

MEETING RECAP & MINUTES



Date/Time:
Meeting:

October 20, 2021 12:00 p.m.
ASAM Board Meeting

Prepared by: Jon Lunderberg – 616-299-8243

Present: James Bockheim, Chris Fennema, Melissa Kinstner, Travis Koetje, Jon Lunderberg, Mike Martinczek, Ann Plummer, Mark Rysberg, Jennifer Sanford, Brian Strick, John Turner, and Nell Witting.

Absent: Matt DeVries, Dan Hall, Matt VanHekken, and Tony Vermaas.

ACTION ITEMS

Item	Assigned	Follow-Up Date
Financial Statements: The 7/1/2020 to 6/30/2021 Annual Financial Statements and the July to September 2021 monthly financial statements are open.	Ann Plummer	11/17/2021
Annual Retreat: Reserve the Centennial Room for 9/2022	Melissa Kinstner	11/17/2021
Political Updates: James will coordinate updates with ABC	James Bockheim	
WMCI: James will reach out to WMCI and meet with Jen Schotke.	James Bockheim	February 2022
MCOY: The 2019 and 2021 data from the nominees needs to be summarized and distributed – this data is confidential.	James Bockheim & Melissa Kinstner	TBD

NEXT MEETING(S)

When	Where	Who	When	Purpose
November 17, 2021	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting
December 15, 2021	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting
January 19, 2022	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting
February 16, 2022	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting
March 16, 2022	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting
April 20, 2022	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting
May 18, 2022	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting
June 15, 2022	Bistro Bella Vita	Board	12:00 p.m.	Monthly Meeting

MEETING AGENDA

- | | | | |
|-------------------------|-------------|---------------------|-----------------|
| 1. Executive | James | 7. Safety/Education | John → Jennifer |
| 2. Executive Recruiting | Tony | 8. MCOY | John |
| 3. Legislative | Tony & John | 9. Membership | Brian |
| 4. Financials | Ann | 10. Programing | Travis |
| 5. CWDA | Dan | 11. Open Discussion | |
| 6. Marketing & Admin | Melissa | | |

MOTIONS

M/S/C (Motion, Support, Consent) to approve the Mission & Vision for 2021-2022.

M/S/C to approve 10/18/2021 version for the 7/1/2021 to 6/30/2022 budget.

M/S/C to approve John W. Potter and Halyard as a new ASAM members.

M/S/C to approve an increase from \$20 to \$25 for GMMs.

MEETING MINUTES

Call to Order: James Bockheim called our Board Meeting to order at 12:09 p.m.

Executive (James Bockheim): Welcome to Melissa Kinstner. The Committee Manual is awesome, transferable, and easily updated in the future. The ASAM Mission & Vision was distributed for final review. Future board meetings will be at lunch at Bistro Vella Vita on the third Wednesday of the month. The late Q3 Executive meeting convened. The next Executive meeting will be early in Q1 2022. Board retreat date of Wednesday 9/21/2022 was confirmed with 9/14/2022 as a backup date subject to the availability of the Centennial Room at Founders.

M/S/C (Motion, Support, Consent) to approve the Mission & Vision for 2021-2022.

Executive Recruiting (Steve Coates): The Executive Team developed a list of new members for committees and potential board candidates for next spring. Developing the future leaders at ASAM are a continuous activity.

Legislative Update (James B): ABC has been providing legislative updates and Jimmy Greene, President of ABC does a weekly update. The ASAM model is to provide updates, not political action. James Bockheim will reach out to Jimmy Greene to see if he can address the board quarterly and as needed.

ASA National (Tony Vermaas): No Update.

Financials (Ann Plummer): 6/30/2021 FYE through 9/30/2021 are in final review. The 6/30/2021 Net Income is the difference between the RM&D actual vs budget or \$28K. Through 9/30/2021 we retained \$54K of dues. 14 active members need to renew. We had a \$31K budgeted loss for MCOY. The \$28K of income from 6/30/2021 offset, most of the \$31K MCOY loss, which keeps our cash flow stable. We have about \$17K of net income for the 9/30/2021 quarter. The "final" 6/30/2021 FYE and July through September monthly financial statements will be distributed and voted on at the 11/17/2021 board meeting.

The 7/1/2021 to 6/30/2022 budget is going to be similar to the pre-COVID budget with growth from seven TBD new members. MCOY, RM&D and new members are in the budget with projected total income of \$67K and \$98K of expenses. Without MCOY we are at breakeven; we are within \$800.

M/S/C to approve 10/18/2021 version for the 7/1/2021 to 6/30/2022 budget.

CWDA (Dan Hall): CWDA with ASAM and ABC is losing momentum. ABC created the West Michigan Construction Institute (WMCI) at OAK's old shop at Wealthy and 131. ASAM has carried the load for the past couple years. Labor was and is a pinch point for ASAM members – the goal is to get ASAM in front of WMCI in February 2022. The initial focus will be electrical, plumbing, & carpentry.

Marketing (Nell Witting): The scoreboard was sent out with higher data (2020 was a wash out). Facebook is picking up followers. 11/1/2021 is the transition date from Nell Wittig to Melissa Kinstner. MCOY will have Sarah, Nell, and Melissa.

Safety (John Turner & Jennifer Sanford): The quarterly meeting is on 10/28/2021 at Andy Egan. Seth Wehner will be setting up a jobsite walkthrough for November 2021.

MCOY (John Turner): The last interview was completed for MCOY 2021. Seven out seven nominees liked the LMCU Ballpark, so did the MCOY Committee, and the ASAM board. We will work to have MCOY 2022 at LMCU Ballpark. Pioneer asked about what is most important; how are the categories ordered has an impact. An e-mail survey will be distributed.

Membership (Brian Strick): Hylant and Milwaukee Tools were approved as members at the 9/14/2021 Board Retreat. Overcoming obstacles and barriers will be part of the membership drive along with providing a consistent voice. The board needs to address barriers to membership, what are the objections, and what are additional resources that would be easier to overcome rejections. Brian needs your feedback. Please respond to his e-mail.

M/S/C to approve John W. Potter and Halyard as a new ASAM members.

MEETING RECAP & MINUTES

Programing (Travis Koetje): The Dan Vos Construction, Construction Advancement Forum (CAF) had about 45 attendees. The feedback about having the CAF at Dan Vos Construction was positive. CAF's on location may be a future focus. In addition to programming for the General Membership Meetings (GMMs), we will work on having a CAF series for MCOY nominees - This will be tailored to provide feedback on how GCs / CMs can improve with candid feedback. Mike Oscar is coming in on 11/9/2021 for the 11/10/2021 Wednesday GMM. Travis will look to the board to do a Tuesday dinner and a Wednesday job site visit.

M/S/C to approve an increase from \$20 to \$25 for GMMs.

Legal: ASAM was approached by an East side trade contractor to assist in the defense of a construction lien case regarding the notice of furnishing. The board did not view this as a good use of resources.

Nell Witting: Today was Nell's last board meeting prior to moving to Colorado. We would be remiss if we didn't acknowledge all the work done by Nell and her team and thank her for her service. **Thank you Nell.**

Adjourned: James adjourned the board meeting at 1:51 p.m.

Submitted by: **Jon Lunderberg**
 Buiten & Associates
 Jon@Lunderberg.com
 616-299-8243