

AMERICAN SUBCONTRACTORS ASSOCIATION OF COLORADO ~ ASAC

ASAC Mission Statement

American Subcontractors Association of Colorado protects and supports the profitability of our members as we build Colorado

ASAC Vision

To be the united voice for our members, building their sustainable future.

ASAC Values

Fair and ethical business practices
Professional development
Safe and healthful work environment
Industry collaboration

Goal 1: Advocacy

Advocate to protect the rights of subcontractors and specialty trade contractors and improve the business environment in which they operate, before all branches of government and the construction industry.

Goal 2: Collaboration

Encourage collaboration and communication among individuals and entities with similar interests and goals.

Goal 3: Communication

Increase communication with members, prospects and industry groups in a timely, focused, interactive and effective manner.

Goal 4: Education

Provide management and safety education to the construction industry.

Goal 5: Membership

Retain, increase and diversify membership.

Goal 6: Management & Governance

Manage and govern the Association as an efficient, profitable and ongoing business entity.

Address

3575 South Sherman Street, Suite 3
Englewood, CO 80113

Hours

Monday through Friday
9:00 a.m.—4:00 p.m.

www.ASAColorado.com

303.759.8260 fax 303.759.8286

Debra L. Scifo, Executive Director

DScifo@ASAColorado.com

Jamie Martin, Event Coordinator

Jamie@RMSCA.org

ASAC Officers

Carl Cox, President

Excel Environmental, Inc.

Nick Williams, Vice President

Absolute Caulking & Waterproofing, Inc.

Rusty Plowman, Past President

Delta Drywall

Richard Forsberg, Treasurer

Forsberg Engerman Company

Joe Morris, Secretary

Front Range Commercial Windows and Doors

Mark Gruskin, Chapter Attorney

Senn Visciano Canges

Kristen Thomson, Lobbyist

Phase Two Strategies LLC

The ASAC Risk Management Committee is to empower membership to comply with health & safety standards and best practices and assist in the successful creation of a supportive safety culture within their organizations.

Protect the people who make your company successful. ASAC brings the resources to develop and manage an elite safety program. Whether it is education or training, the safety resources to members are continually growing and expanding to meet industry challenges. ASAC has partnerships with industry leaders in safety management, job site protocol and hazard analysis, training and education, and risk management. At ASAC we understand that safety is a partnership and to our members we deliver the resources to create an occupational health & safety environment and cost containment certification.

ASAC Risk Management delivers, partnership with Colorado Safety Association, safety education seminars, Annual Health & Safety Summit, ASAC Work Comp Safety Program, Safety Self Assessment and other safety resources, available in the members only section of the ASAC website, www.ASAColorado.com.



"Someone has to do something. That someone is you, me and everyone in the industry. To that end, the ASAC Risk Management Committee has adopted a mission "to set a new and elite standard of health & safety education for the Colorado construction industry." We secure the venues and provide the education and training content for our members and for the industry as a whole. Our goal is to provide actionable information to each person attending our events."

Nicholas Williams, Committee Chair
ASAC Risk Management Committee
Absolute Caulking & Waterproofing, Inc.
720.981-7390
Nicholas@Absolute-Caulking.com

ASAC MEMBERS ONLY ASAC Safety Program

Consulting & Products

 **Cole-Preferred Safety Consulting, Inc.**
Safety, Loss Control, Risk Management Services
Select Safety Products and Safety Systems Design

 **Preferred Safety Products, Inc.**
Preferred for Quality and Practicality™
Select Safety Products™
Preferred by Craftsmen and Employers™

4785 Elati Street | Denver, CO 80216
(303) 477-8414 | www.preferredsafety.com

Safety Education & Training Resources

 **Colorado
Safety
Association**
Be smart. Get safe.

1114 West 7th Avenue, Suite 150
Denver, CO 80204
303.373.1937
www.coloradosafety.org

2019 Winter Series *'delivered to your inbox' monthly* *download at*



www.ASAColorado.com, Health & Safety

JANUARY 2019

Risk Management | WC Certificates of Insurance
Health Tip | Powerlifting
Accident Prevention | Ladder Safety
Business Feature | Workplace Violence
Subcontractor Point of View | Silica
Wellness Tip | Flu vs Cold

FEBRUARY 2019

Sub's Point of View | 2018 Health & Safety Summit
Put Your Team's Safety on Auto-Pilot
Fitness Tip - Rounded Shoulders
Wellness Tip - Flu Tips
Accident Prevention | Winter Dehydration
Business Feature | Sexual Harassment
Risk Management | Preserving Intoxication Offsets in
Work Comp Claims

MARCH 2019

Sub's Point of View | Crisis Management
Fitness Tip | Lower Back Pain
Accident Prevention | First Day on the Job
Business Feature | Safety Management
Risk Management | Independent Contractor



**ASAC Annual Health
& Safety Summit**
An Investment in Your Future, the Health
of Your Business & the Safety of Your Team

2019 Health & Safety Summit

presented by

Cole Preferred Safety

February 28, 2019
7:00 a.m.—3:30 p.m.

Wagner Rents Training Institute
18021 E. 22nd Avenue
Aurora, CO 80011

- **All Day Snack Bar**
- **Bottomless Coffee Bar**
- **Breakfast**
- **Lunch**
- **Construction Marketplace!**

Bringing industry partners together to create new contacts, learn from common experiences and build future opportunity.

Risk Management Program, *build and protect your business resources.* Nothing is more important than returning your employees home safe at the end of each day! Your personal and professional reputation is at stake. ASAC provides risk management resources to enhance and develop productivity, efficiency and profitability.

Annual Construction Industry & Excellence In Safety Awards Gala, *recognizing and rewarding the industry.* ASAC Members nominate and elect the award winners. This premier networking event is attended by subs, generals, architects, safety professionals, project managers, superintendents and industry professionals.

Annual Golf Classic, *playing that pays big dividends.* The Annual Tournament brings individuals together from across the industry. Don't golf? There are many ways to get your company noticed! The ASAC Annual Golf Classic delivers big on business opportunity.

Partner In Construction Program, *build relationships between subcontractors' and suppliers and general contractors.* Only general contractors referred by members are eligible to join the ASAC Partner in Construction Program. Subs and GCs come together to build effective teams for a profitable and productive outcome through networking, education and open discussion of industry topics.

Business Best Practices, *gain the knowledge and skills from industry peers and professionals.* Networking events that put ASAC subcontractors and suppliers face to face with general contractors, followed by a discussion of industry business practices. Educational resources that support Business Best Practices to include operations, construction management and human resource practices.

Leadership Development, *develop leadership skills through a network of industry professionals and peers.* Board of Directors, Committees, Task Forces and Councils are an excellent way to learn from your peers and industry professionals to access business opportunities and resources.

Annual Texas Hold 'Em Tournament and Drive For The Stars Golf Tournament. Networking events that raise funds for the legislative advocacy work of ASAC. Texas Hold 'Em Tournament is in June and Drive For The Stars Golf Tournament at TopGolf is in November.

Women of Construction Program. Developing programs and benefits for the Colorado Construction Industry to include networking, recognition, training and education.

ASAC Paula Anzell Morris Celebration of Life Scholarship. Two annual scholarships awarded to individuals pursuing a career in the construction industry.



As an associate member and chair to the membership committee I am proud to be part of this great organization. ASAC does an incredible job legislating for the rights of subcontractors and in today's construction climate that is crucial. On top of that, the Association has top tier people in it from all types of industries pulling in the same direction for the greater good. ASAC provides incredible opportunities for advocacy, networking and education. I look forward to many great years as part of ASAC.

Eric Gabrielsen, Chair ASAC Member Experience Committee
CCIG | Eric@thinkccig.com | 720.212.2027

AMERICAN SUBCONTRACTORS ASSOCIATION **ASACOLORADO** MEMBERSHIP EXPERIENCE

ASAC Health & Safety Summit ~ February 28, 2019



Preferred Safety Products, Inc.
Preferred for Quality and Practicality™
Select Safety Products™
Preferred by Craftsmen and Employers™



Cole-Preferred Safety Consulting, Inc.
Safety, Loss Control, Risk Management Services
Select Safety Products and Safety Systems Design



ASAC 36th Annual Golf Classic ~ July 27, 2018

Red Hawk Ridge Golf Course | Castle Rock, CO

FIRST PLACE

Advanced Environmental Consulting

l to r

Nick Williams, ASAC VP, Tim Redmond & Mike Lococo, Owner, AEC,
Mark Cone, Delta Drywall Award Sponsor

ASAC 33rd Annual Construction Industry & Excellence in Safety Awards 2018 | May 5, 2018

2018 Award Winners



ASA Colorado * 3575 South Sherman Street, Suite 3, Englewood, CO 80113 * DScifo@ASAColorado.com * www.ASAColorado.com

Partnership Coalition is a committee that delivers 'big picture' advocacy on behalf of construction subcontractors, its suppliers and partners. This Committee is managed by an ASAC Member in good standing, approved by the ASAC President and managed by Executive Staff.

What is the purpose of Partnership Coalition? The purpose is to launch, build and promote community, industry and advocacy partnerships through its Council and Coalition Members.

What is the Coalition? The Coalition is Partners that contribute to, support and fund the mission and purpose of the Committee.

Industry Partnership

Grass roots partnerships that share common interests

Identifies and develops common interest partnerships with organizations and associations within the construction industry and greater business community.

**Colorado Roofing Association
Rocky Mountain Steel Construction Assn
National Utility Contractors Association
Colorado Real Estate Journal
Trade Craft Industries
FCI Constructors, Inc.**

Community Partnership

Philanthropic & Services Partnerships

Identifies and develops relationships with philanthropic and service organizations to give back to the communities that we draw our livelihood from.

**Crisis Center
Paula Anzell-Morris Celebration
of Life Scholarship
Pinnacol Foundation**

Colorado Contractor Coalition Legislative Advocacy

Partners working together for public policy improvement to the construction industry

Monitors, develops and lobbies legislative advocacy initiatives before state and local governments.

**Scott Deering, Chair
Absolute Caulking & Waterproofing**

The American Subcontractors Association of Colorado (ASAC) takes the responsibility for advocating to the industry, community and public policy makers on behalf of Colorado subcontractors and suppliers.

The Legislative Advocacy Council is:

- THE Voice for Colorado Subcontractors . . . *talking and talking the issues;*
- A Catalyst For REFORM . . . *a squeaky wheel gets the oil, especially when poised for action;*
- BUILDING Grassroots Advocacy . . . *manages the industry's largest database that puts constituents before legislators;*
- THE LEADER in Industry & Legislator Education . . . *weekly education of the issues;*
- ACTIVE in Election Participation & Representation . . . *interviews, endorsements, SUB PAC and Campaign support;*
- SUB-PAC . . . *the political action committee for construction subcontractors; and*
- Volunteer and Contract Lobbying . . . *putting the issues before the policy makers.*



Platinum Partners

Cole Preferred Safety/Preferred Safety Products
Diamond Excavating, Inc.
Forsberg Engerman Company
Tradecraft Industries
Zimkor, LLC

Delta Dry Wall, Inc.
Excel Environmental, Inc.
Front Range Commercial Windows & Doors
Wagner Rents, Inc.

Communication

Colorado Real Estate Journal
ASAC Board of Directors
ASAC Committees & Councils
ASAC Safety Series
asaToday
www.ASAColorado.com
ASAC Facebook
Contractor's Compass
www.asaonline.com
Subcontractor Legal Defense Fund
SUB-PAC

Education

Construction Contracts
Contract Negotiation Tips
HR Risk Management
Business Best Practices
FACE ~ Free Attorney Consultation Events
Risk Management
Education, Training & Resources &
Annual Safety Summit
SUBExcel
Contractors Knowledge Network
Women of Construction
Annual Law Summit

Networking

Business Growth Network
Membership Event
Contractor Breakfast Interchange
Annual Golf Classic
Annual Awards Gala
ASAC Committees & Councils
SUBExcel
Colorado Trade Associations
Health & Safety Summit Vendor Show
Blue Book, GC Showcase
CREJ Conferences

Setting a new and elite standard for management training, advanced business knowledge and best practices along with the highest levels of safety education and practices in the construction industry.

Business Practice Interchange/BPI – *it's easy to get smart.* ASAC provides a forum for the exchange of business information among members. Think...! You estimate factors for labor, material, weather and working conditions when you bid. But, what about the players and payers?

Contractor Breakfast Interchange/CBI – *discover your client opportunities.* ASAC members discover an opportunity to become better acquainted with the premium general contractors in the Colorado construction community. CBI gives ASAC members the venue to learn more about the hosting general contractor and their processes. Ask questions, develop a working relationship and promote your company.

Contract Study – *be your own best advocate in contract negotiations.* Does your contract keep you up at night? Learn about contract terms, risk management, negotiation and profitability. Monthly/hour long education and networking series, facilitated by a construction law attorney of the ASAC Attorney's Council.

FACE (Free Attorney Consultation Event) - *Face time is invaluable time.* Need answers to tough legal issues and concerns? Get invaluable direction from one of ASAC's Attorney's Council Members. This is an exclusive offering for ASAC members only and available by appointment only.

HR Risk Management Best Practices—*managing Employees Your Most Valuable Asset.* Managing employee risk is an ever changing and constant challenge with a direct impact on your profitability. This series is facilitated by an employment law attorney of the ASAC Attorney's Council.

Website – *information when you need it, how you need it.* The ASAC website and member only resources provide the information you need for daily business and construction management. Ask a question, get an answer. Today. Keep in touch through calendars and online registration to ASAC events and activities.

Education provides the opportunity for our membership to change. Change their operating procedures, change their profitability. Change their outlook, change their risk. Change their culture, change their lives....and the lives of those around them.

Jim Rohn reminds us: "If someone is going down the wrong road, he doesn't need motivation to speed him up. What he needs is education to turn him around."



Robb Sterling, Chair, ASAC Business Growth Management Committee
START Lighting
303.525.6079
rsterling@start-lighting.com

ASAC Attorney's Council

Contract Study

Be Your Own Best Advocate

Rapid Fire Legal Presentation

*ASAC Attorneys Council
Legal Firm Member Feature*

Presented at the Member Event by the ASAC Attorney's Council. Attorney member delivers a 15 minute presentation on a pertinent, timely topic impacting the Colorado construction industry.

January 24, 2019

March 28, 2019

May 23, 2019

July 25, 2019

September 26, 2019

Annual ASAC Law Summit

*A program of the ASAC
Attorneys Council*

Delivering to construction business the knowledge, skills and resources to be successful in today's environment

- Contract Knowledge
- Contract Negotiation Skills & Tips
- How to Choose Your Attorney
- Proactive Risk Management

Thursday, April 18, 2019
1:00—5:00 p.m.

Membership Event

Discover Your Client Opportunities

4th Thursday
9:30—11:30 a.m.
Tradecraft Industries
6145 Broadway | Denver, CO 80216

January 24, 2019

March 28, 2019

May 23, 2019

July 25, 2019

September 26, 2019

November 20, 2019



ASAC Attorney's Council

FACE

Free Attorney Consultation Event

A complimentary confidential 30 minute face to face legal consultation with an ASAC member attorney, member of ASAC Attorney's Council on an issue(s) of business/construction or employment law.

ASAC Members Only
Thursday, October 24, 2019

2019 ASAC Feature Partnership



**Colorado
Safety
Association**

Be smart. Get safe.

ASAC Membership = CSA Membership

AGC of America

**Supervisor
Training
Program**



8:00 a.m. 4:30 p.m.

FCI Constructors

4015 Coriolis Way Frederick, CO 80504

2019

February 28, 2019
Unit 6 | Risk Management

March 14 & 15, 2019
Unit 3 | Planning & Scheduling

May 2019
Unit 4 | Contract Documents

ASAC Special Events

**ASAC 6th Annual
Health & Safety Summit**
Thursday, February 28 2019
7:00 a.m.—3:30 p.m.

**ASAC 34th Annual
Construction Industry and
Excellence In Safety
Awards Gala**
May 18, 2019 | 6:00—10:00 p.m.
ASAC 37th Annual Golf Classic
Friday, July 26, 2019
7:30 a.m.—2:00 p.m.

Supporting the Colorado Construction Industry and delivering a return on investment through outcome based benefits and services.

Membership – Just the FACTS

ASAC membership is organizational versus individual. Your membership applies to your entire company; there is no limit as to how many of your employees can become active participants in the association.

ASAC has a membership or partnership that fits your business model and includes ASAC Members, BTAC Partners, Industry Partners, Associations & Community Organizations — specialty trade contractors, general contractor partners, professional associates, professional service providers and vendors to the construction industry as well as trade associations, charity organizations and industry partners.

Return on Investment - Need a reason to join, here are ten of them:

1. Support the construction industry
2. Government advocacy
3. Industry advocacy
4. Networking and construction management
5. Model contract documents
6. Knowledge and information sharing
7. Intellectual capital of subcontractors
8. Education and Business Development
9. Discounts on products and service
10. Professional staff that works for you

Carl Cox, 2019 ASAC President
Principal, Excel Environmental, Inc.

*"Courage is being scared to death,
but saddling up anyway." — John Wayne*



Outcome based benefits – Five ways your business benefits from membership:

1. Improve your company's cash flow by speeding collections and reducing retainage and withholding.
2. Stop absorbing risk you can't control or insure.
3. Improve your understanding of complex contract requirements and brush up on negotiating skills.
4. Increase the visibility of your company so prospective customers can more easily find you.
5. Ensure that the business relationships between you and your customers are positive.



It is with confidence that I say as a member, supplier, associate or partner of the American Subcontractors Association of Colorado (ASAC) you are a part of an organization that boasts the best construction subcontractors in the state of Colorado.

The professional and supplier members and partners are of equal standing in their profession and are here to bring you unparalleled service and products to support you and your business.

ASAC goals require a standard of best practices and conduct to distinguish you from others in the industry. While the quality that the industry has come to expect from our membership can be found outside of ASAC, it is within ASAC that the industry can be assured they are working with subcontractors, professionals and suppliers that are the most ethical, knowledgeable and skilled in the industry.

If you do not find what you are looking for, call me or a member of the staff and we will search out what you are needing and get back with you. Communication and resource development are a strength of ASAC. Combined with our commitment to service, ASAC members receive an immediate return on investment once part of the ASAC community.

Debra L. Scifo, Executive Director
American Subcontractors Association of Colorado

Partnerships that Deliver Benefits

Partnerships are identified, coordinated and executed through the Business Trades Advocacy Committee/BTAC, Industry Partnership Council.



American Subcontractors Association has been a chartered chapter of the National ASA since September 1985. ASA Colorado members are members of ASA National. The benefits of the ASAC and ASA partnership is a great value to members with advocacy at the federal level, Consensus Docs, Contractors Knowledge Network, Subcontractor Legal Defense Fund, ASAdvantage Program and more.



Building Jobs4Colorado coalition is broad coalition of construction design professionals, general contractors, sub-contractors, sub-sub-contractors & owner organizations across Colorado. BJ4C members represent over 4,500 companies, over 1,500 sub-contractors representing tens of thousands of Colorado citizens. BJ4C represents more than 90% of the Colorado construction industry.



Colorado Real Estate Journal, represents the best in a media partner. CREJ an advocate of the Colorado Construction Industry, partners with ASAC to deliver and share the Information and resources through their publications to ASAC members and partners. Through communication, CREJ has information from the voice of Colorado subcontractors and a path to communicate vital information to the construction subcontractor industry.



Colorado Roofing Association's goal is to help homeowners and commercial building owners and managers make informed decisions about replacing and maintaining their roof systems. CRA is a legislative partner and member of the Colorado Contractors Coalition .



Workforce Development Partner| ASAC Member Benefit to retain and attract employees. Everyone deserves affordable legal and identity theft protection. No matter how traumatic or trivial the situation, LegalShield can help. Employer or employee paid , a benefit that is affordable and valuable. Visit www.ASAColorado.com and click on the LegalShield logo on the ASAC website homepage or contact ASAC at 303.759.8260.



National Utility Contractors Association Colorado Chapter is based the sharing of business education and management, networking, health & safety education & training and BTAC partnership. The ASAC and NUCA partnership deliver added value to the respective memberships through advocacy, education & networking.



Tradecraft Industries is a perfect partner to ASAC, committed to supporting the construction industry by making available the tools and resources necessary to grow, develop and manage a successful construction business. Tradecraft Industries is the host of the 2018 ASAC Member Events and education programs . Whether you're an independent contractor just starting out or part of a large, well established company, the community at Tradecraft will help you to innovate, grow and scale your projects in ways you never thought possible.



The Rocky Mountain Steel Construction Association was established in 1993 with the express purpose of "Advancing steel construction in the Rocky Mountain region." The RMSCA endeavors to provide educational, promotional and outreach efforts to the membership and the construction community at large.