

Hot off the press: Do you have employees exempt from overtime pay? Are they receiving the correct minimum salary under the DOL's new regulations? Are they properly classified as exempt? Are you up to speed on the new City of San Diego minimum wage and sick leave ordinance? Kristen Bush and Sarah Evans, both of Schwartz Semerdjian Cauley & Moot, offer great advice [here](#).



just

Briefly

▶ We're gettin' really serious now

Remember how you used to receive a \$25 Visa card just for bringing in a new ASA member?

Well, that was then. This is now:



And that's not all! Look what else you can get – on top of the \$100 card – when you bring in a second new member during the same fiscal year:



Guess who's already enjoying free ASA membership? **Cannon Constructors** and **Turner Construction**, that's who.

Contact [Nancy Grimes](#) to refer possible new members. She'll take it from there.

▶ Grab some popcorn

If you were one of the 85 people who attended the June 24th **Sporting Clay Competition**, you just might be enjoying your 15 minutes of fame. Find out by watching [this video](#). (Provided courtesy of [vScenario Construction Managers](#))

▶ Uninterrupted cash flow: turning the dream into reality

"Stories about about multi-year projects where processing of change order requests has been put off until project completion," writes ASA member Daniel McLennon, of Smith, Currie & Hancock, in an article recently published in *Engineering News-Record*.

"By that time, contractors desperate for payment may fall prey to predatory owner practices of overstated back charges and liquidated damages to leverage discount payments for earlier-performed extra and changed work."

In "**California Needs Legislation Requiring Timely Processing of Change Orders on Public Construction Projects**," Dan addresses this critically important issue.

This is a must-read article for all subcontractors. You can access a reprint from *ENR* [here](#).

▶ Your name here

Do you have company news to share?

Your ASA chapter is here to help you publicize your company ... and at no cost to you.

If you send us your news releases and photographs, we'll publish them in the next issue of this newsletter. Contact [Nancy Grimes](#).

▶ Have you said 'hello' yet?

We encourage you to reach out to our newest members.

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

▶ [Elen Consulting](#) – Dmitriy Nathanson – 619-550-1085 or dnathanson@elenconsulting.com

▶ [Jobsite Supply](#) – Dan Vincent – 619-295-6100 or danv@jsc1.com

▶ [TL Fab LP](#) – Dave Willson – 562-802-3980 or dave.willson@tlfab.com



▶ And speaking of change orders ...

Staying ahead of the curve is never easy, but attending ASA's educational seminars certainly makes it possible.

"Claims & Change Orders," a two-day seminar presented by **SDC & Associates**, will bring you up to speed on some aspects of your business that are extremely important to understand.

▶ Sep 20-21, 2 – 5 pm
▶ Non-members welcome
▶ Add this to your calendar; more details will be available soon

MARK your CALENDAR

Most ASA events fill up fast, so we encourage you to schedule your attendance today.

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

JUL 27 Awards Banquet @ Mission Valley Marriott

AUG 24 Board Strategic Planning Retreat @ University Club

SEP 20-21 Claims & Change Orders Seminar @ Butcher Shop

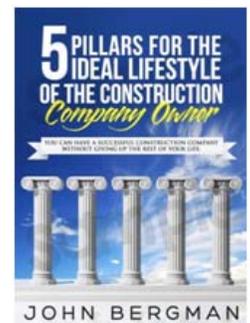
SEP 28 General Contractor Showcase @ University Club

OCT 26 Meet Your General Contractor

NOV 7 Fall Golf Classic @ San Diego Country Club

DEC 7 Holiday Casino Night / Bay Cruise @ Bahia

▶ An offer you can't refuse



This informative book can be yours ... FREE. Click [here](#) or call 619-993-1771 for more information and to order it.

► Your ASA president says ...

July 1 marks a full year since I became President of ASA. I want to take a moment to express a sincere thank you to all of our members, industry partners, and private/public entities who support this organization throughout the year. Because of your continued support of ASA, we have been successful in both increased membership and continued involvement at a state level.

On behalf of the board of directors, I also extend a special thank you to our executive director and staff who work hard to make all of our special events and meetings a success!

In the past few months, ASA has been focusing on AB 1347, which has morphed into SB 626. In March, your team initiated meetings with the San Diego Unified School District to begin working toward achieving success with fair payment policies at the local level. Although this won't happen overnight, we are looking forward to a successful outcome.

I would also like to mention that ASA's education committee has done a great job this year by offering a variety of topics, such as interactive seminars, keynote speakers and social events, all focused toward allowing face-to-face interactions with educational takeaways.

The month of July is also a good opportunity to become involved and serve your chapter. Experience is not required to participate, and your involvement will help bring fresh new ideas to the ASA committees. Start by becoming a member of a committee where you have an interest, knowledge, and/or experience.

Your involvement will undoubtedly help the association and its members grow and stay informed on the latest developments in the industry, while providing networking opportunities that foster successful relationships.

General contractors are continually looking for ways to grow business and highlight company capabilities to potential clients. ASA is here to help GCs achieve just that! Our goal is to determine what the subcontracting community can do to help our customers build successful projects.



Frank Robledo
ASA President
frbledo@dyna-sd.com

► Ready to take Frank's advice?

Join an ASA committee! Our Membership, Awards, and Economic Development and Government Relations committees are especially seeking new volunteers – with no experience or special expertise required.

If you think you might be interested, you can learn more about all of our committees [here](#). If you're ready to jump in, you can sign up for the committee of your choice [here](#).

► Construction Expo 2016 –coming soon

Find out about San Diego's preeminent construction-focused procurement event [here](#). And plan to attend!

► Well, shoot! This was a sell-out hit

We always encourage you to **sign up early for ASA events**. Right now, 85 people are really glad they took that advice when they registered for the 4th-annual Sporting Clay Competition.

This quick-to-sell-out event featured perfect weather (arranged by the ASA); nearly 60 incredible raffle prizes; a grand prize of a \$1,000 Turner Outdoorsman gift certificate donated by **Rossin Steel**; and a whole lot of friendly competition and fun.



A huge thank-you was earned by the seven major sponsors whose support helped make this such a great event.



- Bergelectric
- Chula Vista Electric
- Dynalectric San Diego
- Makita
- Sunstate Equipment
- Rossin Steel
- University Mechanical

A special thanks also goes to ► Turner Outdoorsman, a tremendously generous supporter of our Shooting Clay Competition.

► Go for it!

Did you know you can promote your company with **FREE ADVERTISING** in San Diego's leading construction magazine?



Simply volunteer to be featured in an ASA display ad in CNV. Dan Vincent of Jobsite Supply Co. did. [Check him out here](#), and contact [Nancy Grimes](#) to set up your own ad.



We Build Relationships

► Set your sights on this site

Your ASA chapter is offering you an opportunity to promote your business with the introduction of a newly created sponsor page on the ASA website.

For \$250 per year, any member can provide a link to its company website, a few photos depicting their business, and a logo. New members will receive three months of free advertising on the home page, to include a company logo and two photos.

If you would like to advertise on the website, contact [Nancy Grimes](#).