

Hot off the press: Construction sites have an abundance of attractive nuisance hazards, especially for children. Doing nothing to prevent the entry or injury of trespassers creates a serious risk for those who enter your site and for your liability. Bill Bodensadt of CMR Risk & Insurance Services advises treating this issue with the highest gravity and tells you what you need to know [here](#).



just

Briefly

▶ Getting paid for stored materials

Has your company ever found itself financing the cost of storing materials because a contract didn't allow submittal of billings when you incurred purchase or fabrication costs?

Your ASA is in continuous discussions with public owners to seek a standard provision in prime contracts that will allow prompt billings. Learn more [here](#).

▶ The scoop on OCIPs and CCIPs

Owner- or contractor - controlled insurance programs are *not* all the same, you *do* have some input, and you *can* benefit.

Do you know what GCs and owners expect? What you can and can't negotiate out of a contract? What your bond agent will need? What to expect for insurance requirements and deductions? What the effects will be on Workers Comp and EMR?

Don't miss our Oct. 27 seminar presented by Susan Thorne of Swinerton Builders, Bill Bodensadt of CMR Risk Insurance Services, and Barbara Vasquez of Western Fire Protection. Click [here](#) for details and to register.

▶ Here's a way to expand your business horizons

The final ASA Industry Partner Meeting of the year will put you face to face with representatives from **Balfour Beatty Construction**.

The company's San Diego office is headquarters for its Southwest Division, which serves clients in the public and private sector throughout Southern California and Arizona.

Busy? You bet: The San Diego Daily Transcript ranks Balfour Beatty the largest GC in the area. Accomplished? Yes: The company's award-winning portfolio includes Petco Park, the San Diego Supercomputer Center at UCSD, and the Wounded Warrior Campus at Marine Corps Base Camp Pendleton.

Balfour Beatty Construction

Our Industry Partner Meeting is your chance to get an insider's view of Balfour Beatty while strengthening important business bonds. Who knows? Maybe you'll team with them to build the *next* San Diego landmark!

- ▶ October 28 - 3 pm to 5 pm
- ▶ 10620 Trenea St., #300, San Diego 92131
- ▶ Members only
- ▶ No walk-ins
- ▶ Limited to the first 50 members who register
- ▶ Get full details and [register today](#) to Meet Your General Contractor.

▶ Have you met our newest members yet?

New blood, fresh ideas, and increased networking opportunities are some of the many benefits your ASA reaps when more companies join the chapter. In this issue we welcome four new members and encourage you to reach out personally to each of them.

Click on a company name to visit its website. Better yet, welcome these newcomers with an email, a phone call, or a handshake.

- ▶ **Brady Company** - Rick Marshall - 619-462-2600 or rmmarshall@brady.com
- ▶ **Consolidated Electrical Distributors** - Brian Gile - 858-268-1020 or b_gile@cedsandiego.com
- ▶ **Law Office of Roger C. Haerr** - Roger Haerr 619-500-1797 or roger@haerrlaw.com
- ▶ **PAC Mechanical** - Bob Geroles -- 619-561-9163 or andrea@pacheatingandair.com

▶ Get members; get money

Bring in a new member and get a \$25 Visa card. **Nancy Grimes** will help you.

Already spending their rewards are **Steve Stroder** of Berg Electric, **Frank Robledo** of Dynalectric, and **Jim Knorr** of Cannon Constructors. We thank them for their help!

2015

All of our events are fast sell-outs ... and three of our most popular are coming up in the final weeks of 2015. We strongly urge you to reserve your spots immediately.

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

OCT 27 OCIP/CCIP Seminar @ The Butcher Shop

OCT 28 Meet Your General Contractor - Balfour Beatty

NOV 02 Fall Golf Classic @ San Diego Country Club

DEC 9 Holiday Casino Night & Bay Cruise @ Bahia

2016

And it isn't too soon to start planning to attend this sure-to-sell-out event next year.

JAN 20 ASA Legal Update @ The Butcher Shop

▶ Need more?

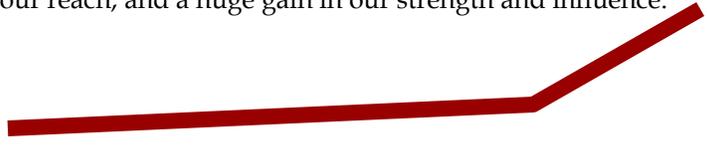
Every ASA member company receives a single copy of the Member Directory. Sometimes, though, one of something just isn't enough ... especially when it's such a useful and informative reference.

If you'd like additional free copies, contact [Nancy Grimes](#).

► Your ASA president says ...

Hello! As your new president, I thank you for reading my first newsletter message, and I look forward to leading our chapter and working with you throughout the coming months.

If you were to graph the 25-year history of San Diego ASA, you would see a fairly long, flat line followed by a sudden spike representing our recent diversification, a broadening of our reach, and a huge gain in our strength and influence.



Consider this: We've enhanced the chapter's image, with a resultant increased respect for its members. We've attracted and retained members with our creation of organized, effective programs, some of them designed to involve and reward you. We've spearheaded grassroots efforts that have seen bills signed into law and have strengthened your bottom line. We've increased the Industry Partners membership category to broaden our relationships with general contractors and public agencies. We've launched more and better events and programs designed to help you build your business through networking.

During my term in office, I certainly intend to encourage your continuing support of all of these accomplishments. The groundwork for a highly effective chapter that furthers your interests has been laid, and, I believe, now is the time to capitalize on it.

One of my primary goals – and I share this with our immediate past president, David Blackston – will be to increase membership. “There's strength in numbers” didn't become a commonplace saying for nothing, and I don't believe I need to tell you why continued growth is absolutely essential to our ability to accomplish what's needed.

I urge you to be an active advocate for joining San Diego ASA. Don't worry; you don't need to go out and make a sales pitch if you're not comfortable with that. Instead, you can let Nancy Grimes know which companies might make good candidates for membership, and she'll take it from there.

Another of my goals will be to continue to support and work hand-in-glove with the American Subcontractors Association of California. Many key issues that are of crucial importance to our own chapter extend across geographic boundaries and are important to the subcontracting industry throughout the state. ASAC is a tremendous resource and ally for us.

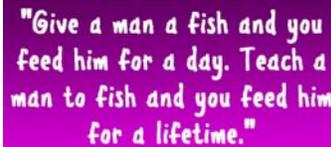
I'm extremely pleased and proud to have this opportunity to serve San Diego ASA as president. My personal involvement in our chapter has always been tremendously rewarding. I trust you'll experience similar feelings as you become active and involved.



Frank Robledo
ASA President
frobledo@dyna-sd.com

► Mentor Protégé Program kicking off

With the mission to provide a forum for small businesses and contractors to collaborate and cooperate for successful partnerships, the Construction & Commodities Mentor Protégé Program is kicking off its development phase with an October 27 meeting open to all interested parties.



"Give a man a fish and you feed him for a day. Teach a man to fish and you feed him for a lifetime."

Also, applications from all firms that want to participate as mentors or protégés are being accepted by the program. Participating is free of charge, free of legal obligation, and free of guarantees (such as contract awards).

ASA member **Candace Friedman**, of Acme Safety and Supply, serves as a co-chair for the program's steering committee. ASA Industry Partners **Turner Construction** and **Hensel Phelps** are already signed on as mentors.

The Kick-Off Event will provide an overview of the program. High-level officials from Caltrans, SANDAG, City of San Diego, Unified Port District, and San Diego Airport Authority all will be present.

- **October 27 -- 9 am -- 12 pm**
- **2375 Congress Street, San Diego 92110 – In auditorium**
- **Free parking onsite**
- **Refreshments served**
- **REGISTER [here](#)**



We Build Relationships

► See your company's name in lights!

... Well, maybe not exactly lights, but in the pages of Contractor News & Views, which is read by the who's who of our industry.

Your ASA pays for a large ad in every issue of the magazine, and this space is **FREE** to you for the asking.

RCP Block & Brick recently took advantage of this opportunity; you can check out their free ad [here](#).

Email [Nancy Grimes](#) if you would like to see your company featured soon.

► Fair Pay Act now in effect

No doubt you've heard or read this news recently, but it deserves to be repeated here: The Fair Pay Act, signed by Gov. Jerry Brown a few days ago, expands California's existing equal pay law and places the burden on you, the employer, to prove a man's higher pay is based on factors other than gender.

Under the new law, employers can justify higher wages for men only if the pay is based on seniority, a merit system, quantity or quality of production or any other "bona fide factor other than sex."

The bill also protects your workers from discrimination and retaliation if they ask questions about how much other people earn. However, it doesn't require that you provide that information.

Workers also now have the right to sue if they are paid less than someone with a different job title who does "substantially similar" work.

Are your pay practices in compliance with the new law?