

## **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](http://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

**Nick Williams, President**  
*Absolute Caulking & Waterproofing, Inc.*

**Carl Cox, Past President**  
*Excel Environmental, Inc.*

**Mark Cone, Vice President**  
*Delta Drywall, Inc.*

**Richard Forsberg, Treasurer**  
*Mountain West Insurance*

**Secretary**  
**Vacant**

**Mark Gruskin, Chapter Attorney**  
*Senn Visciano Canges*

**Amber Valdez, Lobbyist**  
*Valdez Public Affairs LLC*

*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.

ASAC Health and Safety 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](http://www.ASAColorado.com).



*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](mailto:kwhite@fisherphillips.com)

## ASAC MEMBERS ONLY ASAC Safety Program

### Consulting & Products

4785 Elati Street | Denver, CO 80216  
(303) 477-8414 | [www.preferredsafety.com](http://www.preferredsafety.com)



### Preferred Safety Products, Inc.

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

## Safety Education & Training Resources



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

### ASAC Membership includes

### COMPLIMENTARY Membership in CSA

1114 West 7th Avenue, Suite 150 | Denver, CO 80204  
303.373.1937 [www.coloradosafety.org](http://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](mailto: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](http://www.ASAColorado.com), Safety  
June 2020 Fall Prevention Month**



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!



***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](mailto:Eric@thinkccig.com) | 720.212.2027**

# AMERICAN SUBCONTRACTORS ASSOCIATION ASACOLORADO 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.

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.*



## Platinum Partners

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

Delta Dry Wall, Inc.  
Hudspeth, Inc.  
Wagner Rents, Inc.

### Communication

Colorado Real Estate Journal  
ASAC Board of Directors  
ASAC Committees & Councils  
ASAC Safety Series  
asaToday  
[www.ASAColorado.com](http://www.ASAColorado.com)  
ASAC Facebook  
Contractor's Compass  
[www.asaonline.com](http://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  
Member Business Breakfast  
Annual Golf Classic  
Annual Awards Gala  
ASAC Committees & Councils  
SUBExcel  
Colorado Trade Associations  
Health & Safety Summit Vendor Show



***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](mailto: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**

## 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**

## 2020 ASAC Feature Partnership



**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

**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.

***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

**Nick Williams**

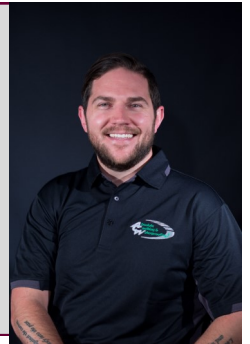
**2020 ASAC President**

Director of Operations

Absolute Caulking & Waterproofing, Inc.

*"Anxiety is the dizziness of freedom."*

Soren Kierkegaard



## **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**

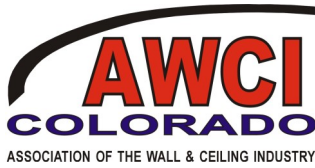
**American Subcontractors Association of Colorado**

# 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 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](http://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.