



16112 Wake Street NE
Anoka, MN 55304
Ph. 763-413-0669
Fx. 763-413-1131
asamn@msn.com
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The Blue Book of Building and Construction provides regional print and online construction directories, online database, project leads and bid management solutions.

Current services include *free* regional print and online construction directories, *free* use of an online bidding tool, *free* creation of online plan rooms integrated with BlueBeam "PDF Revue" an on screen measuring tool.

Locally associated with ASA-MN, ABC MN, AGC of MN, AWC, CMBA, MMHA among others.

As a privately owned family run company, The Blue Book of Building and Construction began in 1913 serving only New York. Currently available in 37 markets throughout the US, most recently Minnesota. Nationally, home to 300 employees, they set a new distribution record in 2007 with over 755,000 directory copies shipped.

Their mission statement is to provide the most comprehensive and accurate database to the building and construction industry.

Boasting over 1 million company listings/ads, over 250,000 project messages weekly through BB-Bid, the Blue Book has reached over \$100 million in sales.

Look for the New Minnesota Blue Book to be available in hardcover by January 2009! Search online today at www.thebluebook.com or for more information contact Kevin Douglas at 952-831-0142.

News to Know...

Commercial Flooring Services, LLC, ASA-MN member, is pleased to announce the addition of Tonya Baker to our sales staff. Tonya brings an extensive design and sales background to our company. Her design skills will provide a tremendous value added service to all of our clients looking to create that perfect office environment.

Upcoming Events

Education: Topic TBA
April 24, 2008 8:00-10:00 am,
Mendakota Country Club

AMERICAN SUBCONTRACTORS ASSOCIATION
NATIONAL AFFILIATION



Committed to Quality
Subcontracting

SUB-NEWS

The Voice of Subcontractors

Volume 12, Issue 35

Quarter 1, 2008

ASA-MN Presents General Contractor of the Year Awards

The American Subcontractors Association of Minnesota (ASA-MN) held an awards and recognition program on Thursday January 24, 2008 at Hillcrest Golf Club of Saint Paul. The annual program entitled "ASA-MN's 8th Annual General Contractor of the Year, Scholarship and Membership Excellence Awards Dinner."

Prior to announcing the awards, ASA-MN member, Viracon, gave a special presentation on their highest profile project, the Freedom Towers in New York City.

The program included an introduction of the general contractor finalists for ASA-MN's 2007 T.O.P.S. award. The T.O.P.S. award recognizes general contractors who embody working relationships that illustrate Teamwork, Opportunities and Partnering with Subcontractors.

We are pleased to announce:

2007 General Contractor of the Year Recipient-Under \$150M

GUNDERSON CONSTRUCTION, INC.

Finalists: Lund Martin Construction Inc., The Bainey Group Inc.

2007 General Contractor of the Year Recipient-Over \$150M

MCGOUGH CONSTRUCTION COMPANY INC.

Finalists: Kraus-Anderson Construction Co., Weis Builders Inc.



from left: Dick Gunderson Jr, Gunderson Construction, ASA-MN Board Member Ron Johnson, Haldeman-Homme Inc, Tom Hannasch, McGough Construction, and ASA-MN President Patrick Kennedy, Kraus Anderson Insurance



Welcome New Members

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Jake Bauer, Est./Project Manager
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Burnsville MN 55337
952-252-0303
Fax 952-252-0304
jake.bauer@carciofini.com
www.carciofini.com
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763-434-5156
Fax 763-434-5192
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Congratulations Membership Excellence Award Recipients

At the 8th Annual General Contractor of the Year, Scholarship and Membership Excellence Awards Dinner held on January 24, 2008 at Hillcrest County Club of St. Paul ASA-MN members were recognized for their on-going support and commitment to the local construction industry.

5-Year Membership Award Recipients: Parsons Electric LLC and Structural Wood Corporation

10-Year Membership Award Recipient: Advance Shoring Companies

15-Year Membership Award Recipients: CECO Concrete Construction, Collins, Haldeman-Homme Inc., Kraus-Anderson Insurance, Minnesota Elevator Inc, Molin Concrete Products Company, Moss & Barnett P.A, Twin City Tile & Marble Company.



ASA-MN Award Student Scholarships

Also at the January awards dinner ASA-MN president Patrick Kennedy, Kraus Anderson Insurance, awarded \$3000 in scholarship funds to deserving students with construction majors.

Congratulations to the following award recipients:

Dunwoody College of Technology, HVAC Student, Ghricco Harper

St Paul College, Pipefitting Students: Brad Smythe and Chris Lampman

Anoka Technical College: Architectural Drafting Student, Teresa Olberding



Insiders look at Bidding Tools

There are a number of considerations when looking at the various bidding options available to the construction industry. Certainly cost is a factor. Most bidding tools derive revenue by selling the service to both general contractors and subcontractors. Competitiveness has caused a few to offer the service free to general contractors. While each general has a database of subs and suppliers they use, most bidding tools rely on the G.C. to upload that information since they do not have a database. Finding a product that not only has a database, but maintains that information are both rare and critical to assist with feedback and satisfaction, as well as, insure privacy of the G.C.'s information.

Most bidding tools sell the service to subs and suppliers for revenue and that can cause difficulty and dissatisfaction from these companies since they can be forced to "jump thru hoops" or itemize the cost for leads, plan access and use of an online measuring tool etc. Finding a tool that derives revenue from another part of their business can only increase ease of use for the subs and suppliers and that results in increased feedback for the G.C. and overall satisfaction from both parties.

Due to the competitiveness of this industry many bidding services are looking for a longer term commitment from users. Be cautious and look at ALL services before you "sign on the dotted line." Be wary of long term commitments and don't PAY for something you don't have to. Find a company with a DATABASE that also MAINTAINS the database and that does not charge G.C's or subcontractors/suppliers to receive solicitations for bid and it can only improve your satisfaction and results from any bidding service.

This article was written by Kevin Douglas, ASA-MN Member
The Blue Book Building & Construction, 952-831-0142



2007 Revisions to the AIA A201

Submitted by Mary E. Schwind, Leonard, Street & Deinard P.A.

Contractors should be alert to some very significant, recent changes to AIA Document A201 General Conditions of the Contract for Construction ("A201"). The A201 is revised every ten years and the most recent version was released in November 2007. For the first time in 50 years, however, the AGC withheld its endorsement. Instead, the AGC is promoting a family of forms called "ConsensusDOCS." This article will highlight a couple of the most significant changes in the AIA A201 and some of the significant differences between that agreement and the ConsensusDOCS' general conditions.

2007 AIA A201

A. Initial Decision Maker. Earlier editions of the A201 required the Owner and Contractor to refer claims to the Architect for an initial decision, including those alleging an error or omission by the Architect. The 2007 A201 now provides a "check-the-box" option that allows the parties to select an "Initial Decision Maker" **other than the Architect** to make the first call on disputed matters.

B. Arbitration is not mandatory. Parties may now choose arbitration, litigation or "other" for dispute resolution. Arbitration is not mandatory.

C. Limited Financial Information about Owner. Under the 2007 A201, the Contractor has the right to information about the Owner's sources of funds for the project after work commences **only if** the Owner fails to make payments when due, the Contract Sum changes materially, or the Contractor states in writing reasonable concern about the Owner's ability to pay. In earlier editions of the A201, the Contractor was entitled to evidence of financial arrangements for construction at any time.

D. Protection of Subcontractors—and Owner. The 2007 A201 requires the Contractor to pay its subcontractors within seven (7) days after payment by Owner and allows the Owner to issue joint checks to Contractor and Subcontractor if the Architect recommends withholding payment due to Contractor failure to pay subcontractors. The 1997 A201 required the Contractor to pay within a reasonable time after payment from the Owner and was silent about joint checks.

Mary Schwind, lawyer, Leonard, Street and Deinard's Construction Law department, 612-335-1967.

Contractors Bill of Rights Coalition (CBRC) Meeting Highlights

A CBRC meeting was held on March 10 with a majority of the participating associations in attendance.

Legislation: Senator Jungbauer introduced SF 3114 which was reported in the last update. Senators Tomassoni, Bakk, Johnson and Doll joined as coauthors. A house companion bill HF 4029 was also introduced by Rep Larry Howes of Walker. Both bills were referred to committee and are not expected to be heard this session. They are regarded as a starting point for discussions with legislators; improvement or new bills will be developed prior to the next session.

The group reviewed summaries of retainage legislation enacted in North Carolina and a Tennessee bill together with an American Subcontractors Association (ASA) Guide to Retainage Reform, the materials will be used in the development of a plan for Minnesota reform.

Web Site: The ASA set up a website, www.cbrcmn.org to coordinate and advance the efforts of the group. Site content will be constructed as CBRC information and positions develop.

Current members of the coalition include: American Subcontractors Assn of MN, Carpentry Contractors Association, International Millwright Contractors Association (MN), MN Assn of Plumbing-Heating-Cooling Contractors, MN Assn of Residential Subcontractors & Suppliers, MN Drywall and Plaster Assn, MN Electrical Assn. Inc., MN Environmental Contractors Assn, MN Floorcovering Contractors Assn, MN Glass Assn, MN Independent Insurance Agents & Brokers, MN Mechanical Contractors, MN Nursery & Landscape Assn, MN Painting and Wallcovering Employers Assn, MN Utility Contractors Assn., N.E.C.A., Northwestern Lumber Assn, SMARCA of MN, ND, SD Inc., Thermal Insulation Contractors Assn. Next Meeting is Monday, April 14, 2008