

**Hot off the press:** With the construction industry booming, temptation can be strong to bid on several projects at once, which can stretch your surety bond lines to the limit. There are several practical steps you can take to raise your limit and continue taking up new projects. Read what our ASA experts have to say in this [article](#).



just

# Briefly

## ▶ Your ASA president says ...

Our annual Board of Directors Strategic Planning Retreat began with reports from six active ASA committees.

Let me tell you, listening to these reports was inspirational! What can I say? The 53 ASA volunteers who sit on committees are heroes as far as I'm concerned. (As an aside, we're always looking for more heroes.)

While every committee deserves huge accolades, I'd like to pay special attention in this limited space to just one: the Education Committee.

Perhaps you've noticed that this committee has raised the bar on the quality of seminars and workshops ASA has offered recently and has planned for the near future.

The goal is to add real value to your association membership by giving you access to necessary and useful training and information - *and by subsidizing part or all of the cost for ASA members.*

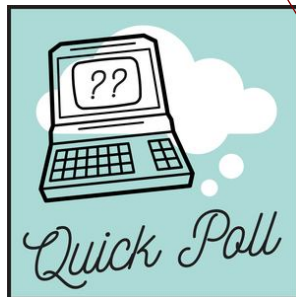
Our first discounted offering, Bluebeam Revu Training, sold out in the blink of an eye. Our second will be *free* Sexual Harassment Training on Oct. 4.

I, for one, can't wait to see what the Education Committee has in store for us next.

Toby MacDonald  
ASA President  
[toby@westernfireprotection.com](mailto:toby@westernfireprotection.com)

## ▶ What's your most pressing local issue?

Your ASA Board of Directors desires to focus the association's energies and resources on a single local issue that most affects the subcontracting community.



What's keeping you up at night? What do you wish the ASA would work to improve?

### 1 Getting paid

### 2 Staffing during a labor shortage

3 Something else - tell us what  
Text 1, 2, or 3 to Diana Clark at 619-847-9619 to make your opinion count.

## ▶ Give a little to get a lot

How would you like your company to enjoy a **whole year of free membership** in ASA?

Bring in three new members in a fiscal year (July through June). Give Executive Director Nancy Grimes the names of potential members; she'll take it from there.

When they join, you win!

## ▶ Build with the newest ASA Industry Partner

Safety, integrity, respect, stewardship, family, excellence and fun - these are the values that define our new Industry Partner, **Ryan Companies**.

The 80-year-old company has grown to be a national leader not only in construction, but in architecture/engineering, development, real estate management, and capital markets as well.

At our next **ASA Meet Your General Contractor** event, you'll have the opportunity to get to know members of the **Ryan** team and strengthen your working relationship with this industry leader. You'll engage in open dialogue regarding operational, contract, or payment issues in an informal and productive atmosphere. This is also where you can learn about upcoming bid opportunities and current projects.

Plus, enjoy food and drink during this networking time!



- ▶ October 23 - 3 pm to 5 pm
- ▶ 4225 Executive Square Suite 370 La Jolla, CA 92037
- ▶ ASA members only
- ▶ No walk-ins
- ▶ Get full details and [register today](#).

## ▶ Down but not out in Sacramento

No doubt you've heard that SB 1077 bit the dust in the face of an onslaught of late opposition in Sacramento. This ASAC-sponsored bill was meant to ensure that bidders could understand their exposure and future liability before submitting a bid.

**We have not given up.** This issue is vitally important, fair, and sensible. The effort to push this through may well begin again in January..

Your personal contribution as a member of the ASAC Government Relations Committee will help pave the way toward future success.

The next ASAC GRC teleconference will take place on October 4 at 12:00 p.m. To receive the call-in number and passcode (available to ASA members only), contact [diana@sandiegoasa.org](mailto:diana@sandiegoasa.org).

## ▶ Here's a great way to promote your business



See [this](#)? "Hot off the Press" is where we publish articles written by ASA members who have important, helpful information to share with all of our readers ... and who, in doing so, get their name in front of a great audience.

You can submit your article for consideration [here](#).

## ▶ Shirts fly away

When the homeless kids who attend Monarch School need clothing, they "shop" at the Butterfly Boutique.

The store is a place where students can browse and select whatever new items they need, but no money changes hands.



ASA recently donated 50 new golf shirts in small sizes, delivered by Member Services Manager Diana Clark. The shirts were left over from our golf tournaments and had been in storage, just waiting to emerge from their chrysalis.

We're sure the kids will wear them in style ... and we hope they'll grow up to consider careers in the best industry in the world.



If your **GOALS** are to grow your business, strengthen your professional relationships, garner the attention of potential new clients, and support the association that supports subcontractors ...

Then **PLAN** to say 'yes' the next time you see an opportunity **TO SPONSOR AN ASA EVENT**.

## ▶ It's not too late to sign up ... & it's free

Yes! This necessary training, led by Dick Semerdjian of **SSCM**, is being given free of charge for two employees of ASA member companies.

## sexual harassment

in the workplace

UNDERSTAND PREVENT RESPOND

Yes! Thanks to the generosity of **Dynalectric**, we have use of a large-capacity venue with space still available.

And, yes again! The training is this Thursday, October 4, so sign up right away. You can do it [here](#) or you can register by email at [diana@sandiegoasa.org](mailto:diana@sandiegoasa.org).

## ▶ The \$100 winners are ...

These ASA members are flashing \$100 Visa cards that they received because they recommended companies that joined the association.

Scott Hollingsworth of **California Sheet Metal** for bringing in Clark Construction

Kari Kyne of **Kyne Construction** for Southwest Construction Services

Randy Minnier of **Ickler Electric** for Mark Thomas and Associates

Jennifer Hartpence of **Orbit Industries** for Orbit Industries

Toby MacDonald of **Western Fire Protection** for Align Builders

You, too, can win a \$100 Visa card - and we want you to. Simply send names to [nancy@sandiegoasa.org](mailto:nancy@sandiegoasa.org).

## ▶ Welcome new members



How about greeting these new members with an email, a phone call, or a handshake? Click on company names to visit websites.

▶ **Align Builders** - Steve Sherrer 858-800-2531 or [steves@alignbuilders.com](mailto:steves@alignbuilders.com)

▶ **Clark Construction** - Michael Driscoll - 240-319-2684 or [mike.driscoll@clarkconstruction.com](mailto:mike.driscoll@clarkconstruction.com)

▶ **Mark Thomas and Associates** Matt Hamilton -- 760-658-6098 or [matt@mtaee.com](mailto:matt@mtaee.com)

▶ **Orbit Industries** - Jennifer Hartpence - 213-745-8884 or [jenniferh@orbitelectric.com](mailto:jenniferh@orbitelectric.com)

▶ **Southwest Construction Services** - Sam Smith - 619-258-9944 or [sam@swcs-inc.com](mailto:sam@swcs-inc.com)

## ▶ Scroll your way to fame

Have you seen the scrolling row of logos on the ASA website lately? It's an impressive display! Look [here](#).

The logos are from the companies that sponsor our website's maintenance and continual improvements.

New this year is the opportunity for each company that joins ASA to have its logo in the scroll for three months for free. Also new: Any member can elect to have its logo scroll for an entire year for a contribution of just \$250. Email [diana@sandiegoasa.org](mailto:diana@sandiegoasa.org) and start scrolling.



*We Build Relationships*



- ▶ Members-only event
- ▶ Non-members welcome

**OCT 4** ASAC Government Relations Committee Meeting @ Teleconference

**OCT 4** Sexual Harassment Training @ Dynalectric

**OCT 23** Meet your General Contractor @ Ryan Companies

**NOV 5** Fall Golf Classic @ San Diego Country Club

**DEC 5** Holiday Casino Night/Bay Cruise @ Bahia Resort Hotel

## 2019



**FEB 13** ASA Legal Update @ TBD

**MAR 22** Sporting Clays Tournament @ Lemon Grove Gun Club

**APR 10** San Diego Gulls vs San Jose Sharks @ Valley View Casino Center

**MAY 3** Spring Fling Golf Tournament @ Carlton Oaks Golf Club

**JUL 19** Installation & Awards Banquet @ TBD

**AUG 21** ASA Board of Directors Strategic Planning Retreat @ University Club