

Hot off the press: You're considering making an offer of employment, but, before you do, you want to know if the candidate you're considering has ever been convicted of a crime. Seems as though your company application form should ask about this, right? Wrong! Find out why – and what you *can* do in this **article**.



just

Briefly

▶ Sixty-four lucky kids

Sixty-four boys and girls, aged 10 to 18, got to experience the joys of being outdoors and the sport of hunting, thanks to **D.A. Whitacre's** support of the 15th Annual San Diego Junior Pheasant Hunt.



Would you like to support next year's event along with DAW? Contact David Blackston at 619-572-5696 or david@dawhitacre.com.

▶ One lucky city

The City of Chula Vista may not have been Amazon's choice for its expanded headquarters, but the city put itself on the regional and national map to be taken seriously by tech companies nonetheless.



John Moot, **Schwartz Semerdjian Cauley & Moot** partner and former Chula Vista councilmember, has something to say about it in *this Voice of San Diego article*.

▶ Audit phobia?

There's just something about the word "audit." The prospect of a third party poking around your records can be unsettling, even if there's nothing to hide.

Nonetheless, you need to be prepared to prove you're in compliance with contract provisions including safety procedures, immigration requirements, small business and minority set-aside requirements, and prevailing wage laws as evidenced by certified payroll forms. Here are some ways to be prepared.

Know what the contract says. Audit provisions can dictate how often the owner is allowed to audit and what documentation you are required to retain and for how long. Some contracts give the owner rights to audit the project well after it's complete.



To all ye that seek your fortune in the construction business heed our message: HE WHO HAST THE BEST PAPERWORK WINS

Be organized. Good paperwork might include invoices, lien waivers, daily activity and meeting logs, and other project documents. Project management software can help organize and maintain records in one place.

Do a trial run. An audit dress rehearsal can help you be ready for the real thing.

▶ Want to build with the best? Here's how!

Hensel Phelps is consistently ranked among the top general contractors and construction managers in the nation.

This ASA Industry Partner's projects run the gamut from aviation, commercial, education, government, justice, healthcare, and hospitality to infrastructure, transportation, science, and technology.

At our next **ASA Meet Your General Contractor** event, you'll have the opportunity to get to know members of the **Hensel Phelps** 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.

Plus, enjoy food and drink during this networking time!



HENSEL PHELPS
Plan. Build. Manage.

- ▶ April 25 – 5 pm to 7 pm
- ▶ 9404 Genessee Ave., Ste. 140
La Jolla, CA 92037
- Free parking in the lot connected to the office building
- ▶ Members only
- ▶ No walk-ins
- ▶ Get full details and [register today](#).

▶ Sacramento vs. subcontractors

ASA is the only voice exclusively protecting the rights of subcontractors. We are heard loud and clear in Sacramento thanks to the efforts of Skip Daum, our ASAC registered lobbyist.



At ASA's April 18 Legislative Update, Skip will be filling us in on ...

- ▶ **SB 1077** – ASAC's bill to require full, timely and transparent wrap insurance policy disclosures prior to bidding deadlines
- ▶ **SB 721** – A bill to require balcony inspections and repair
- ▶ **AB 2352** – A bill to shorten the construction-defect statute of limitations from 10 to 5 years
- ▶ The changed political environment in Sacramento

You can find event details and reserve your spot [here](#).

▶ We'll blow your horn

Do what **D.A. Whitacre** and **SSCM** did: Send your news to sharon@sandiegoasa.org.



▶ Your ASA president says ...

Hello, and happy 2nd Quarter to you, our esteemed ASA member.

Yep! Talking to *you*. I choose this word, "**esteemed**," wisely; it means valued and appreciated.

And you most definitely are, because your ASA only continues to thrive thanks to your participation, your efforts to bring in others, and your willingness to represent the voice of the subcontracting community.

This thought leads me to another word, "**advocate**." It means to publicly recommend or support. ASA advocates for subcontractors' rights – and we are the only association devoted specifically to that.

Here's another word: "**abrogate**." (My high school English teacher would be very surprised to learn that I'm giving vocabulary lessons here!) Abrogate means to overturn, or rescind, or repeal something ... such as subcontractors' rights.

Our Sacramento lobbyist, Skip Daum, advocates for us, shepherding new legislation that favors us. He also fights to ensure our rights aren't abrogated.

You, esteemed member, have not just the opportunity, but the responsibility, to stay on top of what's happening. And ASA is making it easy for you with the April 18 Legislative Update at the Mission Valley Marriott.

Will I see you there?



Toby MacDonald
ASA President
toby@westernfireprotection.com

▶ Give, get, golf

With the **27th Annual Spring Fling Golf Tournament** just around the corner, now is the time to sign up as a sponsor for this very popular event.

Sponsor support is essential to the success of every ASA event. Without it, we could not begin to bring you the first-class experiences you've grown to expect.



When your company becomes a sponsor, however, you don't merely *give* ... you *get your business noticed* before a well-targeted audience.

We invite you to contact nancy@sandiegoasa.org to get the (golf) ball rolling.

▶ Working with SDUSD

If you have issues, unanswered questions, or concerns regarding **San Diego Unified School District** work, you have two great choices: attend a meeting with school district and ASA representatives, or send your thoughts to ASA Executive Director Nancy Grimes, who will present them on your behalf.

Some items already on the agenda are upcoming bid opportunities, online payment posting, and stored materials.

Why not add your own concerns to the agenda? The meeting will be held April 16 at 2:00 p.m. at 4860 Ruffner Street, San Diego 92111 in MOC Annex Conference Room 1B.

Unable to attend? Email your thoughts to nancy@sandiegoasa.org.

▶ Spend a cool night out; ice is nice

Do you, your employees, and your customers deserve some fun? Yes!



ASA has the perfect answer: Get tickets to the ASA gathering where the San Diego Gulls play the Tucson Roadrunners on April 11.

You can sign up [here](#).

▶ Welcome new members



How about greeting these new members with an email, a phone call, or a handshake? Click on company names to visit websites.

▶ **Anixter** – TJ Jalbert
714-779-0500 or
tj.jalbert@anixter.com

▶ **Life Deck Coating Installations** – Gil Koury – 800-541-3310 or
gil.koury@lifedeck.com

▶ **Mack Packaging** – Shea Kirkpatrick – 760-752-3500 or
shea@mackpac.com

▶ **Performance Contracting** – Anthony Rosetti -- 858-276-7065 or
Anthony.rosetti@pcg.com

▶ **Tri State General Contractors** – Dave Mason -- 760-471-1333 or
danson@tri-stategc.com



We Build Relationships



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

APR 11 San Diego Gulls Game & Mixer @ Valley View Center

APR 18 Legislative Update @ Mission Valley Marriott

APR 25 Meet Your General Contractor @ Hensel Phelps

MAY 4 Spring Fling Golf Tournament @ Carlton Oaks

JUN 29 THIS IS A FRIDAY Awards & Installation Banquet @ Mission Valley Marriott

AUG ASA Board of Directors Strategic Planning Retreat @ University Club

SEP 26 General Contractor and Public Agency Showcase

OCT 24 Meet your General Contractor

NOV 5 Fall Golf Classic @ San Diego Country Club

DEC 5 Holiday Casino Night/Bay Cruise @ Bahia Resort Hotel

▶ No more bidding in the dark!

SB 1077 will require that bid solicitations for public and private projects contain all the terms of insurance that govern the project. The next step is to obtain a bipartisan favorable vote by the seven-member Senate Judiciary Committee.



ASA needs YOU to send a support letter to the Senators. Email nancy@sandiegoasa.org for details.