

JANUARY 2024

JANUARY

January 17
Member BREAKFAST Mtg
MAC West

January 31
Meet the GCs Expo
St. Charles Convention Ctr

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

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

Happy New Year! I hope everyone's holidays were magical, filled with family and friends, or maybe not too much family. The holidays can also be the perfect time to rest and recharge, so if you were one of the lucky few who got that opportunity, I say congratulations and I am jealous.

The start of a New Year can be exciting, time to set business goals and make those new year resolutions. You can try the age-old resolutions like losing weight, exercising more, drinking less, and getting more sleep. While I encourage everyone to do all these things, let's face it these resolutions are easy to start but difficult to maintain.

Might I suggest an easier new year's resolution, come to more ASA events. This is a simple resolution to keep and a whole lot more fun! To start off your 2024 resolutions please join us for the Meet the GC Expo on Wednesday January 31st at the St. Charles Convention Center. This is a terrific opportunity to network, meet potential new clients or re-connect with existing ones. Whatever your motivation, attending the Meet the GC Expo is something you will not regret. Another easy, non-dieting, resolution I suggest is getting more involved with the ASA.

As a member you are welcome to join any number of the many committees we have. Like planning events, then join the Programs Committee. Are you good at recruiting, then the Membership Committee is right for you. How about Safety? Do you oversee the safety program for your company, then the Safety Committee is calling your name. There are numerous other committees to join, and they do not take a huge commitment. I guarantee joining an ASA Committee is easier than the Atkins diet, walking a treadmill, yoga, or the latest craze of CrossFit. If you are interested in joining or learning more about an ASA committee, reach out to executive director, Susan Winkelmann susan@asamidwest.com.

As we step into 2024, I wish everyone the best of luck with whatever resolutions you may have for the new year. See you on January 31st at the Expo!

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

The MAC West
The Town & Country Room
1777 Des Peres Road
Des Peres, MO 63131

January 17, 2024 | 7:30 to 9:00 a.m.
Member **BREAKFAST MEETING-2024** Economic Forecast

ASA members-\$30 | Non Members \$100



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/

REGISTRATION AVAILABLE
MEET THE GC EXPO
Wednesday, January 31, 2024
3:00 to 7:00 p.m.

**Make plans to join the ASA Midwest Council
22nd Annual Meet the GCs Expo!**

*THE ASA MEET THE GCs EXPO IS THE PERFECT
OPPORTUNITY TO MEET WITH AND BUILD
RELATIONSHIPS WITH REPRESENTATIVES
FROM THE PREMIER STL AREA GCs*

Wednesday, January 31, 2024
St. Charles Convention Center

REMINDER!

**As an ASA Midwest Council Member
you have early access to the
General Contractor Exhibitors!**

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

ST. CHARLES CONVENTION CENTER

1 Convention Center Plaza
Lower Level Convention Space
St. Charles, MO 63303

Registration includes | hosted bar & appetizers
ASA Members \$85 | after 1.19.24. \$100
NON Members \$125 | after 1.19.24 \$140

**Register online-www.asamidwest.com
by Wednesday, January 24, 2024**

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

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

*(Attendees not cancelled by 1.24.24. will be
charged per ASA cancellation policy. No refund after
1.24.24., but you may always send someone in your
place if you are unable to attend.)*

January 17, 2024
Member BREAKFAST Meeting

The MAC West
1777 Des Peres Rd. | Des Peres, MO 63131
7:30 to 9:00 a.m.

**Join the ASA Midwest Council on Wednesday,
January 17, 2024 @ 7:30 a.m. at the MAC West.**

2024 Economic Forecast

**Presented by Mr. Charles Gascon, senior economist
Federal Reserve Bank of St. Louis**

Join the conversation and take a look ahead at 2024, and
how the economy may affect your business and the
construction industry as a whole.

U.S. economic trends and outlook for 2024 | Outlook for
monetary policy and interest rates in the new year as well
as labor & job market outlook.

Supply chain, inflation, real estate trends, and key economic
indicators | **Ample time for Q&A, so bring your questions!**

MEETING AGENDA:

7:30 to 8:00 a.m. | Breakfast & Networking
8:00 to 9:00 a.m. | 2024 Economic Forecast Presentation

Registration includes breakfast & presentation

\$30 ASA Members | \$100 Non Members

Register at asamidwest.com by Friday, January 12, 2024

*(Attendees not cancelled by 1.12.24. will be charged per ASA cancellation
policy. No refund after 1.12.24. but you may always send someone in your
place if you are unable to attend the meeting)*



LEARN MORE ABOUT THE ASAdvantage Health Plan



DID YOU KNOW? You can secure health care coverage thru the ASA??

Health care coverage for Subcontractors from the ASA National organization!

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.

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, click the button below to request a consultation or contact the agents directly.

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

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

DID YOU KNOW? ASA offers many FREE Webinars thru our national organization!

Next Webinar:

Ownership Succession in the Construction Industry | **FREE Webinar**
Tuesday, January 9, 2024 | 11 a.m.

Contact jenochs@asa-hq.com for additional information & registration

DID YOU KNOW? ASA offers many fantastic discount programs thru our ASAdvantage partners | details at www.asaonline.com/asadvantage-available-companies/

Just to name a few....



**AMERICAN
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BUILDING. COMMUNITY.
MEET THE GC EXPO

REGISTER TODAY

Hosted by the American Subcontractors Association - Midwest Council



Wednesday, January 31st, 2024

St. Charles Convention Center



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

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

Advance Registration Required

\$85 ASA Members | \$125 Non ASA Members

After January 19th Registration Deadline | Members \$100 | Non-Members \$140

Visit asamidwest.com to Register | susan@asamidwest.com or 314.845.0855 for information.



visit asamidwest.com
or scan
QR Code to register today!

Upcoming ASA Midwest Council Meetings & Events



January 17

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

January 31

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

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***



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

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

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





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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**

The 2024 Legislative Session begins at 12 noon on Wednesday, January 3 and will run through Friday, May 17 at 6:00 p.m. On December 1, legislators began the annual ritual of pre-filing legislation. The pre-filed bills gave a telling look at the legislative priorities of our state representatives and senators. This year marked a near-record number of bills pre-filed, where well over 1,000 bills and resolutions were filed within the first week and throughout the month. This was a huge increase over the amount filed in the same period last year, where 769 legislative initiatives were filed. Legislators may continue to file bills until March 1.

As session gets under way, it marks the beginning of the end for two highly respected members of the Missouri Senate. Karla Eslinger, of the 33rd district, which covers six counties in southern Missouri, has accepted an appointment from the State Board of Education to be Missouri's next Commissioner of Education. Eslinger will finish the upcoming legislative session, and then take the lead at her new position as current Commissioner Marge Vandeven plans to retire at the end of June. Eslinger holds a doctorate in educational leadership and policy analysis and served in various capacities in public education before her service in the Senate. State Representative Brad Hudson (R-Stone and Christian Counties) had already announced plans to challenge Eslinger in next year's primary election. At this juncture, he appears to be the only Republican candidate for the position.

Senator Elaine Gannan also recently announced her plans to forgo a second term as she will not seek reelection in 2024. Gannan currently serves in the 3rd Senatorial District which includes Crawford, Ste. Genevieve, St. Francois, Washington and southern Jefferson Counties. Gannan issued a press release stating that her Senate service has limited the time she is able to spend with her family, especially her grandchildren. At this juncture, it appears this race will have a crowded primary of three Republican candidates have announced their interest in running for this open seat, including current state representatives Michael Henderson and Cyndi Buchheit-Courtway.

In a recent hearing of a House appropriations subcommittee, Department of Transportation director Patrick McKenna told committee members that the Missouri Highways and Transportation Commission has the authority to make expenditures regardless of the opinion and directives of the General Assembly. McKenna was referring to an October court ruling

where Cole County Circuit Judge Cotton Walker ruled in favor of the commission after they filed suit when the Office of Administration refused to implement a pay increase for MoDOT employees. The pay plan was approved by the commission, but was never approved by the legislature, thus setting up a battleground over which branch of government controls MoDOT spending. Walker was slated to hear arguments on December 18 on a motion by the Attorney General's office to reconsider his decision. Regardless of the decision made by Walker, one would assume the losing side will appeal the ruling. It appears the battle over who controls the purse strings of the road and bridge fund is far from over.

The far-right branch of Missouri Senate Republicans – formerly called the Conservative Caucus – has rebranded themselves into the Missouri Freedom Caucus. A number of former Conservative Caucus members recently issued a release with their updated name and several new members, including some House members. Included in the group are Senators Koenig, Hoskins, Brattin, Carter, Eigel, and Schroer. House members included Representatives Keathley, Boyd, and Sparks. It remains to be seen if the newly named group will be obstructionists as they were in past sessions, but they have already launched social media attacks at Senate leadership.

We will begin sending weekly legislative updates to ASA members shortly after the legislative session begins on January 3. These weekly updates will continue until the legislative session ends in mid-May. As a reminder, weekly legislative updates including information regarding the general activities of the legislature and also include updates on legislation that directly impacts ASA members during the week.

We will continue to keep you updated of any political happenings in Jefferson City and around the state.
Nikki Strong, Strong Consulting Group.



ASA Midwest Council Members

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Century Fire Sprinklers, Inc.
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Deltex ComputerEase
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Dynamic Controls, Inc.
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SFW Partners, LLC
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SIC Midwest
Stifel Financial
Stylemaster Apparel, Inc.
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 or 314.845.0855



SAFETY

Watch for the Safety Award Applications available this month, and due by the end of February. More details coming via email!

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

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. OR Rob Meeh, R.F. Meeh (314) 608-0361/rjmeeh@rfmeeh.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

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 (314) 444-4949 OR Dan Tucker, MC Mechanical Services 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/>



The Most Common Fire Safety Mistakes by Businesses



Skipping Regular Inspections

Most cities and municipalities require businesses to get an annual fire safety inspection. However, some businesses either forget to get one or the city doesn't do a good enough job enforcing the requirement. Skipping fire safety inspections often isn't intentional. Company owners and their teams get busy, and the inspection slips their minds. However, this does not diminish the safety risk. Regular inspections are the best way to catch fire safety issues before they become a problem.

Some businesses have not done a fire safety inspection for years. The obvious danger in avoiding regular fire safety inspections is if the sprinkler system, fire alarm, smoke detectors or extinguishers are not in good working order, they will not be able to prevent a fire from spreading. Businesses should have a fire safety professional check their system at least once per year, but doing so twice per year is recommended to be safe.

After the inspection, companies will get a report from their inspector on the status of the fire protection systems, stating what works well and what needs to be fixed. Keep this report for two to five years for record-keeping purposes. This will allow future inspectors to know what some of the past issues were and the steps the business took to fix them. Conducting annual fire safety inspections is a simple step that business owners can do to protect their team and their building from a fire. It is the most common mistake business owners make in fire safety and also the easiest to fix.

Poorly Maintained Signs and Lighting

Working in a commercial space for the majority of the week, one might think every worker knows how to get in and out of that building. However, things change when a fire starts, and smoke starts filling the building and limiting visibility. When a fire is raging, often the only things visible are the fire lights and exit signs. But exit signs and fire lights with dead bulbs or that are not connected to the emergency power are all too common. Replace unilluminated exit signs and fire lights and test them once a month. Testing them is easy and only requires the press of a test button to ensure it is connected to the emergency power source. If any issues arise, call a fire safety professional to replace the sign.

Dirty Smoke Detectors

Smoke detectors, like anything else, accumulate dirt, dust, and grime. Smoke detectors get dirty, and dirty smoke detectors don't work very well. Business owners frequently forget to clean their smoke detectors, making them less likely to detect smoke quickly.

A dirty head will not respond when it needs to and will not alert the fire department of a fire. The longer it takes for a smoke detector to detect a fire, the more danger there is. Check smoke detectors every six months and clean out or replace any dirty heads.

Obstructed Exits and Sprinklers

Obstructions are common in businesses, such as a warehouse or industrial businesses, that have to store a large number of materials. However, materials and equipment cannot obstruct any exits or sprinklers. Nothing is supposed to be stored within 18 inches of a fire sprinkler head because it can disrupt the flow of the sprinkler. Obstructing exits makes it harder for a lot of people to get out of a building quickly during a fire. This issue is very common and can be easily fixed by the business owner. Take note of every exit and fire sprinkler location and make sure not to store anything too close. Remove anything that is obstructing the walkway or sprinkler.

A Lack of Action Plan

What should be done when there is a fire? Most business owners don't have a plan for how to get everyone out of the building in a calm and orderly fashion. Business owners who work in a commercial space should have a written emergency action plan for employees. This ensures everyone knows what the exit routes are and what procedures are in place.

An emergency action plan should cover what employees and employers need to do to make sure everyone is safe during an emergency fire. This action plan should also include directions on when equipment needs to be shut down and other fire suppression procedures. Management should review the emergency action plan with employees at least once per year. The emergency action plan should follow OSHA standards.

Fires on commercial properties are common, but the good news is most reasons why fires happen are preventable if inspections are taken seriously and issues are quickly addressed. Businesses should avoid these common fire safety mistakes, and they will be better equipped when an emergency happens.

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SIC Midwest

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:



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
- Business Card Quarterly \$70/Year
- Whole Page 1X \$300 Per Issue
- Whole Page Quarterly \$900/Year
- Classified Ads \$15 Per Issue

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Includes 2 Meeting Attendees

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Slide in Meeting Presentation.
Microphone time to present company
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Contact Susan Winkelmann
susan@asamidwest.com
314 845-0855



Join a committee today!

Membership

Chris O'Hagan | Rob Meeh

Education/Programs

Chris O'Hagan | Dan Tucker

Golf

Jennifer Church

Advocacy

Chris Sauer

Awards Gala

Rick Swanson

GC Expo

Tim Thomas

Safety

(Rose Kastrup | Steve Williams)

Brand Development

Stephanie Woodcock

Contract Review

Dick Stockenberg

Young Leaders Peer Group

Ryan Hermann



