



Committed to Quality Subcontracting

# SUB-NEWS

## The Voice of Subcontractors

Volume 15, Issue 47



### ASA-MN Annual Golf Tournament - Great Participation and Great Weather!

June 14, 2011, The Refuge Golf Club, Oak Grove, MN. ASA-MN held it's 12<sup>th</sup> annual golf event. Golfers, volunteers and supporters enjoyed a beautiful day. The weather was fabulous and the change of venue was refreshing. The event was held at The Refuge Golf Club, a change from StoneRidge Golf Club. The course was challenging and the food was exceptional. ASA-MN was very pleased with the number of participating companies who helped in our efforts to raise money for student scholarships and local advocacy.

The tournament's financial success was made possible by the generous participation of companies who provided golfers, sponsorships, prizes and volunteer support. We would like to especially thank volunteers and those providing fun at the holes; John A Knutson & Co. PLLP, Carciofoni Company, Mavo Systems, Lloyd's Construction Services, Comptrol, and our Hole-in-One sponsor Kraus-Anderson Insurance. *(continued page 2)*

### ASA-MN :: 2011 Session Summary

Remi Stone & Nick McNeely ASA-MN Lobbyist

*Editor's Note - The following is a summary of Remi & Nick's very thorough report on the Minnesota 2011 legislative session. Space limitations do not allow full coverage in this newsletter. Please go to our website [www.asamn.org](http://www.asamn.org) and click on the tab ASA in Action to see the complete report and accompanying 2011 - 2012 Bill Tracker.*



Remi Stone  
ASA-MN Lobbyist

### A brief note on the Government Shutdown:

Budget talks looked difficult from the start of session and sure enough they are making history. Problems were predictable in part because Governor Dayton planned on balancing the budget with a tax hike on the wealthiest Minnesotans while at the same time the GOP claimed there would be not tax increases and that the budget would be balanced solely by cuts. As it stands the uncompromising positions have taken control. *(continued page 2)*



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### Welcome New Members

- > **OlympiaTech Electric**, Paul Kosmides, President
- > **Rock On Trucks**, Krystal Vierkant, Owner
- > **The CDC Group**, Jerry Bonrud, Operations Manager
- > **Amerisure Insurance Company**, Sean Pernermon, Core Service Center Manager
- > **Cal-Dak Cabinets**, Melissa Maasjo, Treasurer

### "Thank You" Educational Sponsors



Tautges Redpath, Ltd.  
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*(ASA-MN Annual Golf Event...continued from page 1)*

First place team was ASA member Medina Electrics and included Julie Nielson, Shaun Grecula, and Jason Ianfolla. 2<sup>nd</sup> place was team Kraus-Anderson Insurance.

We had many great raffle prizes and a new prize for “Longest Drive (miles to home),” LouAnne Berg, J&L Steel & Electrical Services, a \$50 cash prize for having the longest drive home, to Menomonie WI. Congratulations to Andy Triplett, Crawford Merz Anderson Construction Co., as the winner of the \$150 cash grand prize. Many golfers were recognized for individual skills and raffle tickets were drawn for more cash and other great prizes.

It was a great day overall, ASA-MN would like to thank our sponsors and The Refuge Golf Club staff for a great event!



ASA-MN President, Tony Grazzini, WTG Terrazzo & Tile, opened the dinner hour with a few comments.



Team Kraus-Anderson Insurance was having a good time and offered up this funny pose!



Team J&L Steel & Electrical Services stopped for a quick photo with ASA-MN Executive Administrator Rocci Lueck (center)



Team Medina Electric took 1<sup>st</sup> place



ASA-MN Executive Director Mike Schmalz and Past President, John Lloyd, Lloyd's Construction Services, pulled numbers for all the great raffle prizes



Dana Krakowski, Mavo Systems, hosted a game at her sponsored hole

Advance Shoring Company  
 Carciofini Company  
 Cedarleaf Cedarleaf & Cedarleaf  
 Cobb Strecker Dunphy &  
 Zimmermann  
 Collins Electrical  
 Comptrol, a div. of Kraus-Anderson  
 Insurance  
 Construction Solutions  
 Dennis Environmental Operations  
 EnviroBate  
 Goliath Hydro-Vac

Hilton Garden Inn  
 HLB Tautges Redpath LTD.  
 Homeco Insulation  
 J&L Steel & Electrical Services  
 John A. Knutson & Co. PLLP  
 Knutson Construction Services  
 Kraus-Anderson Insurance  
 LarsonAllen  
 Mavo Systems  
 McGough Construction Company  
 MCI Paint & Drywall  
 Medina Electric

MG McGrath  
 Midwest Commercial Exteriors  
 Minnesota Timberwolves  
 Parsons Electric  
 Priority Courier Experts  
 Ramsey Excavating Co.  
 RJM Construction  
 Rock On Trucks  
 St. Paul Saints  
 StoneRidge Golf Club  
 Zurich

*(ASA -MN Session Summary cont.)*

Because the legislature has not determined how to fund the state, responsibility has fallen on the court system. Judge Kathleen Gearin has been given charge to define the core government services that will remain operating during the period of impasse. The prison system, the state patrol, portions of Medicare, unemployment benefits and a number of other services will continue to be funded but what about the rest, and where do you fall in this mess?

There is no clear answer to date. But what we do know is that on July 1, 2011 all state contracts are in question and many will be suspended. Many construction projects will likely be stopped or at least hampered; and all levels of construction is subject to the whims of the legislature.

The Minnesota Department of Administration Commissioner has been quoted as saying that “work activity under the contracts as of July 1, 2011 must be suspended, pending authorized appropriations, as will all payments of the state of Minnesota under those contracts.”

The following is the 2011 regular session summary. We were hoping to include a complete summary with a full budget review and related policy provisions. Unfortunately, final details are pending a special session – not yet set – to balance the state’s budget and resolve the miscellaneous outstanding policy issues.

### **2011 Regular Session**

At midnight on May 23, 2011 Minnesota’s legislative session came to a close... without a budget agreement. Indicative of the tumultuous year at the Capitol our elected officials failed to agree on the funding appropriations that sustain our state’s economy, and instead the government closed its doors at five pm on Thursday June 29, 2011. The press moaned, and we might very well begin to see the affects unfold after the 4th. Secret negotiations may have taken us closer to a state budget, but close only counts for so much.

There are many questions that can only be answered in due time, but what we do know is that there were 117 chapters of law sent to the Governor, 23 of which he vetoed including a bill prohibiting residential sprinkler requirements, the manufactured home park water and sewer charge regulation bill, the voter ID bill and eight appropriation bills.

### **ASA-MN Activities**

In 2011, ASA got some spectacular publicity, educated members of the legislature about our objectives, killed a few adverse bills and we increased our presence at the Capitol by getting to know the new legislature while rekindling last year’s relationships. ASA members worked hard and well together to ensure that the legislature knew we are keeping an eye on their activities, and that we would be at the table with ideas and officials if something important came up.

ASA-MN received some spectacular press that identified our concerns and stated our position publicly. That publicity complimented by a noteworthy grassroots campaign helped bolster ‘the voice of subcontractors.’ It takes time, but our message becomes more articulate and effective as we build on a requisite foundation.

This year ASA-MN introduced into the house and the senate, the Business-to-Business Accountability bill (HF 590 / SF 859) as well as the Retainage bill. ASA’s concentrated effort and consistent presence at the Capitol, regular meetings with legislators and attendance at industry rallies have helped to secure a seat at the table within the construction industry.

*As mentioned at the outset of this article - please see the full report on our website. It contains details on specific new laws affecting various subcontracting specialties; vetoed legislation and carryovers.*



### **ASA Victories**

Enacting legislative change is a tedious consuming process. It makes you want to throw in the towel because it seems that larger and more powerful interests always win. I like to keep an eye on other ASA Chapters to see what they have accomplished. Construction laws vary from state to state but the fundamental issues are similar and they face the same adversaries. Knowing what they have been able to achieve makes our Minnesota objectives seem reachable. Some recent highlights:

### **Texas**

Subcontractors in Texas will have more assurances they will be paid for their work, more confidence in the integrity of the bidding system for public work, and fewer concerns about risk-shifting on projects, thanks to five ASA of Texas-supported bills signed by Gov. Rick Perry (R) on June 17.

**Bid Shopping** - To increase the quality of construction services the state procures and to combat the practice of electronic “bid shopping,” the legislature passed H.B. 628, which bans the use of reverse auctions on public projects that require a bond.

**Payment Bonds** - S.B. 1048 requires that payment and performance bonds complying with the state’s Little Miller Act be provided on projects funded by public-private partnerships. Payment bonds will provide the construction subcontractors working on these projects with assurance in case of payment default by prime contractors, while performance bonds will protect taxpayers when contractors fail to properly complete the project.

**Indemnification** - H.B. 2093 dramatically limits the ability of the parties on construction projects to transfer risk to subcontractors when subcontractors are not at fault. It bans broad-form indemnification in private and public construction contracts (except municipal public works, oil field and residential construction)

**Lien Deadlines & Form Standardization** H.B. 1390 defines a deadline for lien claims for retainage, clarifying that subcontractors have 30 days from completion of their work to provide lien notices to owners. H.B. 1456 creates statutory lien waiver forms, both conditional and unconditional, for progress payments and final payment on construction projects. As a result, subcontractors and their clients will spend less time developing and interpreting an unpredictable patchwork of lien waiver forms.

## **Pennsylvania**

**Limit on Excessive Damages for Joint and Several Liability** - A new law in Pennsylvania will help keep some subcontractors from having to pay excessive damages. On June 28, Gov. Tom Corbett (R) signed legislation S.B. 1131 that requires a responsible defendant to pay only its share of damages when found jointly and severally liable — as long as the responsible defendant is found to be less than 60 percent at fault. Previously, each defendant could be held responsible for the total verdict, regardless of the proportion of liability attributed to each defendant.



## **Annual Meeting & New Board of Directors**

ASA-MN held its **Annual Meeting** in the Conference Room at John A Knutson & Co. in St Paul, MN on May 18. A number of members attended for lunch, to hear a report on activities during 2010 - 2011 and plans for the coming year. ASA-MN continued to increase activity during the last year conducting more educational programs and fostering greater legislative involvement than ever before. Highlights include:

- Introduction of Legislative Bill HF 590 **Truth-In-Construction-Financing**
- Introduction of Legislative Bill HF 589 **Retainage In Escrow & Released Accountability**
- Blocking SF 387 - It would have removed design professionals from additional insured requirements. A difficult insurance situation would be even worse for subcontractors
- New - Construction Practices Meetings - seven held during the year
- Education - “CCLD Enforcement Services Unit Manager Charles Durenberger
- Education - “Selling to the Construction Industry” with Joe Egan
- Education - “Sales & Use Tax in Construction” with Teri Grahn
- Education- “Using the Law to Get Paid” with Aaron Dean
- TOPS Program
- Gubernatorial Forum - August 25
- Building Jobs Coalition
- Indemnification & Self Performance Work Group Activity

## Officers and Board for 2011 - 2012

Position	Term	Name	Company
President	2011-2012	Tony Grazzini	WTG Terrazzo & Tile
Vice President	2011-2012	Jeff Meek	John A. Knutson & Co. PLLP
Past-President	2011-2012	John Lloyd	Lloyd's Construction Services Inc.
Treasurer	2011-2012	Jennifer Sahler	Dispatch Trucking
Secretary	2011-2012	Angie Stanton	C&S Blacktopping
Chapter Attorney	2011-2012	Curt Smith	Moss & Barnett P.A.
Board Member	2011-2013	Kelly Alexander	Premier Restaurant Equipment Co.
Board Member	2010-2012	Aaron A Dean	Fabyanske, Westra, Hart & Thomson
Board Member	2011-2013	John Ferguson	Floyd Total Security
Board Member	2011-2013	Donna Gulden	Homeco Insulation, Inc
Board Member	2010-2012	Patrick Kennedy	Kraus-Anderson Insurance
Board Member	2011-2013	Paul Longsdorf	HLB Tautges Redpath LTD.
Board Member	2010-2012	Laura Moore	RJF Agencies
Board Member	2011-2013	Steve Schlitz	Minnesota Exteriors, Inc.
Board Member	2010-2012	Steve Singer	Pipeline Supply

Contact information for all Officers and Board Member can be found at [www.asamn.org](http://www.asamn.org)



From left; John Lloyd, Jennifer Sahler, Tony Grazzini and Jeff Meek



From left; Patrick Kennedy, John Ferguson, Steve Schlitz, Kelly Alexander, Paul Longsdorf and Aaron A. Dean



### ASA-MN Member Survey Results

ASA core objectives are well known - they draw subcontractors to join and get involved in the effort to improve our working environment. The ASA Mission, formally stated, is "To provide a forum for the improvement of the business condition of its members through education, legislative activities, and other united and cooperative actions for the betterment of the construction industry."

Put into practical terms, our activities focus on helping members get paid, manage risk, learn "best practices" and grow their businesses. We need to continually fine tune our activities to keep aligned with evolving needs and the changing business environment. To better do that, we conducted a short survey of members at the end of June. We were happy with the response and we learned things that will help us keep our activities aligned with your needs.

#### What we learned:

- Member Training Needs Identified
  - 1 Contracts (34%)
  - 2 Understanding the law (25%)
  - 3 (Tied) Sales & Marketing (14%) and Business Finance (14%)



KRAUS-ANDERSON INSURANCE

PATRICK D. KENNEDY | VICE PRESIDENT

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 MAIN 952.707.8200  
 TOLL FREE 800.207.9261  
 FAX 952.890.0535  
 EMAIL PKENNEDY@KAINSURANCE.COM

- Best Days and Times for Meetings
  - 1 Wednesday (69%)
  - 2 Tuesday (61%)
  - 3 Thursday (44%)
- Best Times for Meetings
  - 1 Early Morning 7:00 - 9:00 a.m. (69%)
  - 2 Late Morning 10:00 - 12:00 a.m. (33%)
- Member use of resources available from ASA-HQ is not strong.
- Communications - The volume and frequency of both ASA-MN and ASA-HQ (National) were deemed to be “Just Right” with email as the overwhelmingly preferred method (94%) of getting information.
- The three most important accomplishments of 2011 - 2012:
  - 1 Indemnification - blocking the removal of design professionals additional insured requirements (48%)
  - 2 Introduction of the Retainage Bill HF 589 (45%)
  - 3 Initiation of Construction Practices Meetings (40%)

There were a number of comments and suggestions that we will consider as well. President Tony Grazzini commented that “We must make sure that we are focusing our attention on these member needs when working on specific ASA-MN programs, legislative agendas etc. The Officers, Committees and Board will be reviewing the full survey as we plan for the future. Congratulations to Jody Swanson, Ironwood Companies as the winner of the survey drawing.



## Data Retention

Jeff Meek, John A. Knutson & Co.



We are often asked the open ended question “How long do I need to retain my records?” Unfortunately, this is a complicated question with potential legal ramifications. The IRS, Department of Labor and many other organizations have regulations that establish guidance. However, it is up to you to determine if it is in your best interests to simply meet the minimum requirements or if the data is valuable to your business and should be kept for longer periods of time.

It is also important to remember that certain data needs to be retained permanently and may help show you complied with applicable laws. This includes, but is not limited to, tax returns, certain insurance records, purchase documents for real estate and investments, and corporate business records including minute books, bylaws and legal correspondence.

Electronic information can facilitate following a retention plan if the data is organized in a meaningful manner. This would allow you to easily purge data from the system according to your retention policy as time passes. Document management software will have features to prompt you to timely purge files based upon their assigned properties. However, very few small businesses are truly “paperless”. Therefore, paper files must be managed appropriately as well.

We’ve learned through discussions with attorneys and others that the best plan is to establish data retention policies for all your data types and follow those guidelines consistently. If done properly and maintained consistently on an annual basis, you should find that you lower your cost of maintaining this information and limit your exposure to legal issues.

We can offer general guidance which has been established by gathering information from various sources. However, guidance from any source should be reviewed with your legal counsel to assure that it meets minimum standards for your business. Please contact us if you would like additional information.

## Subcontractors Mourn Loss of ASA President Timmy McLaughlin

NEWS RELEASE, June 14, 2011

ALEXANDRIA, Va. — The American Subcontractors Association and construction subcontractors across the country are mourning the sudden loss of 2010-11 ASA President Timmy McLaughlin, who died Thursday, June 9, 2011, of a heart attack in Charleston, S.C. McLaughlin, 62, of Goose Creek, S.C., was general manager of Austin Construction Company Inc., a site work contractor in Summerville, S.C. McLaughlin worked in site utility and site work construction for 30 years in the Charleston area.

McLaughlin participated in ASA for more than 20 years and was elected to the ASA board of directors in 2004. As ASA president, McLaughlin presided at meetings of ASA's board of directors, Executive Committee. He served as the principal spokesperson for ASA.

"We will miss Timmy's leadership, his kindness, his humor and his friendship. We will miss him dearly, and express our heartfelt condolences to his family," said Kerrick Whisenant, Cornerstone Detention Products Inc., Tanner, Ala., who succeeded McLaughlin as ASA president. "Without a doubt, Timmy will be sorely missed among our fellowship of subcontractors across the country. He led ASA with a passion for our mission and a heart for our cause. His example leaves a legacy that we can all strive to match."

Through the years, McLaughlin served on many ASA committees. Previously, he served as vice president and president of ASA of the Carolinas and on the ASAC board of directors. McLaughlin was a community leader, formerly serving on the board of directors for the Coastal Carolina Council of the Boy Scouts, where he also served as chair of the Training Committee. He was a recipient of the Silver Beaver Award of the National Council of the Boy Scouts of America.

A funeral mass was held Monday, June 13, 2011, at Immaculate Conception Church in Goose Creek, S.C. Burial took place at Holy Cross Cemetery in James Island, S.C.



### A 3-Step Process to a Successful Data Backup Strategy

Jeff Meek, John A. Knutson & Co. & Dave Bell, Cyber Solutions



We all know that backing up computer data is critical to business continuity in the event of a technology failure. This knowledge, however, is worthless without action. Clients too often believe they have successful data backups only to discover they were not adequate in the event of a failure. The design of a successful data backup strategy can be broken down into three steps: systematic process review, communication and continuous testing.

**Systematic Process Review:** The first step is understanding what needs to be protected. Because information technology (IT) systems and programs are constantly changing, a systematic process review needs to occur, including what data is utilized and where it is stored. As an example, the use of laptops has made data more portable, but also more susceptible to loss. Project managers, field supervisors, salespersons and management may be storing data on laptop hard drives that may only periodically be connected to the network when a backup takes place. In addition, the backup may not even be designed to include the portable data even when the laptop is connected. Unfortunately, this is a very common scenario.

**Action Plan:** We advise having each of your employees

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document the programs they use over the course of a month and reviewing that information with your IT expert. The backup plan can then address all the required data and allow proper documentation of a complete backup process. This step should be repeated as new technologies or data procedures are introduced.

Communication: In the second step, problems are a bit more difficult to identify. When a backup plan is initially established by the owners and those charged with IT responsibilities (whether internal or external), it is often not written and not comprehensive. The various responsibilities of the plan are often verbally communicated and the employees continue to do what they believe they were told until a failure occurs. Everyone likely thinks all employees involved in the backup are fulfilling their responsibility and the plan is successful. However, it is common to see backup failures where each person in the office thought someone else was responsible for an aspect of the backup plan that went unperformed; the result is lost data.

*Action Plan:* Document your data backup plans and be very clear about all the responsibilities. The purpose is to make the system clear in the planning stage to avoid a disaster, not to point fingers if one happens.

Continuous Testing: The third step can be the most difficult to accomplish, but it is also the most critical to the success of your solution. A typical backup will include a notification feature that indicates the success or failure of the backup. Unfortunately, this notification provides a false sense of security when a success is reported. A more important question is "Could the data be successfully restored?" To answer this question, periodic testing of the restore process needs to occur. For example, a backup may choose certain drives and files each time the process is completed. If data is saved to a different location on the system, it may not be included in the backup.

*Action Plan:* Periodically a restore function from the backups should be performed, testing random files from each application and data type to ensure the restoration of functioning data. Prioritize your data and test your restores according to the priority level of each category of data. The test restore should include users working with the restored files to ascertain they are fully functioning. Simply seeing that the data file appears to be present is not enough. It isn't uncommon to have the file look correct only to find it isn't functioning for the end user. As a precaution, most backup solutions will allow you to restore to an alternate location for testing. Other solutions provide a full test environment (via virtualization) where all data can be restored and tested as needed.

You know that data backup is an important business strategy and now is the time to act on that knowledge. This 3-step process can be utilized regardless of the backup solution being deployed. No solution is 100% fail-proof, however, following the simple guidelines identified above will give you a high degree of confidence that your backup will save the day should you ever need it.

## **Aaron Dean Chairs the MSBA Construction Law Section**

ASA Board Member Aaron Dean has been elected as the Chair of the Minnesota State Bar Association (MSBA) Construction Law Section. The Section is composed of attorneys in the field of construction and related areas of the law. The group works to enhance the skills of Minnesota lawyers practicing in the area and serves as a liaison with other parts of the Bar Association and the public. The Section presents a continuing education program that covers both legal and non-legal topics such as construction risk management for owners, trends in construction, risk transfer, and public bidding.



In June Mr. Dean served as the host of the Minnesota State Bar Association's Annual Symposium for the Construction Law Section "Federal Contracting Symposium," (Minneapolis, Minnesota, June 10, 2011). He is a frequent speaker at industry events on a wide variety of issues and most recently presented "Bid Terms, Contract Terms, Payment Remedies, and Proposed Legislation," for ASA-MN in St. Paul (February 24, 2011). He is a shareholder at Fabyanske, Westra, Hart & Thomson and in addition to serving on the ASA-MN Board

and Government Affairs Committee he is a member of the ASA national Attorneys Council. Our congratulations to Aaron on this most recent achievement and we thank him for his continuing service to subcontractors and the industry at large.

## **Carciofini Company One of the Top 10 Veteran Owned Business**

Heather Grazzini, Vice President Administration for Carciofini Company announced that they were recently recognized as one of the top 10 Veteran Owned Businesses by the Minneapolis/St. Paul Business Journal. With over 35 years of experience in the Joint Sealant industry Carciofini Company they provide installation service of caulking, firestopping, expansion joint systems, and coatings.

Carciofini is known as an industry technical expert and as a resource customers can count on when in need of advice. Carciofini projects include Mayo Clinic Northeast, Bloomington Orthopedic Center, Pointe Condominiums in St. Paul, Gateway U of M, U of M Translational Research Facility and the new Twins Target Field. The company is active in wide range of construction and community organizations including the Minnesota Concrete and Masonry Contractors, the Minneapolis and St. Paul Builders Exchanges, Bloomington Rotary, Seratoma Clubs and many others.

ASA-MN congratulates Carciofini on achieving yet another distinction.

## **New Member Cal-Dak Cabinets faces massive challenges due to flooding in ND**

Things have been very chaotic in Minot this past month. Half of Cal-Dak's employees were evacuated from their homes. The business was without phone/internet/fax for over a week, and they still have to boil water before consuming it. The disaster halted production and the company is working feverishly to catch up. Of those who remained in their homes, they took days away from work to help others evacuate and most of us are housing families in our homes.



### **ASA's "Focus for Success"**

ASA's 2011-12 webinar series will feature eight webinars on timely topics:

- "Managing Change Orders," Sept. 13, 2011.
- "Bid Shopping and Bid Peddling: What the Law Does — and Doesn't — Say," Oct. 11, 2011.
- "Seller Beware! Why You Need to Know Your Customer Before Signing the Subcontract," Nov. 8, 2011.
- "Insurance and Surety — Emerging Risks for Subcontractors," Dec. 13, 2011.
- "Recovering Your Overhead Costs," Jan. 10, 2012.
- "Selling Your Construction Services," Feb. 14, 2012.
- "Purchase Orders: How to Wage and Win the Battle of the Forms," April 10, 2012.
- "The Science and Art of Getting Paid," May 8, 2012.

To register for these webinars, visit "Register for an Event" on the ASA Web site.



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## JOIN YOUR FELLOW MEMBERS OF ASA-MN IN SAVING ON FUEL!

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**Don Keis...952-830-8889 or 1-800-745-7411 ext 8889**

#### **Application Instructions:**

1. Go to [www.holidaystationstores.com](http://www.holidaystationstores.com)
2. Click on the Fleet Tab
3. Click on Association Member Login
4. Enter User Name **ASAMN**
5. Enter Password **5365**
6. Select "Fleet Application"

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## INVITATION TO MEMBERSHIP\*

\_\_\_\_\_ YES, my company, operating primarily as a Subcontractor or Supplier/Service Provider, hereby applies for membership in the American Subcontractors Association of Minnesota (ASA-MN).

*Company Name:* \_\_\_\_\_

*Representative:* \_\_\_\_\_

*Address:* \_\_\_\_\_

*Phone:* \_\_\_\_\_

*Fax:* \_\_\_\_\_

*E-mail:* \_\_\_\_\_

*Website address:* \_\_\_\_\_

What is your primary area of interest with ASA? Education, Gov't., Networking, other? \_\_\_\_\_

*Please indicate the type of membership you are applying for:*

\_\_\_\_\_ *Active Subcontractor or Construction Supplier\* Annual Dues \$825\*\**

\_\_\_\_\_ *Professional Service Provider\*, Annual Dues \$1000\*\* (any firm or individual who is not an active subcontractor or supplier)*

*Describe your specific business for the directory* \_\_\_\_\_

*What is your primary NAICS code* \_\_\_\_\_

Annual membership is from July 01 through June 30. The first year is payable in full upon application. Credits for partial year applications will be applied at renewal.

\_\_\_\_\_ Check enclosed payable to ASA-MN

\_\_\_\_\_ I would like to pay by credit card: \_\_\_\_\_ VISA \_\_\_\_\_ MC \_\_\_\_\_ AMEX

Name Credit card \_\_\_\_\_ # \_\_\_\_\_

Expiration \_\_\_\_/\_\_\_\_ CID # \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

*Signature:* \_\_\_\_\_

*With my signature I agree to receive faxes and emails regarding ASA and ASA-MN.*

*Title:* \_\_\_\_\_

*Date:* \_\_\_\_\_

*Who introduced you to ASA?* \_\_\_\_\_

**Thank you for your support! Please return the application to:**

American Subcontractors Assoc. of MN (ASA-MN)

16112 Wake Street NE Anoka, MN 55304 - Office: 763-413-0669 Fax: 763-413-1131 - info@asamn.org

www.asamn.org - national affiliate www.asaonline.com

\*\*Membership dues include optional \$50 contributions to the advocacy and scholarship funds. With my renewal I agree to receive faxes and emails regarding ASA and ASA-MN. 77% of your investment is deductible as a business expense. ASA estimates that 23% of dues are not deductible due to lobbying activities on behalf of ASA's members.

\*Architects, engineers, general contractors, construction managers and construction owners are not eligible for membership in ASA.



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**Mark Your Calendars for our next  
Construction Practices Meeting  
Thursday, September 22**

### Thank You Renewing Members!

- |                                 |                                   |                                  |
|---------------------------------|-----------------------------------|----------------------------------|
| Advance Shoring Company         | Goldleaf Financial, Ltd           | Midwest Commercial Exteriors     |
| Allweather Roof                 | Gresser Companies                 | Molin Concrete Products Co.      |
| Amerisure Insurance Company     | H&B Specialized Products          | North Country Concrete           |
| APi Group                       | Hammargren & Meyer P.A.           | Northland Concrete & Masonry Co. |
| Artcraft                        | Harty Mechanical                  | Parsons Electric                 |
| Cal-Dak Cabinets                | HLB Tautges Redpath LTD.          | Premier Restaurant Equipment Co. |
| Carciofini Company              | Homeco Insulation                 | Ramsey Excavating Co.            |
| CECO Concrete Construction      | Innovative Surfaces               | RJF Agencies                     |
| Cedarleaf Cedarleaf & Cedarleaf | J & L Steel & Electrical Services | Rock On Trucks                   |
| Collins Electrical              | John A. Knutson & Co. PLLP        | St. Paul Linoleum & Carpet Co.   |
| Commercial Flooring Services    | Kraus-Anderson Insurance          | The CDC Group                    |
| Crocus Hill Consulting LLC      | Langford Tool & Drill Company     | Tri-State Drilling               |
| EnviroBate                      | LarsonAllen                       | VIRACON                          |
| Fabyanske, Westra, Hart &       | Mavo Systems                      | Wenger Corporation               |
| Thomson P.A.                    | Max Steininger                    | WTG Terrazzo & Tile              |
| Floyd Total Security            | MCI Carpet One                    |                                  |
| Gilbert Mechanical Contractors  | Medina Electric                   |                                  |



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