**Hot off the press:** From tablets to construction apps, the way you work has entered the digital age. While technology is making you more productive and efficient, using it brings some risk. The good news is that cyber liability insurance can protect you. But do you really need it? This article from Citizens General is a must-read.



#### ► Industry trends to follow in 2018

What does the new year hold in store for you and your company? Here are some predictions, along with advice, gathered from construction-industry experts near and far.

**SAFETY** Construction companies will come under increased scrutiny for adherence to safety standards. Without the resources and personnel of larger companies, small construction companies may fall behind on safety standards. Think about safety products certified by American National Standards Institute (ANSI).

**COST-CUTTING** Two things plaguing the industry lately are price increases for supplies and skilled labor shortages. Both of these mean construction companies like yours possibly will need to implement more cost-saving measures to stay competitive. Construction costs have been outpacing inflation; however, this isn't a trend that can last forever. You should be aware of this when accounting for pricing.

**TECH ADVANCES** The construction industry is still in the process of embracing new technologies, but virtual reality and augmented reality, often combined with 3D modeling, are already being used to map out a construction project and identify potential opportunities and risks ahead of time. On-site wearable technology is being used to monitor worker safety, drones are being used to survey work sites, and equipment sensors are increasingly used to monitor when a piece of equipment needs repair.

MODULAR CONSTRUCTION With speed being a major factor in construction nowadays, you're going to see a lot more modular construction projects. Things like pop-ups and permanent modular buildings for big-name companies will continue to become the hottest construction ideas. These are also becoming a lot more energy-efficient in the process.

**BRANDING** The majority of construction-industry businesses are small. But working as a small construction business means you may not have the recognition or credibility enjoyed by larger companies. The importance of brand-building is on the rise. Make 2018 the year you embrace branded company uniforms, safety gear, and promotional products to help your small construction business build strong recognition and credibility. A featured company name or logo becomes a recognizable aspect of your business that helps with client trust, marketing, and promotion. Is it time to update yours?

#### ► Build your business ► Be a legal beagle! at this event

With more than five decades of building experience, Rudolph and Sletten has literally built the foundation of California's industries. These include biotech/pharma-ceutical, commercial office/corporate campuses, education, gaming and hospitality, government, healthcare, industrial, sports and entertainment, and technology.

At our next ASA Meet Your General Contractor event, you'll have the opportunity to get to know members of the Rudolph and Sletten team and strengthen your working relationship with this industry leader. You'll engage in open dialogue regarding operational, contract, or payment issues in an informal and productive atmosphere. This is also where you can learn about upcoming bid opportunities and current projects such as Southwestern Community College District Performing Arts & Cultural Center.

Plus, enjoy food and drink during this networking time!

# RUDOLPH

- ▶ Jan. 31 3 pm to 5 pm
- ▶ 4535 Towne Centre Ct. Suite 100, San Diego 92121
- ► Members only
- ► No walk-ins
- ► Get full details and *register* today to Meet Your General Contractor.

Start your year out strong by attending one of the ASA's most popular events.



The 2018 Construction Law Update on Feb. 7 will bring you up to speed on new and noteworthy employment labor laws and regula-

tions that will affect you and your workforce in the coming vear.

Kevin Cauley, Sierra Spitzer, and Kristen Bush of Schwartz Semerdjian Cauley & Moot, will discuss such matters as prevailing wage, AB 1701, worksite immigration enforcement and protections, and paid family leave benefits.

Also on the agenda are discussions regarding public work procurement methods, public and private works contracts, attorney's fee recovery, licensing, and indemnification.

Recent court decisions that impact contractors will be reviewed; these will include the prevailing party's entitlement to attorney's fees, promissory estoppel in public and private contracts, indemnification, and public contract bidding issues.

Throw in dinner and a hosted bar at Carvers Steak & Chops, and you have the perfect ingredients for an informationpacked evening.

What are you waiting for? RSVP here.

#### Your ASA president says ...

Happy New Year to you all ... or, here's to what we would hope to be a happy and prosperous 2018 in the making!

It appears our economy will continue on the path of creating more work than most of us can handle. Heck, everyone I talk to is apparently "living the dream"! (Up 'til now, I thought the dream was **not** working and having enough funds to pursue a bucket-list agenda. Apparently I was wrong.)

Well, our elected officials in Sacramento have cooked up yet more legislation that will support our "living the dream" -- if the definition is being crazy-busy working. AB 1701 requires that all personnel working on a private project must be documented to have been paid via the submission of certified payroll. Now, tell me, isn't doing more paperwork and having more liability just a great example of "living the dream"?

(By the way, you can learn more about this law and other important issues at our 2018 Construction Law Update on February 7. I urge you to attend.)

I also urge you to visit the ASA website, where you can find information on how to join a committee. And then join one! Believe me, ASA members who are involved have great ideas on what "living the dream" is really supposed to be about.

Toly Mach Toby MacDonald

**ASA President** to by @western fire protection. com

### ► Employment laws change - again

January 1 saw the evershifting employment-law landscape change yet again.

SB 63 requires all businesses with 20 or more employees to provide eligible employees up to 12 weeks of unpaid job-protected leave to bond with a new child within one year of the child's birth, adoption, or foster care placement.

AB 168 bars employers from asking a job applicant about salary history.

AB 1008 prohibits employers with five or more employees from asking about or considering criminal history at any time before a conditional offer of employment has been made.

Existing California law requires employers with 50 or more employees to provide supervisors with sexualharassment-prevention training. Under SB 396, training courses now must discuss harassment based on gender identity and expression, sexual orientation, and bullying.

For certain private construction contracts, AB **1701** authorizes the direct contractor (general contractor) to request subcontractors' payroll records and information regarding the sub's and third party's work on the project.

AB 450 prohibits employers from providing federal immigration enforcement agents access to nonpublic areas of a business without a judicial warrant.

*The above is a very brief* summary of just the highlights. For more complete information, we urge you to read this article by Schwartz Semerdjian Cauley & Moot.

#### ► Is your answer to any of these questions 'ues'?

Do you use a laptop or tablet to do your business? Do you ever take your laptop or tablet out of the office? Do you take credit card payments from clients? Do you use a device to take credit card payments on your phone or tablet? Do you store client information digitally, including names, addresses, or credit card information? Do you perform contract work for large commercial clients?



If you answered 'yes' to any of these questions, our "Hot Off the Press" article in this issue is a must-read.

## ► Feeding the hungry

ASA members and their guests didn't just have a ton of fun at the Holiday Mixer; they donated a ton of food, too (actually, 350 pounds of it).



ASA President Toby MacDonald, along with Bob Friar Jr., show off some of the haul. Feeding San Diego was the recipient.





- ► Members-only event
- ► Non-members welcome

IAN 31 Meet Your General Contractor @ Rudolph and

FEB 7 2018 Construction Law Update @ Carvers Steak &

MAR 23 ASA Sporting Clay Competition @ Lemon Grove Gun Club

MAR 28 Member Showcase @ Riverwalk Golf Club

**APR 11** San Diego Gulls Game & Mixer @ Valley View Center

APR 25 Meet Your General Contractor @ Hensel Phelps

MAY 4 Spring Fling Golf Tournament @ Carlton Oaks

JUN 29 Awards & Installation Banquet @ Mission Valley Marriott

**AUG** ASA Board of Directors Strategic Planning Retreat @ University Club

**SEP 26** General Contractor and Public Agency Showcase @ University Club

OCT 24 Meet your General Contractor

NOV Fall Golf Classic @ San Diego Country Club

**DEC 5** Holiday Casino Night/Bay Cruise @ Bahia Resort Hotel

