

MAY 2024

MAY

May 10
Claybird Tournament
Blackhawk Valley

May 15
Member LUNCH Mtg
Syberg's on Dorsett

May 22
YLPG Networking Event
Ballpark Village Rooftop

JUNE

June 12
ASA/SITE Networking Event
CITYPARK Soccer Stadium

JULY

July 17
BPI in a Box Lunch
Syberg's on Dorsett

OCTOBER

October 7
ASA MWC Golf Tournament
Whitmoor Country Club

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

April was a great month for the ASA, serving up our biggest event of the year, the ASA Red-Carpet Awards Gala! The night did not disappoint as a record number of attendees (420), including all the top general contractors, subcontractors, and suppliers in the St. Louis Region, took part in the evening's festivities.

The night certainly had the feel of the Oscar's, Grammy's, and Nobel Prize rolled into one, only for construction. It was an honor to present the awards to each winner and shake their hand. What a humbling experience being part of an industry with so many great people.

I would also like to thank the ASA Gala Committee for all their hard work planning this event. It is a major undertaking each year, involving numerous meetings to get every detail just right. They nailed it again this year! The space looked great, the food and drinks were delicious, and this year's emcee, Randy Karraker, was perfect. Thank you and I can't wait to do it again next year!

May, of course, marks the beginning of another busy and challenging construction season, even if it felt like things never really slowed down.

Construction always has and always will have its challenges. These past few years (and this is something I see continuing into the near future), the biggest challenge facing the industry is a shortage in skilled labor. In speaking with fellow ASA members, this issue plays no favorites, affecting carpenters, painters, electricians, and plumbers.

Factors contributing to this decline include an ageing workforce as well as a lack of interest in the trades among the younger generation. I have noticed an effort to promote the industry more amongst the various labor unions, which is great, but what can we do or what can you do to help remedy this problem?

There is no easy answer to this question; however, one simple step could be just talking more about the issue to spread awareness and discussing the trades with the younger generation when given the opportunity. It is going to take a real "grass roots" effort to turn this around. As we all know, working in the trades is a great and rewarding career, we just need to get the word out.

Stay tuned to the ASA website for more great events coming up. May 15th we are hosting a lunch event to hear from our three GC of the Year, award winners, Tarlton Corporation, Kozeny Wagner, Inc., and Helmkamp Construction Company. We will be hosting a panel discussion with all three winners, so sign up and bring your questions. We also have our joint networking event with SITE at CITYPARK Soccer Stadium on June 12th from 4-7 pm, which includes stadium tours.

I look forward to seeing everyone at an upcoming ASA event. Thank you to all who attended the Red-Carpet Awards Gala and thank you again to the Gala Committee for a great night.

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

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

May 15, 2024 | 11:30 a.m. to 1:00 p.m.
Meet the GC of the Year Award Winners

ASA members-\$30 | Lunch & program included.



OPEN BAR 🍷 APPETIZERS 🍷 STADIUM TOURS

SUMMER KICK-OFF NETWORKING EVENT

JOIN ASA AND SITE FOR A JOINT MEMBERSHIP NETWORKING EVENT!

JUNE 12, 2024
4:00-7:00PM

CITY PARK
2100 MARKET ST, ST. LOUIS, MO

\$75/PERSON
\$250 BAR SPONSORSHIPS

50/50 RAFFLE
RONALD MCDONALD HOUSE

REGISTER AT
WWW.ASAMIDWEST.COM OR WWW.SITESTL.ORG

ASA MIDWEST COUNCIL
BUILDING COMMUNITY

SITE IMPROVEMENT ASSOCIATION

THIS EVENT WILL BE A GREAT WAY TO KICK OFF THE SUMMER!
WE ARE PARTNERING WITH SITE IMPROVEMENT ASSOCIATION FOR A **MEMBER** NETWORKING EVENT
STADIUM TOURS | OPEN BAR | APPETIZERS ARE INCLUDED IN \$75 TICKET

WE ARE LOOKING FOR BAR SPONSORS TO OFFSET THE VENUE COST | ONLY \$250 TO SPONSOR
VISIT WWW.ASAMIDWEST.COM TO REGISTER BEFORE WE SELL OUT!



Category A | Tarlton Corporation



Category B | Kozeny-Wagner



Category C | Helmkamp Construction Co.

May 15, 2024
ASA Member **Lunch Meeting**

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

Join us for the upcoming Member LUNCH Event on Wednesday, May 15, 2024 at Syberg's on Dorsett. 11:30 a.m. to 1:00 p.m.

We will welcome our three **2024 GC of the Year** award winners, for a panel discussion featuring the three GC of the Year Award winners. They will share their thoughts on the STL construction industry from their own unique perspectives. Network and enjoy lunch with representatives from each general contractor of the year award winners.

**CONGRATULATIONS TO OUR 2024
GC OF THE YEAR
| Award Winners |**

Category A | Tarlton Corporation
Category B | Kozeny-Wagner
Category C | Helmkamp Construction Co.

**Interested in sponsoring the meeting?
Cost is only \$260 and includes two attendees.**

MEETING AGENDA:

Networking | 11:30 to 11:45 a.m.

LUNCH | 11:45 a.m. to 12:15 p.m.

GC of the Year Panel Discussion | 12:15 to 1:00 p.m.

Registration includes Lunch & GC Award Winners
\$30 ASA Members | \$60 Non ASA Members
Register at asamidwest.com by Friday, May 10th.

(Attendees not cancelled by 5.10.24. will be charged per ASA cancellation policy. No refund after 5.10.24. but you may always send someone in your place if you are unable to attend the meeting.)

Financial Strategies for Small Business Owners

**Scott Link, AIF®, APMA™, Sr VP
Stifel, Nicolaus & Company,**

STIFEL

Small business owners are in rare company when it comes to the demands upon their time. The owner often plays numerous roles and becomes swamped with an endless list of tasks, with limited time to accomplish them all. What small business owners sometimes forget is that they need to adapt their own personal financial strategies for the realities and risks of being a business owner.

As a business owner, it's important to establish your personal goals in the same way you developed your business plan.

Tax Planning

Recent tax legislation has significantly changed the tax treatment of various legal structures businesses use. It is important that business owners work with their tax advisor to coordinate the taxation of business and personal income in a way that helps provide efficiency to the business and the owner.

Investment Planning

For most business owners, their business is their largest asset. And, if they have extra capital, they may still prefer to invest it back in the business. Nevertheless, prudent planning should be focused on diversification. Asset classes and investments must be carefully selected for your personal portfolio to offset the concentrated risk of the business. Determine an investment strategy and execute it with discipline.

Retirement Planning

How much money will it take to fund my retirement? What expenses can't be reinvested in my business at retirement? What is a reasonable outcome for me to pursue? All of these are good questions to ask yourself when it comes to your retirement.

Many business owners consider selling their business to fund their own retirement. This can be risky, however, as the business might not clear enough money in a sale or even attract a buyer at all. Business ownership affords multiple tax-advantaged strategies to save for retirement and the ability to set aside larger amounts than what is permissible for non-business owners. Additionally, providing a customized retirement plan for your employees will help attract and retain talent.

Risk Management Strategies

Your risk management program should consider the following areas: life insurance, disability insurance, personal property and casualty insurance, personal liability insurance, and health insurance.

Life insurance can play an integral role in business planning. One of the most important and sometimes overlooked issues for a business is planning for its continuation after the owner's death, disability, or retirement. A buy-sell agreement can provide for an orderly transition of the business and avoid the need for a "fire sale" or prevent a transfer of the business to family members who may not be capable of or interested in running the company. Key person life insurance can also protect the business against financial losses resulting from the death of a key employee or owner.

Cash Flow Management

Make sure you keep enough cash on hand to grow the business and to help weather a downturn. It is also important to separate your personal assets and expenses from business assets and expenses. Setting aside three to six months of expenses in a liquid, low-risk account is recommended. If your business is cyclical and cash flow is uncertain, it may be prudent to plan for a year or more.

Gift and Estate Planning

Regardless of age, business owners should ensure that their goals and wishes are addressed in life and at death, including plans for business assets. As your business grows, basic wills or family trusts may no longer suffice for the transfer of the business. More sophisticated techniques may be necessary to ensure business continuity after death, to mitigate estate taxes, and to potentially provide liquidity for heirs to pay those taxes.

The do-it-yourself drive that helped you start your business may not be enough when it comes to business planning. Consulting with a tax and financial advisor can help. When selecting a tax and financial advisor, it's important to seek out a qualified and experienced professional who places your needs first and who shares your values when it comes pursuing your personal, family, and business goals.

Article provided by Scott Link, AIF®, APMA™, Senior Vice President/Investments at Stifel, Nicolaus & Company, Incorporated, member SIPC and New York Stock Exchange, who can be contacted in the Chesterfield office at (636) 530-6644.

Neither Stifel nor its affiliates provide legal or tax advice. You should consult with your legal and tax advisors regarding your particular situation. Diversification and asset allocation do not ensure a profit or protect against loss.

CONGRATULATIONS TO OUR 2024 *Red Carpet Awards Gala* Winners

420 attendees celebrated the STL Construction Community on April 20, 2024

General Contractor of the Year

Category A

Tarlton Corporation

Category B

Kozeny-Wagner

Category C

Helmkamp Construction Co.

Service Provider/Supplier

Nu Way

ASA Legacy Award Winner

Tim Wies, TJ Wies Contracting

GC Office Employee of the Year

Amy Muench-Lick

GC Field Employee of the Year

Brandon Howard, Helmkamp Construction Co.

2023 Safety Award Winners

Div. I | Archkey Sachs Electric

Div. II | Vee-Jay Cement Contracting

Div. III | Titan Carpentry

Div. IV | Bazan Painting Co.

Div. V | O.J. Laughlin Plumbing Co.

Div. VI | American Steel Fabrication, Inc.

MEP Subcontractor

Category A

Murphy Company

Category B

Bi-State Fire Protection

Specialty Subcontractor

Category A

T. J. Wies Contracting

Category B

Total Contractor Services



ASA Safety Cup Award Winner
Negwer Materials, Inc.

For event photos visit www.asamidwest.com

Upcoming ASA Midwest Council Meetings & Events



- May 10*** ***ASA Claybird Tournament-SOLD OUT***
Blackhawk Valley Hunting Club
- May 15*** ***ASA Monthly Member LUNCH Meeting***
Syberg's on Dorsett-Let's celebrate our award winners!
- May 22*** ***Young Leaders Peer Group Networking Event***
St. Louis Cardinals | Ballpark Village Rooftop
- June 12*** ***ASA/SITE Joint Networking Event***
CITYPARK Soccer Stadium
- July 17*** ***BPI in a Box Lunch Meeting-Subcontractor & Suppliers Only***
Syberg's on Dorsett



***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!***





2024 Legacy Award Winner | Tim Wies | TJ Wies Contracting



2024 Supplier of the Year | Nu Way | Mike Townsend



MEP Subcontractor Category A | Murphy Company



MEP Subcontractor Category B | Bi-State Fire Protection



Specialty Subcontractor Category A | TJ Wies Contracting



Specialty Subcontractor Category B | Total Contractor Services



The ASA Awards Gala Committee Celebrating the Red-Carpet Awards Nominees & Winners on April 20, 2024, with a Toast sponsored By Bazan Painting Co.



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The first pieces of legislation to be approved by both chambers of the General Assembly found their way to the desk of Governor Mike Parson in late April. It took a total of fifteen weeks, but several bills now await Parson's signature. One is an historic bill dealing with K-12 education reforms in the areas of teacher salaries, expansion of charter schools, and an expansion of education voucher programs. Another bill includes funding for members of the Missouri National Guard and the Missouri Highway Patrol who have been deployed to the southern border in Texas since February. Parson has directed 200 soldiers and 11 troopers to the area, with their deployment beginning in February. The \$2.2 million spending bill will cover the cost of the deployment through the remainder of the fiscal year which ends June 30. Yet another bill receiving final approval is a measure that will stop a proposed landfill project in the Kansas City area. The issue had been making headlines for over a year, but a compromise has been reached where the City of Raymore will pay nearly \$4 million to the landfill developers to buy the 270 acre property.

As of the writing of this report, the FY25 budget had not passed out of the Senate. It was expected that the budget would be extremely controversial as the Freedom Caucus had vowed to go line by line through the budget. Pursuant to the Constitution, the budget must be passed by Friday, May 10 at 6:00 p.m.

The first major construction of the Improve I-70 Project has begun in mid-Missouri. The U.S. 63 and I-70 connector in Columbia will see two new direct connection ramps, two new bridges, and four new roundabouts as well as a third lane in each direction of the twenty mile stretch between Columbia and Kingdom City. The project is expected to take three years to complete.

The makeup of the Missouri Senate will be changing as Governor Mike Parson recently appointed Senator Greg Razer (D-Kansas City) to the State Tax Commission. As of the writing of this report, Razer was awaiting confirmation of his selection by the full Senate, which many see as a simple formality. Razer was currently running for reelection for the 7th senate district and has announced his endorsement of local businessman Pat Contreras to run for his seat.

Speaker of the House Dean Plocher has avoided any media inquiries since the months-long ethics investigation into his possible wrongdoings has ended. Recently, Ethics Committee chair Hannah Kelly put forth her report recommending that Plocher be reprimanded by the House. Although the report detailed how Plocher pressured staff to enter into a computer program contract, sought reimbursement to his personal account on expenses that had been covered by his campaign, had fired several staff members over the last year, and had attempted to obstruct the ethics investigation, only two members of the committee voted to move ahead with the report. With the failure of the bipartisan committee to issue any sort of report or discipline on the matter, it appears the committee's work has come to an end.

The end of the legislative session is in sight, as the final gavel will fall on Friday, May 17 at 6:00 pm. During the final weeks, legislators must still approve the Fiscal Year 2025 budget, as well as the renewal of a federal reimbursement allowance providing over \$4.5 billion in funding for hospitals, nursing homes, pharmacies, and ambulance services to be reimbursed through the state's Medicaid program. If any controversy arises on those important issues, there may not be time available for work on many additional bills, if any.

If you aren't receiving your weekly ASA Legislative Update via e-mail, please send email to susan@asamidwest.com
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.
Blakely Sheet Metal, LLC
Boyer Fire Protection
Budrovich
C. Three Business Consultants LLC
C. E. Jarrell Contracting
C&R Mechanical
Central Power Systems & Services
Century Fire Sprinklers
CK Supply
CliftonLarsonAllen LLP
CMIT Solutions
CNA Surety
CNC Foundations
CSA Advisors LLC
Cardinal Elevator
Century Fire Sprinklers, Inc.
Construction Risk Partners
Corrigan Company
D. Johnson Painting
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
Eyes on Crimes
Fabick CAT
FastTrac Rentals LLC
Federal Steel & Erection Co.
Flooring Systems
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
KJ Unnerstall Construction
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
Saint Louis Roofing Company
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
Wipfli
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

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

ASA Continues to grow, we have welcomed 23 new members this fiscal year (since July 1)
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

*ASA Legislative Fly-In on Capitol Hill
June 11-12, 2024*

Advocacy is a long game built on relationships. These relationships are often initiated and maintained by the work ASA members do during the annual walk on Capitol Hill. Evidence of our success includes the recent appearance by ASA's Andrew Christ from Compass Constructors in front of the House Small Business Committee and the visit by SBA Administrator Isabel Guzman to Andrew's business shortly after.

We don't get that kind of visibility without this kind of work. Let's make this year's fly-in the strongest ever.

Register today for the 2024 ASA Legislative Fly-In on Capitol Hill and help us make ASA a familiar name around Washington D.C.

To register visit |
<https://members.asaonline.com/calendar/details/2024-asa-legislative-fly-in-on-capitol-hill-asa-board-meeting-984816>
(Registration Deadline: May 10th)

The Foundation of the American Subcontractors Association (FASA)

The Foundation of the American Subcontractors Association (FASA) was established in 1987 as a 501(c)(3) tax-exempt entity to support research, education and public awareness.

FASA is committed to forging and exploring the critical issues shaping subcontractors and specialty trade contractors in the construction industry. FASA provides subcontractors and specialty trade contractors with the tools, techniques, practices, attitude and confidence they need to thrive and excel in the construction industry.

Mission:

To educate and equip subcontractors and suppliers with the knowledge and resources they need to thrive in the construction industry. Additionally, FASA raises awareness about issues critical to and about construction in the United States.

Initiatives:

FASA Cares is the main initiative of FASA and will focus on Diversity & Inclusion and Suicide Prevention in the Construction Industry.

**For additional details visit
www.asaonline.com/foundation**



**CONGRATULATIONS
2023
SAFETY AWARD
WINNERS**



American Steel Fabrication, Inc. | Division VI



Titan Carpentry | Division III



O.J. Laughlin Plumbing Co. | Division V



Vee-Jay Cement Contracting | Division II



Bazan Painting Co. | Division IV



Archkey Sachs Electric | Division I

INTERESTED IN SPONSORING AN UPCOMING MEETING?
CONTACT SUSAN@ASAMIDWEST.COM

C. Three Business Consultants LLC

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

ASA Meeting Sponsorship

Highlight your company at an ASA Monthly Meeting

Only \$260 to be a meeting sponsor.
Includes 2 Meeting Attendees

What do you get for \$260?

*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 | Rob Meeh

Education | Programs

Chris O'Hagan | Dan Tucker

Diversity & Inclusion

Ryan Spell

Golf

Jennifer Church

Advocacy

Chris Sauer | Tim Thomas

Awards Gala

Rick Swanson

GC Expo

Tim Thomas | Val Perales

Safety

Rose Kastrup | Steve Williams

Brand Development

Stephanie Woodcock

Contract Review

Dick Stockenberg

Young Leaders Peer Group

Ryan Hermann

Women's Council Peer Group

*Jennifer Church | Stephanie Woodcock |
Susan Winkelmann*

*Interested in joining a committee?
We need your help and would love to welcome you to one of the committees above! Contact committee chair above or susan@asamidwest.com for details!*

