



*Committed to Quality
Subcontracting*

SUB-NEWS

The Voice of Subcontractors

Volume 15, Issue 49



Indemnification Developments

A recent email to all members from ASA-MN called attention to recent indemnification developments - The Minnesota Court of Appeals ruled that that a subcontractor (L.H. Bolduc) was **not negligent** for damages on a construction project. **They then ruled that Minnesota statutes and the subcontract's indemnity clause made Bolduc 100% liable for the financial damages.** The ASA-MN obtained permission to file an Amicus Brief in support of the subcontractor. The AGC of Minnesota has also obtained leave to file an Amicus Brief against the subcontractor, and will argue that this a "Freedom to Contract" issue.

This issue is critical for all subcontractors. ASA-MN led the way in the fight to eliminate the indemnification loophole last year at the legislature; we are going back in 2012. Information on what we are doing follows immediately below and on our website. You will also be able to hear about the issue at our January 24 Construction Practices Meeting.



Mark your calendar now and plan to attend the ASA-MN annual TOPS awards dinner. We will be celebrating our 21th year as Minnesota's voice of residential and commercial subcontractors with awards to contractors, scholarship presentations and recognition of member distinction. We enjoyed record attendance at a fun evening last year with over 130 in attendance. The event will be bigger and better this year - don't miss it! Registration forms in rear of newsletter.

*January 26, 2012 - 4:30 pm
Mendakota Country Club
(please note the early start time)*



Upcoming events

- **Jan. 24 Construction Practices Meeting (CPM), Introductory topic-indemnification, insurance & legislative issues**
- **Jan. 26, Annual TOPS Awards Banquet**
- **February 23 Education: Contracts 101 presented by Aaron Dean**
- **Feb. 28 CPM**
- **March 1-3, ASA National Conference, Texas**
- **March 27 CPM**
- **April 18 Education: Seal the Deal**
- **Apr. 24 CPM**
- **May 9, Board & Annual Meeting Lunch**
- **May 22 CPM**
- **June 13, Golf at StoneRidge**

All events are subject to change, visit our website for most current information on events, www.asamn.org



Announcing our Newest Members! *(listed in order of joining)*

- Ryan Electric, Mike Ryan, President
- Beupre Aerial, Don Beupre, President
- M.B.E. Inc, Bob Perry, President
- Safety Signs, Jay Blanchard, Vice-President
- T-Chek Systems, Jon Wanderie, Manager
- LH Bolduc, Robert Werness, Owner
- Curb Masters, Linda Hubbard, Office Administrator
- Northern Dewatering, Laura Hayer, Vice-President
- Hansen Concrete, Trevor Hansen, Owner
- Finance & Commerce, Steve Jahn
- Advantage Scaffold & Ladders, Scott Ingalls, President



ASA Legislative Update: Session 2012

December 2011

The 2012 Legislative Session starts January 24, 2012, and hard economic times remain a challenge for the state. That said the state's November budget report from Minnesota Management & Budget has some good news. Minnesota ended 2011 with an unexpected budget surplus of \$876,000,000. Most of this surplus comes from reduced spending in human services and higher than expected income tax collections. Unfortunately, all that money has been effectively spent because the legislature is legally required to use it to replenish the State's depleted fiscal reserves.

Going into 2012, in addition to addressing the state's budget woes we expect to see the Legislature grapple with systematic changes to the operation of government through redesign and innovation, health care, K-12 policy and funding, and, potentially, gaming and the Vikings stadium.

ASA's 2012 Legislative Goals

Making changes to construction financing and contract requirements are some of the ways ASA is working to counteract the current poor economic environment and make long-term improvements for subcontractors and suppliers. At the Capitol, ASA is seeking fundamental changes to Minnesota's construction statutes to make business practices more equitable.

ASA's primary legislative goal for 2012 is Indemnification Reform: changing the inequitable insurance & indemnification laws that subcontractors face today. Currently, a loophole in Minnesota Law ensures that subcontractors will be forced to insure and indemnify everyone on the construction site - for everyone else's negligence. Accordingly, this year ASA will build on its coalition with other key industry members to pursue legislation to change this Minnesota law. In times like these, everyone needs to pay their fair share, and no more.

Our main focus is Indemnification Reform, but nothing is off the table when it comes to making the business environment fair for all players in the construction industry. Other goals on the legislative docket include getting a hearing on our Business-to-Business Accountability Bill (B2B) & our Retainage Bill. These bills, if passed, will help subcontractors get paid for the work they have done as well as manage their risk more effectively.

Special Items of Interest

ASA Member in the News: "Blue Print of a Bust" highlights Hansen Concrete and the payment problems affecting subcontractors today. Follow the story: <http://kstp.com/article/stories/s2366187.shtml?cat=5>

Code Adoption: The Minnesota Department of Labor and Industry (DLI) will begin the long process of updating and adopting the 2012 State Building Code. The advisory committee will listen to input from stakeholders. The entire process is scheduled to finish in July 2013.

ASA's Supreme Court Amicus: ASA will submit an amicus brief to the Supreme Court of Minnesota supporting the subcontractor's position in the L.H. Bolduc Case that deals with subcontractors insuring everyone on the job. The case summary follows this article. Learn more: <http://www.asamn.org/OurPriorities.htm>

Help your business and ASA by taking these 3 simple steps:

- Go to the ASA website: <http://www.asamn.org/index.html> You will find materials on one or more issues affecting you. Pick one and read the materials - Indemnification, Business Accountability, or Retainage.
- Engage and educate other subcontractors using ASA's advocacy materials.

- Call your Representative and talk to them about how the issue affects you. Click on the link below and enter your zip-code to find your Representative: <http://www.gis.leg.mn/OpenLayers/districts/> For more information, contact Nick McNeely at nick@crocushillconsulting.com or 651.206.6753.



Bolduc Indemnification Case Summary: Engineering and Construction Innovations, Inc. vs. L.H. Bolduc Co., Inc., A11-159, (Minn. Ct. App. 9/6/11)

Background: Owner Metropolitan Counsel Environmental Services (MCES) hired Frontier Pipeline as the prime contractor for a construction project. Frontier subcontracted with Engineering and Constructions Innovations (ECI) to complete a portion of the project. ECI then subcontracted Bolduc to “furnish, drive and remove metal sheeting to and from the project.”

Contract & Insurance: By contract ECI agreed to pay Bolduc \$32,513.29 for its work. In addition, ECI’s Commercial General Liability Policy required Bolduc to carry insurance covering ECI. In order to obtain the job, Bolduc complied and purchased the extra insurance required by ECI.

Damages & Litigation: In 2007, ECI discovered damage to the pipeline laid by Frontier Pipeline. Under ECI’s contract with MCES and Frontier Pipeline, ECI had to repair the damage immediately. ECI completed the repairs for the total cost of \$235,399.89. ECI informed Bolduc and Bolduc’s insurance company (Travelers) of the damage, demanding payment.

Although ECI was required by contract to pay Bolduc \$32,513.39 for its work, instead ECI subtracted the \$32,513.29 it owed Bolduc from the \$235,399.89 that it cost ECI to repair the pipeline. Under this math, ECI insisted that Bolduc in fact owed ECI \$202,826.60.

Travelers refused to pay for the damage, claiming the insurance policy did not cover these damages. ECI then sued Bolduc and Travelers for the pipeline repair costs. The parties went to District Court where, in a bifurcated trial, the issues of fault and damages were decided.

Zero Fault: The jury found that Bolduc was not negligent and that ECI was not entitled to any money for its loss resulting from damage to the pipeline. ECI appealed to the Minnesota Court of Appeals.

Minnesota Statute & The Minnesota Court of Appeals: On appeal, the Minnesota Court of Appeals determined that Bolduc was not negligent. However, the Court found that the MN Stat. § 337.02, designed to prevent the transfer of liability was rendered inapplicable because of MN Stat. § 337.05 – the exception to the rule. Under this ruling and because of Minnesota Statute, Bolduc became 100% responsible for another’s negligence.

Consequence of Ruling: As is typical in construction projects, in this situation liability was effectively transferred downstream between four parties (owner to prime contractor to subcontractor to sub-subcontractor). The result is that the smallest participating subcontractor in the construction project is being forced to insure and indemnify everyone else working on the Project.

And even though Bolduc was found 0% negligent by a jury, they are being held 100% liable for damage caused by someone else’s negligence. Bolduc was going to make less than \$33,000 for their work. Now, because of a statutory loophole, they have to pay more than \$235,000 for a mistake that was not theirs.

Today, MN § 337.02’s anti-indemnification protection is totally worthless in preventing Broad Form Indemnification. In fact, the Minnesota Appeals Court acknowledges this flaw when it stated, “that the narrow exception appears to have swallowed the rule.”

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Please Join Us at the

American Subcontractors Association Construction Practices Meeting

Tuesday, January 24, 2012

**7:45 a.m. Registration - 8:00 a.m. Start
Coffee & Refreshments will be Served**

The American Legion
200 Lilac Dr, Minneapolis, MN 55422-5121
(763) 377-4252

No Cost to Attend

No Cost to Attend

ASA-MN holds Construction Practices Meetings monthly between September and May.

Construction Practices?

Construction Practices Meetings are an opportunity for subcontractors and suppliers to discuss issues and problems that affect them. We start with an introduction and short discussion of select topics then go into a Construction Practices Interchange (CPI) where subcontractors can exchange information on contract issues, payment practices, and credit a legal manner. We will have an attorney present to moderate and advise on legal issues.

Introductory Topic - Indemnification, Insurance & Legislative Issues

- Patrick Kennedy of Kraus-Anderson Insurance will describe insurance concerns you should have in layman's terms
- ASA chapter Attorney Curt Smith will follow with information about how this affects you - the subcontractor as demonstrated in the recent Bolduc case.
- ASA-MN lobbyists will follow up on how we are working to change the law

Ask an Attorney

Chapter Attorney Curt Smith will be available to monitor the CPI process and comment on questions and legal aspects of the discussions. ASA member attorneys are construction specialists with years of experience.

Register Now

There is no charge to attend this meeting but it is important that you register by responding with the names of those planning to come. Attendance is by invitation and to ASA Members, Subcontractors & Suppliers. If you have an interest in attending please call or email Mike Schmaltz as listed below.

Please respond by phone or email with a list of those from your firm that will attend to: Mike Schmaltz, mikes@asamn.org - 612-598-1753.

To get to the American Legion - from 394 go north on 100 - Take the Glenwood Ave exit toward Hennepin County 40 - turn left at Glenwood Ave (heading east) - Turn left at Lilac Drive N.



Pete Sedarski Joins J&L Electrical

November 2011, Hudson, WI, J&L Electrical Services is pleased to announce a new member of the electrical team.

Pete Sedarski, Project Manager and Estimator has joined the J&L team. Pete began his electrical



career in 1977 after finishing school at the University of Wisconsin Eau Claire. He has worked on, managed and estimated projects from commercial to industrial to highway heavy. Pete prides himself on his ability to create and maintain positive working relationships with general contractors, unions, and the end user. He offers a wide range of electrical skills and a broad education in the management area.

"We are very excited to have Pete on our team," commented LouAnne Berg, Owner, J&L Electrical Services, "He offers the highway heavy experience we've been looking for to broaden our platform we offer our clients."

The electrical division offers industrial, commercial, institutional and highway heavy electrical services and has a proven safety record. For more information please visit www.jles.us.

Congratulations! **Congratulations to ASA Member Krystal Vierkant & Rock On Companies** by Jayne Fontaine

Krystal Vierkant is celebrating her 10th year in business as a Minnesota premier aggregate hauler. She is a forerunner for young women in the pursuit of business ownership in the field of Highway Heavy Construction. She has taken Rock On Trucks from one truck and trailer to 6 separate Minnesota businesses in one of the toughest economic times in our history.

Under her leadership Rock On Trucks has worked on nearly every high profile construction project in Minnesota during the last 10 years. Krystal purchased her first truck and trailer on August 11, 2001 one month before 9/11.

In her first 5 years in business Krystal grew Rock On Trucks into 5 separate Rock On Companies with a 10 million dollar revenue. By her 7th year she had added 2 more support companies and had seen a steady increase and climb for 7 straight years. Rock On Truck services have expanded into Wisconsin, Iowa, North and South Dakota.

Krystal has been the recipient of numerous professional achievements including: the Minneapolis St. Paul Business Journal Best Young Entrepreneurs Award 2010, Success Inc. 2008 Minneapolis St. Paul Business Journal 25 Women to Watch Award, President of the Association of Women Contractors 2005-2006

Last November Krystal ran into a 22 year old single parent whose 4 year old daughter was diagnosed with a rare terminal skin cancer. The doctors had sent her home with little or no hope for treatment. Krystal learned that she was driving her daughter from Sauk Rapids, MN to the U of M with a car that had no heat, bad tires and a troubled transmission. Krystal immediately picked up her cause. She used her personal and company resources, knowledge of business, connections and organization skills to help meet the needs of this young mother and child.

Krystal called local business owners and friends and found donations to hold at a silent auction a week later. The event was held at The Rock On Christmas Party and was a major success. Rock On Companies is



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committed to holding a silent auction yearly to raise funding to help those less fortunate facing catastrophic illness in the community.

Congratulations to Krystal and Rock On for 10 successful years as a woman owned DBE.



WTG Terrazzo & Tile Celebrates 10 Years

WTG Terrazzo & Tile, Inc., would like to announce their 10th Anniversary of being in business. WTG incorporated September 2001 in Burnsville, MN. And since 2001, has completed thousands of successful projects throughout Minnesota, and neighboring states. WTG looks forward to continuing to serve our clients in 2011 and for many years to come; by hard work, dedication to our customers, and a constant desire to complete quality installations that our clients can enjoy for many years to come.

In addition, they recently completed 38,000 square feet of terrazzo flooring at the newly opened Judge Ronald N. Davies High School in Fargo, ND.



Nine Ways to Lower the Cost of Employer Sponsored Health Care

Compiled by Patrick D Kennedy, VP Kraus-Anderson Insurance

Here are 9 tips to help you take care of both your employees and your bottom line.

1. Know your company's claims data

Employees with modifiable health risks [that's medical conditions that result from an unhealthy lifestyle and that can be corrected with healthier habits] account for at least one-quarter of all medical expenditures, according to the Minnesota Department of Health. Knowledge of which health risks are within your employee population is a good first step toward forming education and wellness programs to help employees bring those risks (and, ultimately, your health costs) down. It is worth your time to become familiar with your company's claims analysis and tracking data; which brokers often provide to customers at no cost. Claims data can reveal a variety of company cost drivers, which can then be used to develop a menu of cost controlling solutions.

2. Help Employees to become educated health care shoppers

In Minnesota, consumer-driven health plans currently account for about 30 percent of the state's employer-based health insurance. A consumer-driven health plan is any plan that makes it the consumer's financial prerogative to shop around for the best value in their medications and care. One example is a high-deductible health plan paired with a Health Savings Account or HSA. It features lower monthly premiums than traditional health plans, and the HSA component allows employees to deposit a portion of their pre-tax income into an account for future health expenses. The idea is that higher deductible increases accountability for out-of-pocket health expenses, thus, motivating the employee to search for the best value. Shopping smart for prescriptions and care, however, requires education. The Minnesota Council of Health Plans reports that cheaper, generic alternatives are available for about 80 percent of all brand-name prescription medications. Encourage your employees to take advantage of the medical cost comparison websites available online. A recent search on Medica's online cost comparison calculator, Main Street Medica, reveals that while Target Clinic averages \$66 to treat an ear infection, Park Nicollet Health Services averages \$181. Blue Cross/Blue Shield's Care Comparison Tool reveals that, in fall 2010, hip replacement surgery cost \$18,346 to \$23,587 at United Hospital, while the same surgery cost between \$28,830 and \$34,070 at Woodwinds Health Campus just a few miles away.

3. The Power of "preventive care"

For Minnesota companies with fewer than 50 employees, preventive care is covered at 100 percent. Many large groups also have this coverage, including those with HSA or Health Reimbursement Account plan components. While preventive care varies by gender and age group, typically covered services include routine eye exams, annual physical exams, prenatal/postnatal care, mammograms, immunizations and well-child care. Prevention also takes the form of work-site wellness programs, many of which can be offered free of charge using tools and incentives provided by the health insurance carrier. "There are so many employers that don't know what all is

available for them and, as a broker, I feel like that's my job," to make them aware of carrier based work-site wellness resources, says Kelly Brenna, Director of Human Resources and Benefit Services at Kraus-Anderson Insurance. "[Many carriers] help you break it out by the quarter, decide what you should roll out, how you should roll it out, et cetera. They have posters, they have gift cards that employees get back — and the employer doesn't pay a dime."

Medica and HealthPartners, for example, both offer telephone-based smoking cessation coaching, and a \$20 credit toward monthly membership dues at any fitness club for employees who meet the minimum requirement of eight or more workouts per month. Medica also provides gift cards to employees as incentives for taking a health assessment or participating in custom-tailored online fitness programs.

HealthPartners' Healthy Discounts program encourages good habits by offering discounts at local retailers for such products and services as exercise or fitness classes, snowboard and ski equipment, Weight Watchers and spa services.

Blue Cross and Blue Shield of Minnesota helps employers begin a "do campaign" at work. The do campaign's mission is to encourage 30 minutes of physical activity each day to lower health risks like high blood pressure and obesity. Blue Cross and Blue Shield's online tutorial includes step-by-step directions, examples of sample work-site campaigns and printable posters that employers can post around their work sites.

Kraus-Anderson Insurance also provides a step-by-step manual to help businesses start a wellness program, and will even guide employers through the first year, helping them form a wellness committee and use the tools provided by their insurance carriers.

The Minnesota Department of Health estimates that companies with work-site wellness programs can expect to gain a return on investment of between \$3 and \$6 for every dollar spent — even if those dollars don't come from their companies.

4. Offer more than one Plan

If your company employs more than five people, you typically have the option to offer more than one insurance plan. Offering one traditional plan and one high-deductible plan can result in significant cost savings for the company. The savings from offering multiple plans can be as high as 30 percent, because the employer's premium will remain constant with the high-deductible plan and the higher premium plan's expenses will be passed on to those employees who choose it.

A choice of plans can also result in higher benefit satisfaction among employees, which can help to retain a talented workforce. According to a 2010 survey conducted by the Society for Human Resource Management, benefits were the second-most important factor in job satisfaction, topped only by job security.

5. Understand your Broker's commission

Kelly Brenna says commission rates are standardized by the insurance carriers for companies with 50 employees or fewer and cost about \$19.50 per member per month. But large group commission rates vary greatly because they can be decided upon between the carrier, broker and employer group, ranging from a flat monthly fee to a certain percent of the premium.

6. Manage how you shop your Insurance Program

Your insurance broker should help market your business to other carriers at a time that allows for thoughtful consideration of all alternatives – which is not at the last minute. Additionally, you should coordinate the marketing



KRAUS-ANDERSON INSURANCE

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FAX 952.890.0535
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review process with planned claims within your employee base. As an example, if your renewal date is April 1st and someone has a planned surgery, birth or other major medical expense coming up in February or March, potential carriers will look at those assumed claims costs. It would be better to go to market for quotes ahead of planned claims such as in January or February; or when the situation is over and done with — maybe May or June.

7. Health Advocacy Services – worth the money

Health advocacy services give every employee over-the-phone access to a health insurance expert. This expert can provide answers to any kind of insurance question and will also help facilitate between appropriate parties, on behalf of your employee, to help resolve any insurance issue that arises - which prevents stress, saves time, which of course, saves money. Ask your broker about offering a discounted health advocacy service, which can then be added to your employee benefits plan.

8. Manage stress with Employee Assistance Programs

Many employers don't realize that they have an Employee Assistance Program (EAP) available to them. They are provided by your carrier and are commonly free! EAPs offer employees guidance on any number of matters they may be facing inside or outside the office, from a conflict with a coworker or a question about insurance coverage, to locating child-care services, or seeking help for depression. EAP services typically include access to consultants by telephone, online tools and resources, and even face-to-face visits with health benefits counselors to help employees sort out short-term problems.

Kelly Brenna also recommends dedicating a bulletin board to physical and mental wellness resources that can be updated by the broker or the company's wellness committee. She says having a single place where employees can turn for information can help to keep stress and worry at bay.

9. Vary premiums based on health status

Currently, employer-based insurance plans allow companies to vary the cost of their premiums by as much as 20 percent based on the health of each employee. In 2014, health care reform will increase the maximum spread to 30 percent, which could further motivate your employees to get healthy.

Depending on your employee base, however, premium reductions are not always the biggest motivator. Kelly Brenna recommends working with your broker to offer discounted premiums or other incentives for employees who take a health risk assessment and go to a preventive care appointment. "Every company is a little bit different," Brenna says. "We have a client in northern Minnesota that was going to give a premium reduction and couldn't get as much participation, so they decided to give employees who did their health risk assessments and preventive appointments a gas card, because most of the people who work there drive trucks. They couldn't use it for cigarettes or anything, it had to be for gas — and the employees were ecstatic. That was an incentive that was specific to that company that got the employees excited."



First-Ever GC Expo at ASA Business Forum and Convention 2012 -- A Special Event You Won't Want to Miss

ARCO, Alberici Constructors, BL Harbert International and Clark Construction Group are just a few of the general contractors that will be on-hand for subcontractors to meet during ASA's first-ever GC Expo on March 1 during the ASA Business Forum and Convention 2012 in San Antonio, Texas. It will be an exciting opportunity for subcontractors to meet and network with national and regional GCs and to learn about upcoming projects.

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The ASA Business Forum and Convention will take place March 1-3, 2012, at the Hyatt Regency San Antonio Riverwalk, located just across from the historic Alamo. Participants will have two half days and one full day of education programs to learn about “hot” topics, including “Building a Sales Network That Produces,” “How to Find, Court and Work for the Best Prime Contractors,” “Controlling Your Operating Costs,” “How to Work Your Booth at a Trade Show” and “Costly Insurance Mistakes to Watch Out For.”

The convention schedule also incorporates free time, allowing registrants expanded opportunities to network and explore the historic city.

Register online now or visit www.asaonline.com and select “Register for an Event” to download the registration form. Early registration prices are: \$825 for members by Jan. 28, 2012, or \$925 after Jan. 28, 2012. Executive directors, spouses, guests and other registrants from a company that is already registered pay \$725 by Jan. 28, 2012, and \$825 after Jan. 28, 2012. ASA has negotiated a discounted nightly room rate of \$189 (single/double) for rooms on the nights of Feb. 28, 2012, through March 3, 2012. This rate is available until Jan. 28, 2012. Prices and availability are not guaranteed after that date. To make reservations, call (888) 421-1442 and ask for a room in the American Subcontractors Association room block, or reserve online through the Hyatt Regency San Antonio Riverwalk.



ASA's 1st National Construction Best Practices Awards

In March 2012, the American Subcontractors Association will present the first-ever ASA National Construction Best Practices Awards recognizing prime construction contractors that have demonstrated their commitment to superior business practices such as:

- Maintaining safe project conditions.
- Planning and scheduling that reflects the input of subcontractors.
- Prompt processing of change requests and payment applications.

Receive National Recognition from ASA

ASA will recognize National Construction Best Practices Awards recipients at a ceremony in conjunction with the ASA Business Forum and Convention, March 1-3, 2012, in San Antonio. ASA will also announce the award recipients to its national database of contacts throughout the construction industry.



NLRB Extends Deadline for Displaying New NLRA Posters

The National Labor Relations Board has extended to Jan. 31, 2012, the deadline for employers to display posters notifying employees of their right to organize. The NLRB postponed its original Nov. 14 deadline “to allow for enhanced education and outreach to employers.”

The new rule requires all private-sector employers, including employers with or without union work forces, subject to the National Labor Relations Act to display posters in “conspicuous places, including all places where notices to employees are customarily posted.”

ASA member Faith E. Harrison, Esq., Harrison Law Group, Towson, Md., discusses the new requirement in an ASA “Legal Insight” video available on the ASA Web site.

For more information, visit the NLRB’s Frequently Asked Questions page or contact the agency at questions@nlrb.gov or (866) 667-NLRB.

Do you have a potential member you want us to follow-up on?

Forward contact information to our Business Development Director
Fred Wessman, 612-236-5108, email fredw@asamn.org



*The American Subcontractors Association of Minnesota
cordially invites you to attend the*

***Annual Contractor of the Year,
Scholarship and Membership Excellence Awards Dinner***

January 26, 2012

Mendakota Country Club

Social Hour 4:30 pm

Dinner 5:30 pm

Program 6:30 pm

Introduction of ASA-MN Board of Directors

Introduction of TOPS Award Finalists

Scholarship Presentations: Anoka Technical College, Dunwoody College of Technology, St. Paul College

Membership Excellence Awards

TOPS Awards for Commercial and Residential Contractors

Members/Nominees/School Reps. \$75 @ - Non members \$95 @ Mendakota Country Club
Sponsorships available at \$250, \$500, \$750 2075 Mendakota Drive, Mendota Heights, MN
Guests Welcome - Business Casual Attire ph. 651-454-2822 www.mendakotacc.com

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*Please respond by
January 13th, 2012*



Name(s) of Attendees	Per person \$75/\$95	Table of 8	Sponsor \$750/ \$500/ \$250
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Ph: (763) 413-0669 Fx: (763) 413-1131 E-mail: info@asamn.org www.asamn.org



Annual Contractor of the Year, Scholarship and Membership Excellence Awards Dinner


Sponsorship Opportunities

About the event...

The TOPS award recognizes contractors who embody working relationships that illustrate **T**eamwork, **O**pportunities and **P**artnering with **S**ubcontractors. Several awards will be presented based on contractor sales volume and type of construction.

ASA-MN Members will be recognized for their on-going support and commitment to the local construction industry through their membership with ASA-MN. Awards will be given to 5, 10, 15 and 20 year club inductees.

In addition, construction industry students have been selected based on several criteria and will be presented with tuition scholarships at the event.

	Platinum	Gold	Silver	Bronze
TOPS Package	<input type="checkbox"/> \$1500 	<input type="checkbox"/> \$750 <ul style="list-style-type: none"> • Champion Level Reservations for 4 • Logo signage large • Event advertising logo large 	<input type="checkbox"/> \$500 <ul style="list-style-type: none"> • Leadership Level Reservations for 2 • Logo signage medium • Event advertising: logo medium 	<input type="checkbox"/> \$250 <ul style="list-style-type: none"> • Advocate Level Name only signage • Event advertising name only

Respond NOW for Maximum Advertising Benefits - Deadline to participate is 1/6/12



YES, We would like to Sponsor the ASA-MN Contractor of the Year Awards Dinner

Name of Contact		
Company		
Street Address	City, State, Zip	
Email		
Phone:	Fax:	TOTAL DUE

Mail Sponsor Form and Remit Fee by 1/6/12 to:
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 for a *Special Event...*
January 26, 2012!
 See inside for details...



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