

Hot off the press: Do you know how your company's experience modification rate (EMR) is calculated? Do you know how to manage it? You should, because many GCs and public agencies use your EMR in the prequalification process to determine your eligibility to bid. Read [this article](#) by Sam Clayton, of [Rancho Mesa Insurance Services](#), to get up to speed on this important issue.



just

Briefly

▶ ASA looks out for your best interests

In the *last issue* of Just Briefly, we updated you on **AB 1705**. Since then, this bill – which corrects another law that allows public agencies to exceed a five percent cap on retention simply by declaring a project “substantially complex” – has made its way to the Senate floor. Getting past the Senate policy committee was a **key victory for ASA and other industry groups** that worked tirelessly to close a huge loophole in a previous law and protect our rights.



On July 1, **AB 44** goes into effect, with the result that any general contractor bidding on a California public works project will be required to include the license number of each listed subcontractor. (Just imagine the GC bid-room staff, having to submit 35-40 multi-digit subcontractor license numbers correctly and at the eleventh hour of the bid process. Yikes.)

As originally written, AB 44 would have dictated that, if a GC made even the smallest error, a bid protest could be filed or the bid could be considered non-responsive. **ASA members helped secure a key amendment** that allows a GC to correct the error within 24 hours. Read our amendment [here](#).

▶ Well, shoot! This was a great event!

Statistic don't lie: Our 2nd-annual Sporting Clay Tournament was a rousing success by every measure. Most notable was the fact that attendance rose 60 percent over last year, from 50 shooters to 80. Plus, 20 companies stepped up as sponsors and raffle prize donors. (See page 2.)



A huge thank you goes to the Sporting Clay Tournament organizers: **David Blackston** of D.A. Whitacre Construction and **Bob Friar Jr.** of Chula Vista Electric.

▶ Free publicity is the best kind

Do you know that your ASA runs a large ad in every issue of Contractor News & Views, and this space is **FREE** to you for the asking? Check out this [example](#) of what Clark Steel Fabricators recently did, and email [Nancy Grimes](#) to follow suit.

▶ More than one way to skin the project-delivery cat

Today, alternative project delivery methods are growing in popularity. While there are no industry-wide definitions, here are some of the basics:

Design-Build (DB) combines architectural and engineering design services with construction performance under one contract.

Construction Management at Risk (CMAR) allows the CM to act as a consultant to the owner in the development and design phases but assumes the risk for construction performance as the equivalent of a GC. This method is also known as **Construction Manager/General Contractor (CMGC)**.

Integrated Project Delivery (IPD) contractually requires collaboration among the owner, designer, and builder so that risk is shared.

Public-Private Partnership (P3 or PPP) contractually binds a public agency and private-sector entity to share assets, skills, risks, and rewards.

Building Information Modeling (BIM) creates and uses digital modeling for design, visualization, simulation, and collaboration among all project stakeholders.

▶ Mark your calendar!

You won't want to miss these events.

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

JUN 24 Safety Seminar with Little Consulting Group @ Filippi's Pizza Grotto

JUL 22 Meet Your General Contractor – Reno Contracting

JUL 23 Awards & Installation Banquet

AUG 27 ASA Board Strategic Planning @ University Club

SEP 24 General Contractor Showcase @ University Club

OCT 22 Meet Your General Contractor – Turner Construction

NOV 03 Fall Golf Classic @ San Diego Country Club

DEC 10 Holiday Casino Night & Bay Cruise @ Bahia



▶ Do you like ASA?

We invite you to [visit our Facebook page](#) and click on the “Like” button under the top banner that says “We Build Relationships.” When you do that, the “Like” button will change to say “Liked.” Hold your cursor over that, and select “Get notifications” to stay up to the minute on ASA news.

► Your ASA president says ...

When I took office a year ago, I made a promise that I would work diligently to promote business amongst all of our members. After all, one of the reasons we all pay our association dues is to gain the opportunity to network with each other, in both formal and informal settings, with an eye toward building profitable working relationships with other companies in our industry.

I look at it this way: Some member companies need what my company provides, and my company needs what many other member companies provide.

All of us, whether subs or GCs, need rental equipment, legal services, bonding, insurance, financial advice, and building materials. I encourage everyone to turn first to a fellow ASA member for these and any other needs.

Or, what if you need to partner with another sub as part of a bid package? Call an ASA sub! Or, what if you know of an upcoming project that'll require general construction services? Let an ASA industry partner know! Or, if you are an industry partner, you know our ASA subs can be a huge asset to your team.

The point is, ASA members in every category are the most professional, best qualified, most reliable, best trained, most ethical firms in the industry ... and doing business with them is the smartest move you can make.

This message just wouldn't be complete without my singing one of my favorite tunes: Thank you to all of the individuals who volunteer their time, talent, and money to sustain and grow our ASA. I fully appreciate that you superheroes are juggling your work and family commitments, and that adding another layer to your already busy lives is above and beyond the call of duty.

This month, I would especially like to acknowledge the donors who made our Sporting Clay Tournament such a huge hit. They're listed [here](#); I hope you'll thank them, too.

Soon we'll have a whole new list of folks to thank, as our ASA staff and volunteer members pitch in to organize the upcoming Awards & Installation Banquet. July 23 is just around the corner, and I, for one, am really looking forward to seeing all of you there ... building relationships and having great fun!

Last - *and I really mean this* - I want to hear your opinions, both the negatives and positives, about how your ASA is performing, and how we can continue to grow.



David Blackston
2014 ASA President
davidb@dawhitacre.com

► Applause, please

It takes a village to make an ASA event as successful as our recent Sporting Clay Tournament was. Lucky for us, we had that village in these generous sponsors and prize donors:

- Deep Blue Construction
- HUB Has It
- Lakeside Bait & Tackle
- East County Bait & Tackle
- Jim Hernandez
- Summit Equipment Rentals
- Moyer Chiropractic
- Chula Vista Electric
- Lemon Grove Gun Club
- Dixieline ProBuild
- Past & Present Collectibles
- University Mechanical
- Neal Electric
- RBTK LLP
- Schwartz Semerdjian Ballard & Cauley
- Morrow-Meadows
- Dynalectric
- Champion Lumber
- Best Interiors
- Diversified Metalworks



► Have you shaken hands with these newcomers?

You can click on a company name to be taken directly to its website. But don't stop there; search them out at an ASA event and say hello in person.

- [Ahern Rentals](#)
- [Blackhawk Electric](#)
- [Providence Venture](#)
- [FPS](#)

► Here's a surefire cure for shyness

Do you feel ill-at-ease at large social events? Do you find it difficult to just walk up and say hello to a stranger? Do you cringe at the idea of having to market your services or products?



Take heart. We have a suggestion that will help you: **Join an ASA committee.**

It's a fact; shy people who join a small committee have the chance to get to know a few members well, and these members then become friendly faces at a larger event. Also, when you're on a committee, you have a purpose and a legitimate reason to approach a stranger without wondering what to talk about.

Every ASA committee has openings. What are you waiting for? Sign up [here](#) to join one that interests you. You have nothing to lose ... except your shyness.

► The future of public works

The San Diego Regional Construction Procurement Committee (RCPC) has identified four top issues in public works construction: aging infrastructure, sustainability in public works, new environmental regulations impacts, and regional collaboration in developing the next generation of public works projects.

ASA encourages you to read the full [RCPC white paper](#) as well as visit the new [RCPC website](#).



We Build Relationships