

Hot off the press: Even with high-tech safety equipment and access to safety training, hundreds of workers are injured every year. But you can help your employees, and your bottom line, by attending our June 24 seminar, "If an Injury Happens, are You Prepared?" led by safety expert David Little. He wrote [this article](#) to aid you in preparing an effective injury management plan.



just

Briefly

▶ Your ASA president says ...

Our association's success is due to the hard work, generosity, and support of so many individuals whose efforts directly benefit not only our chapter, but their companies, communities, and our entire segment of the industry as well. I'm grateful to all of them every day.

In this issue, though, I'd like to shine the spotlight on a few of the many who never think twice about stepping up and giving of themselves. I hope they'll read this, stand up, and take a well-deserved bow.

Dan Fitzgerald, currently serving as governor on our ASA board, is also serving at the state level as secretary of the American Subcontractors Association of California. His presence and involvement at that level greatly benefits all of our local members. (Thanks also are due to Dan's company, Pacific Southwest Structures, for loaning his talents to us.)

Nancy Grimes, our executive director, and **Sharon Jones**, administrative assistant, both of whom have been with ASA for nine years, are in the trenches for all of us every day. Thanks to the terrific work they do, our chapter is a well-oiled machine. We board members may come and go, but these two professionals provide the history and consistency that's so vital to our continuing success.

Anne Wright and **Cyndi Beilman**, both of Surety Associates of Southern California, and **Ron Meler** of Bergelectric, took time out of their busy schedules to attend the April 2 California Subcontractors Legislative Council meeting in Sacramento. So did **Pete Spencer** of Audio Associations, and **Dan Fitzgerald**. Their participation goes a long way toward getting our voice heard in Sacramento.

Our third-annual ASA Member Showcase was an enormous hit, with 100-plus attendees and 15 display tables. Sponsors who stepped up to help us make this an outstanding evening included **Suffolk-Roel**, **Morrow-Meadows**, **Western Fire Protection**, **Rossin Steel**, **McCarthy**, **RBTK LLP**, **Hensel Phelps**, and **The Blue Book**.

All of these folks are definitely the kind of people who make our association a force to be reckoned with. Oh, and one last note: My eyes, ears, mind and door are always open.

David Blackston
ASA President
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▶ Have you met these new members?

In a professional association, strength in numbers works best when members reach out to each other, get to know each other, and join forces to work toward common goals.

We encourage you to welcome and get acquainted with these new ASA members. You can click on a company name to be taken directly to its website.

▶ [Clairemont Equipment Rental](#)

▶ [Ehmcke Sheet Metal](#)

▶ [Trebtor Shoring Rentals](#)

▶ [Ken Grody Ford](#)

We Build Relationships

▶ Blow your horn!

There are lots of ways to call attention to your company. Here are just a few.

ASA runs a large ad in every issue of Contractor News & Views, and this space is **FREE** to you for the asking. Check out this [example](#) of what Morrow-Meadows did.

Send us your news, and we'll publish it in Just Briefly. Use the ASA website or social media to announce your firm's events. Ask us to blast out an email to every ASA member. All of these services are **FREE** to ASA members, as is your listing in the ASA Member Directory.

Get started today by emailing [Sharon Jones](#), our administrative assistant. She's ready to help you take advantage of these promotional opportunities.

▶ Mark your calendar!

You won't want to miss these events.

▶ *Members-only event*
▶ *Non-members welcome*

MAY 02 Spring Fling Golf Tournament @ Carlton Oaks

JUN 13 Sporting Clay Competition @ Lemon Grove Gun Club

JUN 24 Safety Seminar @ Filippi's Pizza Grotto

JUL 22 Meet Your General Contractor - Reno Contracting

JUL 23 Awards Banquet

AUG 20 ASA Board Strategic Planning @ University Club

SEP 24 General Contractor Showcase @ University Club

OCT 22 Meet Your General Contractor - Turner Construction

NOV 03 Fall Golf Classic @ San Diego Country Club

DEC 10 Holiday Casino Night & Bay Cruise @ Bahia



▶ *ASA in your corner*

One of the most significant benefits of your association membership is that the ASA works diligently to protect subcontractors' best interests.

At the local level, for example, your board members continue to examine and discuss sub-contract language that may negatively impact subcontractors.

At the state level, we're actively supporting AB 1705, which defines what constitutes a "substantially complex" public works project and requires that public agencies disclose how they determine if a project is substantially complex.

This is important because as of now – thanks to a loophole in last year's SB 293 – public agencies are allowed to seemingly arbitrarily declare a project to be substantially complex, thereby allowing the agency to exceed a five percent cap on retention.

ASA is also supporting AB 2471, which closes a change-order loophole in prompt payment laws for public construction projects. Right now, a public agency can legally avoid making prompt payment for extra work.

Small and emerging firms and individual subcontractors are held hostage as they are contractually bound to perform work and pay their own employees and suppliers promptly.

The government should pay promptly, too.

▶ *Team with the best*

"We measure every project's success by the strength of the relationships we develop, and not solely on the project's financial result. ... That's The Reno Way."

These words appear on the website of Reno Contracting, one of San Diego's premier general contractors.

If you attend our next ASA Industry Partner Meeting, you'll have a not-to-be-missed opportunity to lay the ground work for a strong relationship with Reno.

You'll engage in open dialogue with several Reno representatives regarding operational, contract, or payment issues in an informal and productive atmosphere.



- ▶ July 22 - 10 am to Noon
- ▶ Members only
- ▶ No walk-ins
- ▶ Limited to the first 25 members who register

▶ Get full details and [register today](#) to Meet Your General Contractor.

It's in the mail

ASA Member Directories have been mailed. Need more copies? Contact [Sharon Jones](#).



▶ *ASA members share good news*

Bill Whitacre, of D.A. Whitacre Construction, did us all proud when he was chosen to receive the Associated General Contractors' 2013 Construction Industry Professional Award.



D.A. Whitacre's community spirit was in full force recently when it sponsored and participated in Sharon's Ride Run Walk for Epilepsy 2014.



Ron Wood, who has served on our ASA board since mid-2008, has been promoted to senior vice president in charge of all Bergelectric San Diego-based operations. We congratulate him!



▶ *Hooray "fore" us!*

The upcoming Spring Fling Golf Tournament sold out in less than 48 hours, setting a record for this popular event. Vendors who'll display at the tournament also sold out fast.

Thank you to these Major Sponsors who jumped on-board early:

- ▶ CW Driver
- ▶ Good & Roberts
- ▶ Morrow-Meadows
- ▶ Davis-Reed
- ▶ Bergelectric
- ▶ DPR Construction
- ▶ Hensel Phelps Construction
- ▶ Suffolk-Roel Construction
- ▶ Crescent Electric Supply
- ▶ Swinerton Builders
- ▶ Dynalectric

Other sponsors are: Reno Contracting; Acme Safety Supply; Williams & Sons Masonry; San Diego Powder & Protective Coatings; South Bay Welding; Western Fire Protection; Fuller Electric; and Clark Steel Fabricators.

Still more are Gatto Pope & Walwick; Chula Vista Electric; Pacific Southwest Structures; University Mechanical & Engineering; RBTK LLP; Bob Stall Chevrolet; Baker Electric; Trillium Construction Staffing; Schwartz Semerdjian Ballard & Cauley; McCarthy Building Company; Smart Safety Group; Hawthorne Power Systems; Torrey Pines Bank; CED; D.A. Whitacre Construction; and Audio Associates.

An opportunity "fore" you!

Hole sponsorships are still available. Buying one is fast and easy, right [here](#).