

## FEBRUARY

**February 21**  
Member DINNER Mtg.  
*Syberg's on Dorsett*

## MARCH

**SUBExcel Convention**  
March 6-9  
*New Orleans, LA*

**March 20**  
Monthly LUNCH Mtg.  
*Syberg's on Dorsett*

## APRIL

**April 20**  
31st Annual Awards Gala  
*The Four Seasons STL*

## MAY

**May 10**  
Claybird Tournament  
*Blackhawk Valley*

**May 15**  
Member LUNCH Mtg  
*Syberg's on Dorsett*

**May 22**  
YLPG Networking Event  
*Ballpark Village Rooftop*

*For a complete list of all  
upcoming ASA MWC  
meetings and events visit  
[www.asamidwest.com](http://www.asamidwest.com)*

# FEBRUARY 2024

2024 is off to a good start here at the ASA. The month opened with our breakfast meeting at the Missouri Athletic Club, featuring a 2024 Economic Forecast from Charles Gascon with the Federal Reserve.

Then on January 31<sup>st</sup> we had one of our premier events of the year, the Meet the GC Expo. Always a packed house, the GC Expo never disappoints. I hope everyone got a chance to not only network with their customers but also catch up with some fellow ASA Members. It was a big crowd this year-we had over 1000 in attendance for the biggest and best networking event of the winter!

January also kicked off our 401K Multi-Employee Plan Benefit. If you do not have a 401K plan in place for your employees, I highly recommend utilizing this ASA benefit. If you already offer your employees a 401K plan, this is something you should still investigate as it could provide cost savings over your current plan.

### Here are a few highlights:

- √ **Costs.** Group 401(k) plans create cost savings by leveraging economies of scale. Through pooling the assets of multiple participants, these plans can negotiate lower fees with service providers, ultimately reducing overall expenses for both employers and employees.
- √ **Individualized Plan.** You still have your own 401(k) Plan. Other members do not see how you structured your plan, or anything about you or your employees. You can set up plan provisions specifically for your group.
- √ **Fiduciary Status.** These plans provide the highest level of fiduciary protection available.
- √ **High Touch Local Service:** We have partnered with EPIC RPS and Enterprise Bank & Trust to be the recordkeeper and advisor for our plan.

Saving for retirement is so important for everyone and having access to a retirement plan is a great benefit for your employees. If you have any questions, please reach out to Keith at Enterprise Bank & Trust. Keith M. Goltschman, QKA, QPFC, TGPC | VP, Retirement Plans | 314-512-7245 | [kgoltschman@enterprisebank.com](mailto:kgoltschman@enterprisebank.com).

Finally, congratulations to all the 2024 ASA Award Gala Nominees! The Red Carpet Awards Gala will take place on April 20<sup>th</sup> at the Four Seasons Hotel St. Louis. Be sure to visit [asamidwest.com](http://asamidwest.com) to register for this event. It is the premier event of the spring in the STL construction community, so you do not want to miss it! Looking forward to seeing you at an upcoming ASA meeting or event soon!

Dennis Voss  
Golterman & Sabo  
President, ASA MWC  
314-402-5444 | [DennisV@golterman.com](mailto:DennisV@golterman.com)

**Syberg's on Dorsett**  
2430 Old Dorsett Rd,  
Maryland Heights, MO 63043

**February 21, 2024 | 5:30 to 8:00 p.m.**  
Member **DINNER Meeting**– Martin Kilcoyne Sports Director

**ASA members-\$45 | Non Members \$80**



**The Premier Education and Networking Event for  
Subcontractors, Specialty Trade Contractors and Suppliers**

**JOIN US IN NEW ORLEANS, LA | March 6-9 2024**

visit [www.asaonline.com/2024-subexcel/](http://www.asaonline.com/2024-subexcel/)

**Greetings ASA Midwest Council Members!**  
**Exciting news about an upcoming Member Benefit!**

**February 21, 2024**  
**Member DINNER Meeting**

**Syberg's on Dorsett**  
2430 Old Dorsett Rd. | Maryland Heights, MO 63043  
**5:30 to 8:00 p.m.**

**The ASA Midwest Council is very excited to announce the launch of our own Group 401(k) Plan!**

Recent regulations paved the way for associations to begin offering 401(k) Plans for their members.

We believe this is a significant member benefit available to all our members, those with existing plans and those considering starting a plan.

**Some Advantages to group plans:**

**Costs.** Group 401(k) plans create cost savings by leveraging economies of scale. Through pooling the assets of multiple participants, these plans can negotiate lower fees with service providers, ultimately reducing overall expenses for both employers and employees.

**Individualized Plan.** You still have your own 401(k) Plan. Other members do not see how you structured your plan, or anything about you or your employees. You can set up plan provisions specifically for your group.

**Fiduciary Status.** These plans provide the highest level of fiduciary protection available.

**High Touch Local Service:** We have partnered with EPIC RPS and Enterprise Bank & Trust to be the recordkeeper and advisor for our plan.

**Keith Goltschman from Enterprise Bank & Trust will be reaching out to all members.** We encourage you to take a meeting. At the very least, he can provide a review of your current plan or an idea of what it would take to start a plan. If you do not currently have a plan, there are meaningful tax credits available. You receive a 100% tax credit for your costs for three years! Keith can explain the credits in more detail.

**Keith M. Goltschman, QKA, QPFC, TGPC** | VP, Retirement Plans / Enterprise Bank & Trust | 314-512-7245 | [kgoltschman@enterprisebank.com](mailto:kgoltschman@enterprisebank.com)

**It is important to note that the ASA Midwest Council does not receive any fees, compensation or other remuneration for making this group 401(k) solution available. ASA is not fiduciary to this program or any participating plans, ensuring transparency and trust. All third parties mentioned are not affiliated or associated with the ASA Midwest Council.**

**JOIN THE ASA FOR A FUN EVENING DISCUSSING ALL THINGS STL SPORTS | FEATURING SPORTS DIRECTOR AT FOX2 | MARTIN KILCOYNE**

*Our speaker will be Martin Kilcoyne who is a 5-time Emmy Award winner, including twice as the Mid-America top Sports Anchor (2006, 2008). At FOX-2, he's covered the Cardinals in the World Series four times, and two Super Bowls with the Rams. The biggest event/party he says he's ever covered was the Blues winning the 2019 Stanley Cup. Since 2007, he has provided nightly commentary with TKO: The Kilcoyne Opinion during the 10:00 pm newscast. Martin has also been a fixture on local radio and is currently heard with daily segments on KTRS "The Big 550". Martin is a St. Louis native and graduated from CBC High School before going to college at Marquette University.*

**MEETING SCHEDULE**

**5:30 p.m. | Networking & Cocktails**

**5:45 to 6:15 p.m. | BPI (Business Practice Interchange) Subcontractors & Suppliers Only**

**6:30 p.m. | Dinner & Announcements**

**7:00 to 8:00 p.m. | Program | Lets talk STL Sports with Fox-2 Sports Director Martin Kilcoyne**

**BPI | Business Practice Interchange | Subcontractor/Suppliers Only**

**Business Practice Interchange** 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.

**GC Companies for Discussion 2.21.24**

**Brinkmann Constructors | C. Rallo Contracting Co., Inc. |**

**E.M. Harris Construction Co | Green Street |**

**Interface Construction**

*If you have other GC/Owners you would like added to the list, just email [susan@asamidwest.com](mailto:susan@asamidwest.com) with request.*

**Registration includes hosted bar, dinner & program**

**\$45 ASA Members | \$80 Non Members**

**Register at [asamidwest.com](http://asamidwest.com) by Friday, February 16th.**

*(Attendees not cancelled by 2.16.24. will be charged per ASA cancellation policy. No refund after 2.16.24. but you may always send someone in your place if you are unable to attend the meeting)*

## Succession Planning: Preparing for the Expected or Unexpected



*Steve Albart, Market President,  
St. Louis Region, Enterprise Bank & Trust,*

As a significant population of baby boomers in ownership roles look to move on, succession planning has become an ongoing priority. Even owners who do not plan to leave their business in the next two to three years could benefit from walking through potential succession plans with your banker and advisory team.

Enterprise Bank & Trust estimates that 30 to 40% of current clients are actively engaged in succession planning to ensure continuity of business when the current ownership is no longer in charge. With growing prevalence, it's helpful to understand the steps to prepare for a business to succeed after the owner steps away.

Preparing a succession plan takes time in order to be done correctly. Ideally, the process starts 36 to 60 months before any potential change in leadership. This means assembling a team of trusted advisors (CPA, attorney, banker and wealth advisor) to identify the best option and put strategies in place. This is because, despite the plan in mind, an established exit date cannot always be determined or doesn't happen as planned.

To properly work through the details of a well-designed succession plan, a business banker can explain the mechanics of how the financing and transfer of ownership may work in different situations. This can include tax, trust and estate matters and providing guidance on the most financially beneficial path forward.

This can also include critical loan considerations — the ability for new owner(s) to qualify for loans or the obligations for existing loans, for example. A solid financial partner can walk through the steps and timeline to provide a better understanding of the process involved with different options. A trusted financial advisor can also help to determine how to handle any lump sum payment involved in a transition to avoid unnecessary costs or complications.

And finally, it is vital to develop a financial plan for life following the sale of the business. A financial plan will help determine how investment assets should be allocated and set a path for future liquidity needs, and should also consider other aspects, including estate, tax and charitable planning. Those who wait to make financial plans until after the sale of the business could be putting themselves and their finances at risk.

In general, any planned or unplanned change in ownership typically involves six common options:

- **Sell to a strategic buyer** — Another company in the same or a related industry that will seek to realize synergies by combining or running the companies together.

- **Sell to a financial buyer** — A company or individual without a company in the industry but with interest in purchasing as a financial investment.
- **Sell to management** — The management team pools resources to buy out the current existing owner.
- **Employee Stock Ownership Plan (ESOP)** — Enables employees to own part or all of the company, accumulating shares over time and cashing in those shares when they retire or leave the company.
- **Transition from singular leader to shareholder** — The head of a business/company takes a step back from being involved in the day-to-day operations and installs others to run operations.
- **Liquidate assets of the company** — Sell off all the assets of a business (equipment, inventory, etc.) and close the doors, winding down operations.

A good succession plan does not just look at what the business owner wants and needs to maximize value and create a cash windfall, but also seeks to determine what's best for employees and what's best for customers, suppliers and other partners in the marketplace. This requires time, thought and resources, potentially including an independent audit and establishing a business valuation. This ensures expectations align with reality and with the vision of others involved in the business.

While the 36- to 60-month window can be a good guide, this process can be longer or shorter, depending on the complexity of the organization. Any successful transition needs to be well-thought-out and commensurate with the level of decision and thought from all different angles.

Putting a plan in place as soon as possible should be a priority, but once determined, a financial partner should regularly revisit the details. Preparation and review work hand in hand, and updates are almost always required because people change, situations change, and operations change. Because of this, a financial partner in the process should not only understand the mechanisms, but also be an expert in succession planning for multi-generational businesses.

Whether moving on to a new venture or a well-deserved retirement, or preparing for the potential of an unforeseen event, business owners should have an idea of how to exit in a way that best benefits themselves and employees while honoring the established vision that led to success. Determining priorities and identifying the proper succession plan can allow for execution of that plan to carry forward a legacy built. □

# ASA MIDWEST COUNCIL'S

## Red Carpet Awards Gala 2024



Saturday, April 20, 2024  
6:00 to 11:00 p.m.

The Four Seasons Hotel  
999 North Second Street  
St. Louis, MO

VISIT [asamidwest.com](http://asamidwest.com) TO REGISTER BY APRIL 10, 2024 | \$250 PER PERSON | VALET PARKING INCLUDED | BLACK TIE OPTIONAL  
CALL ASAP 314.881.5757 TO RESERVE A HOTEL ROOM AT ASA RATE OF \$255 | ROOM BLOCK EXPIRES 4.5.24 (or when block is full)

6:00 - 7:30 PM - PRESIDENT'S COCKTAIL RECEPTION  
7:45 - 9:00 PM - DINNER SERVED  
9:00 - 10:00 PM - AWARDS PRESENTATION  
10:00 - 11:00 PM - CELEBRATION!

VISIT [ASAMIDWEST.COM](http://ASAMIDWEST.COM) TO REGISTER BY APRIL 10, 2024  
\$250 PER PERSON | VALET PARKING INCLUDED | BLACK TIE OPTIONAL  
CALL 314.881.5757 TO RESERVE A HOTEL ROOM AT ASA RATE OF \$255  
ROOM BLOCK EXPIRES 4.5.24 (or when block is full)

## 2024 NOMINEES

### General Contractor 2024

**CATEGORY A**  
BSI Constructors  
CLAYCO  
Contegra Construction Co.  
Kadean Construction  
Tarlton Corporation

**CATEGORY B**  
Goodwin Brothers Construction Co.  
Kozeny-Wagner  
McGrath & Associates  
Musick Construction  
Rhodey Construction

**CATEGORY C**  
Eagan Building Group  
G.S.&S. Construction  
Helmkamp Construction Company  
Spiegelglass Construction Co.

### MEP Subcontractor 2024

**CATEGORY A**  
Corrigan Company  
Guarantee Electrical Company  
Jarrell Mechanical Contractors  
Murphy Company

**CATEGORY B**  
Bi-State Fire Protection  
C&R Mechanical  
O.J. Laughlin Plumbing Co.  
Pipe and Duct Systems  
R.F. Meeh Co.

### Specialty Subcontractor 2024

**CATEGORY A**  
Aifton Fabricating & Welding Co.  
Flooring Systems, Inc.  
H&G/Schultz Door  
Titan Carpentry LLC  
T.J. Wies Contracting

**CATEGORY B**  
AME Constructors  
Imperial Metal Company  
Meyer Painting Company  
Total Contractor Services LLC

### Service Provider/Supplier 2024

JD Kutter  
MJ Products  
Nu Way

SFW Partners LLC  
The Sherwin Williams Paint Co.  
Too Creative

# ***Upcoming ASA Midwest Council Meetings & Events***



***February 21***

***ASA Monthly Member DINNER Meeting  
Syberg's on Dorsett***

***March 20***

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

***April 20***

***The Red Carpet Awards Gala  
The Four Seasons Hotel STL***

***May 10***

***ASA Claybird Tournament  
Blackhawk Valley Hunting Club***

***May 15***

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

***May 22***

***Young Leaders Peer Group Networking Event  
St. Louis Cardinals | Ballpark Village Rooftop***

***June 12***

***ASA/SITE Joint Networking Event  
CITYPARK Soccer Stadium***



***SCAN QR CODE TO VISIT ASAMIDWEST.COM  
TO REGISTER FOR EVENTS & MEETINGS***

***ASA Midwest Council is on  
Facebook, Instagram, X & LinkedIn***

***Follow ASA Midwest Council  
for the latest news and information!***



## 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](mailto:jchurch@ur.com)

Stephanie Woodcock, Too Creative | [stephanie@toocreativestl.com](mailto:stephanie@toocreativestl.com)

Susan Winkelmann, ASA Midwest Council | [susan@asamidwest.com](mailto:susan@asamidwest.com)



## THANK YOU to the MEMBER COMPANIES that attended our January Meeting

*A1 Professional Asphalt  
Affton Fabricating & Welding  
Archkey Sachs  
Bazan Painting Co.  
BeneSmart  
Budrovich  
Corrigan Company  
CNA Surety  
CSA Advisors*

*Enterprise Bank & Trust  
Foreman Fabricators  
Hayden Wrecking  
Imperial Metal Company  
JD Kutter  
J.F. Electric  
Jarrell Mechanical Contractors  
Leach Painting Co.  
Luby Equipment*

*Marketeer Inc.  
MC Mechanical  
Meyer Painting Co.  
MJ Products  
Mold Solutions  
Montgomery Bank  
NSC PVF  
Nu Way  
Pipe and Duct Systems*

*Precision Analysis  
R.F. Meeh  
Schmersahl Treloar  
Stifel Financial  
The Stockenberg Law Firm  
T.J. Wies Contracting  
Too Creative  
United Rentals*



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## **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)**



The 2024 legislative session is underway as lawmakers gathered in Jefferson City at noon on January 3 for the opening day ceremonies. The prediction of a dysfunctional year in the Senate by most Capitol observers seems to be coming true, at least during the first few weeks.

At issue again, and in a repeat from previous years, is in-party fighting between far-right conservative Republicans and “regular” Republicans. The far-right faction, who had previously called themselves the Conservative Caucus, have rebranded themselves into the Missouri Freedom Caucus and appear to be a sub-group of the Washington, D.C. based House Freedom Caucus. While the session started with Freedom Caucus members stating they wanted to move forward with important legislation, that came to a sudden halt on January 18, when they mounted a nine-hour filibuster to block a slate of gubernatorial appointments that needed Senate confirmation. At issue was their complaint that Initiative Petition (IP) reform hasn’t moved through the process quickly enough. The discussion on the Senate floor quickly turned into hours of angry debate and name calling. As of the writing of this newsletter, there has been no resolution to the standoff and the Freedom Caucus has promised to continue blocking all of Governor Parson’s appointments until they get their way.

The in-fighting has not slowed members of the General Assembly from filing record numbers of bills. To date, nearly 1,800 bills and resolutions have been filed by House and Senate members. While numerous bills will be heard in the committee process, we will see how floor debate shapes the progress and how many of these bills actually get across the finish line.

Filing for elected office in the August primary election begins on February 27. While many questions remain about who will be on the ballot, a handful of candidates have already announced their intentions. Especially noteworthy is the fact that several members of the Missouri Senate will be running for higher office. Senator Holly Rehder has launched her campaign for Lt. Governor, while Senator Mary Elizabeth Coleman has announced she will be running for the 3<sup>rd</sup> Congressional District to replace retiring Congressman Blaine Luetkemeyer. Also in the mix is Senate President Pro-Tem Caleb

Rowden and Senator Denny Hosking who are both running for Secretary of State. The fact that numerous Senators are seeking higher office will certainly add to the drama in the chamber as session unfolds.

In other legislative news, the House Committee on Transportation Accountability met earlier in session to get a general update from MoDOT officials on all thing’s transportation related. Committee members learned that the first bid in the series of projects to improve Interstate 70 will be awarded on February 14<sup>th</sup>. The \$340 million project will focus on the much needed replacement of the 63/70 interchange in Columbia.

The Governor gave his state of the state address on January 24 outlining his budget priorities. Now the House and Senate budget leaders will meet to determine the scope of the Governor’s recommendations and how they will revise or follow through with his request for the FY25 state budget. The Governor and legislative leaders are preparing for relatively flat revenue growth during the next fiscal year, as they are predicting an uptick in collections of only 0.2 percent. The spending plan must be approved by May 10. The low revenue growth number will cause a slowdown of the spending on new decision items we have seen the past couple years.

We will continue to keep you updated with political happenings in Jefferson City and around the state that impact ASA and the construction industry. If you aren’t receiving your weekly ASA Legislative Update via e-mail, please let Susan know.  
*Nikki Strong, Strong Consulting Group.*



# ASA Midwest Council Members

A-1 Professional Asphalt & Sealing  
Acoustical Ceilings, Inc.  
Affton Fabricating & Welding  
AME Constructors  
American Steel Fabrication, Inc.  
Aqueduct Plumbing LLC  
ArchKey/Sachs Electric  
Archview Metal Systems Co.  
Armanino LLP  
Aspen Waste Systems  
Associated Bank  
Barnhart Crane & Rigging  
Bazan Painting Company  
Bell Electrical Contractors  
Bene Smart  
Bi-State Fire Protection Corp.  
Boyer Fire Protection  
Budrovich  
C. E. Jarrell Contracting  
C&R Mechanical  
Central Power Systems & Services  
Century Fire Sprinklers  
CK Supply  
CliftonLarsonAllen LLP  
CMIT Solutions  
CNA Surety  
CSA Advisors LLC  
Cardinal Elevator  
Century Fire Sprinklers, Inc.  
Corrigan Company  
Daniel and Henry Company  
DJM Ecological Services  
D&L Painting and Drywall  
Deltek ComputerEase  
Drilling Service Company  
Dynamic Controls, Inc.  
E. Meier Contracting  
ELCO Chevrolet Cadillac  
Empire Fence & Custom Iron Works  
Enterprise Bank & Trust  
Fabick CAT  
FastTrac Rentals LLC  
Federal Steel & Erection Co.  
Flooring Systems, Inc.  
Focal Pointe of St. Louis LLC  
Foreman Fabricators  
Gateway Fire Protection Systems  
Gateway Safety Consulting  
George McDonnell & Sons  
Golterman & Sabo  
Grant Contracting  
Grasser Electric  
Greensfelder, Hemker & Gale  
Guarantee Electrical  
H & G /Schultz Door Inc.  
Haberberger, Inc.  
Hanenkamp Electric  
Hansen's Tree, Lawn & Landscaping  
Hawkins Construction & Flatwork  
Hayden Wrecking  
Heitkamp Masonry  
Imperial Metal Company  
Integrated Facility Services  
Irwin Products  
JD Kutter  
J.F. Electric  
J & S Industrial Services  
J.W. Terrill  
John J. Smith Masonry  
K & K Supply  
Kaemmerlen Electric  
Kaiser Electric  
KAM's Mechanical LLC  
Kay Bee Electric  
Kirby-Smith Machinery, Inc.  
Knapheide Truck Equipment  
Lawrence Fabric & Metal Structures  
Leach Painting Company  
Liberty Mutual Surety  
Lindberg Waterproofing  
Linek Plumbing Co.  
Luby Equipment Services  
Marketeer, Inc.  
Maxim Crane Works LP  
Metal Supermarkets  
Meyer Painting Co.  
MC Mechanical  
Mid-America Carpenters Reg. Council  
Mid-America Specialty Services  
Middendorf Logistics  
Midwest Construction Services  
Midwest Elevator  
Midwest Monogram Promotions  
MJ Products  
Mold Solutions  
Modern Communications  
Montgomery Bank  
Murphy Company  
Musselman and Hall Contractors  
National Sales Company (NSC)  
Negwer Door Systems  
Nu Way  
O.J. Laughlin Plumbing Co.  
Orion Environmental, Inc.  
P & A Drywall Supply  
Parkway Construction Services  
PayneCrest Electric  
Pipe and Duct Systems  
Precision Analysis, Inc.  
Professional Metal Works, LLC  
R.F. Meeh Co.  
RJP Electric  
Reinhold Electric, Inc.  
Rental Supply  
Ritchie Bros  
RubinBrown LLP  
Schaeffer Electric Company  
Schmersahl Treloar & Co.  
Seiler Instruments  
SFW Partners, LLC  
The Sherwin-Williams Co.  
SIC Midwest  
Stifel Financial  
Stylemaster Promotional Products  
Sunbelt Rentals  
Swanson Masonry, Inc.  
Titan Carpentry LLC  
T.J. Wies Contracting  
The Stockenberg Law Firm  
Too Creative  
Total Contractors Services LLC  
TROCO Custom Fabrication  
UHY LLP  
United Rentals  
USI Insurance Services  
Vee-Jay Cement Contracting  
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](mailto:susan@asamidwest.com) or 314.845.0855*



## **SAFETY**

**Safety Award Applications are now available & due by February 29th. Watch your email for the application.**

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](mailto: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](mailto: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 Co-Chairs, Chris O'Hagan, JD Kutter. (314) 444-4949 [chris@jdkutter.com](mailto:chris@jdkutter.com). OR Rob Meeh, R.F. Meeh (314) 608-0361/[rjmeeh@rfmeeh.com](mailto:rjmeeh@rfmeeh.com)

## **PROGRAMS**

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 an upcoming meeting? If you have any suggestions or feedback, please contact our Programs Committee Co-Chairs: Chris O'Hagan, JD Kutter [chris@jdkutter.com](mailto:chris@jdkutter.com) (314) 444-4949 OR Dan Tucker, MC Mechanical Services [dtucker@mcservicestl.com](mailto:dtucker@mcservicestl.com) (314) 707-7595



## REGISTRATION AVAILABLE

The Premier Education and Networking Event for Subcontractors, Specialty Trade Contractors and Suppliers

SUBExcel is like no other convention in the world, so it only makes sense to hold our 2024 edition in a city like no other in the world - New Orleans, one of the most historic cities in America.

World class music, food, architecture, and history. Birthplace of jazz, historical center of commerce, and a cultural attraction for people worldwide.

Sure - you're here to learn, hash out subcontractor concerns with colleagues, network, and reconnect with folks you haven't seen. But New Orleans is perfect for all of it!

Join us at SUBExcel March 6-9, 2024, and renew your love of this unique city with colleagues, friends, and family!

Visit (for convention information & registration) <https://www.asaonline.com/2024subexcel/>



## How Safety Impacts the Bottom Line



There is, of course, a legal obligation for an organization to protect the health and well-being of its workers. There is also a moral imperative; simply, it is the right thing to do. What about financially? Adopting safety best practices can be seen as a hefty investment initially. However, the financial benefits workplace safety reaps in the long run are substantial. Here are some ways in which safety can positively impact the bottom line:

**Increased Efficiency** Safe companies are typically more efficient and productive. They experience fewer delays because of incidents and injuries and fewer stops and starts because of failures to comply with safety regulations. Safety professionals track DART (Days Away, Restricted, or Transferred) rates for improvement as a matter of practice. Safe companies experience less lost time for workers and operations. Proper investment in safety can help an organization streamline its processes, improve its workflows, and reduce waste. Regularly inspecting and maintaining equipment can identify potential breakdowns before they occur, limiting long delays for fixes or replacements.

**Risk Reduction** Companies invested in safety have a better opportunity to mitigate risk. They minimize the occurrences of costly injuries, illnesses, and incidents. Investing time and money in a proper safety plan, equipment, personnel, training, and more, saves them down the road. Less safe companies may find themselves with expenses from incidents that could have been prevented by proper safety investment.

**Decreased Incident Costs** Along with injuries and incidents come costs for workers' compensation claims and insurance premiums. The average cost of workers' compensation is just over \$40,000 annually, and twice that for incidents involving motor vehicles, according to statistics gathered by the National Council on Compensation Insurance (NCCI). Companies with a good safety record limit those expenses, leading to savings that help to offset safety costs. They are less likely to face lawsuits for negligence which can result in high legal fees. They also face fewer fines and penalties because they meet and exceed required safety standards and regulations.

**Engaged Workforce** Companies that prioritize safety typically have a workforce that feels valued and works better. They can also attract higher quality workers because of their reputation, leading to better production, and retaining employees, leading to reduced costs for hiring and training new workers. Engaged employees can help to identify hazards and develop solutions that make processes better, leading to continual improvements and financial benefits.

**Delivering on Promises** At its best, safety is thoroughly integrated into a company's operations, helping everyone to achieve their goals and the company to fulfill its promises. By working safely, a company can stay on schedule with projects because of its greater efficiency, meet its outlined budget because of fewer unexpected costs, and finish on time for its clients.

**Attracting More Business** Maintaining a good safety record helps a company to attract more work. Clients want to hire companies that are committed to getting the job done safely, not only for the benefit of the workers but also for the safety of the final product and the environment. In this way, there is a competitive advantage to investing in safety. Not only can it help a company attract clients, but it can also help it keep them for the long term and build relationships that lead to ongoing and repeat projects. In the U.S., the Occupational Safety and Health Administration (OSHA) has compiled a list of case studies by industry that further demonstrate the business case for safety.

Companies that truly understand the ways safety can benefit not only their employees but also their entire operation are more likely to adopt safe practices.

### **ASA SAFETY COMMITTEE NOTE:**

**APPLICATIONS FOR THE ANNUAL ASA MIDWEST COUNCIL SAFETY AWARDS ARE NOW AVAILABLE**  
*Safety award winners will be announced at the Red Carpet Awards Gala , on April 20, 2024, in 6 divisions, based on man hours worked in 2023.*

**APPLICATIONS WERE SENT VIA EMAIL & ARE ALSO AVAILABLE ON THE SAFETY PAGE ON THE ASA WEBSITE.**

**APPLICATIONS ARE DUE BY FEBRUARY 29th  
( INCLUDE YOUR OSHA 300A FORM)**

INTERESTED IN SPONSORING AN UPCOMING MEETING?  
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***Focal Pointe of St. Louis, LLC  
Mid-America Specialty Services  
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*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)*

**Mental Health Resources:**



ASA MIDWEST COUNCIL'S

Red Carpet Awards Gala 2024

asamidwest.com

Saturday, April 20, 2024  
The Four Seasons Hotel | 999 North Second Street | St. Louis, MO

# Sponsorship Rates

Sponsorship opportunities are available in the ASA newsletter. Rates are reasonable but limited. If interested, please call Susan at 314 845-0855.

- Website Rotating \$480/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
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