

**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.



just

# Briefly

## ► 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!



- 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 year.

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 information-packed evening.

What are you waiting for? RSVP [here](#).

