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.

ASA Colorado * 3575 South Sherman Street, Suite 3, Englewood, CO 80113 * DScifo@ASAColorado.com * www.ASAColorado.com
The ASAC Health and Safety Committee provides its membership with the resources that are necessary to comply with health & safety standards and helps implement best practices 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 necessary to create an occupational health & safety environment and cost containment certification.


The ASAC Health and Safety 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.”

Kristin White, Committee Chair
ASAC Health and Safety Committee
Fisher Phillips LLLP
303.218.3658 | kwhite@fisherphillips.com
HEALTH & SAFETY EVENTS

HEALTH & SAFETY EVENTS

ASAC MEMBERS ONLY
ASAC Safety Program

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

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

Safety Education & Training Resources

ASAC Membership includes
COMPLIMENTARY Membership in CSA
1114 West 7th Avenue, Suite 150 | Denver, CO 80204
303.373.1937 www.coloradosafety.org

HEALTH LINKS

Become a Certified Healthy Workplace™ and promote Total Worker Health throughout your organization. Perfect for organizations looking to do significant planning or progress tracking. Includes 4 advising sessions. ASAC Member $180 per year!

13001 E. 17th Place., Building 500 B119, Aurora, 80045
contact@healthlinkscertified.org | 1-833-616-0100

June 2020 Fall Prevention Month
#fallpreventioncampaign
#fallpreventioninconstruction

Fall Statistics & OSHA Videos
ASK Sheets
• OSHA Fall Protection Standard Introduction
• Fall Rescue Plan – Things to Consider
• Post Fall Rescue
• Ladder Use Highlights
• Leading Edge Fall Protection

ASK Professional
Toolbox Talks
Fall Prevention Jobsite Signage
Fall Prevention PowerPoint Video
English & Spanish

Fall Prevention at Home
• Ladder Safety at Home

Information and Resources
www.ASAColorado.com, Safety
June 2020 Fall Prevention Month

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

2020 Health & Safety Summit
presented by
Cole Preferred Safety
February 28, 2020
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!

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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
MEMBERSHIP EXPERIENCE

ASAC Health & Safety Summit ~ February 28, 2019

ASAC 34th Annual
Construction Industry & Excellence in Safety Awards
2019 | May 25, 2019

The Roofing Company
Subcontractor of the Year | Under 10 million

Excellence in Safety Award
Diamond Excavating, Inc.

ASAC President’s Award
Mark Gruskin, Chapter Attorney (center)
(l) Robert Levitt, Hudspeth, Inc.
Premier Sponsor
(r) Carl Cox, ASAC President
Excel Environmental, Inc.

ASAC 37th Annual Golf Classic
July 26, 2019
Red Hawk Ridge Golf Course | Castle Rock, CO
1st Place | Holmes Murphy
2nd Place | CRS Insurance Brokerage
3rd Place | Academy Roofing, Inc.

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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.

Associated Wall & Ceiling Industries
Colorado Roofing Association
Rocky Mountain Steel Construction Assn
National Utility Contractors Association
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.

Paula Anzell-Morris Celebration of Life Scholarship

**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, Vice 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.
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.”*

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**Robb Sterling, Chair, ASAC Business Growthy Management Committee**

START Lighting

303.525.6079

rsterling@start-lighting.com
ASAC Attorney’s Council

Contract Study
Be Your Own Best Advocate

Construction Contract Conversation
ASAC Attorneys Council
Legal Firm Member Feature
Presented monthly 3:00—3:30 pm

April 24, 2020
Killer Contract clauses

May 22, 2020
Mechanic’s Liens

June 26, 2020
Business Practice Interchange

July 15, 2020
August 19, 2020
September 16, 2020
October 21, 2020
November 18, 2020
December 16, 2020

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

November 2020

2020 ASAC Feature Partnership

AGC of America
Supervisor Training Program

8:00 a.m. 4:30 p.m.
FCI Constructors
4015 Coriolis Way Frederick, CO 80504

2020 Schedule pending
subject to CDC Guidelines COVID-19

ASAC Special Events
ASAC 7th Annual Health & Safety Summit
TBD 2021

ASAC 35th Annual Construction Industry and Excellence in Safety Awards Gala
TBD 2020

ASAC 37th Annual Golf Classic
Friday, July 24, 2020
7:30 a.m.—2:00 p.m.

Membership Event
Discover Your Client Opportunities
4th Thursday
8:00—9:30 a.m.
Tradecraft Industries
6145 Broadway | Denver, CO 80216

January 23, 2020
March 26, 2020
May 21, 2020
July 23, 2019
September 24, 2020

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
October 2020

ASAC Membership = CSA Membership

ASAC 7th Annual Health & Safety Summit TBD 2021

ASAC 35th Annual Construction Industry and Excellence in Safety Awards Gala TBD 2020

ASAC 37th Annual Golf Classic Friday, July 24, 2020 7:30 a.m.—2:00 p.m.

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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. Learn how to sustain profitability
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

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

Nick Williams
2020 ASAC President
Director of Operations
Absolute Caulking & Waterproofing, Inc.

“Anxiety is the dizziness of freedom.”
Soren Kierkegarrd
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 1966. 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.

Associate Wall & Ceiling Industries is AWCI-Colorado is a trade association representing acoustics systems, ceiling systems, drywall systems, exterior insulation and finishing systems, fireproofing, flooring systems, insulation, and stucco contractors, suppliers and manufacturers and those in allied trades. AWCI is a legislative partner and member of the Colorado Contractors Coalition.

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 2020 ASAC Member Events and education programs.

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.