

SEPTEMBER 2023

SEPTEMBER

September 20
ASA/SITE Joint Meeting
Orlando's Maryland Hts.

OCTOBER

October 2
ASA MWC Golf Tournament
Whitmoor Country Club

NOVEMBER

November 15
Member LUNCH Meeting
Syberg's on Dorsett

DECEMBER

December 6
Casino Night Holiday Party
Syberg's on Dorsett

JANUARY

January 17
Member BREAKFAST Mtg
MAC West

January 31
Meet the GCs Expo
St. Charles Convention Ctr

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

Summer is coming to an end, and it is not going gently into the night. Thankfully, the crisp Fall air will soon usher its way in, but not before children everywhere embark on the new school year. With that comes new things to learn as well as homework, sports, band, or whatever other extra activities our kids might be involved in. But children are not the only ones with new learning possibilities at their disposal. The opportunity to expand one's knowledge base is something we all can and should do every day. And, hopefully, we are learning valuable, pain free lessons as the proverbial "hard way" is an all-too-common refrain in the construction industry.

The ASA is here to help you on that front. No, I am not going to do your homework or your kids for that matter. Rather, I am encouraging everyone to visit the ASA website (asamidwest.com) to experience a multitude of educational prospects. The National ASA website, asaonline.com, is also an excellent resource.

At the August lunch meeting, Dick Stockenberg with The Stockenberg Law Firm, discussed liens, which is something we never want to deal with, but, nonetheless, need to know about. Dick referenced some good resources on the ASA National website to help members should such an unwelcome occasion arise. Lien summary broken down by State, retainage summary broken down by State, anti-indemnity statutes, and more can be found there. So, let the ASA be your teacher, check out both websites and the variety of educational information at your fingertips.

Also, you can breathe a sigh of relief, we don't assign homework, conduct tests, or give out grades at the ASA. Good luck with your education! Oh, and just a reminder, it's your last chance to register for the golf tournament on October 2nd, you don't want to miss it!

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

Orlando's Maryland Heights
2050 Dorsett Village
Maryland Heights, MO

September 20th | 3:00 to 6:00 p.m.
Joint ASA/SITE Member Meeting

ASA members | \$35 | Cocktails & Appetizers

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



September 20, 2023
Joint ASA/SITE Member Meeting

Orlando's Maryland Heights
2050 Dorsett Village | Maryland Heights, MO
3:00 to 6:00 p.m.

Join us for a joint ASA/SITE Improvement Assoc. member meeting on Wednesday, September 20th 3:00 to 6:00p.m.

"CHILL ZONE" | TAKING THE HEAT OUT OF BURNOUT!
Mr. Dan Lester, VP of Field Culture & Inclusion, CLAYCO.

PROGRAM PRESENTATION INCLUDES:
Chill Zone | Taking the Heat Out of Burnout

- Burnout definition and signs + Mental Health/ Suicide data
- State of the Workforce/Contractor Capacity
- Leadership vs. Management (upskilling foreman and superintendents)
- Phases of life
- Building a culture of psychological safety (empathy)
- Strategy Overview
- Project Schedules | Work Life Balance
- Creating Psychologically safe work environment
- What is Psychological Safety?
- Tips & Best Practices to address Burnout!

MEETING AGENDA:

Networking & Cocktails | 3:00 to 4:30 p.m.
Appetizers Served | 3:30 to 4:30 p.m.
ASA/SITE Announcements | 4:30 to 4:40 p.m.
Program/Speaker/Q&A | 4:45 to 5:30 p.m.
Networking & Cocktails | 5:30 to 6:00 p.m.

WE ARE LOOKING FOR BAR SPONSORS TO HELP OFFSET THE BAR COST! Only \$200 to sponsor.

Registration includes Cocktails/Appetizers & Program
\$35 ASA Members | \$200 Bar Sponsor
Register at asamidwest.com by Friday, September 15th

(Attendees not cancelled by 9.15.23. will be charged per ASA cancellation policy. No refund after 9.15.23. 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

We don't have Light Duty..

Brian Risinger | J D Kutter



As insurance agents, the common response we get to questions around a Return to Work program or Light Duty program is that there is simply no light duty work available for injured employees. We completely understand this as well as the sentiment that our clients have workers compensation, so why would they spend more money to keep an injured employee on payroll who isn't fully productive.

There are a few key reasons to consider evaluating injuries and claims on a case by case basis to determine when it might make sense. Below illustrates a perfect scenario for managing claims as much as possible.

Premium cost estimates based on a manual premium of \$80,386

State	Injury Date	Incurred Loss	Limited / Adjusted Loss	Mod w/o Loss	Impact on Mod	Premium Costs		
						1 yr	2 yr	3 yr
Itemized Losses								
MO	3/1/2020	\$16,443	\$16,443	0.7739	0.1464	\$11,769	\$23,537	\$35,306
Grand totals:		\$16,443	\$16,443		0.1464	\$11,769	\$23,537	\$35,306

In this example, an injury occurred on 3/1/2020. The injured employee was treated and was off work for approximately 10-15 days. Also in this case, the employee was a union operator whose full package costs the company around \$70/hour. With a \$500 daily cost to keep the employee on payroll, it would be easy to think that this makes sense to just let the work comp carrier handle the claim. Before making that assumption though, you need to know the total 3-year cost of this claim, which you can see in the image above.

This isn't from rate increases or carrier discretion, which may also factor in outside of this. This is strictly from the impact your Experience Mod will have on premium.

Let's assume that this \$16,000 claim has about \$8,000 in medical costs and \$8,000 in indemnity or pay received by the injured employee from the work comp carrier. Per NCCI guidelines, claims that remain medical only are reduced by 70% before they are factored into your Experience Mod. NCCI governs workers compensation in Missouri and Illinois, so this is not unique to any specific carrier.

Here's another chart from the same company showing how various sized claims will impact their workers compensation Experience Mod and the total three year cost they will incur for various sized claims.

Loss Amount	Impact on Mod	Three-Year Premium Cost	Premium to Loss Ratio
\$500	0.0044	\$1,061	212.22 %
\$1,000	0.0088	\$2,122	212.22 %
\$5,000	0.0444	\$10,707	214.15 %
\$10,000	0.0889	\$21,439	214.39 %
\$50,000	0.1926	\$46,447	92.89 %
\$100,000	0.2371	\$57,179	57.18 %

Medical-only (U code 6) losses are reduced by 70 percent in states where the experience rating adjustment (ERA) applies for the indicated effective date. Therefore, these losses may have less of an impact on the mod.

Going back to our claim example, let's assume they pay their employee to attend training, as well as other light duty activities. Their cost for 15 days is around \$8,400 but reduced the claim to medical damages of \$8,043. This \$8,043 is then reduced by 70%, which is \$2,412, before it hits the EMR calculation. We can then go to our second chart and estimate that this will have a .02 impact on the mod and a three-year total cost of around \$4,244.

Although this is super granular and, in the weeds, the takeaway should be that the cost incurred to the employer by simply handing this claim over to their workers compensation carrier is going to be around \$35,000 over the course of three years. The three-year cost to actively manage the claim will be around \$12,600. This is almost a third of the cost!

Outside of cost savings, the employee could have been completing OSHA 30 courses, doing site visits, or something else that brings some value to the company. It also helps keep the employee engaged in the company rather than sitting on the sidelines.

This will obviously not work in every scenario, but we always advise to at least keep this in mind when injuries arise. Assess the type and severity of the injury quickly to determine if this may be a path worth going down. We have plenty of resources on how to go about implementing light duty programs if you are interested in learning more.

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 CLOSING 9.25.23.

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



Upcoming ASA Midwest Council Meetings & Events



September 20

***ASA / SITE Joint Member Meeting | 3 to 6 p.m.
Orlando's Maryland Heights***

October 2

***ASA Midwest Council Golf Tournament
Whitmoor Country Club-Register by 9.25.23.***

November 15

***Monthly Member LUNCH Meeting
Syberg's on Dorsett***

December 6

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

January 17

***ASA Monthly Member BREAKFAST Meeting
MAC West***

January 31

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



[SCAN QR CODE TO VISIT ASAMIDWEST.COM TO REGISTER FOR ANY EVENTS](https://asamidwest.com)
[Event registration requires member login, contact susan@asamidwest.com with questions!](mailto:susan@asamidwest.com)

***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 | LAST CALL TO RENEW MEMBERSHIP

**Dues Renewal payment was due July 1, 2023 | DROP DATE 9.15.23.
INVOICES WERE EMAILED IN MAY, JUNE & JULY | Payment now past 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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REGISTRATION CLOSES 9.25.23.

VISIT ASAMIDWEST.COM OR SCAN QR CODE TO REGISTER



As reported in our last newsletter, Governor Mike Parson issued over 200 line-item vetoes in the Fiscal Year 2024 budget, which will affect or eliminate numerous projects around the state. Many legislators have issued public criticism of the governor's actions, citing the need for the projects, and pointing to a budget surplus of over \$8 billion.

However, Alex Tuttle, the governor's budget director, paints a different picture in a letter sent recently to lawmakers. While the new fiscal year started off with a more than \$8 billion fund balance, the governor's office stresses that the fund balance does not equal a surplus. In fact, two-thirds of the available balance has already been committed to various programs and projects. Additionally, after huge gains of over 14% in revenue growth last year, tax collections are currently down and are projected to stall out at 0.7% in the future. Tuttle also points out that recent tax cuts passed by the General Assembly based on revenue surplus, could lead to a budget deficit down the road.

While some legislators have made statements about wanting to override many of the budget vetoes during the upcoming veto session in September, it is highly unlikely any of the overrides will actually occur.

Members of the House Republican Caucus recently gathered in Branson for their annual slate of summer meetings. The event is an opportunity for members to set their agenda for the next legislative session, interact with other legislators and lobbyists, and raise funds for the caucus as the event is sponsored by numerous business and special interest groups from around the state.

Governor Mike Parson along with Senate Appropriations Chairman Lincoln Hough traveled the state recently to do ceremonial bill signings of HB4, which is the funding authority for the statewide expansion of Interstate 70. One of the stops was in Foristell, where the governor remarked that Missouri was the birthplace of I-70, and the \$2.8 billion expansion project will ensure new opportunities for business along the I-70 corridor. Parson said construction will begin next summer and will take six or seven years to complete.

Numerous elected officials from around the state attended the Governor's Ham Breakfast recently at the State Fair in Sedalia. The breakfast is a traditional gathering of the Governor, elected officials, and leaders in the agriculture community. The sold-out event featured a full breakfast for \$50 per plate, with money raised at the event supporting Missouri's Youth in Agriculture. Governor Mike Parson told those in attendance that he was proud to host the 70th ham breakfast at the fair. Parson told the crowd of more than 1,200 that agriculture in Missouri remains strong in spite of the ongoing drought and high fuel costs.

Legislators will return to the Capitol in mid-September for the annual veto session which is slated for September 13. As mentioned above, it seems unlikely that any veto overrides will occur. Also, on tap that week is a full slate of fundraisers in Jefferson City, as lawmakers take the opportunity to raise campaign money.

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



MEMBERSHIP

WELCOME TO OUR NEW MEMBERS: **GATEWAY SAFETY CONSULTING** **GREENSFELDER, HEMKER & GALE**

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.

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

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



Tips to Identify and Prevent Skin Cancer



It is imperative to understand the risks and how to identify and prevent skin cancer, especially since so much construction work is done outside.

Skin cancer is the most common form of cancer in the United States. About 9,500 people are diagnosed every day, according to the American Academy of Dermatology (AAD). It is estimated that one in five Americans will develop it in their lifetime. A leading cause is overexposure to the sun and ultraviolet (UV) rays. It is imperative to understand the risks and how to identify and prevent skin cancer, especially since so much construction work is done outside.

Skin cancer cases are up nearly 300% in the last 10 years. Forms of skin cancer include basal cell carcinomas, squamous cell carcinomas, Merkel cell carcinoma (MCC), Kaposi sarcoma (KS), melanoma and lymphomas of the skin.

Specific types of skin cancer: Although basal cell carcinomas typically occur on areas of the body exposed to the sun, such as the face, head, and neck, they can occur anywhere. They may appear as flat, firm, pale or yellow areas, or like scars with raised reddish patches that might be itchy. Basal cell cancers can also have small, pink, or red, translucent, shiny, and pearly bumps, which might have blue, brown or black areas.

Squamous cell carcinomas often develop on sun-exposed areas of the body. However, it is possible for them to occur in scars or skin sores elsewhere. They can appear as rough or scaly red patches, which might crust or bleed; raised growths or lumps, sometimes with a lower area in the center; open sores that don't heal, or that heal and then come back; or wart-like growths.

According to the American Cancer Society (ACS), MCC often first appears as a single pink, red or purple shiny bump that may not hurt. Sometimes the skin on the top of the tumor breaks open and bleeds. This form of skin cancer is rare.

KS typically appears in purple, red or brown lesions on the skin that can be flat and not raised above the surrounding skin in patches. They can also be flat but slightly raised in the form of plaques or bumps called nodules.

Melanoma is one of the most dangerous forms of skin cancer and appears in the form of unusual moles, sores, lumps, blemishes, markings, or changes in the way the skin looks or feels.

Most people have moles. However, if one changes in size or color, it could indicate a problem. The ACS provides the ABCDE rule to help people keep a lookout for potentially dangerous spots.

- **Asymmetry:** One half of a mole or birthmark does not match the other.
 - **Border:** The edges are irregular, ragged, notched or blurred.
 - **Color:** The color is not the same all over and may include different shades of brown or black, or sometimes patches of pink, red, white, or blue.
 - **Diameter:** The spot is larger than 6 millimeters across (about $\frac{1}{4}$ inch—the size of a pencil eraser), although melanomas can sometimes be smaller.
- Evolving:** The mole is changing in size, shape, or color.

You can see and feel skin lymphomas. They are identifiable as papules, patches, plaques, nodules, or tumors. Unexplained weight loss, fever, profuse sweating, and severe itchiness can also be symptoms.

Skin cancer can affect anyone, and when detected early, it is very treatable. According to the AAD, "The five-year survival rate for people whose melanoma is detected and treated before it spreads to the lymph nodes is 99%. The five-year survival rate for melanoma that spreads to nearby lymph nodes is 68%. The five-year survival rate for melanoma that spreads to distant lymph nodes and other organs is 30%."

One of the leading risk factors for skin cancer is excessive exposure to UV radiation from sunlight or using indoor tanning beds. Avoid tanning beds. Most melanoma diagnoses can be linked to UV exposure. Sunburns, especially during childhood or adolescence, vastly increase the risk of developing skin cancer later in life. Fair-skinned, blonde, and red-headed individuals are more susceptible to melanomas. Additionally, those diagnosed with skin cancers have a higher risk of experiencing breast, prostate, thyroid, and other cancers.

Necessary protection: When working outdoors, wear sunscreen, long-sleeved shirts, pants, wide-brimmed hats and sunglasses with UV protection. Additionally, seek shade and avoid working in direct sunlight when possible. If not, work should be done in shorter intervals.

Finally, the AAD encourages everyone to perform regular skin self-exams to check for signs of skin cancer. Roughly 50% of melanomas are self-identified. Individuals concerned about possible indications of skin cancer should consult a doctor.

INTERESTED IN SPONSORING AN UPCOMING MEETING?
CONTACT [SUSAN@ASAMIDWEST.COM](mailto:susan@asamidwest.com) FOR DETAILS

Gateway Safety Consulting Greensfelder, Hemker & Gale P.C.

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

Mental Health Resources:



**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 by 9.25.23.

