

**Hot off the press:** 2014 brings challenges in the form of new, sometimes onerous, legislation. Stay on top of what you need to know – **and stay out of trouble** – by attending our 2014 Construction Law Update this Wednesday, Jan. 15. It's at the Butcher Shop at 4:30. **Get the details and reserve your spot right now.**



just

# Briefly

## ▶ Subcontractors score a win with this legislation

HR 2232, aptly named the Make Every Small Business Count Act of 2013, is now an amendment to the National Defense Authorization Act of 2014. President Obama recently signed this change into law, and it will likely become effective in about 18 months.

The act will permit prime contractors that are covered by a subcontracting plan pertaining to a single contract with a federal agency to receive credit against such a plan if they use small-business subcontractors at any level of subcontracting.

Previously, prime contractors were only allowed to count first-tier small business subcontractors toward the goals.

The new law encourages them to make sure small businesses have opportunities for growth.

*In other words, if you are a small-business sub and are self-certified for federal work, you could potentially benefit by the increase in tiers to which subcontractor participation can be counted toward the prime's goals.*

This new law is a significant win for the entire industry and for subs in particular.

## ▶ Build your business at this event

"Deep. Diverse. Full of opportunity. That's the San Diego market." McCarthy's website sends an optimistic message, and with good reason: The 150-year-old general contracting company has an impressive lineup of projects for 2014 that includes work for UCSD, Scripps Clinic, CSU, the County of San Diego, and other impressive clients.

You'll have the opportunity to strengthen your working relationship with McCarthy at our next ASA Industry Partner Meeting, where you may engage in open dialogue regarding operational, contract, or payment issues in an informal and productive atmosphere.



- ▶ Jan. 29 – 10 am to Noon
- ▶ Members only
- ▶ No walk-ins
- ▶ Limited to the first 25 members who register
  
- ▶ Get full details and [register today](#) to Meet Your General Contractor.

## ▶ The year at a glance



Mark your calendar now to save these dates:

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

**JAN 15** Construction Law Update @ Butcher Shop

**JAN 29** Meet Your General Contractor – McCarthy

**MAR 20** Member Showcase

**APR 02** ASAC Day at the Capitol

**APR 22** Meet Your General Contractor – Level 10 Construction

**MAY 02** Spring Fling Golf Tournament @ Carlton Oaks

**JUN 13** Sporting Clay Competition @ Lemon Grove Gun Club

**JUL 22** Meet Your General Contractor – To be determined

**JUL 23** Awards Banquet

**AUG 20** ASA Board Strategic Planning @ University Club

**SEP 24** General Contractor Showcase @ University Club

**OCT 22** Meet Your General Contractor – To be determined

**NOV 03** Fall Golf Classic @ San Diego Country Club

**DEC 10** Holiday Casino Night & Bay Cruise @ Bahia

## ▶ Have you met these new members yet?

In a professional association such as ours, strength in numbers works best when members reach out to each other, get to know each other, and join forces to work toward common goals.

To that end, we encourage you to welcome and get acquainted with these new ASA members.

You can click on a company name to be taken directly to its website.

- ▶ [Bonita Valley Excavation](#)
- ▶ [Cannon Constructors](#)
- ▶ [Casper Company](#)
- ▶ [Hub Construction Specialties](#)
- ▶ [Kyne Construction Co.](#)
- ▶ [Level 10 Construction](#)
- ▶ [Little Consulting Group](#)
- ▶ [Murray Company](#)
- ▶ [Neal Electric](#)
- ▶ [Pacific Coast Cleaning](#)
- ▶ [Rocky Coast Builders](#)
- ▶ [Summit Equipment Rentals](#)
- ▶ [Toolshed Equipment Rentals](#)
- ▶ [West Coast Firestopping](#)
- ▶ [West Coast Iron](#)

*We Build Relationships*

## ► Your ASA president says ...

Wow. If you were a member of San Diego ASA last year, you know first-hand that 2013 was a banner year, and a busy one.

On July 1, this chapter made a bold move, disassociating itself from National ASA in order to focus our efforts on more effectively and efficiently representing our San Diego members.

Our name became **Associated Subcontractors Alliance**, which allowed us to retain both the acronym ASA and our distinctive logo.

What did *not* change were the many services and benefits membership offers. ASA continues to be the only association focused on issues unique to subcontractors, suppliers, and specialty trade contractors. We represent you at all levels before all branches of government as well as within the construction industry. **ASA is your strongest advocate.**

Locally, we meet with public agencies, school districts, and universities to ensure that subcontractors' rights are upheld.

At the state level, ASA not only conducts direct advocacy, but also produces model legislation and other materials to aid in the pursuit of subcontractor-friendly legislation.

Last year, we provided a great number and variety of networking events. These included several opportunities to meet

face-to-face with top general contractors who are our industry partners in order to learn the ins and outs of doing business with them.

Not all ASA events are business ones; we also have a terrific line-up of casual, just-for-fun events.

Last June, we added a new one, the Sporting Clay Competition, which proved to be so popular that it'll be coming back this year.

I urge you to check the 2014 calendar on the first page of this newsletter and save the dates now.

I also urge you to get involved in *your* ASA.

See **this article?**

It lists volunteer opportunities and tells you how to join one of our committees. Just click on a chair's name, tell him or her you want to join, and pat yourself on the back for helping make ASA better than it has ever been before.

I sincerely hope each and every one of you enjoyed your holidays and that 2014 will find you healthy, happy, prosperous ... and involved!

As always, I welcome your questions, your suggestions, and even your complaints.



David Blackston  
2014 ASA President  
[davidb@dawhitacre.com](mailto:davidb@dawhitacre.com)

## ► What are you doing with all your spare time?

Why not make 2014 the year that you get the very most out of your ASA membership by **volunteering** to serve on one of the association's committees?

You'll be doing important work, making a valuable contribution to your industry, learning a few new things, and strengthening relationships with others who share your values and goals.

Click on a chair's name to email your interest in serving with them.

### GOVERNMENT RELATIONS

Chair: **Anne Wright**  
*New members especially needed*

### EDUCATION

Chair: **Nicki Young**  
*New members especially needed*

### MEMBERSHIP

Chair: **Sam Padilla**  
*New members especially needed*

### MAY GOLF

Chair: **Terry Waddington**

### NOVEMBER GOLF

Chair: **Ron Wood**

### AWARDS

Chair: **Terrie Lopez**

### EVENTS

Chair: *Needed*

Our committees thrive on fresh points of view. Get involved!

## ► Be seen in exactly the right place

Wouldn't it be great if your business would just grow itself?

That's a nice fantasy, but the reality is that you need to **let potential clients know you're here to help them.**

A few paid advertising opportunities are still available in the 2014 ASA Member Directory. This publication can be a great tool in your marketing arsenal, and this is your **last chance** to take advantage of it. Contact **Richelle Floco** of Lifestyles Media Group to reserve your space today.

Also, don't forget to notify her if any details – such as your phone number, email, or mailing address – have changed. Your member listing is free, but you must confirm the details.

## ► ASA member and industry partner team on high-profile project

Sempra Energy's new world headquarters in downtown San Diego is under construction, with an estimated completion in June 2015. ASA Member **Morrow Meadows Corporation** is the electrical contractor, working seamlessly with Industry Partner **Turner Construction**, to build the 16-story office complex with four levels of below-grade and three levels of above-grade parking.

This project is an excellent example of the value of teamwork.

