

## NEWS RELEASE

**American Subcontractors Association**  
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### **ASA-MN Presents General Contractor of the Year Awards**

The American Subcontractors Association of Minnesota (ASA-MN) held its 10th annual awards banquet on Thursday January 28, 2010 at the Mendakota Country Club in Mendota Heights. The event was well attended by many subcontractors, suppliers and general contractors.

The program recognizes top performing General Contractors (**TOPS Award**), scholarships are presented and key ASA-MN members are recognized for their support of the association. TOPS is an acronym which stands for **T**eamwork, **O**pportunities and **P**artnering with **S**ubcontractors; the award is presented to those general contractors who consistently demonstrate TOPS principles in their working relationships. General contractors are selected in two categories; sales under and over \$150 million in sales.

The recipient for over \$150 million in sales was **KRAUS-ANDERSON CONSTRUCTION COMPANY**. Other finalists in this category were Knutson Construction Services and McGough Construction Company.

Kraus-Anderson has been ranked consistently among the top Green Contractors in the U.S. by *Engineering News Record*. For the last 20 years, the company has been leading the charge in sustainable design and construction, including serving as construction manager on 30 LEED projects.

Established in 1897, Kraus-Anderson® Construction Company is one of the nation's premier commercial general contractors and construction managers. Kraus-Anderson ([www.krausanderson.com](http://www.krausanderson.com)) is headquartered in Minneapolis, Minn.

The award for general contractor with sales of under \$150 million was presented to **RJM CONSTRUCTION**. Other finalists in this category were Frana Construction and Greiner Construction.

Also recognized by AIA Minnesota for their collaboration with architects and clients, RJM Construction brings together more than 35 years of experience in new construction, tenant interiors, major remodeling and historical renovation.

From its headquarters in St. Louis Park, Minn., RJM provides pre-construction planning, general contracting and construction management to its commercial, healthcare, corporate (tenant interiors) and community clients. RJM has more than 100 specialized staff members and an annual construction volume of more than \$110 million ([www.rjmconstruction.com](http://www.rjmconstruction.com)).

Nominations for TOPS awards are submitted by subcontractors and suppliers at large; ASA-MN members vote on nominees selecting the recipients. The process is unique in that there is no self nomination or campaigning for the award. Nominees are selected from hundreds of general contractors practicing in the area by subcontractor



from left, Doug Jaeger, Kraus-Anderson Construction, John Lloyd, Lloyd's Construction Services, ASA-MN President, Mike Schmaltz, ASA-MN Executive Director, Craig Francois, Kraus-Anderson Construction



from left, Rick McKelvey and Ted Beckman, RJM Construction, John Lloyd, Lloyd's Construction Services, ASA-MN President, Mike Schmaltz, ASA-MN Executive Director

partners who have a vital interest in a win-win relationship. As criteria in the voting process, general contractors are rated using a variety of performance metrics including; Reasonable Contracts, Promoting Job Safety & Security, Competent Project Managers, Realistic Schedules, Timely Payment, Respect in Negotiations and Change Order Management.

The nominees, finalists and winners represent the best in the industry. They were judged to be so in an objective manner by people who work with them and depend on them for their livelihood. Executive Director Mike Schmaltz said that “It’s no coincidence that the finalists and nominees are among the most successful in the business and that we see many of them re-nominated year after year.”

**SCHOLARSHIP AWARDS**

The ASA mission statement calls to “serve as a steward for the community.” The TOPS acronym holds true as ASA recognized deserving students in the construction trades, team members in years to come. ASA-MN has awarded \$21,000 in tuition dollars since the inception of the TOPS program. ASA-MN President John Lloyd presented three \$750 scholarships to: **Jason Porteous** student of **Anoka Technical College**, to **Dunwoody College of Technology** (recipient to be named by Dunwoody) and **Robert Hatheway** student of **St. Paul Technical College**.



from left, Mike Schmaltz, ASA-MN Executive Director, John Chandler, Dunwoody Technical College, Robert Hatheway, St Paul Technical College, Tim Strand, St. Paul Technical College, Jason Porteous, Anoka Technical College, Steve Senty, Anoka Technical College and John Lloyd, Lloyd’s Construction Services, ASA-MN President

**ASA MEMBERSHIP AWARDS**

Membership milestones awards were presented to acknowledge consistent support of ASA-MN goals and objectives.

***5-Year Membership Award Recipients:***

- Harty Mechanical
- Homeco Insulation
- Lloyds Construction Services
- St. Paul Linoleum & Carpet Co.

***10-Year Membership Award Recipients:***

- Willis of Minnesota

***15-Year Membership Award Recipients:***

- APi Group
- H&B Specialized Products



from left, Gary Farslund, Joe Pohl, Brian Hammel, Andy Anderson, St. Paul Linoleum & Carpet Co., Donna Gulden, Homeco Insulation and John Lloyd, Lloyd’s Construction Services

**ABOUT ASA-MN**

The American Subcontractors Association, Minnesota (ASA- MN) is a non-profit trade Association and has represented specialty trade contractors and suppliers in the construction industry in Minnesota since 1992. ASA-MN is the only construction association that concentrates exclusively on the business issues affecting subcontractors. Its members include both union and non-union firms from every trade specialty. More than 90% of all construction is performed and financed by subcontractors.

ASA-MN represents members with local and state issues and works in tandem with the ASA in Alexandria, VA. on national issues. Its focus is on needed reforms with retainage, prompt payment, lien rights, bidding practices and hold-harmless agreements. Together with its national office, the association offers robust education programs, professional information and support systems for subcontractors.

By advocating fairness as the bedrock principle; the ASA goal is to establish the best possible public and business environment to enable success of all parties in a construction transaction. ###