

**Hot off the press:** Subcontractors often undertake greater contractual risks than their limited scope of work should entail. Understanding these risks can help you decide if your profit makes it worth undertaking them. In **this article**, Roger Haerr, a prominent San Diego attorney, explores 10 of the most important subcontract terms you need to know, in addition to offering other helpful advice.



just

# Briefly

## ► Beware new contract requirements

Alternative delivery methods – Design-Build, Design-Assist, and Integrated Project Delivery – are changing the way owners, developers, and general contractors contract with subcontractors.

These changes can be confusing and can require significant internal review and legal consultation. Even more concerning, though, is that **added provisions in the areas of indemnification and financial performance can negatively impact your near-term profitability and increase long-term project liability.**

In **this article**, Jon Paulsen, Director of National Accounts with Turner Surety and Insurance Brokerage, offers helpful advice regarding project design, performance agreements, and project risk management.



We urge you to take a few minutes to absorb these overall processes. New and emerging issues should be included in your company's process for contract review, whether internal or with trusted advisors.

With knowledge, you can realize the benefits of collaboration, efficiency, and project delivery effectiveness.

## ► Collaborate with Cannon Constructors

Were you to browse **Cannon Constructors'** website, you would see this:

"Our ... mandate is to create a project environment that is well-scheduled, well-coordinated, and well-conceived, such that our subcontractors can function at peak efficiency."

Does this sound like a subcontractor's dream come true? Yes!

**CANNON**  
CONSTRUCTORS

Cannon specializes in the construction of commercial interiors, multi-family housing, healthcare and medical facilities, hospitality and restaurant facilities, and renovations and restorations.

If you would like the opportunity to meet face-to-face with representatives of this busy and successful company, you won't want to miss the ASA's next Industry Partner Meeting.

- January 27 – 3 pm to 5 pm
- 13230 Evening Creek Dr., Ste. 213, San Diego
- Members only
- No walk-ins
- Limited to the first 25 members who register
- Get full details and **register today** to Meet Your General Contractor.

## ► Put out the welcome mat

Our ASA ranks continue to grow with the addition of these new members.

Click on a company name to visit its website. Better yet, welcome these newcomers with an email, a phone call, or a handshake.

► **Component West** – Jeremy Moskowitz – 858-201-0071 or [jeremy@componentwest.com](mailto:jeremy@componentwest.com)

► **OneSource** – Marc Hobbs – 760-966-4500 or [mhobbs@1sourcedist.com](mailto:mhobbs@1sourcedist.com)

► **Tomarco** – Jack Stewart -- 858-547-0700 or [jack@tomarco.com](mailto:jack@tomarco.com)

► **Turner Surety and Insurance Brokerage** – Jon Paulsen – 916-554-7924 or [jpaulsen@tsibinc.com](mailto:jpaulsen@tsibinc.com)



## ► A tale of two cities

ASA member **Audio Associates of San Diego** has moved to Chula Vista from its long-time home in La Mesa.

Please make a note of the company's new home at 1497 Jayken Way, Chula Vista, CA 91911. Also note, Tel: 619-461-9445 and Fax: 619-461-9469.

And ... Notify **Sharon Jones** of any of your own changes: contacts, address, job titles, or phone numbers.

Please help us keep our membership listing current.



Whip out your calendar for the new year and make a note of these events.

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

**JAN 13** ASA Legal Update @ The Butcher Shop

**JAN 27** Meet Your General Contractor – Cannon Constructors

**MAR 25** Member Showcase

**APR 21** ASAC Day at the Capitol

**APR 27** Meet Your General Contractor

**MAY 6** Spring Fling Golf Tournament @ Carlton Oaks

**JUN 24** Sporting Clay Competition @ Lemon Grove Gun Club

**JUL 20** Meet Your General Contractor

**JUL 27** Awards Banquet @ Mission Valley Marriott

**AUG 24** Board Strategic Planning Retreat @ University Club

**SEP 21** General Contractor Showcase @ University Club

**OCT 26** Meet Your General Contractor

**NOV 7** Fall Golf Classic @ San Diego Country Club

**DEC 7** Holiday Casino Night / Bay Cruise @ Bahia

## ► Your ASA president says ...

I think we can all agree that 2015 was a great year for our industry. With several significant projects moving forward in both design and construction, our businesses enjoyed a successful year.

Good news is 2016 promises to continue the same trend, with numerous private and public work projects in San Diego. Let's get ready for another great year!

Speaking of getting ready, I encourage you to take full advantage of our educational seminars, attend the ASA special events, and network socially with your fellow members.

ASA is only able to move forward through your support, and there are several opportunities for you to make a difference! I challenge you to take advantage of our committee structure by joining a committee this year.

On behalf of ASA: I would like to say thank you to the Industry Partners who we are privileged to associate with every day. We appreciate the work, and look forward to a very prosperous 2016.

Happy New Year!



Frank Robledo  
ASA President  
[frobledo@dyna-sd.com](mailto:frobledo@dyna-sd.com)

## ► This food drive exceeded the speed limit

When the call went out for donations to support the Jacobs & Cushman San Diego Food Bank, ASA members responded in a BIG way.

Attendees at our Holiday Mixer brought with them **401** pounds of food, enough for 334 meals for people of all ages all over San Diego County.



Special thanks to **David Blackston** of D.A. Whitacre, who got the food to the pick-up location.

The Food Bank operates year-round, not just during the holidays. Visit [this website](#) to become involved.

## ► You can make your own headlines

ASA runs a large display advertisement in every issue of Contractor News & Views. In each ad, the chapter spotlights a different member.

Would you like to be that member? It is great publicity, and it is ...



To take advantage of this great opportunity, contact [Nancy Grimes](#).



*We Build Relationships*

## ► Drinks are on these guys

A \$25 Visa gift card is burning a hole in the pockets of these ASA members: **Steve Stroder** of Bergelectric, **Frank Robledo** of Dynalectric, **John Luft** of Morrow-Meadows, **Kevin Cauley** of Schwartz Semerdjian Cauley & Moot, and **Steve Blasco** of Turner Construction.

Each of them recently brought in new ASA members to earn their reward.

We thank them for supporting ASA in this way. (Steve Stroder and Frank earn double thanks for having done this before.)

Don't be left out! Contact [Nancy Grimes](#) to recommend a potential member.

## ► ASAC names new executive director

**Janie Glidden** has been named ASA California's Executive Director and will serve in the same capacity for the Bay Area ASA chapter.

She will focus on membership growth as well as California legislative advocacy for the subcontracting community.

Reach Janie at 888-310-2722 or [ASAC@ASACalif.com](mailto:ASAC@ASACalif.com).

## ► Congratulations!

**Kevin Cauley** has been named a San Diego County Top Attorney for 2015. He was selected for this honor out of hundreds of nominations. Kevin is a partner with Schwartz Semerdjian Cauley & Moot and is ASA legal counsel.

## ► New laws, new information

Last year saw the introduction of employment and labor laws and regulations that have begun impacting our industry's workforce.

The chapter's annual **Legal Update on Jan. 13** will arm you with useful information on skilled workforce and electronic certified payroll requirements. You'll also hear a discussion of three noteworthy court decisions that may affect your business.



Presenters **Kevin Cauley** and **Sierra Spitzer**, both of Schwartz Semerdjian Cauley & Moot, promise to tell it like it is.

Register [here](#). Remember, information is power.

## ► Now, here are the real winners



Our Holiday Mixer & Dinner Cruise/Casino Night was a spectacular success, with the generosity of seven sponsors helping push this popular event over the top.

- Morrow-Meadows Corp.
- Western Fire Protection
- California Sheet Metal
- Chula Vista Electric
- Kyne Construction
- Kelar Pacific
- Turner Surety and Insurance Brokerage

When we said, "Baby needs a new pair of shoes," these companies chipped right in!