

Hot off the press: If you already use Bluebeam Revu or Autodesk AutoCAD, you're in for a treat. Both software packages rolled out new releases in March – and, Kelar Pacific's Nancy Matus tells us – some of the new bells and whistles will even make your work more fun. If you've been thinking about investing in this software, now might be a perfect time. Read the full article [here](#).

just Briefly

▶ Drone on: Getting an eye in the sky

When we Googled “using drones in construction” to write this article, we got 709,000 search results. Just a couple of years ago, that number would have been in the hundreds.

No question: Drones are one of the most buzzed-about topics in the construction tech world, and with good reason. Construction companies need data, and an aerial view of materials, machinery, and people in motion gives them an important edge.

By analyzing drone imagery, you can optimize grading plans, streamline operations, and identify critical differences between as-designed and as-built site plans. What's more, drones can be outfitted with thermal cameras and used for volumetric calculations of dirt, bio-mass, stone, lumber, and aggregate material stockpiles on the ground.



Yes, drones can provide you with an edge to your business in the field, but, as with most good things, they come with some restrictions that must be observed.

Construction companies are allowed to implement drones without applying for exemptions for basic uses, but there are still strict rules in place for unmanned vehicle flight. If you aren't informed about these regulations, your company can open itself up to significant penalties and risks.

FAA rules mandate that drones weigh less than 55 pounds, stay in the operator's line of sight, be used only during daylight hours, and stay under 400 feet and 100 miles per hour. The drone must be registered and its pilot certified through a test. Although an FAA restriction states that commercial drones cannot be flown over unprotected people, for construction companies, flights over job sites with workers are allowed.

As is true with virtually all new technology, changes to commercial drone rules are likely, so staying current is important.

▶ Strength in numbers

Our ASA chapter continues to grow.

How about reaching out to these new ASA members by welcoming them with an email, a phone call, or a handshake? Click on company names to visit websites.

▶ **BNBuilders** – Adam Gross – 858-550-9433 or adam.gross@bnbuilders.com

▶ **Electrical Sales Unlimited** – Gene Moore– 562-692-2373 or gmoore@esu.com

▶ **ETC Building & Design** – John Mentzer and Lori Copeland – 858-554-1150 or jm@etcusa.net or lcopeland@etcusa.net

▶ **Ickler Electric**– Randy Minnier– 858-486-1585 or randy.minnier@icklerelectric.com

▶ **Unitis** – Chad O'Harran – 858-332-2133 or chad@unitisonline.com

▶ **Walters Wholesale Electric** Troy Ferguson – 858-437-5700 or troy.ferguson@walterswholesale.com

▶ Keep ASA posted

Has any of your contact information changed? Please let us know. And tell us your good news, too! We'll publicize it on the ASA Facebook page or in this newsletter.



▶ It isn't just for breakfast anymore

How long has it been since you've used the ASA website? We mean, *really used it*?

You can check on bidding opportunities [here](#). Or you can find out who are your elected representatives [here](#). Or read summaries of what every ASA committee does – and then sign up to join one – [here](#). Or find resources to answer your questions about labor compliance [here](#).

Well, you get the idea. Our recently revamped and updated website is ready to be your go-to place.

So go to it!

▶ Meeting of the minds

ASA is a member-driven organization, so it's only logical that more collaboration leads to more and better ideas about how to serve the needs of all the members.

With that premise in mind, a special meeting in June will bring together seven ASA committee chairs and the board of directors liaisons for each of their committees. The purpose will be to share information, experiences, and concerns, with the ultimate goal of making each committee function more effectively and efficiently.

Knowledge really is power, and this type of teamwork gives that power to everyone involved.

▶ Your ASA president says ...

At our March board of directors meeting, we reviewed a list of our chapter's most significant recent accomplishments. (You can read them right here.) As I looked through the list, I couldn't help but feel proud of the gains we've made.

But what *really* impressed me wasn't the ASA's accomplishments as much as it was that they never would have been realized without the efforts of dozens of dedicated and energetic volunteers. I am so grateful to be part of an organization whose members actively participate in improving their ASA chapter, their own businesses, the subcontracting community, and the construction industry as a whole.

As my term as president comes to a close, this is the thought I most want to leave with you: **Volunteers can and do move mountains** ... every day. If you're already involved, I thank you; if you aren't yet, I encourage you to make this be the year you jump in.

Frank Robledo
ASA President
frobledo@dyna-sd.com



▶ Drum roll ...

Congratulations go to Ashlynn Ball, who has been promoted to partner at **RBTK**. In her new role, she



manages and leads audit and accounting services for the firm's clients.

▶ Chapter highlights

▶ ASA San Diego has increased its involvement in and financial contribution to ASA of California. Chapter volunteers and staff are currently working on such issues as prompt payment, change order requirements, dispute resolution, retention, and bonding and insurance ... to name only a few.

▶ We've increased our visibility with the Regional Construction Procurement Committee (RCPC), which comprises virtually all public buyers of construction services.

▶ We've launched a new effort, working with Monarch School and other organizations to promote careers in construction.

▶ We've increased networking opportunities by adding the April Gulls game and the June Sporting Clay Tournament.

▶ ASA staff is exploring the possibility of adding more mixers throughout San Diego County, and research is underway to conduct a bowling tournament.

▶ Education workshops, now held monthly, have offered such new topics as BIM, prevailing wage tracker, and tours to job sites.

▶ We've stepped up our efforts to harness the power of social media to present a highly professional picture of ASA San Diego. We've also updated our website to improve its usefulness and functionality.

▶ We've moved our Administrative Assistant, Sharon Jones, to full time, freeing our Executive Director, Nancy Grimes, to devote more time to recruiting new members.

▶ Free! Fame! Free!

ASA runs an ad in *Contractor News & Views* every month that promotes the value of joining our chapter.

When you agree to be the featured spokesperson in this ad, not only do you help the chapter grow ... you get some great free publicity for your own company as well.

This month, Adam Gross of **BNBuilders** – a brand new member – took advantage of this opportunity. (Smart thinking, Adam!) Check out his ad [here](#) and contact **Nancy Grimes** to put your own company in the spotlight.

▶ Score a networking goal

Reservations are still being taken for the April 12 San Diego Gulls Game & Mixer at Valley View Casino Center. Sponsorships are also still available.



The evening will include a private ASA networking event and a slow-cooked barbeque feast in the Center's Stella Artois Lounge before the Gulls beat the Bakersfield Condors.

Both ASA members and guests are welcome to this event.

You can register to attend [here](#). To become a sponsor, contact **Sharon Jones**.



We Build Relationships



ASA events fill up quickly. We encourage you to reserve your spot as soon as possible.

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

APR 12 San Diego Gulls Game & Mixer @ Valley View Center

MAY 5 Spring Fling Golf Tournament @ Carlton Oaks

JUN 23 Sporting Clay Competition @ Lemon Grove Gun Club

JUL 26 Awards & Installation Banquet @ Mission Valley Marriott

AUG 23 Board Strategic Planning Retreat @ University Club

SEP 20 General Contractor & Public Agency Showcase @ University Club

OCT 25 Meet Your General Contractor

NOV 13 Fall Golf Classic @ San Diego Country Club

DEC 7 Holiday Casino Night / Bay Cruise @ Bahia

▶ Change orders: We're on the case

ASAC is sponsoring **California Senate Bill 686**, which tightens up the change order claims process by requiring the existing "meet and confer" meeting between the claimant and the public entity to actually be conducted, rather than merely scheduled. Stay tuned.