



ARE YOU GETTING PAID? ARE THE PAYMENTS TIMELY? IS THE CONTRACT LANGUAGE FAIR?



Most subcontractors rate these as their most serious concerns. Subcontractors have no greater advocate than the American Subcontractors Association. *ASA works daily to reduce the impact of those issues.*

WE ARE SUBCONTRACTORS AND SUBCONTRACTORS ISSUES ARE OUR FOCUS!

We work on these issues both in Minnesota and Nationally

In Minnesota

1. ASA renewed and leads the Contractors Bill of Rights Coalition (CBRC), an organization of the largest subcontracting trade associations in Minnesota. Our objectives in fighting together to improve existing law include:

- Forbid contract provisions restricting progress payments
- Require disclosure of payments to contractors (transparency)
- Prohibit indemnity transfer to third parties
- Require interest on retainage
- Remove residential exclusions (**Done in 2009**)
- Improve the effectiveness of liens as a collection tool

2. Best Practice and Education - ASA-MN provides an ongoing series of programs presented by attorneys, accountants and professionals to enhance knowledge and facilitate your success; examples:

- Using the law to get paid
- Understanding contract provisions and negotiations
- Financial management
- T.O.P.S. - Annual recognition of the best general contractors

Nationally

1. Advocacy on national issues including:

- Opposition to the upcoming 3% federal retention requirement
- Fair and effective immigration reform
- Subcontractors legal defense fund - supporting local subcontractors on issues with national impact

2. Reasonable contract documents through the Contractor's Knowledge Depot and Consensus Docs

3. Broad and multifaceted education programs delivered in a variety of formats

4. An incredible array of information and research available on the web

This is just a summary of the high points, there is much more. Your membership will increase subcontractor leverage and enhance your team's expertise - join today!

Jennifer Sahler, President, Dispatch Trucking LLC- "As a small business, I wondered whether joining ASAMN would be a good investment. Now I renew my annual membership without question. As with any business owner, collecting our receivables can be a daily struggle. In the last year alone, the education that I have received, and the connections that I have made, helped me recover over 10 times the dollar value of my membership dues. I wish every business investment had that kind of return!"

Donna Gulden, President, Homeco Insulation, LLC- "ASA changed the way I do business" Donna used the information within the ASA website to improve contracts and her ability to negotiate!

For More Information about Joining ASA-MN Call Today 763-413-0669 or visit www.ASAMN.ORG

ASA-MN

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