared and willing to implement the required changes based on the results. OSHA distinguishes between “willful” and what could otherwise be described as “passive” violations, and knowingly allowing a safety hazard to exist carries serious consequences, including potential criminal penalties. As a result, if you conduct a voluntary self-audit, discover a serious hazard, and then do nothing about it, you will be exposing yourself (and your employees) to a host of negative consequences.

However, if done properly, these audits can serve the dual purpose of improving safety for employees and bolstering certain legal defenses because they demonstrate proactive investigation and intervention of safety violations. For example, two of the four elements of the “unpreventable employee misconduct” defense to an OSHA violation are (1) that the employer insisted on compliance with safety rules and had methods of discovering violations of its rules, and (2) it had effective enforcement mechanisms in place. Conducting safety audits on your own accord – and retaining written documentation of such audits – can be instrumental in establishing these two elements.

Who?

If you decide to do this internally, you may consider assembling a team comprised of members from varying departments to ensure objectivity.

It may be a good idea to disallow team members to conduct audits of their own departments. Assembling a team internally can be beneficial inasmuch as employees should be the most familiar with both the safety rules and the facility itself.

You may also elect to bring in third-party consultants. Note: safety audit results are not protected from disclosure to OSHA merely because an employer decides to label the reports as “confidential” or subject to the “attorney-client privilege.” Instead, the results will be protected from disclosure only if an employer retains an attorney for the specific purpose of providing legal advice on safety compliance and it is the attorney who directs and oversees the audit.

What?

There are the four essential questions every audit should answer:

Does the program cover all regulatory and best industry practice requirements?

Are the program requirements being met?

1. Is there documented proof of compliance?

2. Is employee training effective – can and do they apply specific safe behaviors?

Employers should consider developing a priority schedule based on the hazard level to ensure the most egregious violations are corrected first. A written schedule for corrective action should be created and enforced. Further, the findings should be communicated to all managers and supervisors to promote transparency and awareness in your workplace.

While this proactive approach can prove beneficial to employers from both a safety and legal standpoint, the above factors should be among those factors considered prior to deciding if and how to proceed with voluntary self-audits.

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

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

(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

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
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 |

REGISTRATION AVAILABLE www.asamidwest.com



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

