

ASAC PRESIDENT'S MESSAGE



Monday, May 24, 2021

Good morning! It is the week of May 17, the middle of the month. Have you ever thought about that middle position: halfway there, mid-term, middle school, and intermediate to name a few? Any process has a point of being half-way there; the end game is to arrive or reach consensus.

One of the hardest and most important things a leader does is bringing a team of highly intelligent and highly opinionated people to consensus. Consensus means to bring folks to a position of general agreement, especially in an opinion. I digress here, consider an opinion; yours, mine and know that there is your opinion and my opinion and somewhere in the middle is the truth. Therein lies the role of a leader.

The larger the group, the greater the work to bring consensus or an agreement. Think about Democrats and Republicans reaching a general agreement about something. How do you bring a group to consensus? This too is a process and requires that we know who we are dealing with, lay it all out, no surprises. Where are you headed, what is the goal, get to the bottom of it. Make it logical, make it personal. The mark of success, close the deal or sell it.

ConsensusDocs is a family of construction documents that reflects the best practices and proper risk allocation. As the name implies, the ConsensusDocs focus on consensus principles and continue to be on the leading edge of the construction industry. ConsensusDocs was founded in 2007 and ASA was among the original 8 organizations that lead the way to the ConsensusDocs suite of contract documents. Ultimately and under the leadership of twenty organizations in the architecture, engineering, and construction (A/E/C) industry, with one goal in mind: to help the industry build a better way by developing contracts that protect the best interests of the project. To do so, the ConsensusDocs Coalition created a process dependent upon — trust, collaboration, and innovation. We have included a link to the coalition that continues to develop new documents and revise existing documents as the environment evolves and dictates. There are currently over 100 documents that incorporate fair risk allocation and best practices to represent the project's best interests.

What about the documents and the pricing? The Subcontracting Package is \$749 or \$599 as an ASAC member. This package includes 51 out of the 113 documents and all documents in the 700 series, Subcontracting Agreements and 900 series Public Private Partnership Agreements. Samples are available, a demo of the documents is available and on June 9th ASA in partnership with ConsensusDocs is delivering a webinar, Subcontract Negotiations: When the Juice Ain't Worth the Squeeze When You Really Want the Fruit. The secret component to a competitive advantage in construction contracting is attracting the best contractors at their best price. Contractors don't give the same price to an owner or general contractor if the risk profile is different. Studies show that changing just 5 of the most important contract terms can increase prices by 20% and decrease competition. Registration information is included in this publication.

In closing, ASAC Members have until close of business Thursday, May 20 to cast their vote for the 2021 ASAC Construction Industry Awards in the Park. Click the link and cast your vote! Make it a good week.