

AUGUST 2023

AUGUST

August 16
BPI in a Box LUNCH Mtg.
Syberg's on Dorsett

First, a big thank you to the Fabick Rents Team for hosting the June ASA Meeting. Not only did Fabick host the meeting & provide lunch, but Matt Schwedtmann with Fabick Rents provided a very interesting presentation on "Your Company Safety Culture". Thank you Matt and nice job!

SEPTEMBER

September 20
ASA/SITE Joint Meeting

This topic made me think about how important safety is to a company. Many companies speak about a culture of service, teamwork, relationships, and more, but safety is seldom viewed as an integral part of the culture. This is a glaring oversight. There should be no greater priority than making sure that everyone gets home safely to their loved ones. For that to happen, safety is a company culture must. I know at G&S I will work to make it a greater part of our ethos.

OCTOBER

October 2
ASA MWC Golf Tournament
Whitmoor Country Club

The ASA has a strong focus on safety, providing numerous resources to help members integrate it into their culture. Toolbox Talks and other important safety information can be found on the ASA website. If you are passionate about this issue, I encourage you to join our Safety Committee, led by the Queen and King of Safety, Rose Kastrup and Steve Williams.

DECEMBER

December 6
Casino Night Holiday Party
Syberg's on Dorsett

In my first letter I spoke about promoting ASA to increase our membership. As a follow-up to that, I am asking everyone to work on bringing a guest to an upcoming meeting. Ideally it would be a guest from another company, but getting someone else from your company involved remains an avenue to promote all the great things ASA has to offer.

JANUARY

January 31
Meet the GCs Expo
St. Charles Convention Ctr

I look forward to seeing everyone at our next meeting on August 16th, at our annual golf tournament on October 2nd.

*For a complete list of all
upcoming ASA MWC
meetings and events visit
our website
www.asamidwest.com*

Dennis Voss
Golterman & Sabo
President, ASA MWC
314-402-5444 | DennisV@golterman.com

Syberg's on Dorsett
2430 Old Dorsett Rd.
Maryland Heights, MO

August 16, 2023 | 11:30 a.m. to 1:00 p.m.
BPI in a Box Lunch | Subs & Suppliers Only

ASA members | \$25 | Lunch & BPI Session

The ASA WOMEN'S COUNCIL | *She's Built For This*

The purpose of our women's peer group is to become a valuable resource for women in the construction industry and related fields. Our goal is to help woman **Build. Community.** by providing resources needed to build relationships; be a source of information & support; and to provide connections & networking opportunities to all women from our member companies and the STL construction industry as a whole!

For more information & to join our peer group contact the "She's Built For This" committee co-chairs:

Jennifer Church, United Rentals | jchurch@ur.com

Stephanie Woodcock, Too Creative | stephanie@toocreativestl.com

Susan Winkelmann, ASA Midwest Council | susan@asamidwest.com



August 16, 2023
BPI in a Box LUNCH Meeting
ASA Subcontractor & Suppliers ONLY

Syberg's on Dorsett
2430 Old Dorsett Rd, Maryland Heights, MO
11:30 a.m. to 1:00 p.m.

Join us for the BPI in a Box **LUNCH** Meeting on **Wednesday, August 16th** 11:30 a.m. to 1:00 p.m. at Syberg's on Dorsett. **This meeting is for subcontractor & supplier members only, no associate members allowed for BPI session.**

Business Practice Interchange (BPI) is an informal share session where ASA member subcontractors & suppliers can share their experiences with projects, general contractors, and owners. Only first-hand information is allowed to be shared. ASA is only providing a forum for the exchange of business information. Information exchanged by members must be current, accurate and first hand.

BPI Companies for Discussion

Alberici Constructors
Aspire Construction Services
Blanton Construction
JE Foster
Keeley Construction
Korte
R.G. Ross

BPI Topic of Discussion

**ASA PROVIDES AN IMPORTANT RESOURCE FOR
NATIONWIDE LIEN PROTECTION**

- ✓ All states have lien laws, but they are all different.
- ✓ Some states require notice before the work, others not until after.
- ✓ Time limits vary. Can the owner be made to pay twice
- ✓ Do liens have priority over lender's mortgages?
- ✓ Learn more about ASA's 50-State Summary of Lien Laws and how to protect your rights.

MEETING AGENDA:

LUNCH | 11:30 a.m. to 12:00 p.m.
BPI Session | 12:00 to 12:45 p.m.

Registration includes Lunch & BPI Session

\$25 ASA Members | Register online-
www.asamidwest.com by Friday, August 11, 2023

(Attendees not cancelled by 8.11.23. will be charged per ASA cancellation policy. No refund after 8.11.23. but you may always send someone in your place if you are unable to attend the meeting)

2023-24
ASA Midwest Council
Officers & Directors

(Terms July 1, 2023-June 30, 2024)

Officers

President

Dennis Voss, Golterman & Sabo

Vice President

Ryan Spell, Precision Analysis

Secretary

Matt Tucker, Affton Fabricating & Welding

Treasurer

Mark O'Donnell, Schmersahl Treloar & Co.

Immediate Past President

Dan Tucker, MC Service

Directors

Steve Cummins, Bell Electrical Contractors

Rose Kastrup, CSA Advisors

Scott Meyer, Meyer Painting Co.

Rob Meeh, R.F. Meeh Co.

Ryann Hermann, TJ Wies Contracting

Chapter Attorney

Richard Stockenberg,
The Stockenberg Law Firm

ASA Midwest Council Executive Director

Susan Winkelmann

HIKING THE LINCOLN TRAIL WITH RIVALS

Richard A. Stockenberg
The Stockenberg Law Firm LLC
richard@stockenberglawfirm.com



What do subcontractors have in common with Abraham Lincoln? Each has rivals. My project this summer has been to re-read Doris Kearns Goodwin's classic biography of Lincoln, *Team of Rivals: The Political Genius of Abraham Lincoln*, where she chronicles how Lincoln masterfully uses his political rivals to his and the country's advantage. In this multi-party biography, Lincoln serves as the main character while his three main rivals for the presidential nomination of 1860 play major roles in revealing the political genius of Abraham Lincoln.

In the 1860 presidential election, William H. Steward of New York, Salmon P. Chase of Ohio, and Edward Bates of Missouri were Lincoln's chief rivals for the newly formed Republican Party's presidential nomination. Throughout the turbulent 1850s each of these men sought the presidency and Lincoln was by no means the favorite. Lincoln was the surprise victor because he possessed an extraordinary ability to put himself in the place of other men, to experience what they were feeling, and to understand their motives and desires. It was this capacity that enabled Lincoln as president to bring his disgruntled opponents together. He named his three rivals for the Republican nomination, plus Edward M. Stanton, a Democrat, to the key positions in his cabinet making that cabinet the most unique in American history using their talents to help him preserve the Union and win the war.

While the problems which modern day subcontractors face are minute when contrasted to the struggles Lincoln faced in the 1860s, there are lessons to be applied showing the benefits of cooperating with actual or potential rivals. One important way for subcontractors to work with their rivals during times of tension and controversy is through the vehicle of creating a special and unique form of an agreement where parties with differing points of view come together to form a team with their rivals. These kinds of agreements go by different names, depending upon circumstances. For example, the agreement may be called a joint prosecution agreement in the situation where multiple subcontractors on the same project join together to prosecute their independent claims against a common general contractor. Another example is the use of what is commonly referred to as a liquidating agreement. A liquidating agreement is used when a general contractor and one or more subcontractors join forces to pursue their individual claims against an owner. These agreements, no matter what they are called, can range from being simple to very complex, depending upon the numbers of parties, claims, counterclaims, and defenses.

Of primary importance to the subcontractor is how much does it get paid and when? Is the subcontractor's recovery dependent upon the general contractor recovering from the owner or is the subcontractor's recovery guaranteed regardless of how much, if any, the general contractor recovers from the owner?

Another important issue is how are expenses shared? One of the primary purposes in joining forces with rivals is to reduce costs by sharing expenses. Are the expenses shared equally, or pro-rata based upon the amounts in dispute?

Another concern is who controls and manages the claims? Suppose a settlement offer is made, which some of the parties wish to accept while other parties want to fight on?

The matter can be made even more complicated when the parties agree to share a common pot of recovery, but that pot is reduced by reason of back charges that are leveled against fewer than all of the parties. To guard against this situation, the parties need to strive to have their individual portions of the total award apportioned between the different claimants without reduction for back charges leveled against others. The problem is this is often easier said than done.

These types of agreements, while helpful in many types of situations, are by no means perfect. Any party considering entering into such agreement should do so on the basis of managing and being part of the process of making strategic and tactical decisions in prosecuting the claim because no one will look after or prosecute your part of the claim with as much care and concern as you. However, just as Abraham Lincoln's experiences demonstrate, there can be advantages to forming a team with your rivals.



**FOLLOW ASA MIDWEST COUNCIL
ON LINKEDIN,
TWITTER & FACEBOOK!**

ASA Midwest Council Golf Tournament

October 2, 2023 | Whitmoor Country Club | 11:30 am. Tee Time
Reservations Required

11:30 a.m. Shotgun Start | Scramble Format
All inclusive Registration Only \$295 per person | \$1180 Foursome



REGISTRATION AVAILABLE

VISIT [ASAMIDWEST.COM](https://asamidwest.com) OR SCAN QR CODE TO REGISTER



Upcoming ASA Midwest Council Meetings & Events



August 16

BPI in a Box **LUNCH Meeting (Subs & Suppliers Only)
Syberg's on Dorsett**

September 20

**ASA / SITE Joint Member Meeting
Location TBD**

October 2

**ASA Midwest Council Golf Tournament
Whitmoor Country Club**

December 6

**ASA MEMBER ONLY HOLIDAY PARTY
Casino Night / Syberg's on Dorsett**

January 31

**Meet the GCs Expo
St. Charles Convention Center**



SCAN QR CODE TO VISIT ASAMIDWEST.COM TO REGISTER FOR ANY 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!*



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**

ATTENTION ASA MEMBERS | Membership Dues Renewal Time!

Dues Renewal payment was due July 1, 2023.

INVOICES WERE EMAILED IN MAY, JUNE & JULY | Payment now due!

If you did not receive your renewal invoice contact susan@asamidwest.com

DID YOU KNOW?

**Your ASA membership is a company membership, so all employees
are members of ASA for the low annual rate of \$945.**

Questions? Contact susan@asamidwest.com | 314.845.0855

THANK YOU to the MEMBER COMPANIES that attended our last Monthly Meeting

*A1 Professional Asphalt
Archkey Sachs
Armanino LLP
Bazan Painting Co.
Bell Electrical
Corrigan Company
D&L Painting and Drywall
Deltek*

*Enterprise Bank & Trust
Golterman & Sabo
JD Kutter
K&K Supply
Luby Equipment
MC Mechanical
Meyer Painting Co.
Midwest Monogram*

*MJ Products Co.
Montgomery Bank
Pipe and Duct Systems
R.F. Meeh
Reinhold Electric Co.
Schmersahl Treloar
SFW Partners
Sunbelt Rentals*

*The Daniel and Henry Co.
The Stockenberg Law Firm
T J Wies Contracting
Too Creative
United Rentals
USI Insurance Services
Vision Electric*

ASA Midwest Council Golf Tournament

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VISIT ASAMIDWEST.COM OR SCAN QR CODE TO REGISTER



There has been quite a bit of news since our last newsletter. On June 30th, Governor Mike Parson has rendered his final decisions on all budget items. Just before the 4th of July holiday, Governor Parson signed or vetoed all bills containing the policy items that were sent to him by the General Assembly during the past legislative session.

Of the 41 policy related bills that made it to Parson's desk, all were signed into law with the exception of SB189, which was a wide-ranging crime and public safety bill. Although the legislation contained priorities of many law enforcement groups, Parson took exception to a provision in the bill which could have allowed certain criminals convicted of sexual offenses to have their records expunged and, in some cases, have their name removed from the sex offender registry. Another section mentioned by the governor was a provision allowing payments from state coffers to persons that were wrongfully convicted. Parson opined that the state should not pay for prosecutorial errors made at the local level.

On budget related legislation, the Governor took the axe to numerous projects earmarked in the FY24 spending plan sent to him by lawmakers. In total, Parson issued 201 vetoes, cutting \$550 million in spending from the \$51.8 billion state budget. In issuing the vetoes, Parson stated he was doing so to "ensure the financial stability of Missouri beyond my administration and the current General Assembly." The Governor's budget vetoes include \$46 million for an allied health building at St. Louis Community College; \$10 million for the Brickline Greenway Trail in St. Louis; \$2 million for a gospel Music Hall of Fame, Art Museum and Research Center in St. Louis; \$7 million for a 911 Dispatch Center in St. Charles County; \$10 million for a 911 Dispatch Center in St. Louis; \$3 million for a Community Center in Kirkwood; \$6 million for improvements to the St. Louis Metropolitan Sewer District; \$5 million for drinking water infrastructure in St. Charles; \$5 million for removal of condemned property in

St. Louis County; \$6.6 million for improvements to Route 370 at Salt River Road; as well as numerous other programs and expenditures in the St. Louis region and around the state. Many lawmakers and local officials took exception to Parson's vetoes, especially since the state currently has over \$8 billion in surplus revenue.

In other Capitol news, several personnel changes have taken place recently in the Governor's office. Kelli Jones been named Deputy Chief of Staff, having previously served as Parson's longtime Communications Director. Other moves include naming Stephanie Whitaker as the new Communications Director and Jonathan Shiflett as Press Secretary. Additionally, Parson has tapped Mike Leara of St. Louis to serve as the next State Supervisor for the Division of Alcohol and Tobacco Control. Leara served as state representative from 2009-2017, and most recently was the chairman of the Missouri Gaming Commission.

Next on the Capitol calendar is the constitutionally mandated veto session on Wednesday, September 13. Lawmakers will then have an opportunity to override any vetoes of legislation issued by the Governor.

We will keep you apprised of any political events or happenings in Jefferson City and around the state. *Nikki Strong, Strong Consulting Group.*



**FOLLOW ASA MIDWEST COUNCIL
ON LINKEDIN,
TWITTER & FACEBOOK!**

ASA Midwest Council Members

A-1 Professional Asphalt & Sealing	George McDonnell & Sons	Negwer Door Systems
Acoustical Ceilings, Inc.	Golterman & Sabo	Nu Way
Affton Fabricating & Welding	Grant Contracting	O.J. Laughlin Plumbing Co.
All American Painting Co.	Grasser Electric	On Site Companies, Inc.
AME Constructors	Guarantee Electrical	P & A Drywall Supply
American Steel Fabrication, Inc.	H & G /Schultz Door Inc.	Parkway Construction Services
Aqueduct Plumbing LLC	Haberberger, Inc.	PayneCrest Electric
Archview Metal Systems Co.	Hanenkamp Electric	Pirtek Overland
Armanino LLP	Hansen's Tree, Lawn & Landscaping	Pipe and Duct Systems
Aspen Waste Systems	Hawkins Construction & Flatwork	Precision Analysis, Inc.
Bazan Painting Company	Hayden Wrecking	Professional Metal Works, LLC
Bell Electrical Contractors	Heitkamp Masonry	R.F. Meeh Co.
Bene Smart	Imperial Metal Company	RJP Electric
Benson Electric Company	Integrated Facility Services	Ravensberg, Inc.
Bi-State Fire Protection Corp.	Irwin Products	Reinhold Electric, Inc.
BluSky Restoration	JD Kutter	Rental Supply
Boyer Fire Protection	J.F. Electric	Ritchie Bros
Budrovich	J & S Industrial Services	Rock Hill Mechanical Corp.
C.E. Bollmeier Company, Inc.	J.W. Terrill	RubinBrown LLP
C. E. Jarrell Contracting	John J. Smith Masonry	Sachs Electric Company
C&R Mechanical	K & K Supply	Sandberg Phoenix
Capital One	Kaemmerlen Electric	Schaeffer Electric Company
Central Power Systems & Services	Kaiser Electric	Schmersahl Treloar & Co.
Century Fire Sprinklers	KAM's Mechanical LLC	Seiler Instruments
CK Supply	Kay Bee Electric	SFW Partners, LLC
CliftonLarsonAllen LLP	Kirby-Smith Machinery, Inc.	The Sherwin-Williams Co.
CMIT Solutions	Knapheide Truck Equipment	Siemens
CNA Surety	Lawrence Fabric & Metal Structures	Sikich LLP
CSA Advisors LLC	Leach Painting Company	Stifel Financial
Cardinal Elevator	Liberty Mutual Surety	Stylemaster Apparel, Inc.
Century Fire Sprinklers, Inc.	Lindberg Waterproofing	Sunbelt Rentals
Cooperworks Industries	Linek Plumbing Co.	Swanson Masonry, Inc.
Corrigan Company	Luby Equipment Services	Titan Carpentry LLC
DJM Ecological Services	Marketeer, Inc.	T.J. Wies Contracting
D&L Painting and Drywall	Maxim Crane Works LP	Taylor Excavating
Deltek	Metal Supermarkets	The Daniel and Henry Company
Drilling Service Company	Meyer Painting Co.	The Stockenberg Law Firm
Dynamic Controls, Inc.	MC Mechanical	Too Creative
E. Meier Contracting	Mid-America Carpenters Reg. Council	Total Contractors Services LLC
ELCO Chevrolet Cadillac	Midwest Elevator	TROCO Custom Fabrication
Empire Fence & Custom Iron Works	Midwest Monogram Promotions	UHY LLP
Enterprise Bank & Trust	MJ Products	United Rentals
Fabick CAT	Mold Solutions	UNITS Moving and Portable Storage
FastTrac Rentals LLC	Modern Communications	USI Insurance Services
Federal Steel & Erection Co.	Montgomery Bank	Vee-Jay Cement Contracting
Flooring Systems, Inc.	Murphy Company	Vision Electric & Systems
Foreman Fabricators	National Sales Company (NSC)	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

Check out the Safety page on the ASA website. Member only access to monthly Tool Box Talks is included in your ASA membership! 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

Did you know ASA Midwest Council has an extensive library of General Contractor contracts on file? These contracts have been reviewed by the Contract Review Committee, and include comments/suggestions of changes you may want to request during your contract negotiations. The contracts are available to ASA members only, and can be requested by sending an email to susan@asamidwest.com

If you have questions regarding the contract review service offered to our ASA members, please contact the Contract Review committee chair, Dick Stockenberg, ASA MWC chapter attorney, The Stockenberg Law Firm; richard@stockenberglawfirm.com

MEMBERSHIP

If you know a subcontractor who would 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 our Membership Committee Chairperson, Chris O'Hagan, JD Kutter. (314) 444-4949 or chris@jdkutter.com.

PROGRAMS

Do you have suggestions for upcoming speakers and seminar topics? We want to hear from our members to ensure we are providing the best content possible to meet your needs! Who would you like to hear from at a meeting? If you have suggestions or feedback, please contact our Programs Committee Chair: Chris O'Hagan, chris@jdkutter.com or executive director, Susan Winkelmann; susan@asamidwest.com

Learn More About ASAdvantage Health Plan

Health care coverage for Subcontractors from ASA.



The Platform You Asked For!

Enjoy cost savings with The ASAdvantage Health Plan! Our program gives members access to broad, national health care provider networks and Reference Based Pricing [RBP] models, all while providing quality health benefits to your employees.

Plan Features

- √ Major Medical Coverage for groups of all sizes 1 to 1000+
- √ Nationwide network of doctors and pharmacies for complete coverage
- √ An exclusive healthcare solution built for members of ASA
- √ Multiple plan designs offer the right fit for your company

Cost Savings

Enjoy the cost savings with The ASAdvantage Health Plan! Our program gives members employees access to broad, national health care provider networks and Reference Based Pricing [RBP] models, all while providing quality health benefits to your employees.

Premiums as low as \$306/Month

Request a Consultation

ASA has partnered with World Insurance to offer this new benefit to ASA members. To learn more about the program and find out how much you can save, visit <https://www.worldinsurance.com/asa> to request a consultation or contact the agents below directly.

Terence Gorman
(848) 456-8600
terencegorman@worldinsurance.com

Rob Schielke
(908) 379-2359
robertschielke@worldinsurance.com



OSHA's General Duty Clause



"Each employer shall furnish to each of his employees' employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to his employees."

Section 5(a)(1) of the Occupational Safety and Health Act of 1970

Commonly known as the General Duty Clause, Section 5(a)(1) of the Occupational Safety and Health Act of 1970 is intended to give OSHA a means to address hazards for which no standard is on the books. Current examples include heat-related illnesses and workplace violence in health care and social services.

Put it to the test

One reason why General Duty Clause violations make up so little of the overall citations issued by OSHA each year is because of hurdles that stand in the way of its enforcement – namely a four-part test that stems from Occupational Safety and Health Review Commission decisions and other court precedents.

To issue a General Duty Clause citation, OSHA must prove:

1. The employer failed to keep the workplace free of a hazard to which its employees were exposed.
2. The hazard was recognized.
3. The hazard was causing or was likely to cause death or serious physical harm.
4. A feasible and useful method to correct the hazard was available.

The employer failed to keep the workplace free of a hazard to which its employees were exposed.

OSHA must prove that employees of the organization in question were affected. That, obviously, can prove more difficult on multi-employer worksites.

The hazard was recognized.

Evidence that an employer knew about a hazard can include injury and illness logs as well as employee complaints to management. All complaints must be formal and not offhand comments, the Field Operations Manual states.

According to the manual, the agency also can prove an employer's knowledge of a hazard via a number of other methods, including company memos, safety work rules that

identify the hazard, near miss reports, federal or state OSHA inspection reports, and the employer's own corrective actions "if the employer did not adequately continue or maintain the corrective action or if the corrective action did not afford effective protection to the employees."

OSHA can include in a General Duty Clause citation that a hazard was recognized by an employer's industry, but it can't enforce an industry or a consensus standard. It can, however, use those standards to show industry recognition of "a hazard and a feasible means of abatement," but the other two parts of the test must be met as well.

Industry recognition can come from a trade association guidance document, but OSHA would likely have to show that the employer was part of that particular association.

Additionally, the Field Operations Manual accepts "common-sense recognition," meaning a hazard was "so obvious that any reasonable person would have recognized it."

The hazard was causing or was likely to cause death or serious physical harm.

The Field Operations Manual uses the example of an employee standing at the edge of an unguarded floor 25 feet off the ground. It's not always so clear cut, however

A feasible and useful method to correct the hazard was available.

OSHA must identify the existence of a measure(s) that is feasible, available and likely to correct the hazard. This includes technical and economic concerns.

Challenges

Perhaps not surprisingly, because of their complex and somewhat murky nature, General Duty Clause citations are often among the most challenged. OSHA has difficulty using the General Duty Clause when a hazard isn't easily defined. When OSHA has difficulty articulating the hazard, that's when they have difficulty winning General Duty Clause violation cases.

It is possible to have a standard or regulation that will cover any and all hazards existing now or in the future, hence the General Duty Clause. The burden of proof is high and there is a lot of supporting documentation required for OSHA to cite under it. That is a good thing, as it requires a lot of thought, review and supporting information for OSHA to cite under it, which means the agency has done its homework and the General Duty Clause is being used as it was intended to be used.

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 Steve Williams with Bell Electrical at (314) 447-9071.

INTERESTED IN SPONSORING AN UPCOMING MEETING?
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



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

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 \$450/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

ASA Meeting Sponsorship

Highlight your company at an
ASA Monthly Meeting

Only \$250 to be a meeting sponsor.
Includes 2 Meeting Attendees

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



Join a committee today!

Membership
(Chris O'Hagan)

Education/Programs
(Chris O'Hagan)

Golf
(Jennifer Church | Steve Cummins)

Advocacy
(Chris Sauer | Walter Bazan, Jr.)

Awards Gala
(Rick Swanson)

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

Safety
(Rose Kastrup | Steve Williams)

Brand Development
(Stephanie Woodcock)

Contract Review
(Dick Stockenberg)

Young Leaders Peer Group
(Ryan Hermann)



Visit asamidwest.com to register TODAY!

